

**Kerrick L. Johnson**  
400 Macey Road  
N. Middlesex, VT 05682  
802.770.6166  
[Johnson.Kerrick@gmail.com](mailto:Johnson.Kerrick@gmail.com)

**High-performing senior energy executive that identifies, develops and collaboratively executes successful strategic initiatives that deliver value, earn stakeholder trust.**

**Core Competencies:**

- Demonstrated record of success
- Honest, direct and articulate
- Creative, collaborative and loyal team player
- Dynamic leader with effective relationship network across public and private sectors

**Work Experience:**

**Chief Innovation and Communications Officer  
Vermont Electric Power Company**

**August 2019 – July 2024**

Returned to VELCO armed with new innovation proposals, restructured internal development processes and restored external relationships necessary to rebuild the company's innovation pipeline. Overarching objective is to deliver new products and services that lower cost, raise revenues, improve electric grid reliability and advance clean energy. Conceive and implement all aspects of VELCO's internal and external communications, advocacy and marketing work.

- Co-conceived, developed and launched in September 2021 a new utility/university/clean energy company consortium (Vermont Clean and Resilient Energy Consortium) created to secure funding for work to accelerate grid transformation.
- Secured a \$5 million congressional authorization in 2020 for a 2021-23 renewables integration/load shedding/grid flexibility collaborative project with Pacific Northwest National Lab.
- Reorganized internal innovation work processes such that over 20 initiatives are now in active development with one new service already delivering new revenues.
- Worked with national telecommunications company to build an in-state coalition currently working on a collaborative strategy to leverage federal and state dollars for broadband expansion.
- Oversaw June 2021 release of VELCO long-range transmission plan touted for collaborative, data-driven approach, use of innovative modeling tools and lucid prose.
- Transformed VELCO's role and status as an honest, trusted broker of information on electric transmission, grid innovation and utility broadband policy.

**Strategic and Corporate Affairs Director  
VEIC**

**December 2018 – August 2019**

VEIC's Strategy and Corporate Affairs Director, responsible for identifying, developing and securing opportunities to collaboratively deliver energy efficiency and climate services in ways that best serve communities and the economy.

- Rebuilt key regulator relationship is saving organization \$5 million annually.
- Identified, nurtured and advanced evolution of emerging tech solution that now forms linchpin of company's value generation going forward.
- Identified key strategic business partner opportunity that developed into an effective partnership that continues to deliver customer service and bottom line value to VEIC.

**Co-Founder & Chief Ecosystem Officer  
Utopus Insights, Inc.**

**October 2017 – December 2018**

Helped create and then asked to join this independent but wholly owned subsidiary of Vestas Wind Systems A/S, with Vermont Electric Power Company (VELCO) as a strategic partner. Responsible for leading overall project management, securing effective working relationship with new owner Vestas Wind Systems A/S, successful execution of the company's strategic partnership with VELCO and directing all aspects of product marketing, communications and company branding.

- Oversaw rebuild of company website, production of promotional videos and creation of digital and hardcopy sales materials
- Role expanded within five months of hiring to encompass on-time, on-budget internal project management.
- Helped successfully negotiate a \$100 million company acquisition prior to the firm's one-year anniversary of operation.
- With Vestas counterpart, co-led eight work streams responsible for integration of Utopus Insights into Vestas

**Vice President – Strategy & Communication  
Vermont Electric Power Company**

**2006 – October 2017**

Recruited as first hire for newly created external affairs position within a statewide \$1 billion electric transmission utility undertaking largest construction expansion in company's history. Entrusted responsibilities expanded to encompass IT, telecommunications and business systems. Deliver consistent success in aligning diverse shareholder goals with demanding regulator expectations in an ecosystem that demands corporate transparency, environmental commitment and reduced-cost service. Demonstrable results as the primary strategy advisor to the CEO and leadership team, and as company advocate in federal, state and local forums. Proven ability to proactively position company on key issues to meet measured objectives and ensure consistent, integrated communication through all corporate message platforms. Oversee writing, editing and production of communications for print, broadcast, traditional media and internal audiences. Key accomplishments include:

- Conceived, advocated and led execution of the company's first-ever research project with IBM to correlate predictive weather forecasts with renewable generation and electric load predictive models to improve grid reliability, lower weather-driven operational costs and optimize utilization of renewables. This initiative grew into VELCO's investment and current partnership with Utopus Insights.
- Conceived, advocated and helped to successfully execute an on time, under budget statewide Smart Grid project through a \$68 million DOE investment grant, the highest per capita and 16<sup>th</sup> largest in the nation, the benefits of which include greater reliability, improved customer satisfaction and a platform for innovation.
- Conceived and spearheaded operationalization of a \$75 million statewide fiber optic network to improve system reliability and create a communications platform to drive grid innovation.
- Advocated and led the creation of a statewide radio system that substantially improved line worker safety, increased geographic coverage for system emergency restoration service coverage to 99.99% and reduced OPEX by 6%.
- Conceived and directed company's new project communications strategy for largest transmission project in state's history that secured approval in record time with less than 2 days' hearings – down from 40 days' hearings for previous transmission project.
- Successfully reengineered company's relationship with regulators, legislature, landowners, media and environmental advocacy groups.
- Directed work that led to a 20% improvement in three years on "corporate honesty and integrity" survey rating in independent poll of opinion leaders.
- Served as team lead for investor regulatory/legislative questions around \$135 million bond sale that

achieved best-in-nation results in 2009 for any industry sector in the U.S. private placement market in more than two years and \$60 billion worth of new issues.

- Served as team lead for investor regulatory/legislative questions that helped secure a two-notch credit rating upgrade from “A Low” to “A Stable”.

**Director, Government Affairs  
Central Vermont Public Service**

**2000 – 2006**

This position reported to the Vice President of Public Affairs for state’s largest investor-owned electric utility. Required to conceive, develop and implement initiatives to strengthen company relationship with government officials, legislators, commercial and industrial customers, energy and environmental interest groups, and local communities. Established and maintained personal and company reputation as possessing the highest degree of integrity. Anticipated and ensured company’s awareness of pertinent federal and state legislative and regulatory policies. Crafted and presented thoughtful, accurate and persuasive arguments to legislators and regulators to secure beneficial policy outcomes. Established budget, conceived theme, composed text, developed design and oversaw production of company annual report. Selected achievements include:

- Conceived and successfully executed creation of organization comprising all Vermont utilities to jointly pursue power supply opportunities, policy goals and overall industry communications needs.
- Rated by employer as a “superior” employee with “results well above those expected” for 2004-06 job performance.
- Rated 8.7 on a scale of 5 to 10, (with 5 the norm) as an “honest and accurate purveyor of information” in 2004 independent survey of state legislators.
- Last legislative session’s work with company described as “outstanding” in a “challenging political environment with significantly more risk than opportunity”.
- In national, peer-level juried competition, the company’s 2004 and 2003 annual reports each earned second-place “Silver Awards”.
- Produced 2001 annual report that garnered first-place “Platinum Award” and rated 16<sup>th</sup> best out of the top 100 annual reports nationwide judged across all competition classes.

**Vice President  
Associated Industries of Vermont**

**1987 – 2000**

Reported to the President for statewide 500-member manufacturer and industry trade organization. Provided legislative and regulatory advocacy and representation at the state and federal levels. Organized and staffed task forces comprising members, legislators and other stakeholders on issues that included energy, forest policy, air quality and other environmental and land use policies. Edited one of Vermont’s most respected newsletters that analyzed local, state, and national developments important to Vermont’s industrial and business community. Conceived, organized and presented organization’s annual meeting, as well as seminars and workshops on issues critical to employers. Notable accomplishments include:

- Correctly anticipated need for, and became, state’s first business-group lobbyist to specialize on environmental and energy issues.
- Led successful advocacy effort to pass contentious legislation involving storage of hazardous waste and landowner liability.
- Established tri-partisan reputation in the Vermont legislature and among federal and state regulators for honest and ethical advocacy in an extremely demanding political environment.
- Counted on as “closer” to successfully retain and recruit association members, especially for those

companies engaged in energy and environmentally related fields.

- Conceived and developed statewide, voluntary, technical assistance program to share industry's solid waste management expertise that was subsequently adopted by Maine and New Hampshire.
- Directed office IT selection and installation on time and under budget

**Education:**

Johnson State College (Johnson, VT)

Defense Language Institute (Monterey, CA)

Airborne Cryptological Linguist for United States Air Force 1980-1984, Honorably Discharged

**Volunteer Board Service:**

GridWise Alliance

The Howard Center, Burlington, VT

Montpelier (VT) Chamber Orchestra Society

Barre (VT) Congregational Church