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325 Dalhousie Street, Ottawa, Ontario, Canada | T: 613 241 8000 | E: BR@Climate-CHECK.com

**BRUCE RINGROSE, VP Business Development**  
**Ottawa, Canada**

**EXPERTISE:**

- Demonstrated experience in technology commercialization from concept to commercial deployment
- Carbon Business strategies
- Partnership strategies for multi-stakeholder and jurisdictional projects

**PROFILE:**

Bruce has been active in climate change and clean technology solutions since 1999. Prior to his focus on the climate change opportunity, he managed the industrial wastewater facility for an aerospace foundry. Bruce's experience includes 8 years of private sector and 4 years of public sector in undertaking multi-stakeholder initiatives and strategically managing technology to the market.

Bruce has established two start-up companies in Canada with a mandate of international technology partnerships. Bruce has over 12 years experience in commercializing and managing clean technology from R&D concepts through to market entry. His management of a \$5million R&D program led to a \$90M acquisition of a company operating division. Furthermore, Bruce was instrumental in developing 17 clean technology demonstration projects valued in excess of \$85 Million and managed a portfolio of an additional 28 projects valued at \$145 Million during his tenure at the Government of Canada Technology Investment fund. These strategic investments and partnerships during 2002 – 2005 enabled the technology stakeholders to attract follow on investment and now achieving global market deployment.

**EXPERIENCE:**

**ClimateCHECK**

**Leading North American greenhouse gas (GHG) management services and solutions company**

VP Business Development, January 2008 - present

Bruce leads the management of solutions development, commercial partnership programs and client management. Bruce leads the business development and strategic partnership initiatives for ClimateCHECK including developing unique solutions for corporate and clean technology clients and partners.

ClimateCHECK was founded to respond to the growing demand for credible and practical solutions that attain the double dividend of environmental and business benefits. Bruce provides strategic advice to the corporate strategy and solutions development for every facet of ClimateCHECK's carbon infrastructure product offerings.

**Gateway Business Development Canada Inc.  
International technology Partnerships**

Sr. Partner January 2006 – December 2007

Bruce co-founded both organizations with a focus on international partnership development between Western Europe and North America. Gateway provided business development and sales services to Canadian products entering the European market. In turn, Gateway provided market intelligence to EU based companies and established a license agreement and sales network for AXLE Studio Dotnet.

**Government of Canada  
Department of Natural Resources, CANMET Energy Technology Centre  
Climate Change Technology Early Action Measures (TEAM) Investment Fund**

Climate Change Technology Investment Officer, April 2002 – January 2006

Bruce provided end to end client services and management to the investment fund that had a 140 project portfolio and investment of \$1.2 Billion. From due diligence and partnership structuring to project financing and management, Bruce developed and delivered strategies to achieve the fund mandate and program business plans, budgets, and reporting to senior government officials. He facilitated the investment review committees and prepared contractual agreements for clients. Key highlights of his tenure include

- Develop and manage 17 projects with strategic public and private sector partners valued in excess of \$85M
- Actively managed an additional 28 projects valued in excess of \$145M
- Program proposal review for other climate change programs
- Provide strategic business advice for private sector clients
- Coordinate and undertake Public presentations to government, NGO's, private companies, associations and financial community

**Ensyn Technologies Inc.**

Research & Development Manager, November 1999 – March 2002

Bruce led the Research & Development team of \$5M strategic initiatives for clients and partners in agriculture, forestry products and the oil&gas sector. The results of these activities included a \$90M acquisition of the petroleum upgrading program for Ensyn's proprietary technology and the development of value added by-products of the conversion processes.

Bruce's activities included project management, budgeting and reporting. Key areas of research to achieve joint corporate and partner's objectives in the following areas:

- Petroleum upgrading
- Alternative fuels research
- Resin development
- Agriculture and forestry residue conversion

**Haley Industries Inc. (Magellan Aerospace)**

Environmental Technician/Waste Water Treatment Plant Operator, March 1997 – November 1999

Bruce managed the \$750,000 upgrade of the companies industrial wastewater treatment system including integration of water conservation measures and capture of valuable byproducts from the companies operations. His responsibilities included facility operation, test procedure protocols and effluent quality reporting in accordance with provincial regulations.

**EDUCATION AND TRAINING:**

- B.Sc (Hons.) Environmental Science, Trent University 1995
- Canadian government contracting certificates
- Transportation of Dangerous Goods IATA certification
- Effective Project Management Course
- Emergency First Aid and C.P.R. certification
- Joint Health & Safety Committee certification – Part One & Part Two
- WHMIS certification