

Bruce A Hedman
6025 Grove Drive
Alexandria, VA 22307
703-960-4727 (home)
703-243-4306 (office)

EXPERIENCE

Over twenty-five years of experience in energy and environmental technology development, new product commercialization, and energy technology policy and analysis. Author or coauthor of over 75 articles and papers on industrial energy use, distributed generation, and emerging energy technologies and markets.

Energy and Environmental Analysis – Arlington, VA

Director, 2002 to present

Leads EEA's distributed generation and CHP practices areas. Provides management consulting services to equipment suppliers and utilities on distributed generation markets, technologies and policy issues. The group also provided policy analysis and market evaluations to government research and regulatory agencies concerned about the potential impact of and barriers to distributed generation technologies.

Energy Nexus Group – Washington, DC

Vice President, 1998 to 2002

A principal of Onsite Energy Inc.'s consulting services business unit (established as a separate subsidiary, Energy Nexus Group, in June 2001) and manager of the Washington, DC office. Onsite Energy is an independent energy services company implementing energy efficiency and distributed generation projects with commercial, institutional and industrial customers. Energy Nexus provided market analyses, technology assessments, and business strategy support to equipment suppliers and other clients entering the emerging distributed generation market

Industrial Center, Inc. – Arlington, VA

Executive Director, 1995 to 1998

Chief operating officer of a natural gas industry technology transfer organization that supports market introduction of emerging gas technologies for industrial users. The Industrial Center supports the market entry of new technologies through consortium programs jointly funded by equipment suppliers and natural gas companies. As Executive Director, increased gas distribution company support for the Center, increased third party funding of technology demonstration and market entry support programs, and guided the organization through its separation from the American Gas Association and its incorporation as a separate entity.

Pacific Northwest National Laboratory, Washington, DC

Senior Project Manager, 1994 to 1995

Provided strategic planning and policy analysis support to the Office of Energy Efficiency and Renewable Energy within the U.S. Department of Energy in the areas of natural gas end-use technologies, new technology commercialization, and industrial and power generation markets. Worked with an internal PNNL team to develop and implement strategies for the laboratory to market its science and technology capabilities to the natural gas industry and other non-government parties.

Gas Research Institute, Chicago, IL

Group Manager, Industrial and Power Generation Products, 1993 to 1994

Directed technology transfer and commercialization programs for advanced natural gas technologies in the industrial and power generation markets. Led the development of market-based program strategies for the industrial and power generation RD&D programs and brokered the development of business partnerships between equipment manufacturers and the gas industry.

Director, Industrial Utilization Research, 1990 to 1993

Directed the gas industry's collaborative research, development and demonstration program in the critical industrial market, managing a \$19 million annual budget and a staff of twelve professionals. Developed and implemented a market-based strategy for the industrial program that focused on new markets and environmental opportunities for gas, and that emphasized technology transfer and commercialization initiatives. Efforts to develop cooperative partnerships with manufacturers and users resulted in a significant increase in cofunding for GRI's industrial R&D program, and led to the successful commercialization of a variety of advanced natural gas products for the industrial market.

Assistant Director, Power Generation and Vehicles, 1988 to 1990

Planned and implemented R&D initiatives in power generation, cogeneration and natural gas vehicles. Initiated a cooperative program with Ford Motor Company to develop and manufacture dedicated light-duty natural gas vehicles for near-term market introduction, and led in the establishment of a \$30 million multi-year collaborative program with engine manufacturers to develop advanced gas engine products optimized for emissions and performance.

Program Manager, 1982 to 1988

Managed market research and needs analyses essential to the formulation and planning of GRI's research and development programs in power generation and industrial markets.

General Energy Associates, Philadelphia, PA

Senior Engineer, 1978 to 1982

Performed market and technology assessments for both government and private sector clients. Played a key role in the design and development of a plant-specific industrial energy database targeted for market analyses of cogeneration and process equipment.

EDUCATION

Drexel University – Ph. D., 1981, Mechanical Engineering, Thermodynamics and Energy Systems

Drexel University -- B.S., 1973, M.S., 1975, Mechanical Engineering, Thermal and Fluid Sciences

PROFESSIONAL AFFILIATIONS

American Society of Mechanical Engineers

International Association of Energy Economists

U.S. Combined Heat and Power Association (Treasurer)

American Gas Association's Commercial and Industrial Marketing Hall of Fame