

Erik Wesley Hall, MBA, CFP

Objective: Director of Facilities Services – Montana State University

Overview: Proven strategic, innovative, energetic and self-motivated leader of large, complex organizations. Over 18 years of leadership, relationship management, strategic planning, customer service and facilities management experience for the United States Navy and North Carolina State University. Over 7 years of higher education experience in all aspects of facilities management.

SELECTED ACCOMPLISHMENTS

Planning & Policy. Performed goal setting exercises, long-range planning, and post-analysis of strategy execution for an operational nuclear submarine and campus facilities. Crafted, adapted in-situ, and executed over 35 organization-wide operational plans in support of national security culminating in the USS Key West receiving the Chief of Naval Operation's *Arleigh Burke Fleet Trophy* as "the most improved operational naval command" out of 116 Pacific Fleet commands. Developed and executed the central utility plant and Energy Management goals to align with the Facilities Division, Finance and Administration and the University's Strategic Plan.

Financial Management. Managed NC State's \$38M utility budget and operations/energy project expenditures of over \$4M. Revamped the energy procurement program to align with current and future campus systems, established a baseline of over \$1M per year in natural gas cost avoidance, and minimized the impact of market fluctuations. Generated fiscal year end surplus utility funds allowing the purchase of a major campus substation and providing over \$1M for future energy and capital projects. Oversaw the Measurement & Verification programs for the University's three energy performance contracts to ensure compliance, maintain performance, and service \$7M in annual debt payments.

Operations. Lead technical engineer and operations expert for the design, construction, commissioning, and operation of the State of North Carolina's largest energy performance contract and first combined heat and power facility. The 11MW project resulted in an annual energy cost avoidance of \$5.3M and an 8% reduction in greenhouse gas emissions. Established a master control room for the 5 central utility plants by championing and implementing systems of processes, procedures and standards that enhanced and centralized plant controls, operations staff effectiveness, customer satisfaction, equipment reliability, system efficiency and relevant data acquisition. Conducted infrastructure planning efforts and directed design and construction in support of utility master plans for NC State's 3 campuses.

Human Resources. Reorganized NC State's central utility plant and Energy Management teams to establish robust organizational structures and create a strong operations and maintenance culture focusing on safety, reliability, and efficiency. Combined stratified and underutilized resources, removed redundant supervisory elements, optimized shift schedules, implemented standard operating procedures and trained personnel for new roles and responsibilities in support new equipment and technologies. Improved maintenance effectiveness, safety, and operational efficiency to meet the growing operational demands and increased complexity of campus systems. Designed and implemented a maintenance program for the 5 central utility plants that increased preventative maintenance completion by over 20% in one year.

Exterior Relationships. Built strong relationships with campus partners, external agencies, customers and sister universities in support of the central utility plants, distribution networks, and energy management. Collaborated with campus researchers on equipment research programs, system optimization, and fume hood management. Established Energy Management as the single point of contact for the City of Raleigh Public Utilities and private utility providers to simplify support issues and streamline the resolution of billing and contract issues. Utilized a "customer first" relational approach towards addressing and resolving campus utility billing issues through proactive investigations, consistent communication, and timely resolutions. Participated in and led internal and external working groups in support of university purchasing practice optimization, the Strategic Sustainability Plan, building modeling and optimization, and integration of Smart building technologies to the campus environment.

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PROFESSIONAL EXPERIENCE

North Carolina State University Raleigh, NC **2016 – Present**

Director of Energy Management, Energy Systems - Facilities Division

- Direct a team of energy experts specializing in energy data collection and analysis, energy supply management, energy use in facilities, energy efficient equipment and water conservation
- Develop budgets and utility rates, and execute utility service agreements with campus customers
- Manage energy data collection, control, analytics and dashboard systems in support of data driven energy reduction strategies and campus utility billing
- Liaison to the State Energy Office, develop and implement the Strategic Energy Management Plan, publish the Annual Energy & Water Report and compile utility surplus Reinvestment Act claims
- Lead the campus electrical Demand Side Management and Energy Efficiency program that generates over \$1.5M annually for energy savings initiatives and energy conservation projects
- Coordinate closely with the Sustainability Office to compile the annual Greenhouse Gas Inventory
- Collaborate across all campus entities (Facilities, Campus Enterprises, Athletics, Research, Academic and Student Affairs) to establish a strong energy savings culture for the campus

North Carolina State University Raleigh, NC **2015 – 2016**

Distribution Engineer, Utilities and Engineering Services - Facilities Division

- Oversaw the planning, installation, operation, maintenance, and repair of the distribution piping networks for steam, condensate, chilled water, domestic/heating water, natural gas, and sewer
- Project Manager for the Centennial Campus Central Utility Plant 6.5MW cogeneration project

Ubuntu Football Academy Cape Town, South Africa **2013 – 2015**

Director of Operations and Construction Manager

- Created an operational vision and established budgeting and accounting systems, meeting procedures, and long range planning aids for a staff of 10 coaching mentors serving over 300 participants
- Enhanced overall organizational dynamics with the institution of electronic collaboration aids including communication systems, information sharing, and calendaring
- Oversaw the design, construction, renovation and operation of a property housing 20 residents

North Carolina State University Raleigh, NC **2009 – 2013**

Plant Manager, Utilities and Engineering Services - Facilities Division

- Oversaw the planning, construction, operation, maintenance and environmental compliance of 5 central utility plants and the distribution and collection piping networks for steam, condensate, chilled water, domestic water, heating hot water, natural gas, storm sewer and sanitary sewer
- Managed over 40 central utility plant operations, maintenance and utilities distribution personnel
- Coordinated with Capital Project Management staff in the planning, design or upgrade, installation and commissioning of building systems, major utility plants and utility infrastructure
- Coordinated with Building Maintenance and Operations staff in serving the campus community while simultaneously maximizing utility plant and building systems efficiency

Office of the Chief of Naval Operations Washington, DC **2008 – 2009**

Section Head, Navy Component Test and Evaluation Directorate

- Oversaw operational testing and evaluation for over 60 Department of Defense acquisition programs
- Managed \$2B testing and evaluation policy efforts for programs with life-cycle costs of over \$30B
- Coordinated with cross-functional teams of subject matter experts, resource sponsors, and evaluators to develop executable schedules, mitigate risk factors, and approve testing documentation

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USS Key West (SSN722) Pearl Harbor, HI 2005 – 2008

Department Head, Operations - Nuclear Engineer, Plant Manager, Safety Officer

"Best Operations Officer I have seen in 20 years service." - Commanding Officer, USS Key West

- Managed the operations and modernization of the nuclear reactor, steam plant, and electric plant
- Directed a 50 person team providing complete submarine communication and navigation capability
- Led and mentored 15 junior managers; planned and conducted practical training for 135 personnel
- Responsible for planning, presenting, and executing complex theater operations and mission tasking

Atlanta Region Naval Reserve Officer Training Corps (NROTC) Atlanta, GA 2002 – 2005

Assistant Professor of Naval Science - Recruiting Officer, LAN Administrator, Public Affairs Officer

"Outstanding leadership and motivational skills ... a natural leader." - Commanding Officer, NROTC

- Advised and mentored over 200 NROTC college students in academics and career development
- Supervised the Local Area Network administration and Automated Information System Security teams
- Trained students in electrical, mechanical, and nuclear engineering systems theory and operation

USS San Francisco (SSN711) Pearl Harbor, HI / USS Albany (SSN753) Norfolk, VA 1998 – 2002

Division Officer - Assistant Engineer, Assistant Combat Systems Officer

"Keen ability to accomplish any tasking with outstanding results." - Commanding Officer, USS Albany

- Led a 37 person cross-functional team in the safe submerged operation of a \$2.1B nuclear submarine
- Managed nuclear power plant quality assurance, maintenance scheduling and electrical safety
- Oversaw the \$400M nuclear plant defueling, refueling and return to operation as a senior supervisor
- Spearheaded the successful overhaul of submarine fleet Anti-Terrorism / Force Protection procedures
- Responsible for electrical power distribution, emergency power systems, and casualty controls

Michelin Tire Corporation / Yamaha Motor Manufacturing 1993 – 1996

Cooperative Student Engineer - General Engineering and Manufacturing Engineering

- Conducted facility wide HVAC, cooling water and steam plant efficiency and modernization studies
- Performed research, tests and development of advanced machinery integration into manufacturing
- Devised and implemented a scalable computer based manufacturing maintenance tracking system

EDUCATION AND CERTIFICATIONS

Masters in Business Administration - Georgia Institute of Technology

Bachelor of Science in Mechanical Engineering - Georgia Institute of Technology

Certified Educational Facilities Professional - Association of Physical Plant Administrators,

Institute for Facilities Management Graduate - Association of Physical Plant Administrators,

Program Management Level I - Defense Acquisition University,

Test and Evaluation Certification Level I - Defense Acquisition University,

Naval Nuclear Power Plant Supervisor / Engineer Officer - Department of Energy (Naval Reactors)

Engineer-In-Training - Georgia State Board of Professional Engineers and Land Surveyors