



EGIA Names Business Development Veteran JC Shore General Manager of Strategic Markets

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FOR IMMEDIATE RELEASE

Sacramento, California, July 20, 2016 – The Electric & Gas Industries Association (EGIA), a nationwide non-profit contractor membership organization, announced today that JC Shore has joined the organization as its General Manager of Strategic Markets. To advance EGIA's capabilities, Mr. Shore is responsible for formulating the plan and leading the implementation of the organization's GEOSmart Financing Clearinghouse, EGIA Contractor Marketplace and Member Services across the solar, geothermal and lighting industries and other evolving strategic markets.

"We are absolutely thrilled to have JC's energy, passion and experience as part of our leadership team as we strengthen our capabilities and accelerate our growth across the renewable industries and other key strategic markets," said Bruce Matulich, CEO of EGIA. "EGIA believes that talent and leadership drive results, and those very results matter most to our members and partners. JC will be instrumental in creating even greater value for EGIA member contractors, providing them with enhanced skills, tools, knowledge, products and services that will help them grow more profitable and sustainable businesses"

JC has a strong track record of building and leading organizations through times of rapid growth, and delivering results with precision. His past success stems from driving complex solutions for companies across various industries, most recently in solar. After his first five years in management consulting for Accenture and Ernst & Young, following the completion of his BBA from the University of Texas, JC joined Amdocs (NYSE: DOX) as a Sales Director. After closing just under \$1B in sales and professional services during his first 3 years, he served as the Vice President of Sales, shortly after the company's IPO.

JC later returned to management consulting, as West Coast Managing Partner for BusinessEdge, a boutique consulting firm later acquired by EMC (NYSE: EMC). He then relocated to Austin and shortly thereafter founded and managed a solar EPC (Circular Energy) and co-founded an energy management software company (CURB, Inc.), named as the 3rd fastest-growing company in Central Texas over a three-year period. Circular Energy was later acquired by Pro Power, an LSE based in Ft. Worth. Most recently, he served as the Vice President of Sales for one of the largest solar distributors in the country. He currently lives in Austin, TX with his wife and two daughters.

"I'm excited about the role and I'm honored to join EGIA's stable of veteran management," said JC Shore. "EGIA's track record under the current leadership, combined with the sheer size of the opportunity ahead of us, made this a compelling decision for me. I'm thrilled to join EGIA and make an enduring and positive impact."



About EGIA

EGIA is a non-profit organization that serves a rapidly growing nationwide network of over 25,000 installation contractors, regional distributors, product manufacturers and other trade allies delivering energy efficiency and renewable energy solutions to millions of homes and businesses. EGIA also delivers services on behalf of electric, gas, water utilities and municipalities, including financing, rebate program administration and rebate processing; contractor network management, training and certification; and sales channel development and support. EGIA has administered over \$750 million in rebate payments and, through the GEOSmart Financing Clearinghouse, has facilitated the financing of over 200,000 residential and business projects valued in excess of \$1.7 billion.

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