

August 11, 2025

Dear Board / Commission,

I am writing to you with interest in a role with the Agricultural Advisory Committee and/or Economic Development Council (EDC). I am a servant leader with a passion for making informed decisions with positive outcomes for our community. Below are some results of my work:

- **In Des Moines Iowa:** I led the creation of a plan for an investor-owned utility to identify and engage apartment units and agribusinesses with an energy conservation message. As a result, **we served 50,000 apartments and 500 agribusinesses** over a 5-year period resulting in **\$5m in savings** and a **reduction of 50GW of energy usage**. In parallel to this project plan, I led the launch of a **Department of Energy funded City Energy Management** program that identified over **\$1m in energy savings annually across 18 cities** throughout the state.
- **In San Antonio Texas:** my team processed **10,000 energy efficiency rebates** per year for one of the largest municipal owned utilities in the country resulting in **\$5m in incentives being paid back to rate payers**.
- **In Jacksonville Florida:** I worked closely with JEA to launch **4 new energy programs** including residential, solar, water conservation and low-income weatherization. This work resulted in **hundreds of thousands of gallons of water being conserved**.
- **In Tucson Arizona:** I worked closely with HR and Tucson Electric Power to launch a portfolio of energy conservation programs including efficient homes, weatherization, trade ally, commercial and industrial.
- **In Vero Beach Florida:** I have standardized operating procedures for a wholesale nursery/citrus operation. In addition, I have worked closely with USDA and FDACS to secure **>\$1m in funding** for conservation, sustainability, marketing and disaster relief initiatives for our operations.

These experiences will translate well to your group. I will be able to quickly connect with peers and work collaboratively to identify opportunities with specific actions where required. Keeping people informed, being inclusive and listening to the needs of our community will ensure we maintain a high level of engagement and trust resulting in an exceptional experience for the communities we serve.

I look forward to discussing this further should you feel I am the right fit.



Steve C. De Vos



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## SENIOR BUSINESS MANAGER

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### CONTACT

11330 S. Indian River Dr. #5  
Sebastian, FL 32958  
515.401.5339  
stevecraigdevos@gmail.com

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### SKILLS

- Goal development
- Cost management
- Scope development
- Client engagement
- Relationship management
- Networking
- Root cause analysis
- Project coordination

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### LEADERSHIP

I received the “Sustainability Award” in 2024 from Franklin Energy which is provided to 1 of 1,200 employees annually while at Franklin Energy.

## Education

Western Iowa Tech Community College | Sioux City, IA

Business Management

Relevant coursework: Human Resources, Business Law, Principals of Accounting and Leadership.

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## Experience

**Senior Business Manager | Hammond Groves, INC. | Vero Beach, FL**

September 2024 – Present

- Manage \$10m P&L spread across multiple entities.
- Negotiate vendor contracts and manage vendor relationships
- Provide daily cash flow reports to CEO.
- Provide support to sales team identifying trends and budget targets.
- Provide Admin oversight ensuring on time filing of IRS forms.
- Ensure compliance with USDA, FDACS, DEP and county.
- Lead conservation and grant funding opportunities.
- Implement performance metrics and incentive programs.
- Maintain positive workplace culture focused on safety and team.

**Senior Program Manager | Franklin Energy, LLC | FL, AZ, TX and IA**

July 2014 – September 2024

- Managed \$10m P&L spread across multiple states.
- Developed and communicated program strategic direction to the team.
- Provided various reports to utility partners for regulatory compliance.
- Provided oversight and process review to maintain SOC II Compliance.
- Facilitated launch of software platform to improve reporting.
- Provided directions to Marketing for executing community engagement.

**Business and Operations Developer | Anemometry Specialists | Alta, IA**

April 2007 – July 2014

- Developed and implemented standard operating procedures resulting in improved efficiency, consistency and accountability
- Provided wind/solar resource assessment documentation review.
- Coordinated projects in 36 states and 4 countries resulting in >\$3b and >3,000 MW of energy spend and generation.
- Facilitated Master Service Agreement with the world’s largest renewable energy developer.

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# References

Jason Wille | CTO | Aeroflow Healthcare  
303-870-7559.

Chad Kloberdanz | CEO | Kloberdanz AG Energy Consulting  
515-333-8461

Bridgid Lutz | Environmental Stewardship Lead | Capital Group  
630-310-7253

Joe VanDam | Sales/Operations Executive (retired) | Dell  
512-897-7758