

# Richard Boehnke

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## EDUCATION

Delft University of Technology August 2017  
*Master of Science (MSc.) and Master of Engineering (ir.): Sustainable Energy Technology* Delft, Netherlands  
*Master Thesis: Engaging Cities – Overcoming Barriers to Climate Action*  
*Fulbright Scholar*

University of Michigan April 2012  
*Bachelor of Science: Biochemistry* Ann Arbor, Michigan

Washtenaw Community College January 2025 – Present  
*Continuing Education – Welding* Ann Arbor, Michigan

Louisiana State University August 2023 – December 2024  
Baton Rouge, Louisiana

Arapahoe Community College and Community College of Denver January 2022 – May 2023  
*Continuing Education – Art Foundation Courses* Littleton & Denver, Colorado

## EXPERIENCE

**Independent Consultant – Policy & Regulation** January 2025 – Present

- Advised Midwest stakeholders on virtual power plant (VPP) and Microgrid policy development in Michigan
- Expert witness providing testimony to Michigan Public Service Commission (MPSC) proceedings, shaping language to support VPPs, distributed energy resource (DER) aggregation, and non-wires alternatives
- Analyzed implications of FERC Order 2222 and MISO compliance filings for Michigan, offering strategic guidance on VPP implementation and grid service monetization

**Director, Demand Flexibility Markets** August 2021 – January 2023  
**Customer Solutions Manager** August 2020 – August 2021  
*Recurve* Denver, Colorado

- Developed strategic business unit from \$0 - \$5M in revenue deploying novel Virtual Power Plant (VPP) implementation, creating a market transacting on \$35M within 18 months
- Led all aspects of new strategic business unit, including product development, client management, process/program design and implementation, stakeholder engagement, and hiring
- Directed vision, writing, and execution of state-compliant M&V and Implementation Plans for novel Virtual Power Plant (VPP) deployment, the Demand FLEXmarkets
- Drove development of software products to visualize program data and analytics, supporting internal program implementation and fulfill external client needs
- Managed contracts, analytics, reporting, and deliverables for 16 utility clients, 50% of company's client base
- Leveraged research and data analytics to develop novel program designs, expand infrastructure planning, and deliver grid impacts by up to 300% while maintaining existing utility program budgets
- Provided thought leadership to deploy energy efficiency and demand-side programs as grid infrastructure and connected programs with project finance

**Program Manager – Commercial, Industrial, and Public Sectors** July 2018 – July 2020  
*Franklin Energy* Chicago, Illinois

- Spearheaded design and execution of utility energy efficiency programs, \$8M+ portfolio, for commercial, industrial, and public sectors, aligning cross-functional teams to optimize budget allocation and program ROI
- Led program teams to identify and administer energy projects securing 17M+ m<sup>3</sup> of annual natural gas savings, exceeding client KPIs while maintaining high client retention and satisfaction
- Pioneered data-driven program strategies, analyzing participant feedback and energy metrics to refine outreach and boost portfolio-wide savings and cost-effectively hit increased program targets
- Championed cross-functional partnerships with engineering, operations, sales, and external stakeholders to hone program processes, accelerate implementation timelines, and expand market reach.

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- Cultivated trusted advisor relationships with utility clients driving 100% contract renewals through tailored, client-centric solutions.

## Researcher – Energy Projects & Policy

October 2016 – September 2017

*Ecofys, A Navigant Company*

Utrecht, Netherlands

- Established international network of 26 organizations, including 20 municipal governments, consultancies, and NGOs, and identified efficiencies to reduce costs of over \$200,000 annually
- Researched and spread good practices to reduce information and financial barriers to speed implementation of municipal clean energy and transportation programs; first author of publication in the Journal of Cleaner Production
- Evaluated climate policies in collaboration with Energy Policies, Urban Energy, and Sustainable Industries & Services departments to identify growth opportunities for business
- Identified new areas to add project value and increase RFP wins through stakeholder interviews and analysis of municipal and national energy and emissions data

## Graduate Student – Ceramics

August 2023 – December 2024

*Louisiana State University*

Baton Rouge, Louisiana

- Appointed to the search committee for the Dean of the College of Art and Design for two years
- Selected as the founding resident for 3-week Open Experimental Studio summer residency at Glassell Gallery
- Organized an artist lunch with Beth Cavener for 20 students from LSU and University of Louisiana Lafayette
- Teacher, mentor, and coach for students in the College of Art and Design

## PUBLICATIONS

- **Utility Dive, July 2025** – Reimagining the grid for the 21st century with virtual power plants
- **Ceramics Monthly – Clay Culture, May 2023** – “Sustainability in Ceramics – Just Because You Made It, Doesn’t Make It Special”
- **American Council for an Energy-Efficient Economy, Summer Study 2022** - “Demand FLEXmarket -- Creating a Market Access Model to Unleash Solutions Providers and Scale Demand Flexibility”
- **Journal of Cleaner Production, 2019** - “Good practices in local climate mitigation action by small and medium-sized cities; exploring meaning, implementation and linkage to actual lowering of carbon emissions in thirteen municipalities in The Netherlands”

## SHOWS & EXHIBITIONS

- **2-Day Demonstration Workshop**, Ann Arbor Potters’ Guild, Ann Arbor, MI 2025
- **The Art of the Cup**, Center for Southern Craft & Design, Exhibiting Artist, New Orleans, LA 2024
- **Ceramics Now!**, Exhibiting Artist, Lafayette, LA 2024
- **The Mudflat Cup Show** juried by Martha Grover, Sommerville, MA 2024
- **Crescent City Clay Fest**, Exhibiting Artist, New Orleans, LA 2023
- **9 Weeks**, Exhibiting Artist, Baton Rouge, LA 2023
- **University of Mississippi National Juried Graduate Exhibition**, Honorable Mention 2023
- **Artistonish Magazine 35th Issue**, Online 2023
- **The Dock Gallery, Sculpture Show**, Denver, CO 2023
- **Arapahoe Community College Fine Art Student Exhibition**, Denver, CO 2022
- **Ann Arbor Street Art Fair, the Original 2010**, Emerging Artist, Ann Arbor, MI 2010
- **Yourist Gallery, Exquisite Cup**, Exhibiting Artist, Ann Arbor, MI 2009

## ADDITIONAL EDUCATION & CERTIFICATIONS

**Fellow**, *Clean Energy Leadership Institute*, Chicago, IL

September 2020

**Certified Energy Manager (CEM)**, *Association of Energy Engineers (AEE)*

April 2020

**Fulbright Scholarship**, *Delft University of Technology*

August 2015 – August 2017