

## **Professional Biography of John Farrell**

John Farrell is a results oriented senior executive with thirty-seven years experience. He has been an independent consultant since 2000 advising clients how to commercialize new energy technologies, most notably technologies related to fuel cells. His corporate experience was gained in the power generation industry, where he established a record of success at Constellation Power, Inc., an independent power producer affiliated with Baltimore Gas & Electric, and in General Electric's Power Generation Services business. Significant accomplishments were achieved leading organizations in business startups and workouts, solving personnel, technical, and business problems. He consistently exceeds expected business objectives.

John has expertise in joint venture management, operations management, business planning, customer service, personnel management, conflict resolution and negotiating. His personnel management approach is a consensus style that empowers people to make decisions and holds them accountable for their results. John is innovative and creative in his approach to achieving business objectives, and thinks in terms of "*how can we do this*" rather than "*why it can't be done.*" He is recognized for his personal integrity, interpersonal skills, and win-win approach to business relationships. John is known for his diversity of technical knowledge and his abilities to work in collaboration with business partners, lending institutions, regulatory agencies, and community groups. His management capabilities include i) customer service, ii) engineering and iii) executive, general, marketing, and program management functions.