

Gary Costa

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SUMMARY:

- My objective is to obtain a position utilizing experience in management, combined with excellent personal skills, customer service, project management, production coordination, and green energy technician training, within a corporate or manufacturing environment.
- Having BPI Building Analyst certification, Home Energy Auditing experience, 25 + years of carpentry experience, residential plumbing & electrical repair, OSHA and Lead certification, I am seeking employment in the energy conservation and efficiency field.
- I have been managing work for two different leading weatherization firms. It includes implementation of energy conservation techniques such as fiberglass/cellulose insulation installations, windows, doors, lighting, water conservation, energy efficient heating systems, HVAC systems & residential roofing. The work being sponsored by the Board of Public Utilities in the state of New Jersey under the [Comfort Partners program](#).
- Educate people, while decreasing annual heating costs in residential homes. Prior expertise in the areas of management, sales, marketing and customer service, can be used as a catalyst to engage and involve the private sector, as well as business consumers in the growing Green Energy Solution Program trends.
- Experience in market research, training techniques, business development plans, combined with a proven track record for developing, executing, and monitoring strategic plans and business processes, will lay the ground work to ensure success in company goals and performance measures.
- I have previously handled high profile clients such as Novartis, Verizon, NHL, Major League Soccer, Colleges & Universities of New York, Siemens, United Cerebral Palsy, Sony, and Hunter Douglas to name but a few. I currently work on the technical subcommittee and the working group, along with top key personal for, PSE&G, Elizabeth Town Gas, NJ Natural Gas, JCP&L.
- I have experience with field audits, Manual J calculations, in order to properly ensure sizing of heating and air conditioning systems.

SKILLS:

- Ability to communicate technical knowledge concepts and energy conservation practices to customers and trades people.
- Enthusiasm for energy conservation and helping those in need.
- Blower Door Testing, Monometer, CO Meters, Duct testing, Combustion Test kits, & Energy Efficiency Insulation installation, water and lighting efficiency methods.
- Physical ability to access tight areas, attics, crawl spaces, hatch doors, etc.
- Previous management, production planning & supervisory experience in a manufacturing environment, for union and non-union.
- Manage the processes for implementing energy efficiency projects within the PSE&G energy efficiency programs, with primary focus within the Direct Install and Multi Family Programs.
- Interface with PSE&G associates and outside consultants to assure the Program rules and requirements are maintained, the projects are cost effective and the information needed for management and regulatory reporting is accurate and timely.
- Coordinate and direct the activities of contracted engineering firms that provide technical support to the programs
- Compile data from various projects / sources to monitor the status of customer projects and report to management. Projects may include the installation of various energy conservation measures (ECMs) such as HVAC, lighting, motors, energy management systems, Energy Star appliances, etc.
- Coordinate PSE&G & South Jersey Gas Comfort Partners Program activities based on status of customer projects
- Demonstrate excellence in organization and time management skills, versed in LEAN manufacturing operating procedures for monitoring performance, streamlining workflow, driving higher profit margins
- Ability to organize multiple tasks and workflow in a fast-paced environment to achieve customer tight deadlines while multitasking and adapt diversely as needed to any situation.
- Adaptability to various machinery operations, metalworking, blueprints, saws, gauges, tools and maintenance procedures.
- Proven leader, also a Team Player, with excellent mentoring and interpersonal skills.
- Ensure performance on key metrics, Safety-Delivery-Cost-Inventory.
- Meticulous attention to detail, keen analytical skills, while maintaining a positive attitude and an interest in resolving problems.
- Convey an image of quality, integrity and superior understanding and delivery of client needs.
- Hands on skills to install air sealing and insulation measures, thermal and pressure boundaries.
- Responsible for development, implementation, and maintenance of Quality Assurance procedures and records to ASHRE 62.2 standard.
- Familiarity of local, state and national energy policies
- Possess a strong interest in energy or resource efficiency and an understanding of utility markets.
- Experience managing projects and driving deliverables from beginning to end
- Experience coordinating and effectively communicating across large interdisciplinary teams
- Economic analysis and familiarity with principals related to Demand Side Management program planning and evaluation
- Ability to manage data across multiple company systems and provide accurate reporting to the project team
- Previous experience managing subcontractor relationships

- Previous experience supervising project based staff to on key deliverables.
- Complete and accurate review of product, at various stages of the process, to assure quality and reliability.
- General overview of Networking and various programs on Macintosh & PC platforms: Outlook, Microsoft Office Suite , Sales force CRM -(w/limited permission access), LEEN and Covalent (SAP) cost/management programs. General overview knowledge of building automation including Wi-Fi enabled lighting, heating, air conditioning, Wi-Fi controlled smart Thermostats and construction.
- Organize and process Contractor applications, requests and information
- Support development and documentation and best practices of workflows
- Test new systems and tools for proper functionality, report and issues.
- Research new contractors to build a contractor team to meet program requirements and respond to contractor inquires in the program.
- Carpentry and construction skills, plumbing, electrical, tile work, under the direction of Joseph Costa Sr., kitchen & bathroom renovations, framing & trim finishing knowledge.

EDUCATION/ AWARDS:

- Garfield High School, General Business Courses, Garfield, N.J.
- South Bergen Technical Education Center, Moonachie, N.J. Marketing/Commercial Art/Photography
- 2009 OSHA Certification
- 2009 CEET Course certified, Energy Efficiency Assistant, Newark, NJ
- 2009 Isles BPI, Building Analyst Certification
- 2009 NJ Center for Energy And Environmental Training, Newark, NJ. under the direction of Paul Raymer
- 2009 Lincoln Park Cultural District, Newark, NJ. Soft Skills Training, basic math and communication skills.
- 2009 Lead Certification-EPA Certified Renovator
- 2010 Lead Dust wipe Technician
- Commander's Certificate for Human Assistance by the US Army, Task Force 325 Medical, Bagram Airfield. Afghanistan, for recognition in supporting the troops serving in OPERATION ENDURING FREEDOM V, December 12, 2004. This required procurement and shipment of, academic and humanitarian supplies into a war zone from the United States.
- 2017 Project of the year Award for outstanding performance on a joint venture Comfort Partners & Weatherization Assistance Program joint venture, awarded by the NJ Board of Public Utilities.
- 2019 BPI Building Analyst Certificate
- 2019 Confined space Certification
- 2020 Certificate of Completion Confined Space Entry Training (complying with OSHA Standard 29 CFR 1910 Supervisor)
- 2020 LinkedIn Learning Certificate of Completion-PowerPoint Essential Training (Office 365)
- 2020 Heat Spring Certificate of Completion-Zonal Pressure Diagnostics –Precise Leak Detection and Measurement in Buildings
- Ability to establish influential partnerships at all levels
- Strategic mindset with the ability to identify new opportunities
- Demonstrated experience with business development and client development
- Demonstrated experience in continuous improvement and quality assurance/control theories, techniques and application
- Recognized internally and externally for expertise in functional area
- Firm understanding in procurement best practices and contract administration
- Industry certifications, professional affiliations, and publications

EMPLOYMENT

Performance Systems Development (PSD) 4/30/2019 to Present

Energy efficiency inspector

- Perform residential Quality Assurance/Quality Control field inspections- diagnostic testing of combustion appliances- Boilers, furnaces, water heaters, ovens, etc. and exhaust ventilation fan flow.
- Review residential home energy efficiency methods to comply with the Comfort Partners Program of New Jersey.
- Evaluate and inspect weatherization installations for accuracy and billing, traveling to and from residential homes for onsite review of work daily.
- Utilize both iPad, laptop computer web-based software for onsite documentation, making recommendations for improvements and compliance as needed.
- BPI building analyst certification, Lead, Dust wipe technician and OSHA standard compliance.
- Use of blower door diagnostic testing for building air flow, zonal testing, and fan flow testing to ensure compliance with ASHRE 62.2 compliance.
- Submit daily reports to server for billing and audit accuracy.
- Examine homes for mold and asbestos remediation compliance,
- Maintain travel records, audits, and reports in Replicon and web-based servers daily.
- Weekly staff update meetings with various locations via Skype & Team meetings.
- Recommend program improvements and attend & conduct training classes with contractors on location using Power Point tools.
- Maintain mileage, toll and timesheets daily.
- 30 years of analytical experience and working in cross-functional teams with multiple team members.

Northeast Energy Conservation Inc., Fairfield, N.J. (9 years) 2/2010-2019

Operations Manager:

- Supervision of all operations, contractors, field tech support for all internal weatherization crews. Responsibilities include maintaining all outside contractors meet deadline completion goals in a timely manner.
- Purchasing, issuing and maintaining purchase orders and approvals for all HVAC, plumbing, roofing & electrical contractors, in house supplies, scheduling of field crews for weatherization and sidewall insulation.
- Oversee the Comfort Partners Program within the company, sponsored by the Board of Public Utilities of NJ, dealing daily with key utility personnel (PSE&G, Elizabethtown Gas, JCP&L), for R.A.S (Requests for Additional Spending) & RFP (Requests for Additional Pricing) approval and funding for weatherization implementation methods for low-income, multi-family, and single-family housing projects.
- Maintaining of all e-mail correspondence, approval records with the utilities, handling of customer service.
- Meeting with the utilities and third-party inspectors to maintain program standards, code and market trends.
- Project Management, daily review of work orders for Health and Safety, resolving issues prior to field measures, to insure customer safety, satisfaction and implementation methods are specified correctly.
- Maintain accident prevention records and emergency management regulatory compliance. Conduct weekly training meetings to reduce Health and Safety issues in the workplace. Prior energy auditor experience to reduce waste management for energy reduction, water, electrical, and heating systems.
- Onsite contact for Lead, asbestos and mold remediation and record keeping.
- Maintain professional and technical knowledge attending quarterly meetings and training in house team members.
- Front line person for dealing with customer satisfaction and resolving difficult customer issues.
- Supervision of Health and Safety methods prior to field implementation, outside contractors, & in-house tech support for all weatherization crew. Direct all EHS reporting requirements, conduct weekly training of field crew, focusing on accident prevention, EHS compliance, and management systems.
- Responsibilities include maintaining all outside contractors meet deadline completion goals in a timely manner. Issuing and maintaining purchase orders for all contractors, in house supplies.
- Request Quotes from sub contractors and review proposals and installations of HVAC, Boilers, Furnaces, Water Heaters, Roofing, mold and asbestos remediation & Electrical repairs. Submit request for additional spending to various utilities.
- Implementation methods for low-income, multi-family, and single-family housing projects.
- Daily review of work orders for Health and Safety, resolving issues prior to field measures, to insure customer safety, satisfaction and implementation methods are specified correctly.
- Worked on Blower Door Testing, Monometer, CO Meters, Combustion Test kits, & Insulation installation
- Knowledge of heating systems, carpentry methods, lead safety practices, OSHA, vehicle maintenance records, window installation, tile work, outlining energy saving methods for thermal and pressure boundaries as applied to the current housing stock.
- Program design to include identification, analysis and selection of appropriate product offerings for effective program delivery
- Program implementation to include developing program theory, design, delivery and successful execution of utility-based programs
- Developing comprehensive plans to include: resource/labor, communication, implementation, project and quality assurance/quality control (QA/QC)
- Maintain comprehensive project tracking and provide leadership with relevant status updates and trending information
- Manage program forecasts, budgets, and key performance indicators (KPIs) while providing regulatory support
- Mentoring, leading, and collaborating with portfolio/program team members
- 12+ years of experience developing, designing, and managing successful energy efficiency and/or demand reduction programs for the residential and/or business market segments
- 12+ years of experience leading consulting projects
- 12+ years of experience leading a team (both in-house and virtual)

Graphic Research Unlimited, Fanwood, NJ (10 years) 2/1998-2/2008

Assistant Plant Manager

- Management of internal, as well as external operations with direct supervision of plant staff.
- Responsibilities include project management, order entry, customer service, fulfillment & distribution of packaging, Purchasing, Instruction of workflow with employees, and production management in a major manufacturing facility.
- Providing jobs in a cost-effective manner, utilizing time and excellent personnel management skills, combined with LEAN Manufacturing abilities.
- Instrumental in sighting and enforcing cost management solutions in the work place saving 5% percent of overall costs annually.
- Maintained MSD sheets, while lessening VOC's in the work place in order to provide a greater profit margin while decreasing health risks to employees.
- Responsible for instruction of proper safety procedures to employees in the work place.
- Lead teams in drafting successful RFP's in order to secure a higher annual company income. Plant staff consisted of 50 (variable +/-) team members.

CPG, Parsippany, NJ (5 years) 2/1993-2/1998

Plant Manager

- Plant supervision, production management, purchasing, and customer service.
- Project management in a manufacturing facility, in order to maintain the highest standards in the most cost-effective manner and ensure customer satisfaction.
- Instituted LEAN operating procedures for an annual cost savings yearly.
- Responsibilities include overseeing plant production, order entry, pre-press department, fulfillment & distributions, computer departments and logistics.
- Overseeing of proper machinery maintenance, employee safety supervision and purchasing of all new equipment.
- In charge of all scheduling, outside purchasing, job trafficking, personnel & reviews, customer contact, overseeing all work from start to finish, and quality control.
- Growth initiated relocating to a larger facility, full involvement in shop layout and floor plans in order to promote a better workflow throughout. Review of architectural blueprints for equipment placement, electrical, plumbing, etc., streamlining workflow from conception to shipping and receiving. Plant consisted of 30 team members.