



Mathew McKinley Ficken

Matthew Ficken serves Power Gateway as a director of new business development. His expertise in energy consultation has been tested over the lifespan of **Power Gateway** and over the years, he has become an expert in the development of energy efficiency efforts for heavy-duty industrial clients. He has experience analyzing energy consumption data of clients / end-users to create energy consumption profiles for colleges, hospitals, manufacturing sites, data centers, office buildings and business parks, and small municipalities.

Matt has led various **alternative energy projects** which include: a multi-project, portfolio installation of both micro-wind turbines as well as fuel cell technology within five distribution centers for international retailer Kohl's Department Stores; a rooftop solar panel project for a college of art, design, and music in Nashville, Tennessee; the installations of several gas-fired, peak-shaving motors on various hotels in New England.

Matt also spent several months, including 15 days in Tel Aviv, Israel, being trained in the **Lightapp energy management software solution**. This includes conducting high-level site surveys of production lines, configuring hardware communication lines for manufacturing sites, and using the software to determine where areas of energy efficiency opportunities exist.

Previous to launching **Power Gateway**, Matt was a top-tier analyst and marketer for Costar Group Incorporated (NASDAQ:CSP), the world's technology leader specializing in commercial real estate research, information, and analysis. There he managed one of the Atlanta market's highest-level portfolios and provided vital analysis into the current state of the area's industrial sub-markets on a quarterly basis.

In addition to his analytical work, Matt published over 15 articles via Costar Group's national and regional newsletter, *The Advisor*.

Matt earned a B.S. in public relations and German studies from the University of Alabama where he also served as a Chaplain and president of the **Delta Theta chapter of Beta Theta Pi**.

He currently resides in the Buckhead community of Atlanta.