

MICAH MERRICK

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EDUCATION

MBA Philadelphia, PA
The Wharton School – University of Pennsylvania 2007-2009

B.S. ECONOMICS WITH HONORS State College, PA
Penn State University – Schreyer Honors College 1997-2001

EXPERIENCE

VP FINANCE South SF, CA
Emerald Cloud Lab 2016-Present

Silicon Valley startup company with 60 FTEs. Responsible for all finance and accounting functions, strategic planning support for co-founders, and operational support for HR and Operation teams.

- Managed annual budget of over \$8M, with over \$1M in capital improvements, and audit by Deloitte & Touche.
- Helped raise over \$20M of additional financing for company.

INTERIM DIRECTOR OF CORPORATE DEVELOPMENT Sunnyvale, CA
Liquid Robotics (Acquired in 2016 by Boeing) 2015

Silicon Valley startup company with 100+ FTEs. Served six-month interim role supporting CFO and CEO.

- Updated and managed corporate financial model, budget and forecast.
- Helped raise \$5M of additional financing for company.

PRINCIPAL Palo Alto, CA
Hercules Capital 2014-2015

Largest non-bank lender to venture capital-backed companies in technology, life sciences, and sustainable and renewable technology industries, with over \$1.6B in assets under management.

- Originated and structured over \$100M of potential debt transactions for venture backed energy startups in sectors including solar, biofuels, smart-building equipment, advanced materials, and robotics.

SENIOR ASSOCIATE Boston, MA
Saint-Gobain – External Venturing Group 2011-2014

Global building materials corporation with over 170,000 employees, 8 R&D centers, and \$47B in sales in the materials and construction industries. Member of the External Venturing Group, responsible for 70+ partnerships with global startups.

- Supervised distribution agreement between Nest Labs and Saint-Gobain Building Distribution – Europe. Potential revenues of \$10+ million across Europe.
- Led partnership agreement between Greentown Labs (largest cleantech incubator in U.S.) to sponsor and co-develop a prototyping space in Boston for smart-home startups.

CONSULTANT Boston, MA
Joule Unlimited, Harvest Power, Rivermoor Energy, Global Energy Advisors 2010

Consultant for venture-backed startup and private equity clients in the sustainability and renewable energy industries.

FOUNDER Boston
Better Block Project Inc. 2009

Better Block Project was a website to educate home owners about sustainable home repairs and renovations.

DIRECTOR OF BUSINESS DEVELOPMENT Philadelphia, PA
Community Energy (Acquired in 2006 by Iberdrola Renewables) 2004-2007

Community Energy was the largest seller of green-power certificates in the East Coast, and a developer of wind energy projects in PA and NY. Iberdrola is a Spanish MNC with over 30,000 FTEs and \$37B in international electricity sales.

VOLUNTEER WORK

NOVA Workforce Board Sunnyvale, CA
Member – Board of Directors 2018

NOVA works on behalf of a consortium of eight jurisdictions, composed of the County of San Mateo, and the Santa Clara County cities of Palo Alto, Cupertino, Los Altos, Milpitas, Mountain View, Santa Clara, and Sunnyvale. NOVA partners with a great number of organizations in order to provide local job seekers with customized employment and training solutions.