

Lawrence D. Sullivan

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Director – Business Development

Experience encompassed business development, project management (up to \$120M), capital programs (up to \$300M), marketing, engineering, operations, and executive leadership in petroleum and biofuel industry. Unique hybrid of engineering and commercial skills in negotiating contracts with technical buyers. Performs financial analysis/due diligence on feasibility of projects and asset evaluations of acquired biofuel companies. Currently, serving as an Adjunct Professor on topics relevant to US and World Energy.

Fosters adoption of new technology and implements process improvements while growing market share and revenues. Develops long-term partnerships with senior executives, associates, partners, and clients to sustain business growth. Presents numerous speeches to industry groups on equity expectations and serves as expert witness in biotechnology cases. Stationed 15 years across US, Europe, Africa, Middle East, and Southeast Asia and earned MBA from Warwick University. Serves on USDA and DOE Biomass Committee.

Professional Experience

LAWRENCE D. SULLIVAN & COMPANY, INC., Charleston, SC

1998 – Present

Project Engineering Manager

Founder and CEO of firm that provides training, engineering and financial analysis on biofuels to energy industry. Part of top 2% on petroleum processing council for Gerson Lehrman Group. Consultant on biorefining, pulp & paper, ethanol and biomass project due diligence for leading global petroleum refiner Turner, Mason & Company. Negotiates technology license agreements, off-take, EPC deals, and raw materials sourcing. Serves as witness in biofuel/biomass cases and presents at conferences to promote industry leadership.

- Partnered with Aditya Birla Carbon Chemicals in Louisiana to develop renewable biofuel plant to be built next to existing petrochemical plant. Presented plans to Department of Economic Development for bond funding.
- Completed due diligence on major algae project for private equity investors and US Department of Energy.
- Created biomass project criteria with MWV alcohol to jet fuel using GMO eucalyptus (2012 - 2013).
- Advised 300+ clients in petroleum refining, biofuels, biomass and renewable energy at Gerson Lehrman Group and spoke at over 25 industry conferences.
- Implemented Oreamnos Biofuels project (\$120M) along with Aditya Birla Carbon, UOP, and Eiler Capital.
- Saved Celanese Corporation \$15M on ill-conceived biofuel project in collaboration with CEO and SVP.

MWV ARBORGEN, INC., Summerville, SC

2010 – 2013

Business Development Leader

Led team to bridge the gap between commercial and technical for biomass with leading energy and petroleum companies. Served as advisor to company CEO on bioenergy markets.

- Presented five speeches in one year on technologies for maximum yield in short rotation with GMO technologies.
- Negotiated four LOI agreements with energy, power, and pellet producers for seedlings supply.
- Reviewed pulp & paper, pellet mills, biofuel project cost structures for planned IPO.

PETROALGAE, LLC, Melbourne, FL

2009 – 2010

Senior Project Engineering Manager

Provided chemical engineering services to algae processes from dewatering to oil and protein extraction to biodiesel plant designs. Furnished biomass reviews to company owner, Valens and Laurus Group.

- Successfully negotiated sole licensing agreement with South American national oil company.
- Engineered carbon capture for novel power generation CCS designs for Newmont Mining.

Continued...

KREIDO BIOFUELS, INC., Camarillo, CA

2007 – 2009

Chief Technology Officer

Directed public traded biotechnology company in building biodiesel facilities including engineering design and securing long-term strategic/technology advantages in global biofuels markets. commercialize, license, and gain market acceptance of innovative technology. Raised capital from hedge/equity funds, designed new plants, and oversaw engineering, construction and testing.

- Coordinated CRADA with US EPA for new chemical process technology.
- Collaborated with COO/engineering firms to design plant and fabricate modules on-time and under-budget (\$27M).
- Traveled to India and Brazil with board member to set up supply chain agreements for raw materials.
- Selected investment bank to sell company assets to Four Rivers Biofuels in 2009.
- Spoke at four major biofuel conferences on project management best practice for petroleum/biofuel projects.

DELTA-T CORPORATION, Williamsburg, VA

2005 – 2007

Biodiesel Engineering and Product Manager

Led Biodiesel team on designing and analyzing feasibility on \$200M worth of biodiesel/renewable diesel projects to biofuel clients. Performed due diligence with financial institutions on investments.

- Managed team on new biodiesel systems for Kreido Biofuels using SuperPro software.

CROWN IRON WORKS COMPANY, St. Paul, MN

2002 – 2004

Product Manager

Accountable for increasing market share in biodiesel process technology. Supervised team and business unit with 30% GM and sales of \$32M. Negotiated contracts to build two plants and created international ventures with petroleum firms in South America.

- Enhanced company reputation with speech to biotechnology venture capitalists at World Fuels Conference.
- Presented biodiesel technology to Petrobras resulting in construction of two plants with \$9M profit.
- Authored paper with engineering staff for presentation at Malaysian Palm Oil Conference.
- Spearheaded sales effort to secure company position in new market with new product.

GE OSMONICS, Minnetonka, MN

1998 – 2002

Product Manager

Orchestrated design of new product line, directed MSI merger team in preparation for acquisition by GE, advised on oil & gas markets, and developed business in Brazil and UK. Facilitated commercial and technical training of sales team.

- Introduced new line of products from merger of two companies with 55% gross margin and \$21M P&L.
- Generated and presented strategic plan for filtration products to General Manager and CEO/President.
- Garnered Business Excellence Citations in both 1999 and 2000.

Education

PhD, Coursework & Internship, Texas A&M University, College Station, TX

MA in Geographical Sciences, Arizona State University College of Geographical Sciences, Tempe, AZ

BA in Geography, The University of Texas at Austin, Austin, TX

MBA Executive Program (Conoco), Warwick University, Coventry, England

ICI Refinery & Petrochemical Engineering, St. Catherine's College, Oxford University, England

Affiliations

Senior Member, American Institute of Chemical Engineers, **ASTM D02** and Biotechnology Committees

Senior Member, Society of Petroleum Engineers