



**VAN LORE**  
GROUP



**LORI VAN DER VOORT, P.E., CEP**  
PRESIDENT/CEO

Lori Van der Voort is President and CEO of The Van Lore Group, a regional leader in providing strategic energy planning, engineering solutions, project management, and energy procurement consultation.

Relying on Fortune 100 experience in both operations and sales, Ms. Van der Voort established a cutting-edge Energy Consultation Practice within a preeminent engineering firm, serving as the founding Director of Energy and transforming this ancillary service into a thriving, standalone profit center.

With an unsurpassed reputation in sustainable systems design, Ms. Van der Voort expanded the company's energy sector services to include utility and energy brokerage, establishing for owners of sustainable projects a distinct service group that routinely yielded double the predicted savings. Her leadership and superlative grant writing further expanded opportunities for large monetary savings, securing over \$27 million of pure grant funding in one 5-year period.

Originally from central New Jersey, Ms. Van der Voort has deep roots in the Philadelphia business community and over 20 years' experience in the complex, ever-evolving industry of energy management. She is active in numerous local, regional, and international associations focused on energy and sustainability.

As one of the founding members of the Council of Women in Energy and Environmental Leadership (CWEEL) and member of the Association of Energy Engineers (AEE), Lori is passionate about the advancement of women as industry leaders and was instrumental in developing the organizations' s Mentoring Program.

Ms. Van der Voort holds a Bachelor of Engineering degree from Stevens Institute of Technology. She is a Licensed Engineer, Certified Energy Purchaser, Certified Carbon Reduction Manager, and is an active member of the American Energy Engineers Association. She also belongs to the American College of Healthcare Executives.

Ms. Van der Voort is a certified ski instructor. She is dedicated to her loving family, her husband Paul and their two wonderful children.



**Years within Industry**

25

**Education**

BE in Mechanical  
Engineering  
Stevens Institute of  
Technology  
1996

Certified Energy Purchaser  
Certified Carbon Reduction  
Manager

**Clients**

*Jefferson Health*  
*Yale New Haven Hospital*  
*Penn Medicine*  
*Carolinas Healthcare*  
*Rider University*  
*Bucknell University*  
*Philadelphia Gas Works*  
*Rohm & Hass Company*  
*Wistar Institute*  
*Dow Chemical*  
*Doylestown Hospital*  
*Holy Redeemer Health*  
*Meridian Health*  
*AtlantiCare Health*  
*Susquehanna Health*



## ***Company Background***

**The Van Lore Group** is an unsurpassed regional leader in providing Renewable Energy Development, Strategic Energy Plans, Carbon Neutrality Planning, Program/Project Management, Energy Procurement Consultation, and Grant Acquisition.

The Van Lore Group provides service in two distinct areas: Supply-Side expertise in finding creative and economical ways to buy energy; and the Consumer-Side, taking on the challenges of making building systems more efficient and changing habits to reduce consumption. Over two decades in the industry and a broad understanding of its key elements, Ms. Van der Voort's expertise simplifies the process, narrowing down my client's options, allowing them to make swift and beneficial decisions.

## ***Sustainable Energy Solutions***

### Renewable Energy Development

- Feasibility Qualification
- Financial Analysis
- Technology Selection
- Site Evaluation
- Team Selection
- Utility Interconnection
- Environmental Permits

### Energy Procurement

- Detailed Market Analysis
- Management of a Competitive RFP Process
- Supplier Comparison and Analysis
- Contract Negotiations
- Comprehensive Budgeting
- On-going Performance Monitoring

### Strategic Energy Planning

- Strategic Energy Positioning
- Master Utility Planning
- Sustainability Plans
- Carbon Neutrality Plans
- Behavioral Energy Conservation Programs
- Energy Reliability Assessments
- Distributed Energy and Microgrid Feasibility Studies
- Natural Gas Refueling and Electric Recharging Stations
- Benchmarking and Detailed Energy Modeling
- Comprehensive Energy Audits

### Program Management

- Project Feasibility
- Team Formation
- Budget Optimization
- Alternative Funding Source Identification
- RFP/RFQ Management
- Cost Estimating and Detailed Budget Analysis
- Scheduling
- Design Assist and Review
- Construction Administration
- Incentive and Grant Procurement Management

### Financial Services

- Grant/Incentive/Rebate Monitoring
- Grant Writing
- Grant Management
- Project Financing

### Energy Analytics

- Commissioning and On-going Re-commissioning
- Measurement and Verification
- Energy Auditing
- Central Plant Optimization
- Energy Conservation Opportunities
- Life Cycle Cost Analysis



### ***Project Highlights:***

***Bucknell University***, lead a team to develop a comprehensive carbon neutrality plan that outlines a clear concise path to obtain their goal of carbon neutral by 2030.

***Cancer Treatment Centers of America***, saved the hospital 30% of their utility spend equating to \$450,000/year through my unique methodology to procure energy.

***Jersey Shore University Medical Center***, in 2010 during the planning of new LEED Gold Patient Tower the plan of a new dual service was found to be unreliable, 17 miles over telephone poles from the same substation, and cost-prohibitive. I led the team to incorporate two 2 MW engines as part of a Tri-generation plant. By securing a State Incentive combined with annual savings brought the \$3.9M project to a 1-year payback. The system was designed for reliability and took the Medical Center through Super Storm Sandy when the township lost power for over 14 days. The Medical Center stayed fully functioning and became a refuge for the local Police and Fire to maintain operations and host their command center.

***Abington Memorial Hospital***, saved \$4 Million/year through an innovative approach to resiliency by leading the development of a CHP plant. The \$10 Million plant paid for itself in just over a 1 year due to the tenacity to secure \$5.75 Million in grants. Additionally, saved \$900,000 through the energy procurement methodology that I established.

***Philadelphia Water Department***, managed the Request for Proposal (RFP) and selection process for a Power Purchase Agreement (PPA) that incorporated a new wastewater biogas-to-energy facility. It was a \$47.5M project that included 5.6 MW of electric production fueled mainly by biogas from the digesters. The project is on track to reduce energy costs by over \$12 million over the course of the 16 year contract. Managed the process from the client interface to creating the RFP, analyzing the bids, supporting the selection and contract negotiations.

***Yale University Hospital***, identified \$3 Million/year in savings through the construction of a new central plant. Led the Request for Proposal (RFP) and selection process of a Power Purchase Agreement (PPA) for a \$55M project. Project included chilled water, steam production, and 6.5 MW of electric production. Acted as the Owners representative managing the process from concept through bids and selection.

### ***Utility Procurement Successes:***

Aria Health System - 26% savings

Cancer Treatment Centers of America - 33% savings

Lancaster General Health - 25% savings

Carolina Health System - 32% savings

# LORI VAN DER VOORT, P.E., CEP

PRINCIPAL/PROJECT EXECUTIVE



## **Professional Profile & Responsibilities**

Lori has accumulated over 25 years of experience in engineering, development, and project implementation. Her project experience includes healthcare, research & development, educational, and commercial facilities with a major emphasis on energy conservation management, master planning, and state-of-the-art systems technology.

As Project Executive for this project, Lori will provide oversight to the project manager and energy team. Her project responsibilities include monitoring project cost, risk reduction, and the utilization of alternative design approaches.

Lori's expertise is in the areas of energy management, technology and the application of integration technologies, and energy/engineering master planning.

## **Years within Industry**

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## **Education**

BE in Mechanical Engineering  
Stevens Institute of  
Technology  
1996

Certified Energy Purchaser  
Certified Carbon Reduction  
Manager

## **Professional Organizations**

American College of Healthcare  
Executives (ACHE)

Association of Energy  
Engineers (AEE)

Council of Women in Energy and  
Environmental Leadership  
(CWEEL)

## **Speaking Engagements**

Pennsylvania Society for  
Healthcare Facility Engineers

Oncology Nursing Society

Philadelphia Gas Works

Association of Energy Engineers

New Jersey Healthcare  
Engineers Association

## **Selected Project Experience:**

### **Higher Education**

#### **Rider University**

Lawrenceville, New Jersey

Energy Study  
CHP Feasibility Study  
NJ EDA Grant Application  
Smart Start Incentive  
Energy Planning

#### **Drexel University**

Philadelphia, Pennsylvania

Cogeneration Feasibility

### **Healthcare**

#### **Yale New Haven Hospital**

New Haven, Connecticut

Master Plan Project  
Strategic Energy Plan

#### **Jefferson - Abington & Lansdale Hospitals**

Abington & Lansdale, Pennsylvania

Strategic Energy Planning  
Utility Procurement

#### **Jefferson - Abington Hospital**

Abington, Pennsylvania

Cogeneration Analysis  
Lighting Study  
Grant Writing  
Cogeneration Design  
Lighting Design  
Curtailment Study  
Curtailment Procurement Workshop  
Demand Response Management

#### **Jefferson - Lansdale Hospital**

Lansdale, Pennsylvania

Energy Conservation Study  
Grant Writing  
Lighting Design

# LORI VAN DER VOORT, P.E., CEP

PRINCIPAL/PROJECT EXECUTIVE

## **Aria Health System**

Torresdale Campus, Pennsylvania

Cancer Center

Combined Heat and Power (CHP)

## **Jefferson - Warminster Hospital**

Warminster, Pennsylvania

Energy Conservation Study

Grant Writing

## **Penn Medicine - Lancaster General Hospital**

Lancaster, Pennsylvania

Cogeneration Study

Grant Writing

Lancaster North Campus Project – Master Plan

## **Main Line Health - Lankenau Hospital**

Wynnewood, Pennsylvania

Master Plan Peer Review

Cogeneration Study

## **Main Line Health - Bryn Mawr Rehabilitation Hospital**

Bryn Mawr, Pennsylvania

Master Plan Project

Spruce Renovations

## **Meridian - Jersey Shore University Medical Center**

Neptune, New Jersey

Low Voltage Project

Technology Integration Project

New Construction Project

Smart Start Program

CAT Cogeneration Analysis

## **Williamsport Hospital and Medical Center**

Williamsport, Pennsylvania

Master Plan Project

Technology Integration Project

Strategic Energy Master Plan

Cogeneration Analysis

Grant Writing

Operational Management

Curtailement Study

Demand response Management

## **Divine Providence Hospital**

Williamsport, Pennsylvania

Cogeneration Study

Grant Writing

## **Bridgeton Hospital**

Bridgeton, New Jersey

Master Plan Infrastructure Evaluation

Master Plan Implementation

## **Overlook Hospital**

Summit, New Jersey

Energy Plan and Co-Generation Feasibility

# LORI VAN DER VOORT, P.E., CEP

PRINCIPAL/PROJECT EXECUTIVE

## **Morristown Medical Center**

Morristown, New Jersey

Cogeneration Analysis  
Smart Start Program

## **Holy Redeemer Health System**

Huntington Valley, Pennsylvania

Energy Audit  
Propane to Natural Gas  
CHP Feasibility Study  
Energy Workshops

## **AtlantiCare Regional Medical Center – Mainland**

Pomona, New Jersey

Facility Master Plan  
CHP Feasibility Study  
NJ EDA Grant Application  
Smart Start Incentive  
Infrastructure Assessment

## **Susquehanna Health System**

Williamsport, Pennsylvania

Utility Procurement

## **AtlantiCare Health System**

Egg Harbor Township, New Jersey

Utility Procurement

## **Manufacturing, Industrial**

### **Rohm & Haas Company**

Spring House, Pennsylvania

Chiller Replacement  
On-Site Electric Generation  
Campus High Temperature Hot Water Loop Replacement  
Strategic Energy Master Plan

## **Public**

### **Philadelphia Gas Works**

Philadelphia, Pennsylvania

Energy Consulting  
Cogeneration Feasibility Study