



ALEX ZIMMERMAN
AP A.S.C.T., LEED® AP BD+C
ASSOCIATE

Pivotal extends its reach by associating with selected sector experts. We undertake cross-training to integrate understanding, technology and business models and to ensure we each understand our specialist needs, and to share linked tools. This achieves a seamless integrated approach to assets, energy, sustainability and business that cannot be achieved by other means. Pivotal Associates do not delegate their roles and take personal responsibility for delivering the expertise and quality required.

Education & Professional:

LEED Accredited Professional. Technology Diploma (1975) Red River Community College, Winnipeg (Mechanical Engineering). University of Manitoba, Winnipeg (2 years of Bachelor of Arts, 1973). Applied Science Technologists and Technicians of BC (ASTTBC).

Executive Positions & Experience:

Associate, Pivotal IRM Inc. (2011–). President, Applied Green Consulting Ltd. (2006–). Director, Technical Value Department (2005–2006), BC Buildings Corporation, Victoria, BC. President, (2003– 2005), Board Director (2005–2012), Canada Green Building Council, Victoria, BC. Environmental Stewardship Manager, (2001–2003), Technical Value Department, (TVD) BC Buildings Corporation, Victoria, BC. Manager, Environment (2000–2001), Technical Value Department, (TVD) BC Buildings Corporation, Victoria, BC. Acting Director, (1999–2000), TVD, BCBC, Victoria, BC. Canadian Team Leader of Green Building Challenge (GBC) 2000 and GBC 2002, (April 1999–2003). Manager, Building Technology Advisors (1996–1999), TVD, BCBC. Energy Projects Manager (1991–1996), TVD, BCBC. Energy Management System Specialist (1985–1990), Alberta Public Works, Supply & Services (APWSS), Edmonton, AB. Energy Analyst (1977–1985), APWSS, Edmonton, AB. Maritime Engineering Officer (1975–1977), Royal Canadian Navy, Victoria.

Key Leadership Initiatives:

A variety of projects and clients including several Canadian federal government departments, the governments of Alberta and British Columbia, the City of Calgary, the CaGBC, and a number of private sector clients in British Columbia, Alberta, the United States, Mexico and India. Alex was also LEED Coach for the Organizing Committee of the 2010 Winter Olympic Games.

- Alex was the first President of the national environmental non-profit corporation, the Canada Green Building Council (CaGBC). Alex put in place the complete organizational infrastructure at start-up, developed strategic plans and implemented key organizational strategies. Alex led the Council through the transition from an appointed to an elected Board, solidified key partnerships with the federal government and adapted and launched LEED Canada-NC 1.0.
- During his tenure, CaGBC Membership grew almost ten-fold, at an average of 10% per month, to over 900 member organizations. Alex also delivered net positive financial income in both the first and second year of CaGBC's existence. Alex also spent a lot of time on the road, advocating for green buildings and CaGBC in front of audiences as diverse as small consultancies, federal parliamentary committees and international conferences. In summary, CaGBC became, under his watch, a recognized leader on the national stage.
- Alex was Canadian Team Leader of Green Building Challenge (GBC) 2000 and GBC 2002 – an ongoing international effort to develop and test environmental assessment methods for buildings and showcase them at international conferences. Alex recruited volunteer team members, lead the fundraising and lead the teams in presenting the results at the conferences. Alex also contributed to the development and understanding of environmental assessment methods through participation on the GBC international framework committee.
- Alex was responsible for implementing a number of key organizational environmental and technical stewardship initiatives at BC Buildings Corporation, including:
 - BCBC Environmental Management System implementation and achieving ISO 14001 Certification, the first such public institution to do so in Canada (1999 – 2003).
 - BCBC Environment Management Plan, Contaminated Sites Remediation and Pollution Prevention program, 1999 – 2001.
 - BCBC Technical Standards 1996 – value analysis project focused on life cycle costing.
 - Client Comfort Systems Design Manual 1994 – development of this unique resource for Direct Digital Controls, including pioneering its distribution as the first technical content on BCBC's web site. In addition, Alex ran integrated design sessions and managed energy performance contracts..