

Albert C. Pollard, Jr.
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(804) 761-0775

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Virginia State Director, Energy Foundation; 2017–Present

Contract employee overseeing all of Energy Foundation’s strategic planning, communications and giving in Virginia. Use policy knowledge and political acumen to lead a coalition toward legislative and regulatory wins. Specifically, leading a broad team, Virginia has gone from an energy policy “backwater” to a leadership state with a goal of zero emissions by 2045.

Work with over 30 diverse non-profits to create a strategic plan with specific tactical deliverables to decrease greenhouse gas pollution in Virginia and increase equitable access to clean energy and clean transportation. Use a seven figure budget to fill in identified communications, policy and grassroots capacity gaps. Extensive experience in utility accountability and a true commitment to DEI principles and implementation.

Non-Profit Marketing and Public Relations Consultant; 2011 – 2016

Have served over 20 environmental non-profits in three states through clients such as: Energy Foundation; Rivers Network; Chesapeake Institute of Grassroots Organizing; Penn Future, Maryland Association of Non-Profits; Virginia League of Conservation Voters Education Fund; and, the Keith Campbell Foundation.

Heavy emphasis on coalition building, creating consensus for and executing strategic plans. Such plans examine existing programs for enhanced advocacy, media outreach and deliberate relationship building with policy makers.

Additional private clients have included oyster shucking plants, conservation easement lawyers and a Land Preservation Tax Credit Broker.

President, Woodwrights, LLC, White Stone, VA; 2009-2016

Past president and owner of small manufacturing firm and retailing business, Lumber Smith portable sawmills. Created solid investment return by web marketing a portable sawmill easily shipped via common carrier and grew the enterprise from an entrepreneurial concept into a sustainable business with sawmills in 48 states, 6 continents and twelve countries.

Created warehouse assembly procedures, quality control standards and customer manuals to enhance profitability and the consumer experience. Monitored inventory, vendor quality and cash flow to maintain adequate stock of the 98 unique component parts. Used manufacturing tooling to expand into retail metal fabrication “job shop” business opportunities.

Member, Virginia House of Delegates; 2000-2006, February 2008-January 2012

Represented a diverse, rural constituency in the House of Delegates. Broke partisan barriers by communicating non-partisan legislative work and consistently outperformed my peer group in both election results and bills passed. Major honors include Chesapeake Bay Foundation’s Legislator of the Year award, Virginia Rural Healthcare Association’s statewide award, Virginia Independent Farmers “Friend of Local Food” award and numerous editorials complimenting my approach to public policy.

Authored Virginia’s first law giving utilities a rate of return for energy conservation, numerous laws addressing Bay cleanup and bills to empower small farmers with direct food sales. Successfully leveraged core strengths of non-partisan leadership and natural resources protection to raise over \$1.5 million of “hard money”.

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Board Chairman and General Manager of Bay Etching, Lively, VA ; 2002-2006

Equity investor and chairman of board of directors of Virginia's only glass etching and imprinting plant. Guided the company, with \$1.9 million in annual revenue, through a 12,000 square foot expansion and double digit gross revenue growth.

Provided leadership and stability, grappled with cash flow and capitalization during times of intense manufacturing pressure. Stepped in as general manager in 2005 to return profitability through aggressive marketing, personnel management and front-office-to-production-floor communication. As general manager, I maintained institutional discipline and focus to exceed gross budget expectations, net budget results and production schedules. Profitably sold equity shares to partner following the businesses turnaround.

Executive Director, Virginia Chapter of Sierra Club, Richmond, VA; 1995-1998

Through communication and fundraising, grew a part-time, home-based position into an effective advocacy office with three full-time staff during period of extreme state and national adversity towards natural resource protection. Maximized press profile by leveraging Sierra Club brand equity and membership thus providing the basis for effective fundraising apparatus. Studied, taught and implemented planning matrixes to increase membership rolls and involvement at local and state levels. Issue focus included out-of-state waste imports, Mattaponi reservoir, and Chesapeake Bay protection.

Leadership and Awards

Northumberland County Law Enforcement Community Liaison Board, 2020 -present
Long Creek, 70K, 2021. 3rd in age group.
Freight Train 50K Ultra-Marathon: 2nd place in age group compared to 2019 times, completed after race canceled.
Irvington Board of Zoning Appeals, 2014 -Present
Former Chair and Board Member, Virginia Public Access Project; 2011 - 2018
Vestry, Former Senior Warden, Trinity Episcopal Church, Lancaster, VA 2005 - 2008; 2011 – 2014
Virginia Land Conservation Foundation, 2014 – Present
Advisory Board, Northern Neck Food Bank 2011 - 2014
Legislative Sportsman's Caucus, 2000 – 2005; 2008 - 2011
Advisory Board, Northern Neck Land Conservancy 2005 - 2011
Chesapeake Bay Commission 2002 - 2005
Virginia Manufacturing Commission, 2008 – 2012
Chesapeake Bay Foundation's "Legislator of the Year"; 2005
Virginia Rural Healthcare Association's "Legislator of the Year"; 2004
"Friend of Local Food" Award, Virginia Independent Consumers and Farmers Association, 2005.
Northern Neck Soil and Water Conservation District's Annual Conservation Award, 2011

Published Works, Media Relations

Outsider Looking In, 2010: An Outsiders View of the Inner Workings of Virginia Politics and Policy. Self published.

Over a dozen "op-eds" in various statewide papers with a particular focus on non-partisan governance issues and environmental protection.

Extensive radio and television interview experience.

Education

Magna Cum Laude graduate of Virginia Commonwealth University, 1991. Bachelor of Science in Urban Studies and Planning
Graduate Level Work in Environmental Studies, Virginia Commonwealth University, 1994 – 1995