



HOW DO YOU CLEAN UP ENERGYSM ?

IT TAKES AMAZING PEOPLE, LIKE...



Shaun Gee
Senior Vice President, Corporate Development

Q. What key attributes do you study when considering a new project?

We first think about how the facility will best serve our customers by considering proximity, road access, and market fit. Next, we determine if there are any major flaws that could hinder success, such as permitting, environmental, and geological aspects. Lastly, we analyze the likelihood of building a successful business that can generate acceptable returns for shareholders.

Q. Why is finding the perfect location for each new project so important?

Finding the ideal location is challenging, especially in a highly competitive environment where minor details can have significant impacts. Major considerations include reliable geology, sufficient space for safe truck access, and adequate distance from ground and surface water. It's a complex matrix yet really rewarding because logistics are critical to our customers and our business.

Q. How long does it take to develop a greenfield project, and what type of expertise is involved in the process?

Developing a greenfield project can take several years. The process involves land acquisition, permitting, regulatory compliance, and geology studies, which demand considerable expertise. We're constantly re-evaluating our pipeline because the market is always changing, and a good idea today might not be feasible in 12 months.

Q. What project are you most proud of and why?

I'm most proud of our teams in the field who take Milestone to the next level. Our business requires hard work and grit. Our operations teams experience extended periods away from home and family, and our sales teams spend considerable time on the road. Every time we open a new site, it's an opportunity for the whole Milestone team to shine.

Q. What do you like most about your job?

My work revolves around the concept of "newness". Whether it's exploring new sites, pursuing acquisitions, or venturing into new business lines, I find great value in constantly seeking fresh ideas. The process of testing and refining these ideas is both challenging and rewarding. Only a select few ideas stand up to the test and become reality.