

## Beth Looney

### EXECUTIVE SUMMARY

I am an experienced electric utility management professional focused predominantly in policy, strategy, operations, financial / business analysis, negotiation and staff development. I value traditional conservative financial management yet champion creative operational and relational processes. My areas of experience include:

- Board Relations
- Budgets
- Financial Reporting and Analysis
- Forecasting
- Marketing and Markets
- Operational Analysis
- Policy
- Power Supply / Rates
- Regulatory Relations
- Relationships / Communications
- Staff and Organizational Development
- Strategic Planning and Development

### PROFESSIONAL EXPERIENCE

#### **PNGC Power**

**2016 – Present**

#### **President and Chief Executive Officer**

PNGC is a generation and transmission electric cooperative which serves 15 distribution cooperatives in a seven state area in the Pacific Northwest. PNGC serves a peak load of 1,200 MW across 200,000 meters.

As President and CEO I implement the strategic direction of the organization and align all business units, including: power supply, transmission, finance, government affairs, administration, and generation resources.

#### *Key Accomplishments:*

1. Added a new member distribution cooperative into the PNGC membership.
2. Enhanced the integrated resource plan process to include resource principles as guides for resource planning and purchasing strategies.
3. Created a new strategic plan in conjunction with the PNGC Board.
4. Directed staff on enhancing member value through services, revenues, and cost containment.
5. Hired new VP level staff and enabled them to effectively take on leadership roles in the Northwest.

6. Developed a new business model opportunity and engaged in activities to increase buy-in amongst the PNGC Board and member cooperative boards.
7. Negotiated a large load “carve-out” contract which allows an uncertain load to self-supply a portion of their power requirements while simultaneously earning revenues for PNGC and protecting against load loss risk.

**Wheatland Electric Cooperative, Inc.**  
**Assistant General Manager / CEO**

**2013 – 2016**

Wheatland is the largest distribution electric cooperative in Kansas. It also has divisional wholesale water and broadband internet businesses. Wheatland earns over \$140 M in annual revenues, has total assets in excess of \$325 M and employs 137 individuals.

As Assistant General Manager / CEO, I directed the overall operations of the cooperative, including: finance, operations, administration, member services, human resources, broadband internet, wholesale water, and information technology.

*Key Accomplishments:*

1. Initiated a business plan program for department heads to increase accountability. The business plan ties into the capital and expense budgets as well as the department head’s performance evaluations.
2. Negotiated International Brotherhood of Electrical Workers IBEW union contract. Successfully negotiated a pay decrease simultaneous with increase in employee healthcare premium contribution.
3. Researched, planned and executed a self-regulation path for the cooperative. Membership successfully voted to self-regulate in May 2014, thereby releasing Wheatland of its public utility commission oversight.
4. Worked with the public utility commission on tariff and special contract filings. Headed cost of service studies, contract negotiations, and legal briefs. Provided testimony and support for filings.
5. Participated in rate restructuring initiative from the G&T. Worked with all member managers to negotiate a final rate design which achieved the G&T objectives without unduly harming any particular member system due to load factor concerns.
6. Developed performance evaluation program for the cooperative. Created a comprehensive merit based tool for users to navigate and assist in merit raise budget decisions for their departments.
7. Led a comprehensive policy review of Board, Employee, and Operational policies at the cooperative. Redrafted, corrected, and improved over 150 policies to meet compliance objectives and Board goals.

**Sunflower Electric Power Corporation, Inc.**  
**Senior Manager, Power Contracts and Marketing**

**2010 – 2013**

As a member of the senior management team, I worked collaboratively within all divisions of the organization: finance, legal, operations, generation, transmission, and human resources in effort

to identify and develop business solutions. I led long term resource planning, power marketing, and contracts, while working in group support of rates, financial and business case analysis. I supervised and directed planning, accounting, and analytic staff.

*Key Accomplishments:*

1. Guided staff on balance of loads and resources. Through studies on transmission, site selection, and technology selection, my groups' efforts resulted in a 2012 Board recommendation and ultimate approval to build a new quick-start reciprocating engine power plant.
2. Negotiated the original equipment supply contract and the engineering, procurement, and construction contract to develop the new \$130 Million, 110 MW power plant.
3. Created and drafted a new concept power supply agreement for municipal wholesale power supply. Effectively negotiated with municipal managers and councils and ultimately contracted with nine wholesale power supply customers during 2012 and 2013. These long term contracts provide \$8 Million in margins annually.
4. Analyzed regulatory renewable energy requirements and forecasts. Evaluated over 50 bids for renewable energy power supply contracts for operational feasibility and economics. Negotiated and drafted the power supply agreement and presented to the Board for approval. At a 20 year flat rate price sub-\$30 MWh, iHS reported that this power purchase agreement (PPA) was the lowest negotiated PPA price in the United States in 2012.
5. Successfully extracted the company from a potential \$86 million contractual liability with a federal hydro-power provider.
6. After receiving notice of rate increases on transportation charges for natural gas and after unsuccessful negotiations with the counterparty, evaluated alternative solutions. Determined the cost to build a pipeline to connect to an alternate fuel supplier, negotiated transportation charges and interconnection with new supplier and implemented the transition to the alternate supplier. The transportation savings associated with building pipeline to a new supplier resulted in a payback period on the capital construction costs of less than one year. Twenty year NPV transportation savings associated with this business decision is estimated at \$5 million.

**Associated Electric Cooperative Inc.  
Power Marketer**

**2005 – 2010**

Associated is a generation cooperative that serves six transmission cooperatives who, combined, serve 51 distribution cooperatives in the states of Missouri, Oklahoma, and Iowa. Associated owns or operates nearly 6,000 MW of generation to serve over 4,000 MW of peak load. Associated employs over 500 individuals.

Engaged in Power Marketing activities in the SPP, MISO, PJM, WECC and SERC regions. Bought and sold energy to maximize value to members in the cooperative system. Forecast load demand and scheduled energy purchases and sales along with generation optimization to meet demand in the most economical and reliable manner. Analyzed system and market conditions including: transmission congestion, market arbitrage opportunities, transmission

path and ramp availability, power flow reliability, organized market opportunities, system plant constraints to include ramp rates, start-up costs, natural gas availability and costs.

*Key Accomplishments:*

1. Developed tools to analyze market conditions and arbitrage opportunities.
2. Developed tools to analyze firm transmission positions. Determined path plans to maximize on market opportunities based on weather, industry outage season schedules, and market intelligence. Determined maximum path purchase plan to maximize transmission utilization and minimize sunk cost.
3. Earned the highest pass-through sales volume of the entire marketing group in 2008. Pass-through volume is those quantities of power purchased and subsequently sold for any given period of time. This recognition demonstrates “hustle”, or the ability to earn returns on effort not assets.
4. Earned the title of number one producer in total net revenue for the entire marketing group in 2009 (\$4.3 Million). This distinction demonstrates the annual dollar value or returns that I earned for the organization.

**EDUCATION**

NRECA Management Internship Program (MIP)  
University of Wisconsin

Master’s Degree in Business Administration (MBA)  
Kennesaw State University

Bachelor’s Degree in Finance (BS) Honors – Summa Cum Laude  
Missouri State University

Associate’s Degree in Nursing (AA)  
Ivy Tech State College

**BOARD POSITIONS**

Sunflower Electric Power Corporation	2013 – 2016
Northwest RiverPartners	2016 – Present
Pacific Northwest Utilities Conference Committee	2016 – Present