
OVERVIEW

Mr. Stein's experience in the electric power industry pertains to:

- Municipals, Joint Action, Cooperatives, IOU, Developers, Financial Institutions
- Power Supply Planning & Strategic Analysis
- Nuclear, coal, natural gas, hydroelectric, and renewable resources
 - Sales and Purchases
 - Joint Ownership
 - Pool Operations
- Transmission Planning & Strategic Analysis
 - RTO and Traditional
 - Joint Ownership
- Wholesale Cost of Service, Cost Allocation and Rate Design
- Power Supply RFPs and Related Contract Negotiations
- Contract Negotiation and Litigation Support
- Corporate Strategic Planning and Strategic Issues
- Testimony

Mr. Stein has directed the preparation of power supply planning, financial, and rate-related studies for individual electric utilities, joint action agencies, generation developers, industrial clients, and other large energy consumers. Throughout his more than 40 year career in the utility industry, he has helped clients identify, evaluate, procure, finance, and implement numerous power supply alternatives. He also has represented clients in contract evaluations and negotiations to help achieve the most economical and reliable energy supply. Mr. Stein has presented testimony before the Federal Energy Regulatory Commission (FERC), as well as a number of state public service commissions, local district courts, and other regulatory bodies.

Mr. Stein also assisted clients with strategic power supply, transmission policy and related regulatory issues that affect capacity and energy markets, including those established by various Regional Transmission Organizations, utilities' joint formation, and joint power supply acquisitions. He has also been involved with location-based market price forecasting, enterprise risk management, portfolio resource analysis, generation dispatch and control area operational strategies, power pools, transmission ownership opportunities and energy resource acquisitions in the increasingly competitive utility environment. These services have been provided in numerous market regions throughout the United States, including Entergy, FRCC, PJM, MISO, SPP, and SERC and in Africa.

Mr. Stein has conducted evaluations on most generation technologies including nuclear, coal, oil, combined and simple cycle, co-generation, renewables and demand side resources.

PROJECT EXPERIENCE

POWER SUPPLY ARRANGEMENTS

Mr. Stein has directed the development of various power supply studies and analyses that have evaluated purchasing power alternatives; ownership interest in jointly-owned units; construction of new power supply resources; refurbishment of existing facilities considering gas, oil, coal, and wood fuels; cogeneration facilities and associated transmission facilities; and related transmission arrangements. This work has included participation in contract reviews, negotiations and discussions with electric utilities, developers, and vendors, and project coordination with other technical experts and attorneys.

CONTRACT NEGOTIATIONS

Mr. Stein has assisted electric utilities with contract negotiations on power supply arrangements. These negotiations have included discussions with other electric utilities, developers and equipment vendors concerning territorial and franchise arrangements, interchange contracts, short and long-term power exchanges, sale of reserve capacity, interconnection facilities and jointly-owned cogeneration and coal and gas fueled facilities.

WHOLESALE AND RETAIL RATES

Mr. Stein has assisted clients with wholesale and retail rates. The involvement in wholesale rate matters has included cost of services issues, level and timing of rate recovery, rate design issues (including special period pricing), rate stabilization applications, demand response impacts (e.g. load management), fuel and purchase power adjustment clauses, and developing and modifying rates for joint action agencies and evaluating impacts on joint action agency participants. The involvement in retail rate matters has included assistance with interruptible rates, load management rates, rate stabilization development, avoided cost rates and fuel and purchase power adjustment clauses.

POWER COST PROJECTIONS

Mr. Stein has directed the preparation of power cost projections for municipal, joint action agencies and investor-owned utilities. These projections have included utilities that range in size from 10 MW to 10,000 MW and have considered both retail cost of service concepts required by bond resolutions and state utility commissions and wholesale cost of service concepts required by bond resolutions and the FERC.

WHOLESALE MARKETING

Mr. Stein was responsible for conducting marketing studies for generation owners to identify potential purchasers of wholesale power in various market regions around the United States. Different techniques were employed to identify and screen potential entities, identify the amount and timing and term for capacity and energy purchases, and also to identify the characteristics of the various types of products.

TRANSMISSION SERVICES

Mr. Stein has assisted clients with identifying and analyzing alternative transmission strategies. These strategies were used by electric load serving entities to obtain reliable firm and unit power products to serve retail and wholesale load and by generation entities interested in interconnecting into the grid and selling various non-firm and firm wholesale power products.

PROCUREMENT SERVICES/COGENERATION

Mr. Stein has been a lead team member or project manager on several power supply procurement related projects for the municipal utilities, power agencies and cooperatives. Mr. Stein was also retained by a multilateral funding organization to participate in an intensive workshop in Nairobi, Kenya, on independent power and how to conduct a RFP process for increased capacity. Mr. Stein's presentation, "Acquiring Private Power Projects," covered competitive bidding, direct negotiations and competitive negotiations.

FINANCIAL PLANNING AND ANALYSIS

Mr. Stein has prepared numerous Consulting Engineer's reports, which were used to issue electric utility revenue bonds. These reports typically include a description of the system, purpose of the issuance and historical and projected operating results showing debt service coverage.

Mr. Stein's experience has enabled him to analyze the financial aspects of municipal projects including bond indenture requirements, various financing methodologies, tax-exemption considerations, arbitrage and other financial related factors.

MERGERS AND ACQUISITIONS

Mr. Stein directed the preparation of studies that considered the purchase of electric utility facilities at the termination of franchise agreements. The studies included analyses of alternative wholesale power supply arrangements and development costs required to start the new utility system.

STRATEGIC BUSINESS PLANNING

Mr. Stein contributed to strategic business planning and enterprise wide risk management planning projects. These projects included addressing leadership and governance issues and the mapping of risk policy to the strategic initiatives.

PROFESSIONAL HISTORY

Prior to joining nFront Consulting, Mr. Stein was an Assistant Vice President with SAIC, and an owner with R. W. Beck, Inc. where he was employed for over 30 years. Prior to joining R. W. Beck, Mr. Stein was employed in the generation and transmission planning area for a large utility in the Florida. During this time, he participated in state and regional studies that addressed joint power pooling opportunities and transmission planning and reliability studies.

EDUCATIONAL AND PERSONAL

Mr. Stein has earned degrees in engineering and business, is a registered professional engineer, and has been recognized for his civic and professional accomplishments as noted in more detail below. He has been married for over thirty seven years and has three grown children.

FLORIDA INSTITUTE OF TECHNOLOGY

Master of Business Administration

UNIVERSITY OF CENTRAL FLORIDA

M.S. in Industrial Engineering

B.S. in Electrical Engineering

REGISTERED PROFESSIONAL ENGINEER

Alabama

Georgia

Florida

PROFESSIONAL HONORS AND RECOGNITIONS

AMEA – President’s Award - 2013

FMEA – 2014 Associate Member of the Year

UCF – Alumni Service Award

UCF – Charter President, College of Engineering, Alumni Chapter

R. W. BECK RECOGNITIONS

Herbert C. Westfall Leadership Award

Robert E. Bathen Entrepreneurial and Leadership Award