

Attachment C

Qualifications And Experience Of Kristen T. Murphy Manager, Procurement Services

PRENOVA

Atlanta, GA

Manager, Energy Procurement

May 2006 - Present

Directs the execution and sets the strategic vision of the Energy Procurement team, who perform rate and tariff analysis and hedge electricity and natural gas for commercial and industrial customers.

- Supervise electricity and natural gas buying activities as well as the process involving rate and tariff optimization
- Oversee the weekly and monthly internal and external reporting associated with deregulated and regulated activities to ensure clients recognize the full value of EP services
- Procure electricity in deregulated markets, manage customer and vendor relationships, and create customer savings by negotiating rates that are below the local utility tariffed rates for both commercial and industrial sized accounts in multiple markets across the United States
- Team lead to key customers, providing market updates with impact to energy spend, upcoming contract opportunities, and timely reporting from PRM
- Analyze historical and current market trends to provide risk management consulting and analysis to assist customers in understanding how changes in energy markets can affect their energy budget
- Determine each customer's load size, load factor, on and off-peak consumption, and risk tolerance to determine the most effective energy product for each client

NEWSOUTH ENERGY

2006

Atlanta, GA

Manager, External Affairs

August 2005 - March

Primary point of contact for strategic market assessment, policy development, issue research and product development to support the policy initiative and business objectives of the company.

- Perform research that quantifies, illustrates, and/or demonstrates market phenomena / trends in demand and supply growth to make recommendation to management for decision-making
- Compare cost, construction time, environmental impact, and efficiency of electricity generation to develop a holistic view of energy markets, participants and issues, within the southeast United States
- Develop fact-based analyses of specific energy market-related issues across the southeast United States. Create and present defensible market assessments, forecasts, presentations, and position papers from a historical, real-time and future perspective in order to define and further strategic objectives
- Define and communicate the company's strategic positions relative to Southeast market issues based upon research and in conjunction with management

KOCH INDUSTRIES

January – August 2005

Washington, DC

Deputy Director, Political Action Committee

Worked with Federal Affairs team to develop and implement a political action strategy to help create the best political environment for each business to be successful. Managed all political action committee (PAC) contributions and involvement in fundraising events; ensured compliance at the federal and state levels; developed and implemented the annual solicitation, communication, and benefits plan for PAC members.

MIRANT

Atlanta, GA

2001 - 2005

Federal Government Affairs Associate and PAC Administrator (2004)

State Government/Regulatory Affairs Associate and PAC Administrator (2002-2003)

Responsible for identifying and managing legislative issues, developing communication pieces for internal and external audiences, coordinating compliance efforts, and administering the political action committee.

- Coordinated efforts to identify key issues and determine the company's position to communicate to internal audiences. Developed and implemented strategies to promote the company's position externally to legislators and policy-makers, including a monthly broad-based direct mail campaign promoting competitive wholesale energy markets
- Advocated the company's viewpoint on key legislation and policy through relationships with constituent members of Congress, key committees, staff members, and trade associations
- Administered all PAC and compliance activities including: development of PAC recruitment plan, participation in creating federal giving strategy, communication

outreach, get-out-the-vote efforts, tracking receipts and contributions, and overseeing all lobbyist and PAC filings

Marketing and Asset Management Analyst – South Region (2001 - 2002)

- Performed current and future supply / demand analysis on Southeast power markets; reported findings to marketing, business development, and trading teams to influence deal making
- Assisted with creating and closing customized short and long-term structured transactions ranging from \$100k to \$2 million, produced customer profiles and tracked competitor activities to increase opportunities of additional contracts
- Determined daily profits and losses of Georgia power plant; as well as computed costs and revenues related to congestion, forced outages and generation of Texas power plants

HALLIBURTON COMPANY
Houston, TX

Summers of 1998 – 2000

- **Marketing and Business Analysis:** Performed market research specific to natural gas projects and proposals, including competitor cost analysis, and provided bi-weekly briefings to management
- **Project Controls:** Responsible for preparing monthly budget forecasts for refinery upgrades, and researched and graphed cost over time of historical construction and engineering projects
- **Compensation:** Contributed to design of bonus and incentive plans, assisted with preparation of bonus plan payouts, and organized new job classification system

EDUCATION

Arizona State University: BS Economics, May 2001, *Cum Laude*