

**KRISTA A. KISCH**

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**EXPERIENCE****FIRST WIND ENERGY, LLC, San Diego, CA****Vice President, Business Development****2005 - Present**

- Leading the Western Region business development team: strategic planning and budgeting; training and management of team members; and project development and origination of new business opportunities.
- Lead developer on the Milford Wind Corridor, a 300 MW (\$460 million) wind farm in Utah. Responsibilities include: management of the Bureau of Land Management NEPA permitting process and overall permitting process; PPA negotiations with SCPPA; PacifiCorp and LADWP generation inter-connection study process; land acquisition for the wind farm and a 90-mile 345-kV transmission line; community relations; government affairs; regulatory; media and marketing efforts.
- Grew First Wind western business from two wind sites to a portfolio of 20+ wind farm projects (3500 MW) to be constructed from 2008-2013.
- Responsible for staffing and managing multi-disciplinary consultants and project teams.

**SHELL WINDENERGY, INC., La Jolla, CA****Manager, Business Development****2002 - 2004**

- Commercial liaison on joint-venture equity investment and simultaneous project financing of 162 MW wind energy project in Colorado.
- Project Manager on the equity investment in a 160 MW ERCOT wind energy project.
- Directing due diligence and buy-side asset valuation efforts on over 900 MWs of utility-scale wind farms in the United States. Coordinating due diligence efforts using internal Shell resources (and external expertise), including: power marketing, renewable energy trading, land acquisition, legal, tax, transmission engineering, regulatory, financial structuring, operations to determine project feasibility and economics.
- Developed SWEI's 2003 Strategy and Business Plan for the USA market.
- Set up internal start-up business processes to manage transaction and deal flow through and within SWEI's portfolio of wind projects. Represented SWEI at industry conferences. Designed and implemented learning and development curriculum for SWEI employees.

**ENRON CORP., Houston, TX****1999 - 2002****Manager, Origination**

- Oversaw business development activities for various Enron Corp. subsidiaries, including Enron Wind Corp., Enron Energy Services, and Azurix.
- Managed due diligence and deal transaction teams representing all Enron corporate functions, including tax, legal, regulatory, governmental, commodity, structuring:
  - ✓ Developed concept and prepared pre-investment analysis of 100 MW greenfield wind power project in Northeastern Brazil (Enron Wind);
  - ✓ Managed multi-million-dollar energy management contracts in manufacturing and retail sectors, including commodity supply, demand-side management, O&M, billing/invoicing (Enron Energy Services);
  - ✓ Originated mid-market commodity contracts with commercial and industrial customers in ERCOT (Enron Energy Services);
  - ✓ Led due diligence assessments on \$600 million (four) water assets in South America (Azurix).

**THE WORLD BANK, Washington, DC**

**1996 - 1997**

Program Manager

- Responsible for internal operations of institutional building program in Central Asia:
  - ✓ Managed remotely based, multi-cultural team in Kazakhstan, Kyrgyz Republic and Uzbekistan in delivering economics and public finance training courses to mid-to-senior level government officials;
  - ✓ Managed \$600,000 operational budget;
  - ✓ Reported budget and program progress to Donors and World Bank management;
  - ✓ Trained in conversational Russian.

**SWEDISH PROJECTS, INC., Washington, DC**

**1995 - 1996**

Manager, Business Development

- Represented European corporations at the World Bank, United Nations and Inter-American Development Bank.

**AUSTRALIAN TRADE COMMISSION, Washington, DC**

**1992 - 1995**

Commercial Analyst

- Represented Australian consultants and suppliers at the World Bank and United Nations.

**CRAY RESEARCH, INC., Minneapolis, MN**

**1991**

Public Relations – Media Analyst

- Edited and distributed press releases and internal communications memos.

**INTERNSHIPS**

MSID, University of Minnesota      **1990**

Quito, Ecuador  
 Women's Development Cooperative  
 (CEPEM)

Legislative Intern      **1989**

Manchester, NH  
 Office of US Senator, Warren B. Rudman

Legislative Intern, WI State Capitol      **1989**

Madison, WI  
 Office of State Representative,  
 Randall J. Radtke

**EDUCATION**

- MBA, Finance      Boston University, 1998
- BA, Political Science & International Relations      University of Wisconsin-Madison, 1989

**REFERENCES**

Available upon request.