

**STEPHEN M. THOMPSON, P.E.**

46153 100<sup>th</sup> St  
Blue Earth MN 56013  
(507) 526-5622 Home  
(507) 526-2193 Work

**MAJOR QUALIFICATIONS:**

- Twenty six years of electric utility work experience in:
  - Planning
  - Operations
  - Business Development
  - Financial Analysis
  - Project Management
  - Leadership
  
- Masters of Business Administration, St Thomas University
  
- A Bachelor of Science in Electrical Engineering , University of Minnesota
  
- Registered Minnesota Professional Engineering (PE)

**FUNCTIONAL WORK EXPERIENCE**

Planning Experience:

- Problem Identification and Evaluation of Alternative Solutions on both technical and economic merits
- Capital Asset Planning
- Operational Plans
- Optimization Studies
- Economic Financial Feasibility Studies

Operations Experience:

- Process Redesign
- Development of Procedures and Policies
- Budget Development Monitoring and Control
- Development of Financial / Managerial Reports
- Business System / IT Development
- Implementation Plans
- Risk Management
- Process Efficiency Improvements



Business Development Experience:

- Business Plans / Product Plans
- Strategic Planning
- Marketing Plans
- Competitive Analysis/Marketing Analysis
- Promotional Marketing Materials

Finance Experience:

- Financial Analysis
- Feasibility Studies
- Development of Long-Term Financial Proformas
- Cost Accounting and Cost Allocation Studies
- Profit Margin Analysis and Pricing

Project Management Experience:

- Project Management
- Competitive Bid Proposals
- Contract Negotiation
- Contract Development
- Contract Administration

Leadership Experience:

- Identification of Goals and Objectives, Vision
- Development of Organizational Structure and Functional Job Descriptions
- Development of Staffing Plans
- Development of Performance Metrics
- Fostering Teams and Developing Staff Resources through Mentoring / Coaching
- Mentor and Train Subordinates
- Plan and Lead Meetings

Computer Skills:

- After-tax Present Value Cash Flow Models
- Constructing Pro Forma Business Models
- Word
- Excel
- Power Point
- Access
- PSS/E Load Flow Models
- PROMOD Economic Dispatch Models

## **EDUCATION:**

Master of Business Administration 1994  
University of St. Thomas, St. Paul, Minnesota  
GPA: 3.9

Bachelor of Science Electrical Engineering 1982  
University of Minnesota, Minneapolis, Minnesota

## **PROFESSIONAL LICENSES:**

Registered Professional Engineer (PE), State of Minnesota  
Licensed Master Electrician, State of Minnesota

## **CHRONOLOGICAL WORK HISTORY:**

Central Minnesota Municipal Power Agency, Blue Earth, MN 2000 to Present

6 years Vice President of Director Power Supply Planning and Trade Room  
Operations

Northern States Power Company (Xcel Energy), Minneapolis, MN 1979 to 2000

3 years

Department Type: Unregulated Utility Services  
Job Function: Principal Sales and Marketing Consultant

Three Years experience as Lead/ Principal Technical Sales Consultant at Northern States Power in non-regulated Energy Plus Services Department. Target market was the large commercial and industrial sectors. Product focus was on selling Turnkey Engineered Solutions for improving customer reliability and power quality via application of distributed generation, high voltage auto-transfer switchgear and Un-interrupted Power Supplies (UPS's)

Job Responsibilities included:

- Consultative sales of equipment and services to key accounts
- Supervision and technical support of other sales representatives
- Business Planning, Product Development and Business Development
- Contract development, negotiation, writing and administration
- Cost and Price Analysis of Products and Services
- Conceptual Design of Solutions
- Preparation of Competitive Bid Proposals
- Presentation and Selling of Solution(s) to Key Account Customer

Procurement of Equipment  
Construction Management  
Departmental Budgeting and Financial Monitoring

3 years

Department Type: System Control Center  
Job Function: Control Center Operator

3 years

Department Type: Operations Support  
Job Function: Operating Engineer

3 years

Department Type: Regional Field Construction, Minneapolis Region  
Job Function: Supervising Project Manager of Planning, Design, Construction

9 years

Department Type: Generation, Transmission, Distribution, Infrastructure Planning  
Job Function: Planning Engineer & Financial Analyst