

## **TRANSMISSION STRATEGY AND BUSINESS DEVELOPMENT**

(July 22, 2010)

### **Vice President – Transmission Strategy & Business Development: Lisa M. Barton**

The Vice President – Transmission Strategy & Business Development is responsible for developing and executing transmission strategy and business plans in alignment with AEP's corporate strategy. Key duties include business planning and analysis, reliability compliance, business development, and effectively managing the company's interface with its corporate partners and within AEP to achieve the organization's business goals.

### **Managing Director – Asset Strategy: Raja Sundararjan**

The Managing Director – Asset Strategy is responsible for support of the business plan and work closely with AEP Regulatory Services' Policy Team, which leads and coordinates policy development. Also, this position will advocate Transmission's strategic vision at national, regional and industry forums and at Regulatory Services request, will represent AEP Transmission at FERC and state commissions, will educate, coordinate and build consensus on strategic transmission business initiatives with AEP Corporate regulatory and other AEP businesses that advocate and interact with policy makers. Additional duties will be a single point of contact within Transmission for coordination of presentations, papers and other communications supporting strategic initiatives and policy positions as well as ensuring the success of AEP's JV development activities and transmission work plan.

### **Manager – Asset Strategy: Teresa Gallup**

The Manager – Asset Strategy is responsible for support of the business plan and work closely with AEP Regulatory Services' Policy Team, which leads and coordinates policy development in the SPP footprint. Also, this position will advocate Transmission's strategic vision at national, regional and industry forums and at Regulatory Services request, will represent AEP Transmission at FERC and state commissions, will educate, coordinate and build consensus on strategic transmission business initiatives with AEP Corporate regulatory and other AEP businesses that advocate and interact with policy makers. Additional duties will be a single point of contact within Transmission for coordination of presentations, papers and other communications supporting strategic initiatives and policy positions as well as ensuring the success of AEP's JV development activities and transmission work plan.

### **Project Manager – Asset Strategy: Takis Laios**

The Project Manager – Asset Strategy is responsible for support of the business plan and work closely with AEP Regulatory Services' Policy Team, which leads and coordinates policy development in the PJM footprint. Also, this position will advocate Transmission's strategic vision at national, regional and industry forums and at Regulatory Services request, will represent AEP Transmission at FERC and state commissions, will educate, coordinate and build consensus on strategic transmission business initiatives with AEP Corporate regulatory and other AEP businesses that advocate and interact with policy makers. Additional duties will be a single

point of contact within Transmission for coordination of presentations, papers and other communications supporting strategic initiatives and policy positions as well as ensuring the success of AEP's JV development activities and transmission work plan.

**Managing Director Transmission Strategy & Business Development: John Flynn**

The Managing Director – Transmission Strategy & Business Development is responsible for transmission business planning and analysis, business development analysis and transmission reliability compliance. Also, this position will manage the investigation and execution of strategic business options which support the company's long-range goals including acquisitions/divestitures, new projects and joint ventures. Additional duties include directing compliance with NERC, Sarbanes-Oxley, and other applicable regulatory compliance and code of conduct standards.

**Manager – Transmission Business Development: Dawn Del Bianco**

The Manager - Transmission Business Development is responsible for managing transmission business development activities including: managing integration of joint ventures, annual business plans, strategic recommendations, business tactics, operational and financial improvement, and general management and implementation of contractual commitments of AEP transmission joint ventures. Relations, legal, regulatory, and Corporate Communications on all public releases related to business development activities.

**Manager – Transmission Business Development: Bartley Taberner**

The Manager - Transmission Business Development is responsible for managing transmission business development activities including: managing integration of joint ventures, annual business plans, strategic recommendations, business tactics, operational and financial improvement, and general management and implementation of contractual commitments of AEP transmission joint ventures. Relations, legal, regulatory, and Corporate Communications on all public releases related to business development activities.

**Transmission JV Accounting & Budgeting Analysts:**

The Transmission JV Accounting & Budgeting Analyst is responsible for project accounting and budgeting on transmission joint ventures as well as facilitating budgeting, financial reporting, and project management.

**Technicians:**

These employees are responsible for performing a wide variety of technical work requiring technical skills associated with the planning, engineering, design, testing, construction, maintenance and operation of facilities.

### **Director – Transmission Business Development: Antonio Smyth**

The Director – Transmission Business Development is responsible to develop a model and plan for the AEP transmission business that will enable enhanced development of the interstate grid with better recovery and more efficient financing. Duties will include detailed evaluations of alternatives for the transmission business, development of partnerships for projects if applicable, and leveraging AEP's expertise, particularly with 765 kV transmission.

### **Manager – Interstate Transmission Planning: Evan Wilcox**

The manager – Interstate Transmission Planning will establish a focal point for the planning of new strategic 765 kV facilities both within and external to AEP's traditional footprint.

### **Engineers:**

These employees are responsible for performing engineering work activities and projects requiring the application of engineering knowledge in a safe, effective, efficient and economic accomplishment of assigned objectives.

### **Managing Director – Transmission Asset Planning & Advanced Studies: Robert Bradish**

The Managing Director – Transmission Asset Planning & Advanced Studies is responsible for integrating the capital planning, system engineering, and maintenance management processes into a singular performance-driven strategic approach to managing transmission assets. Included in this responsibility is the development and application of performance measures and conducting competitive surveillance to evaluate profitability and cost-effectiveness of the asset management and service provider processes, and to provide direction of strategic and tactical transmission business plans.

The Managing Director is also responsible for AEP's transmission plan including organizing and managing all activities related to assessing the adequacy of AEP's transmission network to meet the individual and collective demands of its connected and wheeling customers in a reliable, cost effective and environmentally compatible manner; formulating plans to construct new transmission facilities; assuring effective coordination with the RTO planning organizations; comparing the merits of operating procedures relative to new construction and providing related information to Transmission Operations; assessing and recommending transmission planning and reliability criteria; and participating in the activities of the regional reliability councils and other industry groups in matters dealing with transmission network operation and planning.

### **Director – Transmission Financial Analysis & Budget Planning: David W. Ferguson**

The Director – Transmission Financial Analysis & Budget Planning directs financial analysis and budget planning activities to ensure that the financial and budgetary management requirements of the Transmission Business Unit are met. This department will prepare budgets and financial forecasts, analyze key financial indicators and overall performance, and report results in a manner that will satisfy departmental, corporate and regulatory requirements.

### **Manager – Transmission Business Development: Daniel Groff**

The Manager – Transmission Business Development manages the activities of the Planning and Budgeting department to ensure that financial and budgetary management requirements of the Transmission Business Unit are met. This department will prepare budgets and forecasts, analyze key financial indicators and overall performance, and report results in a manner which will satisfy departmental, corporate, and regulatory requirements.

### **Business Operations Support Analysts:**

These employees are Responsible for the O&M and Capital budgeting process, re-projections and variance reports. Also responsible for the financial plans, forecasts, performance measures and special studies; including the monitoring of economic performance, reviewing the corporate activities to ensure that the greatest degree of effectiveness and efficiency is achieved and making recommendations for improved performance.

### **Manager – Investment Strategy: Matt Vermilion**

The Manager – Investment Strategy is responsible for managing transmission business development activities including: managing integration of joint ventures, annual business plans, strategic recommendations, business tactics, operational and financial improvement, and general management and implementation of contractual commitments of AEP transmission joint ventures. Relations, legal, regulatory, and Corporate Communications on all public releases related to business development activities.

### **Transmission Financial Analysts:**

These employees are responsible for business unit O&M and Capital budgeting process, re-projections and variance reports, the business unit financial plans, forecasts, performance measures, special studies and coordination of activities and documentation to ensure Transmission's compliance with Sarbanes-Oxley requirements.

### **Manager – Transmission Asset Performance: Josh Burkholder**

The Manager – Transmission Asset Performance is responsible for: managing and driving the performance of the Transmission system; providing routine performance reporting, and performance analysis to identify improvements in asset and operational strategies; serving as the principal architect of the performance measures and analysis driving reliability, sustainability, productivity and customer satisfaction; providing a vital link among Transmission organizations, Distribution Services, Customer Operations and the operating companies to create a common view of performance and underlying drivers; overseeing internal and external benchmarking to ensure that performance against internal goals and industry trends is meeting established targets.

### **Supervisor – Planning & Engineering:**

These employees supervise the staff responsible for the design, engineering, and planning activities.

### **Financial Analysts:**

These employees are responsible for consulting and financial analysis services to senior management on short or long term multi-discipline projects, initiatives and ongoing operations. Responsible for special studies; including the monitoring of economic performance, reviewing of corporate activities to ensure that the greatest degree of effectiveness and efficiency is achieved and making recommendations for improved performance. Also responsible for corporate wide financial performance measures.

### **Technical Writers:**

These employees are responsible for providing Transmission Strategy and Business Development organization with the highest quality documentation of processes and systems. Assists in the editing of documents (such as Capital Planning Proposals) for spelling, grammar, and content accuracy and readability. Has fundamental understanding of various software technologies and functionality of application systems. Assists in the layout and organization of manuals and other documents.

### **Manager – East Transmission Planning: Mohammed Ahmed**

The Manager – East Transmission Planning is responsible for organizing, managing, and directing all transmission planning activities to provide for the adequate and secure operation of the AEP transmission system in PJM's footprint. These responsibilities include directing system performance studies; proposing system changes/upgrades to maintain service quality to customers; developing and proposing system expansion or modification plans in order to serve the needs of customers reliably; developing connection plans for new generators or upgrades, and retail and wholesale customers; coordinating the development of plans with AEP's Distribution Organization and Operating Companies; participating in regional and interregional reliability studies that focus on near-term coordination with other systems; providing input on equipment and transmission lines specifications; facilitating AEP's efforts to comply with NERC and other Regulatory standards; and participating in the PJM Regional Transmission Expansion Plan (RTEP) process.

### **Manager – West Transmission Planning: Paul Hassink**

The Manager – West Transmission Planning is responsible for organizing and directing all transmission planning activities to provide for the adequate and secure operation of the AEP transmission system in the Southwest Power Pool (SPP) and ERCOT footprints. These responsibilities include: directing system performance studies; developing and proposing system expansion and modification plans in order to serve the needs of our customers reliably; developing connection plans for new generators and to serve new and existing retail and

wholesale customers; coordinating the development of plans with AEP's Distribution organization; participating in the SPP regional planning process; and supporting SPP's system impact studies and facility addition studies to respond to transmission service requests.

**Project Coordinators:**

These employees are responsible to perform work activities and projects requiring technical knowledge in a safe, effective, efficient and economic accomplishment of assigned objectives.

**Director – Advanced Transmission Studies & Technologies: Jeff Fleeman**

The Director - Advanced Transmission Studies & Technologies (ATST) is responsible for developing and managing system engineering analysis, technology strategy and coordination in support of Transmission business strategy and in support of performance based equipment, design, operation and maintenance standards. Major enabling competencies required of this position are: Creativity/Continuous Improvement, Understanding the Business and Competition, Teamwork/Collaboration, Communication, and Initiative. This position serves as the Chief Technology officer for Transmission.