



Valerie Wood **Energy Solutions Inc.**

As President of Energy Solutions, Inc., an independent consulting firm formed in 1996, Valerie develops comprehensive, tailored natural gas and electric buying plans for commercial and industrial businesses that provide a successful balance of cost-effective prices and reliable service. Energy Solutions, Inc. also offers education and information services to businesses through in-house training, seminars, and *The Advisor*, a publication with monthly and weekly editions that quickly and concisely summarize natural gas market conditions while providing readers with specific natural gas buying recommendations.

Valerie has over twenty-eight years of energy-related marketing and management experience with a diversified background in regulated and nonregulated industries. Prior to forming Energy Solutions, Inc. she worked for Wisconsin Power and Light Company as a marketing representative, Kaztex Energy Management (now Constellation NewEnergy) where she was heavily involved in natural gas purchasing, pipeline routing options, and state and federal regulatory issues, and Wisconsin Gas Company where she assisted in the development of a new gas supply and capacity portfolio in direct response to federal regulation changes. In 1992, she joined Madison Gas and Electric's natural gas buying team, but soon thereafter, accepted the opportunity to develop the utility's new natural gas marketing affiliate, Great Lakes Energy Corp. (now CenterPoint Energy). This was by far her biggest challenge yet as she successfully developed from scratch a portfolio of natural gas buying services for commercial and industrial businesses.

A native of Wisconsin, Valerie has a degree in both Marketing and Communications from Concordia University and is committed to helping businesses make proactive, informed, and cost effective energy buying decisions in today's changing environment.