

1 QUALIFICATION STATEMENT OF

2 GARY C. INSLEY

3 Witness for the Bonneville Power Administration

4 *Q. Please state your name, employer, and business address.*

5 A. My name is Gary C. Insley. I am employed by the Bonneville Power Administration (BPA),
6 905 NE. 11th Avenue, Portland, Oregon.

7 *Q. In what capacity are you employed?*

8 A. I am Manager, Account Services, for the Bulk Marketing and Transmission Services Hub
9 for the Power Business Line.

10 *Q. Please state your educational background.*

11 A. I received a Bachelor of Science degree in Forest Resources Development in 1973 from the
12 University of Minnesota.

13 *Q. Please summarize your professional experience.*

14 A. I first was employed at BPA in 1974 in the Branch of Land as a Forester. During two
15 one-half years in that Department, I traveled across the entire BPA system doing timber and
16 land appraisals, and danger tree work on rights-of-ways for transmission line maintenance.

17 From 1976-1979, I worked for the U.S. Forest Service as a timber sale administrator.
18 From 1979-1985, I returned to BPA as an Environmental Specialist, and prepared
19 environmental documents for projects as diverse and varied as radio stations to
20 double-circuit 500-kilovolt (kV) transmission lines.

21 From 1985-1989, I was an Energy Resource Specialist in the Division of Resource
22 Engineering, Office of Engineering and Construction. I was on staff for the Pacific
23 Northwest and Alaska Regional Biomass Energy Program (Biomass Energy), sponsored by
24 U.S. Department of Energy and managed by BPA for the Department. The program
25 sponsored Biomass Energy resource research, development, and demonstration (RD&D)
26 projects in the Pacific Northwest states and Alaska. As part of my duties, I offered an

1 annual request for proposal for RD&D projects, and managed the contracts for the winning
2 projects, up to 20+ contracts at one time.

3 As a public utility specialist, Commercial Programs Branch, from 1989-1994, I was
4 lead for the evolution of BPA's revised Energy Smart Design commercial program into a
5 long-term commercial conservation acquisition program. I was responsible for working
6 with a team of outside advisors and utilities who assisted us in program design and
7 development.

8 In 1994, I became a Customer Account Executive, responsible for all customer
9 relationships, interactions, and business for six public utility customers.

10 Since 1997, I have been a supervisory public utilities specialist in the Bulk Hub,
11 where I supervise the account services staff. Our Hub's customers include investor-owned
12 utilities, direct service industrial customers, marketers, Canadian entities, brokers, and
13 extra-regional customers. My group is responsible for assisting the Customer Account
14 Executives with any customer business issues, from contract development and negotiation to
15 contract management and administration, revenue tracking, inventory, contract analysis, and
16 green power marketing.

17 *Q. Please state your experience as a witness in previous proceedings.*

18 *A. I have not been a witness in prior rate proceedings.*