



# **Kim Padilla** **Valencia** *President*

*Emerging Operations within Established companies*

*Strategy – Thought Leadership - Risk Management*

Organizations count on Kim Padilla for leadership in evaluating the issues and risks associated with changing businesses. She is comfortable navigating “white waters”, helping establish focus, providing thoughtful analysis, and developing action plans and metrics for execution. A talented problem solver, Kim thrives on challenges, combining her knowledge and intuition to deliver real-time decisions. Her energy and personable style engages people in dealing with the “heart of issues” and asking the tough questions. She is known for her commitment to ethical practices, excellence in governance, and above all, “doing the right thing”.

As President of Valencia, an energy consulting business, Kim capitalized on the emerging sustainable energy market and created a profitable company that has gained national recognition in the 2 years since its founding. Previously Kim was a Principal at Capgemini, a major global technology and consulting company, where she led business development for the Utility practice, the company’s largest in North America. Prior to Capgemini, she was Director of Revenue Management for TXU Energy, responsible for operations supporting \$8 billion in annual revenues. During TXU’s transition to deregulation, Kim identified the primary risks associated with “market open”, accurately predicted the company’s exposure, and then led TXU’s initiative that recovered \$350 million in cash and reduced bad debt expense se by \$50 million.

Earlier, Kim was Director of Risk Management for DukeSolutions, a startup operation with Duke Energy, where she served as the risk expert on the Executive Committee that reviewed major business transactions. In this role, she was instrumental in DukeSolutions taking Duke into new energy markets and new technologies that established the company as a force in retail, on-site generation, and energy efficiency. She also held several financial, audit, and operations roles at NiSource, an investor-owned utility, and earlier founded and managed a truck transportation brokerage company.

Kim holds a BS in Accounting & Finance from Purdue University and an MBA from DePaul University. She is a member of the National Association of Corporate Directors and completed their “Excellence in Governance” program. She serves on the Board of Greater Lewisville Cares where she chairs the Nominating Committee. She is also a member of the National Energy Services Association.