

# PHILIP E. RILEY, JR.

## Areas of Expertise

- **Business Management.** Mr. Riley's management experience enables him to assist clients in developing and implementing strategic plans that incorporate product development, product profitability, sales strategies, and return on investment. He has worked in nearly all areas of business management through his career including accounting, operations, financial planning, human resources, strategic planning, and marketing for both Fortune 500 businesses and privately held businesses including roles as chief executive officer.
- **Business Development.** Much of Mr. Riley's career was dedicated to efforts in business development. While at Consolidated Natural Gas's (CNG) transmission pipeline and storage business, Mr. Riley was credited with developing the largest end-user expansion project in the company's history. He also led CNG's start-up Energy Services business development team that generated a first-year profit as a result of its significant market penetration. While Chief Executive Officer of Utility Service Partners, Inc., he and his team developed and implemented the highly successful municipal program that partnered with over 350 municipalities across the U.S. and Canada.
- **Financial Modeling.** Mr. Riley initially developed his financial modeling skills early in his career utilizing the Fortran language on mainframe computers to generate discounted cash flows for natural gas well development. Those skills were further refined throughout his career as he created financial models for direct mail marketing campaigns at Utility Service Partners and later pro forma cash flow models for potential acquisition candidates through Mountaineer Capital Partners.

## Professional Experience

- **Bearing Advisors, LLC**, Founding and Managing Member and Treasurer, 2020-present
- **Mountaineer Capital Partners, LLC**, Founding and Managing Member, 2016-present
- **Utility Service Partners, Inc.**, Principal, President, and Chief Executive Officer, 2003-2016
- **Dominion Retail**, Senior Vice President and General Manager, 2001-2002
- **CNG Retail**, Senior Vice President and General Manager, 1998-2000
- **CNG Energy Services**, Vice President, Integrated Marketing, 1997-1998

## Professional Licenses and Services, Awards, Recognition, and Certifications

- Capital Budget Committee, CNG Transmission, 1991-1993
- Risk Management Committee, Dominion Retail, 2001-2002
- Dominion Foundation Board, Dominion Resources, 2001-2002
- West Virginia Education Alliance Board, 2002
- Utility Service Partners Board, 2003-2016
- Eyewitness Surveillance Board, 2013-2016
- Better Business Bureau Torch Award for Marketplace Ethics, 2013

## Education

- Bachelor of Science, Business Administration, West Virginia University
- Master of Business Administration, West Virginia University