

## **Appendix F: Guidehouse Consultant Backgrounds**

### **Trina Horner**

Trina Horner is a director in Guidehouse's Energy, Sustainability and Infrastructure Practice where she leads regulatory policy, strategy and ratemaking solutions. A former California regulator and utility regulatory executive, Trina has been on both sides of developing, evaluating and executing hundreds of utility program and rate proposals to achieve specific energy policy goals. Her experience spans the spectrum of the energy utility transformation over the last two decades, including innovative rate design, leading-edge energy efficiency and demand side programs, market structure, resource planning, customer affordability solutions, and cost allocation.

Trina has cultivated credibility across a diverse spectrum of utility stakeholder groups for her understanding of these issues as well as her ability to drive toward effective solutions for them. She served for five years as Advisor and Chief of Staff to the President at the California Public Utilities Commission (CPUC), advising key decisionmakers, state lawmakers and utilities and their stakeholders on the evolution of California's energy markets at a critical time during the state's energy transformation.

More recently, Trina served as Vice President of Proceedings and Rates at Pacific Gas & Electric Company where she oversaw the utility's \$7 billion annual state regulatory portfolio. In this role she actively engaged other utilities and stakeholders in driving to successful consensus proposals in both legislative and regulatory forums. Trina led the utility's negotiations between California IOUs, environmental groups and low income customer interests that resulted in the consensus proposal leading to the passage of AB 327 (2013), enabling the first meaningful residential rate design change in California since the energy crisis. Under her leadership, PG&E crafted and proposed a pilot optional non-tiered TOU rate, ultimately adopted by the CPUC, designed to enable PG&E and stakeholders to assess how a default TOU rate structure, customer education and response, and revenue impact should be implemented in 2019.

Trina holds a Bachelor of Arts in International Relations/Finance from the University of California, Davis.

### **Sam Shannon**

Sam is a Managing Consultant at Guidehouse specializing in regulatory support, stakeholder engagement, rate design, and customer program development. He is a published author on innovative pricing structures and integrating distributed energy resources into utility pricing models. Prior to Guidehouse, Sam was on staff at the Public Service Commission of Wisconsin.