Position Brief

Director, Power Supply Strategy & Commercial Management

LIPA (Long Island Power Authority)

The Opportunity

The Long Island Power Authority (LIPA) serves approximately 1.4 million customers across Nassau and Suffolk Counties and the Rockaway Peninsula. As one of the largest public power utilities in the United States, LIPA is entrusted with delivering clean, reliable, and affordable electric service to one of the most complex and strategically important energy markets in the country.

The **Director, Power Supply Strategy & Commercial Management** is a senior leader responsible for developing and executing strategies that ensure LIPA and its customers have access to the best available power supply alternatives over the short- and long-term.

This is not simply a power supply planning or procurement role. It is a strategic leadership position at the intersection of wholesale energy and capacity markets, fuel and other energy commodities, RTO market structures, regulatory policy, contract strategy, customer requirements, and local stakeholder considerations.

The Director will synthesize complex and often competing market, regulatory, commercial, and stakeholder dynamics into clear strategic recommendations for LIPA's leadership. Those strategies will inform the negotiation of new power supply contracts, amendments and restructurings of existing agreements, procurement initiatives, and other transactions designed to optimize cost, reliability, flexibility, risk, and customer value.

The Director will also help lead acquisition efforts and other strategic transactions involving power supply assets, contracts, counterparties, and related energy businesses, providing commercial, market, regulatory, and strategic expertise throughout the transaction lifecycle.

For the right leader, this is an opportunity to influence some of the most consequential power supply decisions in New York and help shape the future of public power on Long Island.

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What You Will Lead

The Director of Strategic Power Supply Management serves as LIPA's strategic authority for:

- Power supply strategy and portfolio optimization, including long-term resource planning and Integrated Resource Planning (IRP)
- Power procurement and commercial strategy, including major power purchases and Power Purchase Agreements
- Strategic management of existing power supply contracts, including amendments, restructurings, extensions, renegotiations, and other commercial arrangements
- Wholesale energy, capacity, and commodity market strategy, including the ability to synthesize market dynamics across multiple RTOs and commodity markets
- PJM, NYISO, and ISO-NE market developments, and their implications for LIPA's power supply portfolio and customer costs
- Regulatory and policy strategy affecting power supply, market participation, resource development, and contracting
- Customer and local stakeholder considerations affecting power supply decisions and alternatives
- Strategic transactions involving power supply assets, contracts, counterparties, and related opportunities
- Oversight of service-provider performance and commercial execution under the Operations Service Agreement
- Governance, compliance, and fiscal accountability across the power supply portfolio

This leader ensures that LIPA's power supply strategy translates into disciplined execution—that market opportunities are identified, risks are understood and managed, contracts are structured to create long-term value, and customers consistently have the best available alternatives.

Key Responsibilities

Strategic Power Supply & Portfolio Management

- Develop and maintain a comprehensive strategic power supply framework that integrates market conditions, resource needs, contractual commitments, regulatory requirements, customer priorities, and long-term system objectives.
- Evaluate long-range power supply and procurement strategies to optimize reliability, affordability, flexibility, sustainability, and risk.
- Synthesize complex developments across energy, capacity, fuel, environmental, and other relevant commodity markets into actionable strategies and recommendations.
- Analyze market conditions across NYISO, PJM, and ISO-NE, including market rules, pricing dynamics, capacity requirements, transmission constraints, resource adequacy, and emerging opportunities.
- Evaluate alternative power supply structures and determine their relative value to LIPA and its customers.
- Anticipate changes in markets, regulation, technology, and customer requirements and translate them into proactive supply strategies.

Power Supply Contracting & Negotiation

- Lead the development of strategies for new power supply procurements, PPAs, capacity arrangements, and other commercial agreements.
- Lead or support negotiations with generators, developers, utilities, marketers, financial counterparties, and other market participants.

- Develop strategies to amend, renegotiate, restructure, extend, or terminate existing power supply agreements when doing so creates value or reduces risk for LIPA and its customers.
- Evaluate contract economics, market exposure, operational requirements, credit considerations, regulatory implications, and other commercial risks.
- Ensure that contract recommendations reflect a rigorous assessment of available alternatives and opportunity costs.
- Oversee RFP processes, proposal evaluation, commercial due diligence, and contract recommendations to senior leadership and the Board.
- Provide strategic and policy guidance on the negotiation and administration of Power Purchase Agreements and related contractual arrangements.

Market, Regulatory & Stakeholder Strategy

- Along with your colleague, LIPA's Director, Wholesale Regulatory Strategy, advise executive leadership on material developments affecting the NYISO, PJM, and ISO-NE markets, as well as other relevant energy and commodity markets.
- Monitor and assess Public Service Commission orders, NYSERDA initiatives, Climate Act (CLCPA) developments, FERC/RTO developments, regional planning efforts, and other regulatory actions affecting power supply.
- Translate complex regulatory and market developments into commercial implications, strategic alternatives, and recommended actions.
- Incorporate the interests and concerns of local communities, customers, municipalities, regulators, policymakers, and other stakeholders into power supply strategies.
- Develop strategies that balance customer affordability and reliability with evolving environmental, policy, and community objectives.
- Represent LIPA in industry organizations and research initiatives, including APPA, LPPC, AEIC, EPRI, NREL, BNL, and others.

Strategic Transactions

- Help lead asset acquisition, divestiture, and other strategic transaction activities involving power supply assets, contracts, counterparties, and related energy opportunities.
- Evaluate potential transactions from market, commercial, contractual, regulatory, operational, and customer-value perspectives.
- Lead or support commercial and power supply due diligence, including assessment of contracts, market exposure, resource economics, regulatory considerations, and future supply alternatives.
- Develop transaction strategies and recommendations for senior leadership and the Board.
- Coordinate with legal, financial, technical, regulatory, and other internal and external advisors throughout the transaction process.
- Identify opportunities to improve LIPA's power supply portfolio through acquisitions, restructurings, partnerships, or other strategic transactions.

Financial & Contract Governance

- Oversee budgets and cost approvals related to power supply, including operating budgets and capital programs.
- Support oversight of fuel procurement, trading operations, hedging strategies, and related commercial activities.
- Evaluate the financial implications and risk profile of major power supply decisions and contractual arrangements.
- Partner with legal teams on litigation, arbitration, contract disputes, and dispute resolution.

- Prepare and present strategic recommendations and materials to the Board of Trustees and the New York State Office of the Comptroller.

Clean Energy & Strategic Initiatives

- Evaluate clean energy resources and emerging technologies as components of LIPA's overall power supply strategy.
- Support offshore wind integration, distributed renewable programs, and other evolving resource opportunities.
- Ensure clean energy initiatives are evaluated within the broader context of system reliability, market economics, customer costs, contractual obligations, and portfolio risk.

The Leader We're Seeking

This role calls for a strategic commercial thinker with deep power market expertise, strong analytical fluency, sophisticated negotiating skills, and mature executive judgment. The ideal candidate can move comfortably between highly technical market analysis, regulatory and policy issues, complex contractual structures, financial considerations, and the concerns of local stakeholders—and then distill those inputs into a clear strategy and a compelling recommendation.

The successful candidate will be equally comfortable discussing the economics of an energy transaction with a sophisticated market participant, working through regulatory implications with counsel and policymakers, and explaining the customer and community implications to senior leadership and the Board.

Professional Characteristics

- **Executive presence and influence** — credibility with senior executives, Board members and sophisticated external counterparties.
- **Commercial judgment** — knowing what matters in a deal, where risk resides, when to negotiate, restructure, walk away or pursue an alternative.
- **Negotiation ability** — not merely "support" negotiations, but being a formidable representative of LIPA in consequential commercial discussions.
- **Communication and persuasion** — understanding and extrapolating from analysis and other complex inputs and turning them into a recommendation people can understand and act upon.
- **Stakeholder intelligence** — understanding that the mathematically optimal answer may not always be the executable answer in a public authority environment.
- **Leadership through ambiguity** — situations where there isn't one provably correct technical answer.
- **Strategic curiosity and anticipation** — seeing what is coming in NYISO/PJM/ISO-NE, generation, commodities, regulation, contracts and technology and positioning LIPA before it happens

Required Experience

- Bachelor's degree in Engineering
- Demonstrated expertise in power supply planning and analytical evaluation of production and usage data

Technical & Strategic Competencies

- Deep understanding of power markets, regulatory frameworks, and energy industry evolution
- Strong analytical fluency and comfort navigating complex data and competing policy objectives
- Ability to distill complex technical and regulatory topics into clear executive-level communication

- Sound business judgment and high ethical standards
- Skilled in managing multiple high-impact initiatives simultaneously

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Competencies

Lead Change & Inspire Action
- Translate strategic vision into practical implementation
- Foster innovation and continuous improvement
- Align decisions with LIPA's long-term mission

Drive Results
- Deliver timely, high-quality decisions
- Anticipate obstacles and execute solutions
- Establish clear goals, milestones, and accountability

Build Strong Relationships
- Communicate candidly and effectively
- Engage internal and external stakeholders
- Develop and strengthen teams

Culture & Work Environment

LIPA operates primarily in-office with structured remote flexibility. All employees are expected to support business continuity, storm response readiness, and operational resilience.
Every employee shares responsibility for:
- Safety
- Diversity, equity, and inclusion
- Upholding LIPA's core values of service, collaboration, and excellence

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Why This Role Matters

New York's energy landscape is undergoing historic transformation. Electrification, offshore wind, climate policy, market volatility, resource development, transmission constraints, and infrastructure modernization are reshaping the economics and structure of the power system. For LIPA, these changes create both significant risks and significant strategic opportunities.

The Director of Power Supply Management will help ensure that LIPA does not simply respond to those changes, but anticipates them and uses them to create better power supply alternatives for its customers. The role requires balancing reliability, affordability, sustainability, contractual flexibility, and market risk; turning that complexity into sound commercial decisions.

For a seasoned strategist, this is a rare opportunity to influence major power supply decisions, lead complex negotiations and strategic transactions, and help shape the future of public power on Long Island.

Salary range: $207,000 - $253,000

To express interest in this position, please send your resume and cover letter to: jw@stewarter.com

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