

IRWIN (IRV) KOWENSKI
8826 Prichett Drive, Houston, TX 77096
713-252-4375
IK2004@gmail.com

SUMMARY

Highly experienced, collaborative and successful executive with over twenty years of hands-on experience, both nationally and internationally, in project development, operations, marketing and regulatory compliance. Demonstrated ability to recruit, lead and direct a diverse team of professionals to superior levels of success. Consistently created bottom line value for the corporation through vision, strategic planning and leadership skills. Unique ability to leverage technical skills, business acumen and people skills toward significant positive financial results. Leadership style that exhibits integrity, strong work ethic, team effort and delegation.

SIGNIFICANT ACCOMPLISHMENTS

- i Led and directed successful \$1.8 B+ investment in the development of over 2000 megawatts of power from initial concept through financing, construction and startup.
- i Developed and led an innovative power business from inception to \$900M revenues and \$79M EBITDA.
- i Spearheaded the successful \$1.0B consolidation of Occidental Petroleum's domestic power purchasing into a single centralized group savings \$100's of million to the bottom line.
- i Developed and managed a power ancillary service business. This produced an average annual income of \$50M over a 5-year period.
- i Initiated, directed and grew a Texas (ERCOT) power marketing and trading joint venture resulting in yearly cash flow of \$13M.
- i Successfully implemented a NERC compliance program for 2000 megawatts generation and marketing assets, resulting in no significant violations.

PROFESSIONAL EXPERIENCE

OCCIDENTAL PETROLEUM CORPORATION, HOUSTON, TX
President – Occidental Energy Ventures Corp.

2000-Present

Overall domestic and international responsibility for the corporation's power business including asset development and acquisition, operations, marketing, hedging, procurement and international consulting. The business included 2000 megawatts of generation, \$900M revenues and \$1.0B power procurement

- i Direct P&L responsibility for North America power generation business including operation, marketing, and hedging. The business included over 100 direct and indirect employees, \$900M in revenues, and \$79M EBITDA.
- i Oversaw North America Global procurement and optimization of power with an annual budget of over \$1.0B. Implemented corporate-wide consolidation, which saved \$100's of millions over a 10-year period.
- i Led and directed the long-term strategy for power asset development and acquisition, resulting in the development of 2000 megawatts of generation and \$900M in revenues.
- i Successfully implemented a Texas deregulation strategy maximizing the corporation's income from 700 megawatts of generation and 750 megawatts of consumption.
- i Developed and implemented a power plant management system resulting in some of the lowest manufacturing costs in the industry.
- i Negotiated a unique buy/sell agreement with a Midwest Utility resulting in several million dollars of bottom line income.
- i Developed and implemented a strategy to turn around a marginal power plant into a profitable strategic asset.

OCCIDENTAL CHEMICAL CORPORATION**1973-2000****Director Energy – Dallas, TX (1995-2000)**

Oversaw the chemical company's annual global power and gas procurement of \$650M per year, including 1000 MW of power and 150,000 MMBTU/day of natural gas.

- i Negotiated and implemented Oxy's specific power purchasing strategy in both Louisiana and Texas, saving over \$20M per year in each state.
- i Aggressively developed and implemented a strategy to combine Oxy's significant Gulf Coast natural gas volume purchasing, resulting in both significant pricing advantage and usage flexibility.

Manager, Energy - Dallas, TX (1986-1994)

- i Directed energy procurement of over \$130M per year and cogeneration sales of \$120M annually, with responsibility for energy management of twenty facilities in seven states.

Manager, Support Center – Dallas, TX (1982-1986)

- i Managed voice and data communications, customer support, decision support, security and disaster recovery with an annual budget of over \$2M and 12 direct reports.

Supervisor, Computer Applications - Cleveland, OH (1979-1981)

- i Supervised an eight-member team of programmers and analysts with responsibility for financial control and chemical plant computerization.

Polyester Plant Superintendent - Oxnard, CA (1977-1978)

- i Supervised sixteen plant employees with responsibility for production planning, quality control, shipping/receiving, maintenance, engineering and plant safety.

PVC Applications Engineer - Cleveland, OH (1975-1976)

- i Developed several PVC injection molding compounds. This position required extensive interaction with potential customers.

Process Engineer - Delaware City, DE (1973-1975)**MEMBERSHIPS**

- 2009-2011 Gulf Coast Power Association – Board of Directors
- 2008-2010 NERC Member Representative Committee – Representing Industrial Customers
- 2008 U.S. Department of Energy – Electricity Advisory Committee
- 2004-2005 Texas Energy Planning Council Commissioned by Governor Rick Perry

EDUCATION

- Master of Business Administration, Cleveland State University, Cleveland, OH
- Bachelor of Chemical Engineering, Cleveland State University, Cleveland, OH