



Shana Ramirez

44 Montgomery Street, Suite 1500, San Francisco, CA 94104
SRamirez@ethree.com

ENERGY AND ENVIRONMENTAL ECONOMICS, INC.

Remote

Director

Ms. Ramirez is an expert in utility rate design, green utility tariffs, data centers and load growth, and pairing large C&I customers with renewable resources to power their operations. She is an experienced renewable energy development and utility programs senior leader, with experience supporting innovative programs that foster utility-scale renewable energy development deals between utilities and large commercial and industrial customers, especially in the Western Electricity Coordinating Council (WECC). She also has proven expertise in negotiating and executing Power Purchase Agreements (PPA) with utility-scale developers and Energy Supply Agreements (ESA) with Fortune 500 companies, including tech data centers, large mines, and casinos. She joined E3 from NV Energy, where she worked for almost 10 years. Ms. Ramirez holds an M.B.A. from Texas A&M University Corpus Christi and a Bachelor of Business Administration in Actuarial Science from the University of Texas San Antonio.

NV ENERGY

Reno, NV

Program Development Director, Renewables and Origination

September 2023 – April 2024

- Negotiated and executed a 115 mega-watt PPA between NV Energy and Fervo Energy an enhanced geothermal developer as a sleeve deal for a Google data center located in Northern Nevada.
- Negotiated and executed an ESA between NV Energy and Google to supply the energy and renewable energy characteristics of the geothermal project to Google. The energy supply contract guarantees \$100M in revenue for 15 years to NV Energy.
- Represented the Renewables and Originations group during the development of the Clean Transition Tariff a renewable energy tariff developed for commercial and industrial customers to encourage the development of utility scale renewable resources.

Manager of Load Research, Rates and Regulatory Affairs

November 2015 – July 2022

- Led a diverse team of analysts to provide the usage patterns of classes of customers for use in rate cases and to inform decisions by executive leadership, legal counsel, and organizational stakeholders.
- Determined the cost and cost causation of the multiple functions included in utility pricing by running complex statistical models. These costs and cost causation were used in the development of rates that recovered over a billion dollars in revenue per annum.
- Developed complex impact fees for large commercial customers exiting the NV Energy system - fees ranged from \$5M to \$50M owed by the leaving customers.

NZERO

Reno, NV

Director of Technical Delivery

July 2022 – August 2023

- Ensured the technical execution and delivery of Fortune 500 companies' scope 1, 2 and 3 data into a proprietary climate technology platform that calculated the companies carbon emissions for regulatory reporting.

TRINET

Benefits Management Analyst, Actuarial Analysis

Reno, NV

March 2015 – November 2015

- Built and maintained actuarial models to determine financial reserves necessary to hold for outstanding claims liability owed to insurance carriers on month end and quarter ends to ensure financial stability.

COMMUNITY FIRST HEALTH PLANS

Senior Financial Analyst

San Antonio, TX

2014 – 2015

- Built a predictive model in SAS to analyze and forecast the risk adjustment score for each risk pool to plan for any payment transfer that may occur based on the risk score calculated by Health and Human Services (HHS).

THE HARTFORD INSURANCE GROUP

Small Commercial Renewal Underwriter

San Antonio, TX

2013 – 2014

- Quantitatively analyzed individual risks to determine their acceptability within the countrywide \$13 billion book of business.

Education

Texas A&M University - Corpus Christi
Master of Business Administration

Corpus Christi, TX

University of Texas - San Antonio
B.B.A., Actuarial Science, minor in Applied Statistics

San Antonio, TX