



**Northeast
Utilities**

Officer Profile

James B. Robb



James B. Robb is senior vice president - Enterprise Planning and Development, of the Northeast Utilities system (NU). He is responsible for the Company's strategic planning, technology development, and business development initiatives.

Robb began his career as an engineer for Chevron Corporation in 1984. In 1988, he joined the management consulting firm McKinsey & Company as an associate in San Francisco, where he served clients in the energy and natural resource sectors for 14 years. He was elected a partner of the Firm in 1994 and then led the Energy and Resources practice in western North America.

In 2002, Robb joined the leadership team of Reliant Energy as Senior Vice President. He developed the turn around and restructuring plan for the energy merchant and then assumed responsibility for its \$1 billion EBITDA competitive retail marketing business. In the three years he led that team, Reliant significantly expanded its residential and small business market share in Texas and successfully expanded its large Commercial and Industrial business to Maryland and New Jersey.

He left Reliant in 2006 and joined the Executive Search Firm Russell Reynolds Associates as a Managing Director and leader in their Energy Practice. He joined NU in the fall of 2007.

Robb has also had an active community profile, having been nominated to the Board of Directors of the Woodland Park Zoo in Seattle, served the San Francisco Bay Area Economic Forum on a number of critical energy policy topics, and was vice president of Marketing and a member of the Executive Committee of the Board of the Houston Symphony. He currently serves as Trustee for the Wadsworth Atheneum, America's oldest public art museum. He has been an active supporter of the United Way for 20 years.

Robb holds a Bachelor of Science degree in chemical engineering from Purdue University and an MBA from the Wharton School of the University of Pennsylvania. Both degrees were awarded with honors. He lives in Farmington, Connecticut, with his wife, Janice, and three children.