



Terilyn K. Wallis

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Professional Overview

- Accomplished, strategic focused, results driven professional with excellent leadership and people skills
- Successful background in executive and senior leadership roles, including finance and accounting, human resources, member/customer relations, education and training, subsidiary operations, and key accounts
- National level consulting experience and perspective providing strategic and consultative solutions
- Deep understanding of business processes, organizational structures, business models and their alignment with policy, procedure, and the inner workings of the organization
- Positive work culture, priority of people and relationship oriented, innovative professional

Skills and Abilities

- Ability to assess situations and make sound decisions
 - Leadership by integrity and communication
 - Ethical behaviors, choices and mindset
 - Development and execution of action plans
 - Takes initiative and responsibility for decisions
 - Ability to see and understand the bigger picture
 - Strategic minded, plan development, and monitoring
 - Risk analysis and mitigation
 - Collaborative, diplomatic, and professional approach
 - Opportunity mindset and results focused
 - Business process design and improvement
 - Knowledgeable and competent
 - Articulate presenter and educator
 - Development, motivation and caring of others
 - Member and consumer oriented business acumen
 - Facilitator seeking to listen and understand
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Professional Experience

2018 - Present

Owner/Founder Terilyn Wallis Consulting – Dresser, Wisconsin

- Develop and deliver utility related financial, work order, and process improvement workshops
- Development, delivery and mentoring of manager/supervisory and executive and senior leadership programming and staff development
- Produce monthly webinar series:
 - Financial topics designed to develop utility finance and accounting employees
 - Board and governance
 - Engineering and Operations topics relating to a successful work order process and micro processes
- Coordinate certification of workshops and webinar programs for Continuing Professional Education (CPE) credits
- Provide expert witness services in the areas of equity management and rate impact for capital credit litigation situations
- Provide board training, facilitation and education services

- Consultative services in risk mitigation, forecasting and operational planning strategies for distribution cooperatives and utilities
- Facilitate strategic planning and strategic thinking sessions, development of initiatives, road mapping, and tracking
- Analyze and recommend process improvement opportunities; provide implementation support
- Education and training for National Society of Accountants for Cooperatives, NRECA, Continuum Education, EUCL, and numerous statewide and industry associations

2018 - 2022

Chief Financial Officer/Chief Human Resources Officer/Subsidiaries Business Manager Consolidated Cooperative - Mount Gilead — Delaware, Ohio

- Executive/Chief leadership team, corporate officer, key employee, compliance officer
- Improve financial state through development, implementation and tracking of financial improvement initiatives, equity management model adjustments and a financial plan
- Recommend organizational and human resource needs for efficiencies, strategic direction and financial goals
- Guide and implement the compensation plan, training and development plan, core competencies and benefit plans
- Understand the organizational culture, identify and introduce change through trust and positive relationships
- Develop, coordinate, and recommend rate structure to support needs of the financial plan
- Modify fiber to the home deployment, rate schedule and financial plan
- Administer leadership and business oversight of subsidiary operations for natural gas, propane, and fiber
- Negotiate and coordinate sale of commercial fiber business, including legal, financial, and operational aspects.
- Coordinate financing needs, lien release and Rural Utility Service waiver to securing cash needs
- Ensure compliance of financial, taxation, benefits, and mortgage requirements of the cooperative and subsidiaries

2012 – 2018

Regional Vice President

National Rural Utilities Cooperative Finance Corporation — Dulles, Virginia

- Understand cooperative business challenges, provide consultative solutions with financial impacts and strategic tactics
- Build relationships with CEO's, CFO's and directors in the states served, as well as national level relationships
- Prepare and present complex financial material to boards of directors in an effective manner
- Provide consultative and advisory services to general managers, boards, and statewide associations
- Financial forecasting of merger and acquisition opportunities, present findings, facilitate board contemplation
- Rate design consultation services using outputs from pro forma, and cost of service study results
- Model rate components in forecasting models to determine short term and long-term margin, rate, and equity impacts
- Develop and deliver statewide training workshops to cooperative CEO's and CFO's on financial topics
- Teach at industry meetings and events on the topics of ratio analysis, equity management, forecasting, and planning
- Facilitate board/staff strategic planning sessions - preplanning survey, session facilitation and post session reporting to establish overall objectives and mission of the cooperative

- Develop and implement strategic plan initiatives with the cooperative general manager and staff
- Assess and collaborate with cooperatives in the areas of finances, succession planning, policies, member and internal communications and operations
- Assist cooperatives with 10-year forecasting, budgeting, equity management, capital credits, and asset management
- Recommend policies and procedures to member cooperatives, consistent with by-laws and articles of incorporation
- Present training at monthly director workshops, CFC Forum, IBES and NRECA regional and annual meetings
- Instruct at UW-Madison Center for Executive Education on financial topics, equity, forecasting, and ratio analysis
- Create and implement a plan to build region portfolio, increase market share by leveraging key relationships and strategies
- Accountable for cooperative credit performance, credit rating improvement and financial health of cooperatives in region
- Monitor and assist in the performance of varying sized cooperatives located within region covered
- Support and oversee nation's fastest growing electric cooperatives in terms of infrastructure investment, sales volume, and new members connections
- Expert user of financial modeling tools created for cooperative financial analysis, mentor others in model use
- Foster cohesive and effective team interaction with corporate staff, multifunctional teams and 19 regional vice presidents
- Key contributor to corporate strategy and pillar metrics including member surveying, member engagements, delivery of educational programming CRM implementation and technology
- Identify member stories for publication in corporate publication to recognize member successes and promote region
- Analyze and understand cooperative business opportunities as they arise, including broadband, solar, electric cars, and distributed generation
- Manage region budget and marketing budget to achieve best possible outcomes
- Motivator and contributor to overall positive impact to organizational culture
- Nationwide speaker, trainer, and facilitator

2011 – 2012

Director of Finance

St. Croix Regional Medical Center — St. Croix Falls, Wisconsin

- Supervise financial, tax, payroll, and audit functions of the organization and its subsidiaries
- Provide leadership and financial support for low income housing needs in the community
- Compliance officer for the organization
- Oversee rural programs, federal, and state communications and reporting requirements to maintain status
- Coordinate with county personnel and plans to execute health initiatives
- Coordinate, prepare, and provide in-house expertise on not-for-profit tax status, requirements and filings
- Community outreach and participation in events to support community and healthy living

1997 – 2011

Chief Financial Officer

Polk-Burnett Electric Cooperative — Centuria, Wisconsin

- Executive leadership team, corporate officer, key employee

- Responsible for accounting and financial operations for the cooperative, holding company, and subsidiaries
- Supervise, develop, and motivate three departmental managers and 14 employees
- Accountable for internal control design and functionality, business process improvement and documentation
- Analyze and develop strategies used during timeframe of being a taxable cooperative
- Execute strategies, model and report diversification of cooperative businesses of propane and security
- Foster effective working relationships with department heads and subsidiary company managers
- Coordinate annual financial audit, operating budget, capital budget, 10-year forecast, and IRS and compliance filings
- Develop and recommend rate design and implementation strategies, cost of service analysis and cost structures
- Cash flow management and maximization, long-term debt portfolio strategies, line of credit establishment and long-term financing activities
- Present financial, rate and policy information to board of directors and at membership annual meeting
- Coordinate management of insurance portfolio – all risk blanket, self-funded health plan, worker’s compensation, cyber security
- Employee retirement and benefit administration, compliance to IRS, HIPPA, ERISA, and DOL regulations
- Implementation and conversion of financial software systems and management information systems project management
- Execution of Federal Emergency Management Administration (FEMA) declared disasters and recovery
- Project manager of various projects including negotiation of insurance plans, administration of self-funded health plan for employees, cost of service studies, compensation studies, and union negotiations
- Elected to National Information Solutions Cooperative (NISC) Accounting and Business Services (ABS) committee

1994 - 1997

Progressive and professional work experiences – available upon request

Education

January 2021

Doctor of Education Curriculum development for adult learners

Capella University – Minneapolis, Minnesota

March 2009

NRECA Management Internship Program (MIP)

University of Wisconsin – Madison, Wisconsin

May 2001

Master of Business Administration – Finance

University of St. Thomas – St. Paul, Minnesota

December 1993

Bachelor of Science - Accounting

University of Wisconsin – Superior, Wisconsin

In Progress

Executive Leadership Program in Customer Experience Certification

University of Wisconsin – Parkside – Kenosha, Wisconsin

Personal Interests**2021 - present**

Wisconsin Chief Election Inspector (CEI)

2018 - 2019

Adjunct Instructor, Chippewa Valley Technical College – Business Management and Finance programs

2017 - present

Licensed Fair Judge

2002 - 2021

4-H Club Organizational Leader

2002 - 2021

Polk County 4-H Board Leader

2012 - 2020

Wisconsin State 4-H Leadership Council and President

2000 - 2016

Osceola Public Library Board and President