

CURRICULUM VITAE

Family Name: SAKSNIIT
First: Ene
Date of Birth: November 10, 1957
Nationality: Canadian
Civil Status: Married

KEY QUALIFICATIONS:

Ms. Ene Saksniit is a Canadian energy management specialist with 18 years of experience in the design and marketing of demand side management (DSM) programs, and pioneering the development of energy efficiency codes, test protocols, standards, performance labelling and regulations.

EDUCATION:

1976-1978 Fine Arts and Psychology Studies
York University, Toronto

LANGUAGES:

	<i>Spoken</i>	<i>Read</i>	<i>Written</i>
English	5	5	5
Estonian	5	5	5
Spanish	3	3	3

PRESENT POSITION:

Since March 1997 **Finet Saksniit – Energy Management Consulting** (Canada)
Principal

Finet Saksniit is an Energy Management consulting company advising governments, utilities, and the manufacturing industry on their energy efficiency initiatives. Its clients include Gazifère Inc., Hydro-Québec (HQ), Hydro-Québec International (HQI), the Laboratoire des technologies électrochimiques et des électrotechnologies (LTÉE), Econoler International, the E-7, BC Hydro, Gaz Métropolitain, the Canada Mortgage and Housing Corporation (CMHC), the Office of Energy Efficiency (OEE) of Natural Resources Canada (NRCan), Environment Canada, and the the Canadian Window and Door Manufacturers Association (CWDMA).

Finet Saksniit's services within the realm of energy efficiency include: strategic planning; market research and analysis; program design and training; program management and monitoring; program evaluation; marketing; energy performance labelling; codes and standards development, and development of regulations.

PROFESSIONAL EXPERIENCE RECORD:

1989 to 1995 **ONTARIO HYDRO** (Canada)
Senior Technical Advisor

Advise the utility on technical energy efficiency issues and opportunities.
Significant accomplishments include the following:

- Initiated the design and development of Model National Energy Codes for Canada (released in 1997), soliciting \$3M in total funding and lobbying for the participation of all provincial/territorial electric utilities and energy ministries, the federal energy ministry, and the National Research Council of Canada. Was an active member of the Energy Code Steering Committee during all phases of its development.
- Served as Chair of the Canadian Coordinating Committee on Building Codes and Standards, whose role was to determine Canadian electric utilities' requirements for, and advance the development of, Energy Code compliance software to be used by the design industry and regulatory bodies, and to develop appropriate training courses and workshops to coincide with the release of the Energy Code.
- Was an active participant in introducing and promoting the adoption of the Code nationally, and within Ontario. This included forming or participating on Energy Code implementation committees comprised of stakeholders, regulators, implementers, and key industry participants.
- For 4 years served as Chair of the Commercial/Industrial Building Design Committee of the Canadian Electrical Association, which established the Canadian Energy Efficiency Awards of Distinction for buildings. This award recognizes outstanding achievement in the design and construction of buildings, taking into consideration reduced energy consumption and demand for building systems, envelope, and renewable energy. The Awards initially provided recognition for building owners/developers and all members of the design team who complied with the requirements of the program, and evolved into a national competition honoring two winners, one each for small and large commercial buildings.
- Was an active member on a total of 30 building code and energy performance standards development committees in Canada and North America.
- Provided design input to the Commercial Buildings Savings by Design program, an energy efficiency financial incentive program encompassing all aspects of commercial building design and construction based on the ASHRAE 90.1 Commercial Building Standard, which included training workshops for architects and engineers, and enforcement officials.
- Provided design input to a 3-year energy efficient window incentive program in which 153 window manufacturers participated, representing 1500 window products and a total financial incentive of \$3M paid to customers for retrofitting energy efficient windows.
- Was a Student Mentor for Ryerson University in Toronto, providing advice and guidance to final year students for the preparation of their thesis papers to obtain a degree in Building Sciences.

1987 to 1989 **ONTARIO HYDRO** (Canada)
Market Research Supervisor

- Managed a 3-year, \$2M project with 70 team members, to conduct residential energy audits to determine the potential impact of implementing energy efficient design, construction and equipment practices, and developing energy use simulation software. The results of this work

were used to design a subsequent pilot program of community based energy efficiency retrofits.

1986 to 1987 **ONTARIO HYDRO** (Canada)
Market Analyst

- Conducted commercial building audits and solicited customer participation throughout northern Ontario in a pilot project to design energy efficient time-of-use electricity rates.

1984 to 1986 **ONTARIO HYDRO** (Canada)
Market Specialist

- Worked with manufacturers and research laboratories to promote the development of new energy efficient technologies, and to bring new emerging technologies to market readiness.
- Oversaw the design and development of a detailed computer database of energy efficient electrical building products and their applications, including costs and energy performance ratings.

1982 to 1984 **EDMONTON PUBLIC SCHOOL BOARD** (Canada)
Planning Supervisor

- Conducted enrollment forecasting used for the setting of district boundaries; provided urban planning reports for the construction of new schools, the closure of existing schools, and for calculation of municipal taxes.
- Lobbied the province's Ministry of Education for funding for new school construction in new subdivisions; oversaw the leasing of school space.
- Computerized student enrollments and attendance, and availed the program to each school.

1981 to 1982 **QCTV ALBERTA** (Canada)
Pay-TV Marketing Supervisor

- Introduced and marketed Pay-TV to Edmonton and northern Alberta when it first became available in Canada. Outsold every other city in Canada during my employment period.
- Trained 30 sales marketing staff in one week, and oversaw the daily work of the staff, coordinating sales with installation schedules.

1980 to 1981 **CATERPILLAR ALBERTA** (Canada)
Market Research Supervisor

- Reporting to the CEO of Alberta's licensed Caterpillar company, provided provincial market research and sales analyses.

- Developed a new computerized verification system to track equipment inventory, industry sales, leasing to government projects, and equipment loans to other provinces, liaising with Caterpillar head office in America.

1978 to 1980

CANADA LIFE ASSURANCE COMPANY (Canada)
Research and Development Supervisor

- Provided national market research for the development and sale of new insurance products.
- Conducted quarterly training sessions for new agents on how to target market sales.
- Debugged a mainframe computer program (Cobol language) intended to track company sales, which had lain dormant for 2 years due to programming errors.
- Developed formulae for calculating commission sales pay, based on agent incentives versus company profitability.

SUMMARY OF EXPERIENCE IN FOREIGN COUNTRIES:

- Participated in the development and implementation of an Energy Code for Commercial Buildings in Sri Lanka with Econoler International and the Ceylon Electricity Board.