

EXPERIENCE

ZIFF ENERGY GROUP **DIRECTOR, GAS CONSULTING**

2007 – Present

- Conducts analyses of gas and liquids issues and fundamentals and leads on-site client presentations.
- Authors and/or co-authors expert reports for regulatory and court proceedings.
- Leads business planning, marketing, and business development for litigation/regulatory consulting and M&A consulting.
- Prepares custom proposals using standard templates.
- Conducts client site visits and presents Ziff Energy Group views to a wide variety of audiences.
- Assists in the development of the overall business plan for Gas Services, based on Ziff Energy goals, incorporating input from the senior gas service team staff.
- Regularly evaluates business results and takes action to close gaps between plans and actual.
- Mentors Gas Services staff in the on-time, on-budget preparation of reports and topic papers.
- Promotes the corporate vision and mission, and communicates plans, objectives, and standards to staff.
- Assumes Business Unit VP responsibilities during the VP's absence.

MADAWASKA ENERGY GROUP, INC. **MANAGING DIRECTOR**

Mar. 2006 – Present

- Natural gas and power consulting to commercial and industrial clients.
- Load and portfolio analysis and provision of recommendations.
- Brokering of natural gas and electricity contracts.
- Opened and managed BC Marketing Office for Superior Energy.

DIRECT ENERGY BUSINESS SERVICES **SENIOR ACCOUNT EXECUTIVE**

July 2005 – Feb. 2006

- Developed large-volume client base in Eastern Ontario.
- Direct sales of natural gas and electricity.
- Preparation of briefing notes and presentations for C Level clients.

SUPERIOR ENERGY MANAGEMENT **PORTFOLIO MANAGER**

Nov. 2003 – June 2005

- Managed a large volume natural gas portfolio.
- Purchase and sale of financial and physical gas and currency hedges.



- Developed and maintained gas models and set prices for sales personnel.
- Managed pipeline nominations, balancing, and all supply transactions.
- Member of senior management team.
- Two direct reports.

MADAWASKA ENERGY GROUP, INC.
ENERGY CONSULTANT

2001 – 2003

- Natural gas and power consulting to commercial and industrial clients.
- Analysis and recommendations regarding purchase of natural gas and electricity.

EQUITABLE RESOURCES/COAST ENERGY
DIRECTOR, EASTERN CANADIAN SALES

1994 – 2001

- Established and staffed Calgary office for U.S. parent.
- Developed business plan for entry into Canadian market.
- Natural gas trading and organization.
- Analyze and develop arbitrage opportunities and structured storage, transportation and acquisitions.
- Developed and maintained relationships with end-users, suppliers, and utilities.

CONTINENTAL ENERGY MARKETING (DUKE)
MANAGER, NATURAL GAS SUPPLY

1993

- Natural gas marketing and supply in Alberta and Eastern markets.
- Established and maintained relationships with producers and suppliers in Western basin.
- Sales to Ontario and Western U.S. markets.

WESTERN GAS RESOURCES, SEATTLE AND DENVER
MARKET REPRESENTATIVE

1992

- Developed retail business in U.S. Pacific Northwest.
- Storage and pipeline expansion analysis and recommendations.
- Developed marketing alliances for import and sale of gas in California.
- Responsible for trading and marketing corporate mid-continent production.

PAN-ALBERTA GAS

1989 – 1991

COORDINATOR, SHORT TERM MARKETS & TRANSPORTATION

- Responsible for marketing over 275 MMcf/d of natural gas in U.S. Midwest.
- Gas exchanges from U.S. Midwest to Gulf Coast markets.
- Coordinated marketing and supply in Pacific Northwest.
- Developed short-term supply pool.
- Economic analysis for re-negotiation of long-term demand/commodity contracts, including producer pool discussions and presentations.

ALBERTA DEPARTMENT OF ENERGY/APMC

1988 – 1989

SENIOR POLICY ADVISOR

- Economic analysis and development of forecasts of crude oil and natural gas prices for Provincial budget.
- Led project team examining Provincial ethane/liquids policy.
- Advised Minister with respect to de-regulation of natural markets, U.S./Canada Free Trade Agreement; represented Alberta in regulatory proceedings.
- Conducted financial analysis of Oil Sands lease holders.

CANADIAN MEDICAL ASSOCIATION

1987

INFORMATION SYSTEMS COORDINATOR

- Analyzed and developed information systems for financial arm of CMA.

FEDERAL DEPARTMENT OF ENERGY

1982 – 1986

SENIOR POLICY ANALYST

- Responsible for developing phase-out policy for Federal exploration and development incentive program.
- Negotiated specific seismic and drilling programs with senior industry personnel.
- Analyzed and developed policy recommendations for consideration and implementation.

**AMOCO CANADA PETROLEUM
EXPLORATION ANALYST**

1980 – 1982

- Geological and Geophysical (G&G) Projects analysis – required for U.S. IRS purposes.
- Coordination of seismic exploration crews in Alberta and B.C.
- Administration of Geophysical budget,
- Pioneered and developed automatic mapping for G&G purposes, integrating Denver geographical database with Geophysical database resent in Calgary.

EDUCATION

BACHELOR OF ARTS

Carleton University, Ottawa

FRENCH LANGUAGE CERTIFICATE

Universite' de Grenoble, France

PROFESSIONAL DEVELOPMENT

- Member of the Council of Energy Advisors
- Course Work in Business, Project Management, & Information Systems
- Advanced Prescribers Certification – Homeopathic Medicine

OTHER

- Frequent Speaker at Industry Events and Conferences
- Frequent Contributor to Industry and Media Publications, Television and Radio