

September 10, 2013

BY COURIER (2 COPIES) AND EMAIL

Ms. Kirsten Walli

Board Secretary

Ontario Energy Board

P.O. Box 2319

2300 Yonge Street, Suite 2700

Toronto, Ontario M4P 1E4

BoardSec@ontarioenergyboard.ca

Dear Ms. Walli:

**Re: Environmental Defence Correspondence
EB-2012-0451 – Enbridge Gas Distribution Inc. (“Enbridge”)
GTA Pipeline Leave to Construct; EB-2012-0433, EB-2013-0074
Union Gas Ltd. (“Union”) – Parkway West and Brantford-Kirkwall
Parkway D Projects**

I am writing further to Mr. Wasylyk’s request for witness panel information from the intervenors in this matter.

The witnesses for Environmental Defence will be Ian Jarvis and Wen Jie Li of Enerlife Consulting. Their *curricula vitae* are enclosed.

Yours truly,



Kent Elson

Encl.

cc: Applicant and Intervenors

KLIPPENSTEINS



IAN A. JARVIS, B.Sc., P.Eng.

IAN JARVIS is a proven, values-driven business leader, and an international authority on energy efficiency and green building performance. He has worked successfully in Canada, the United States and the UK.

Ian has served as president of Enerlife Consulting Inc since 2001. Enerlife is an energy and environmental management consulting firm, empowering building owners and managers to achieve and demonstrate high performance in their individual buildings and whole building portfolios. The company develops and manages the largest online building performance management system and database in Canada, and advises governments, utility companies and industry associations on related policy and program design.

Prior to founding Enerlife, Ian was CEO of Rose Technology Group, one of the largest energy performance contractors (ESCO's) in North America. Under his leadership, Rose grew from 50 people in three Canadian offices, to over 200 in nine offices across North America. Rose came to dominate the Canadian energy performance contracting industry (building renewal financed with energy cost savings), and became a North American leader in this growing and competitive business. Ian led the company's expansion into the United States, created Rose's regional alliances in Atlantic and Western Canada, established complementary business divisions in facility management and new construction, and acquired majority-ownership in Optimira Controls, a building automation systems subsidiary. The 1999 Frost & Sullivan Market Engineering Award recognized Rose's North American leadership in the development and growth of the energy services industry.

Ian led the original management buyout of Rose Technology Group from British Gas in September, 1994. Revenues grew from C\$18 million in 1995 to C\$52 million in 1999. Ian then completed the sale of the company to Cinergy Corporation (NYSE symbol CIN) in December, 1999.

Ian is known as a visionary leader and strategic planner. An outstanding written and oral communicator, he maintains a high personal profile, helping to define and build the green building performance industry. He represented the industry on the 1998 Team Canada trade mission to South America, and was the Canadian government's invited private sector representative at the 1999 Hemispheric Energy Minister's Conference in New Orleans, Louisiana. In 2001, Ian was a member of Premier Hamm's blue ribbon advisory panel on energy policy for the Province of Nova Scotia.

**Founding Chair,
Canada Green
Building Council,
2003 - 2007**

**Member,
National Advisory
Council on Energy
Efficiency (Canada),
1998 - Present**

**Member,
Ontario Energy
Minister's Advisory
Committee
2005 - Present**

IAN A. JARVIS

Enerlife Consulting Inc

October 2001-Present

Enerlife Consulting is a management consulting firm engaged in end-use energy efficiency, green building performance and sustainable community development.

President

October 2001 – Present

Responsible for establishing and growing an international e-commerce and consulting business.

- Established company image and presence across Canada
- Developed the largest online building performance management system in Canada as “software as a service”
- Established programs and services for governments, commercial office owners and managers, multi-unit residential buildings, municipalities, hospitals, schools and homeowners
- Principal author of REALpac 20 by '15 – Achieving the Office Building Target of 20 ekWh/ft²/yr by 2015; and Town Hall Challenge

EDUCATION

Imperial College of Science and Technology, University of London
Bachelor of Science (Honors), Mechanical Engineering

VESTAR Limited

January 2000 – September 2001

VESTAR was a wholly owned subsidiary of Cinergy Corp (NYSE symbol CIN), in the business of improving energy efficiency through renewal and upgrading of existing buildings, application of technology, and facility management. With offices in Pittsburgh and Cincinnati and across Canada, 2000 revenues were US\$60 million.

Vice-President, Canada

January – September 2001

Responsible for success and profitability of the Canadian Region of the business.

- Reorganized operations and sales to match regional work volumes
- Established sales and marketing strategies for each part of the country, to support and build upon active markets, and to reposition the business in mature/inactive markets
- Rebuilt confidence and morale through employee meetings across the country and focused internal communications
- Determined financial health of the business, and reforecast 2001 budget and 5-year plan within ten weeks of appointment
- Implemented management reporting systems
- Developed succession plan

MEMBERSHIPS

National Advisory Council on Energy Efficiency (advising the Government of Canada's Office of Energy Efficiency)

Ontario Energy Minister's Advisory Committee

LEED Canada Steering Committee

Canada Green Building Council National Summit Program Committee

Professional Engineers Ontario

Executive Vice-President and Chief Marketing Officer January – December, 2000
Responsible for leadership in business integration, establishing the VESTAR “brand,” and strategic planning.

- Formed marketing, business development and communications team
- Led sales conference and sales/marketing initiatives aimed at unifying the sales organizations
- Facilitated ongoing business with former Rose offices and clients
- Led development of website, sales collateral and e-marketing
- Led business modeling and five-year strategic plan

Rose Technology Group Limited

1984 – December 1999

Under Ian's leadership, Rose became the dominant Canadian company, and a North American leader, in energy performance contracting – a rapidly growing engineering and construction industry engaged in improving the quality, operating performance and energy efficiency of buildings.

President, Chair and Chief Executive Officer

1994 – 1999

Responsible to Board of Directors for strategic direction, growth and profitability of the company.

- Tripled revenues over four years to C\$52 million (1999)

PROFESSIONAL DEVELOPMENT

American Management Association
Executive Effectiveness
1989 – 1990

Wilson Learning
Counselor Selling
1991

Wilson Learning
Advanced Account Management
1992

American Management Association
High Performance Work Teams
1993

American Management Association
Crafting Strategic Alliances
1993

Wilson Learning
Getting to Yes
1994

The Learning Partnership
Summer Institute (change management and organizational culture)
1995 - 1999

American Management Association
Presidents' Association Summer Retreat
1995 - 1996

American Management Association
Measuring Customer Satisfaction
1998

Goldcare Indutiae
"High Tech Mastermind"
1998 – 1999

Government of Ontario
"The Wisdom Exchange"
1999

The Speakers' Forum
"The Future of Technology"
2000

- Formed and developed a strong senior management team
- Recruited high profile outside directors
- Implemented employee share ownership program
- Instituted corporate Code of Conduct
- Managed transition from utility affiliate to a private, employee-owned company with banking, bonding, insurance and supplier relationships
- Established credibility as private company with key clients and marketplace
- Repaid \$15 million vendor note within 16 months
- Expanded across Canada and into the United States (Pittsburgh)
- Registered operations under ISO 9001
- Formed facility management and new construction divisions
- Acquired majority interest in Optimira Controls, a building automation company
- Formed partnership with Keen Engineering to service Western Canada market
- Concluded sale of the company to Cinergy Corporation in December, 1999

President 1992 – 1994
Responsible to Board of Directors and utility parent (British Gas, which purchased Consumers' Gas in 1989) for strategic direction, growth and profitability of the company

- Formed and led a high powered executive team
- Established planning, policies and procedures supporting strong growth and profitability
- Won and completed largest energy performance contract ever in North America (award-winning \$43 million Metropolitan Toronto School Board project)
- Led and negotiated management buyout of the company from British Gas (September, 1994)

Executive Vice-President and COO 1990 – 1992
Responsible as chief operating officer to utility parent (Consumers' Gas) appointed president for financial performance, sales, operations and corporate support services

- Established the company's first strategic plan
- Created and gained Board and management endorsement of corporate Values and Beliefs
- Expanded regionally into Atlantic Canada, through partnership with Enerplan Consultants
- Appointed president April, 1992

Vice-President, Sales and Marketing 1989 – 1990
Responsible to utility parent appointed president for sales and marketing

- Instituted and led annual operational planning conferences to build organizational cohesion and effectiveness
- Provided leadership in corporate renewal, achieving profitability for the first time in 1990
- Led strong growth in sales and improved market image and profile
- Appointed executive vice-president and chief operating officer May, 1990

Vice-President, Engineering 1985 – 1988
Responsible for engineering solutions in proposals and projects

- Recruited and developed industry-leading engineering staff

- Leveraged personal network to secure early projects
- Raised company profile through speaking at conferences and symposia
- Founding member of the Canadian Association of Energy Service Companies

Partner

1984 – 1985

Responsible to other partners for establishing a new energy management consulting firm

- Established Rose Technology Group, with Jim Rose and 2 other partners, as a consulting engineering firm (April, 1984)
- Achieved recognition, strong and diversified sales, and profitability within six months
- Concluded sale of the company to Consumers' Gas in September, 1985, to form a full-service energy performance contracting company (ESCO)

Engineering Interface Limited

1976 – 1984

During the 1970's, Engineering Interface became the pre-eminent North American energy management consulting firm, serving major commercial and public building owners, with contracts across North America including retrofitting of Walt Disney World pavilions, and the conceptual design of the EPCOT Center.

Partner and Director of Engineering

Responsible for establishing a consulting division providing energy management services for existing buildings

- Established the complementary division in the field of energy management for existing buildings, which by 1982 was contributing the larger part of revenues, profits and growth potential of the company
- Led development of leading edge, proprietary energy management software
- Pioneered innovative and profitable approaches to energy analysis, reporting and operator/manager training
- Developed wide client base with major commercial developers, apartment owners, and federal, provincial and municipal governments
- Established a high personal profile and a strong network of clients and market influencers



Name:	Wen Jie Li	Project team position	Junior Engineer
Education	Bachelor of Applied Science (Mechanical Engineering) <i>University of Toronto</i>		
Qualifications			
<p>With a degree in Mechanical Engineer from the University of Toronto, Wen brings her technical rigour and problem-solving capabilities to the Enerlife team. She has hands-on experience with energy audits and energy efficiency retrofit incentive programs. At Enerlife, she assists senior staff on projects for multiple clients. Wen is also responsible for reviewing and verifying supporting documentation and energy audit reports (engineering data, equipment specification and energy calculations) for incentive application submissions. Wen's experience includes:</p> <ul style="list-style-type: none"> ▪ Energy auditor for various clients, including Infrastructure Ontario, City of Toronto, and Sick Kids Hospital. Wen conducted the audits, analyzed results, produced audit reports and conducted presentations with clients to review and discuss audit results. ▪ Lighting and Electrical technical advisor for Simcoe Place energy improvements, including uncovering energy savings through streamlined controls, tighter management of elevator transformers, and managing incentives. ▪ Developed the Target Finder tool used by Enerlife to establish rational targets for energy use based on individual building systems and use. ▪ Team project leader for development of engineering design for a Solar Air Conditioning System at University of Toronto, using building simulation software to evaluate modular system performance to determine the optimum system integration design. ▪ As a research assistant in the University of Toronto Sustainability Office, Wen performed an audit to reduce fume hood energy use, and conducted research projects on LED lighting and plug-in hybrid electric vehicles. 			