

# Michael W. Goncz

## **Professional Profile:**

*A dynamic energy executive with 15+ years' of progressive energy experience in the Canadian electricity and natural gas markets, with an industry-leading focus on the deregulated electricity markets of Ontario & Alberta, having comprehensive knowledge of commodity risk management and electricity procurement, supply and delivery management, inclusive of utility distribution rates and billing. A trustworthy, insightful, and dedicated individual having worked for, and currently employed by the top end-user Energy Management and Procurement Agencies in Canada, with a unique skillset able to meet the different needs and requirements of institutional, industrial and commercial clientele. As a service driven individual, comfortable managing key agency accounts, client expectations are always exceeded.*

## **Career History:**

E2 Energy Inc. 2004 - Current: Director of Electricity Operations (2010) / Director of Electricity Operations & Energy Reporting (2008) / Manager of Energy Operations & Market Analysis (2006) / Energy Analyst (2004)

*As the current Director of Electricity Operations at E2 Energy, managing a clientele with an electricity commodity procurement portfolio exceeding C\$ 1.35B annually, including index and hedge requirements, across more than 30,000 accounts, responsible for:*

*All facets of electricity operations including;*

- *client communications and key account management*
- *individual client portfolio development & risk management*
- *on-going supplier assessments, commendations and relationship management*
- *utility, transmitters and system operators communications, monitoring and relationship management*
- *supplier contract negotiations, on-going management and conflict resolution*
- *procurement and market price, index and futures' analysis*
- *cost optimization modeling*
- *RFSQ & RFP issuance and evaluations*
- *individual client, detailed delivered budget forecasting, by province, utility and account*
- *multi-year forecasts and assessments*
- *regional market analysis, by region, inclusive of demand/supply forecasting, adequacy, import/export limitations and pricing forecasting*
- *client utility rate structure analysis*
- *utility and supplier invoicing analysis and dispute resolution*
- *rate design impacts and cost avoidance*

- *on-bill settlement and verification*
- *regulatory monitoring and client interpretation,*
- *demand response program oversight, including Ontario DR*
- *management of a team of professional analysts*

### **Career History Continued:**

#### **Energy Advantage Inc. 2000 - 2004 Energy Analyst**

*Previous role as Energy Analyst with responsibilities that included:*

*All analyst aspects of electricity analysis including;*

- *preparing clients for electricity deregulation in AB and ON*
- *analyzing usage*
- *energy load profiling*
- *utility rate impact analysis & verification*
- *settlement & verification of utility/IESO invoices*
- *rate structure design impacts*
- *market operations*
- *utility liaison*
- *energy reporting and baseline / benchmarking*
- *contract management,*
- *held roles in the administration and management of natural gas contracts, inclusive of financial accounting for pipeline, distribution and storage aspects on behalf of several dozen major end-use clients*
- *worked within the efficiency group evaluating, mocking up building envelop and all building equipment for energy reduction, and applications for Audits & Efficiency related work.*