

John D Wolnik

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John Wolnik, an Associate of Elenchus Research Associates Inc., has extensive experience in many sectors of the natural gas and power industries working both as an independent consultant and in senior management roles for Union Gas and Westcoast Energy. As a consultant, he has provided support for a number of companies in the areas of regulatory and litigation support, new project development for gas and power related projects and advice on natural gas supply, transmission, distribution related matters. As Director of Business Development for Westcoast Energy responsible for underground gas storage and gas pipeline project evaluation and development, he acted as project manager on the evaluation and implementation of a number of new pipeline and underground gas storage projects. He has business development experience in Canada and the US as well as had international experience. Responsible for acquiring all of the Union Gas' system gas supply, John developed a strong foundation in gas supply and transportation matters within Canada and the US. John also served as Operations Manager for Union Gas in the rapidly growing Regional Municipality of Halton where he established a new operating division to deliver improved customer service and lower operating costs. John has a Masters Degree in Business Administration and a degree in Civil Engineering both from McMaster University in Hamilton.

Experience

2004 – Present, Consulting

Examples of recent assignments include:

- Developed new transmission service and rate alternatives to attract and retain loads
- Actively participated in LDC rate cases
- Actively participated, including leading and supporting evidence in a variety of OEB sponsored initiatives on behalf of customers including:
 - Storage & Transportation Access Rule
 - Service Process Improvements
 - Storage Allocation Proceeding
 - Natural Gas Electricity Interface Review
 - Natural Gas Forum
- Marketing evaluation and assessment
- Negotiated new gas services with utilities on behalf of gas generators
- Advice to gas fired generators on development & operating strategies
- Expert witness for litigation support
- Developed valuations for acquisition and divestiture of underground storage
- Assessed feasibility of new underground storage projects
- Developed natural gas supply, transportation and storage strategies, and risk analysis for new gas fired generators and industrial customers
- Site evaluation, permitting support for new generators
- Marketing support for new project development
- Strategic advice on new gas pipeline underground storage development
- Asset divestiture

2003 Project Manager Union Gas

- Marketing lead on a team to dispose of certain major capital assets
- Provided strategic regulatory support in the area of upstream transportation issues
- Provided marketing support for development of new products and services

1999 to 2002 Director, Business Development, Westcoast Energy

- Project Managed Westcoast's involvement in the development and construction of 2 major natural gas pipeline projects. Specific responsibilities included:
 - Project origination and commercial feasibility
 - Negotiation of all ownership and major development agreements
 - Company representative on partnership management committees
 - Responsibility to lead a team for the evaluation of a \$175 million new pipeline project, including engineering design, marketing, regulatory approvals land acquisition, and environmental considerations
- Assessed commercial and technical feasibility to develop underground compressed air energy storage
- Commercial and technical lead on feasibility analysis of 2 new underground natural gas storage opportunities in Canada. Each project had an expected development cost of Cdn \$100-150 million.
- Leadership of a technical and commercial team to identify feasibility of a storage opportunity in north Western Europe.
- Stakeholder and First Nations consultations

1993 to December 1998 Manager, Storage Business Development St. Clair Pipelines (Westcoast)

- Identified and managed the evaluation of potential storage projects in Michigan and New York States as well as other storage projects that supported Westcoast initiatives including projects in the Pacific northwest area of the US, Alberta and the East Coast of Canada.
- Leadership of a multi-disciplinary team consisting of internal personnel and outside consultants to competitively bid and subsequently evaluate the conversion of 4 gas fields to underground storage in Australia. This included a full technical and commercial review, and development recommendations. These fields were developed and are currently in operation today based on the work completed.
- Managed the company's interests in a New York State based storage project and also recommended that the company exit the project when the development risks exceeded the corporate risk appetite.

1991 to 1993 Manager, Storage Business Developments Union Gas

- Led a team in evaluating commercial and technical aspects of new storage opportunities in Michigan and New York States, including developing "go/no-go" criteria, ownership structures and potential partners.

1987 to 1991 Manager Gas Purchasing, Union Gas

- Negotiated new and re-negotiated pricing and volume terms in existing gas supply and transportation contracts for up to 250 bcf annually (annual value approximately \$500 million), resulting in reduced gas supply costs each year and defended the results before the Ontario Energy Board.
- Managed a commercial arbitration with one supplier resulting in a cost reduction of approximately \$6 million annually.
- Instituted a new program to acquire competitive alternate supplies in an era when this had not been accomplished before.

1984 to 1987 Manager, Engineering Projects Analysis, Union Gas

- Project managed Union's interest in a large growth phase for expansion of storage and transportation activities

- Identified the potential, and managed the opening of a mothballed interconnect with a US pipeline. This resulted in significant new competitive opportunities and continued savings of gas supply costs.
- Developed the first Ontario based deregulated gas sales into the US.

1976 to 1984 Operation Management Roles Union Gas

- Held various management positions in Chatham, Hamilton and Halton Divisions
- Managed operating group of approximately 75 employees, including unionized staff.
- Managed pipeline, engineering and construction program.
- Successfully started up a new operating division for the company in Halton to create regionalized customer service and plant maintenance functions.

1974-1976 Engineering Roles Union Gas

- Various design responsibilities

Education and Professional Affiliations

Masters of Business Administration, May 1984, McMaster University, Hamilton

Bachelor of Engineering (Civil), May 1974, McMaster University, Hamilton

Member of Professional Engineers of Ontario