

Renato Nitura Jr.
Natural Gas Manager
KTM

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Professional Profile

Natural Gas Manager with nearly twenty years continuous experience in the energy industry. First 5 + years included utility company experience in services directly related to natural gas transportation. The most recent 14 years as an energy manager and consultant working primarily for industrial, commercial end users, and local distribution companies (LDC) focusing on least cost unbundled natural gas procurement and delivery. Current expertise includes:

- Specific and extensive knowledge of natural gas supply markets, interstate pipeline tariffs and services, and LDC operations.
- Development and management of unbundled, open-access natural gas procurement programs in many US market areas.
- Management of interstate pipeline capacity release transactions, day-to-day scheduling of natural gas on interstate pipelines and LDC systems, and resolving pipeline and LDC imbalances.
- Natural gas supply and transportation contract negotiations.
- Development of projected delivered natural gas costs for annual regulatory filings and other ad hoc reporting for end use clients.
- Responsible for direct client interactions and communications regarding natural gas transportation services, including natural gas supply procurement strategies, basic and specific customer related inquiries, operational constraint responses, et al.

Relevant Experience

I currently manage the natural gas procurement and delivery for end user clients nationwide, including two regulated utilities Colorado Natural Gas (CNG) and Summit Natural Gas of Missouri (SNG – formerly known as Missouri Gas Utility and Southern Missouri Natural Gas), such management activities require a broad understanding of various interstate pipelines and LDC tariffs and policies and procedures, as well as the working knowledge to perform necessary natural gas management activities on a wide array of vendor specific Electronic Bulletin Boards (EBB). Additional related professional experience is as follows:

Strategic Planning

I work directly with clients to identify natural gas requirements and procurement goals, evaluate available natural gas supply/transmission/distribution alternatives, and implement optimum natural gas supply, pipeline capacity, and distribution strategies.

Natural Gas Procurement Program Management

Establish and Maintain Contract Structures - I administer all contracting related to clients' natural gas procurement and delivery. This typically involves (1) establishing contracts with qualified supply companies, (2) establishing end user clients as qualified shippers on upstream pipelines eligible for participation in pipeline capacity release programs, and (3) negotiating natural gas transportation agreements with LDCs and interstate pipelines.

Procure Natural Gas Supply - I prepare and manage competitive bid processes to procure the least cost natural gas supply consistent with client requirements. These supply packages are structured to achieve specific client needs, and can be for a single day swing supply, for multi-year firm baseload supply, and for any variation in between. I perform supply procurement in both short-term and long-term supply markets.

Manage Interstate Pipeline Capacity - I manage capacity acquisition and release transactions on behalf of clients for daily, monthly, seasonal, and annual/multiyear periods. Such capacity transactions are conducted through pipeline company electronic bulletin boards. Extensive knowledge of pipeline operations and constraints is necessary to ensure appropriate capacity pathways are obtained to affect the desired reliability (firmness) of natural gas deliveries.

Perform Monthly/Daily Scheduling and Balancing - I manage the scheduling of natural gas for clients with suppliers, interstate pipelines, and LDCs associated with each client's needs. In some cases, a client's gas supply must be shipped through numerous pipelines for final delivery to an LDC. I oversee this scheduling function to ensure accurate deliveries, to minimize daily and monthly imbalances, and to avoid penalties.

Reconcile and Approve Invoices - I review client invoices for each transaction (natural gas supply, pipeline capacity, LDC) during the month to ensure proper payment. Often errors are discovered that require investigation and correction.

Price Management - Many of my clients desire known pricing for budgeting and to minimize exposure to upward price swings. I monitor the futures market for natural gas contracts and advise clients regarding pricing performance and market indicators. Typically, my clients capture known prices through fixed-priced physical delivery contracts. I routinely arrange these types of fixed-priced contracts for clients.

Regulatory Oversight and Information Services - My company monitors state and federal energy regulatory activities that may affect clients. Issues are identified, evaluated for impact on clients, and intervention strategies are recommended if necessary. In addition to monitoring regulatory proceedings, I oversee the provision of information services to clients; such as, natural gas pricing forecasts and budgeting assistance, historic pricing and usage data, daily market intelligence reports, ad hoc reporting, etc.

Active Markets - Current Natural Gas Management Portfolio

Below is a list of natural gas pipelines and LDCs by region where I am now actively managing unbundled natural gas procurement for clients.

- Rocky Mountains:
 - Colorado Interstate Gas
 - Front Range Pipeline
 - XCEL Energy (Public Service Company of Colorado)
 - Atmos Energy
 - SourceGas
 - Black Hills
 - Colorado Natural Gas

- Mid Continent:

- ANR Pipeline
- Southern Star Central Pipeline
- SNG – Former Missouri Gas Utility and former Southern Missouri Natural Gas

- Northeast:

- Texas Eastern Transmission Corporation
- Philadelphia Gas Works

Consulting Projects

I have performed a variety of consulting projects in various market areas related to natural gas supply, interstate pipeline capacity, local distribution services, and regulatory filing requirements.

Professional History

KTM, Inc. - Boulder, Colorado

2000 - Present

Natural Gas Manager

- Continue to perform natural gas management activities for end user clients.
- Expand focus to client and program development.
- Prepare Requests for Proposal documents

XCEL Energy – Public Service Company of Colorado - Denver, Colorado 1990-2000

Wholesale Marketing and Sales – Gas Transportation Specialist

- Responsible for internal related gas control functions of gas scheduling, gas receipt confirmations, and volumetric allocations.
- Communications of operating constraints to end users and compliance requirements.

Customer Service Division – Gas Transportation Billing Analyst

- Responsible for the invoicing of gas transportation service related charges, including revisions as necessary.
- Responsible for direct communications regarding billing inquiries.

Electric Distribution – Translation Specialist/Operator

- Responsible for the data processing of Commercial and Industrial electrical load patterns and peaks for billing purposes.

Education and Credentials

Bachelor of Science – Business Administration (emphasis in Marketing and Management)

Regis University – Denver, Colorado

Graduated with Academic Honors (Magna Cum Laude)