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Brad Williams leads Spitfire Advisors, working with clients to create business strategies and develop commercial transactions while providing hands-on leadership to fulfill those plans. Creating value through team work, exceptional creativity and effective execution. Experience that works with you and for you. Brad brings over thirty years of practical development, M&A, management, finance, and EPC experience to every effort. We create value by providing strategic perspectives and effective implementation of business plans with a team approach.



Spitfire Services and Expertise:

1. Spitfire Advisors contributes a high level of expertise and provides a complete range of services to a wide variety of companies. We share experience, provide direction with hands on leadership to companies working across the entire energy value chain. Our consulting team works closely with clients on an as-needed when-needed basis, providing customized advice and commercial business solutions tailored to each client's needs.
2. Creation and preparation of business strategies and effective execution of plans
3. Strategic planning and infrastructure development with budgets and timelines
4. Scoping studies to define a business opportunity value chain to achieve business goals
5. Leadership of transactions: structuring, negotiations, EPC and financing alternatives
6. Advising clients on FERC-regulated natural gas transportation capacity, including contracting for capacity, the open-season process, asset management arrangements, capacity release, and negotiation of rate agreements
7. Negotiation of Master Sale and Purchase Agreements with Special Provisions for specific transactions
8. Providing inputs to make informed decisions and defining a business direction
9. Hands on execution with your team's input and participation
10. Strong project management skills and creative deal structuring
11. A proven track record of developing asset projects and adding value
12. Commercial matters associated with contracts for LNG terminal capacity, feed gas, sales contracts, terminal use agreements and LNG shipping.
13. Small scale LNG production, storage, distribution and marketing to displace oil-based fuels for road use, marine bunkering, locomotive fueling and high horse power users

Spitfire Energy Advisor's LNG Project Experience, Engagements and Work

1. Floridian Gas Storage www.floridiangasstorage.com
 - Created business plan, secured development and equity funding for \$160 million LNG natural gas storage and peaking service project, secured site, led development team of 40+ advisors/contractors, fully permitted (by FERC, county and the State of Florida), negotiated firm user contracts and final EPC contract for construction
2. Development planning for proposed LNG import project offshore southern California
3. Osaka Gas Ltd. (Houston and Osaka HQ)
 - Strategic business plan for natural gas supply and long-term pipeline transportation for Freeport LNG export project in Texas including contract negotiations
 - Identified producers and negotiated multiyear gas supply contracts with Osaka management approvals
 - Participation with Osaka Gas' international LNG marketing team to optimize LNG portfolio sales and balance supply trading positions including customer negotiations
4. NYK Shipping Group – LNG Team (Houston and London)
 - Business outlook updates for LNG and other commodity export projects
 - Numerous reports on how U.S. energy markets functions: natural gas, oil, coal, NGLs, electricity. Ongoing monthly market analysis and update reports on transactions, outlooks and govt policies that can impact NYK business opportunities.
 - Project identification, business development and customer interactions
5. FPL Group
 - Business architect and led development team for LNG receiving terminal in The Bahamas with connecting pipeline into eastern Florida including joint venture with partner companies, negotiation of site with The Bahamian Govt and EPC contracts. Concluded 20 year LNG supply agreement with Qatar Petroleum and ExxonMobil (800,000 MMBtu/d, 5.7 MTPA)
6. Commercial business development executive advisor to Chinese natural gas company identifying, evaluating and ranking for targeted investment in U.S. LNG projects and other energy infrastructure investments.
 - Participated in negotiation and initial investment in active LNG export project
7. Commercial business development scoping study using U.S. LNG supplies to fuel small scale power plants in the Caribbean
8. Scoping study and strategic plan for international natural gas distribution company to invest in U.S. LNG export facilities, buy LNG, transport LNG to China and utilize ISO tanks to complement pipeline service territory and increase distribution access

9. Strategic advisor and business development of company now currently exporting LNG in ISO tanks from Texas into Mexico for local distribution to displace higher cost diesel and LPG fuels for industrial, commercial and road transport users
10. Complete business strategic plan for providing LNG as a primary fuel supply to trucking companies, drilling operations, commercial users and for marine bunker fuel. Included full value chain development with small scale liquefaction (450,000 gal per day), ISO tank transport, local onsite storage with regas and customer outreach plan. Included permitting plans, scoping economics analysis as well as a business development execution planning
11. Provided gas supply plan including pipeline and producer discussions related to major Canadian LNG export project
12. Commercial Business Plan and Investment Strategy Study for the creation of U.S. assets to provide LNG supply and infrastructure for marine bunker fueling and road fuel supplies
13. Scoping study for major mining company in the U.S. to utilize LNG for fueling operations and onsite power generation
14. Market analysis for potential siting and users of LNG floating storage/regas unit (FRSU)
15. Commercial analysis of importing LNG into Bermuda for new power generation facility including use of onshore LNG receiving, storage with regas or using LNG ISO tank deliveries and distribution on the island
16. Project planning and economic analysis for LNG exports from a U.S. Gulf Coast liquefaction facility to Mexico for local distribution using ISO tanks to users to displace LPG and diesel
17. Business development plan for independent 25 MW power generation facility in Belize for major land development company. Scope of project, economics, costs of facilities, potential equipment providers, fuel supply alternatives (HFO, diesel, LNG) and power system interconnections.
18. Caribbean market assessment and economics for selling and distributing small scale LNG in Caribbean and Central America
19. LNG Project Development of Golden Pass LNG import terminal, Texas Gulf Coast. Including natural gas marketing/sales strategy and business plan, pipeline transportation and commercialization of LNG imports. Drafting of LNG sales contracts and terminal use agreements and other template agreements.
20. Due Diligence on purchase of a CNG company by a larger asset company in support of large consulting company (provided practical input on actual usage of CNG, user contacts and experiences with CNG equipment and economics and LNG as an alternative)

21. Strategy and Business Plan for large public company looking to expand business portfolio. Plan for development of a small-scale LNG business with liquefaction facilities, distribution and sales to end users with market outlook and economic model as well as acquisition of existing smaller players as a business platform
22. Market analysis and due diligence to identify specific natural gas Local Distribution Company acquisition targets for major energy company looking to expand its business portfolio
23. Project Team leadership on greenfield development, permitting, financing, construction and commission of natural gas fired power plants and infrastructure assets across the U.S.
24. Renewable energy company expansion strategy
 - Strategy plan on developing natural gas power plants with budget and timeline. Executed on the plan with Lincoln team to identify and contract for 4 greenfield power plant sites and executed on permitting two facilities in Texas.
 - Created fuel supply plan for each plant with long term pipeline transportation, storage and physical gas supply alternatives
25. Supported equity funding for \$80 MM pipeline construction project for new power plant fuel supply including due diligence