

Brad Williams

Natural Gas, Power, LNG, Renewables

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. Brad's role in Spitfire delivers results and empowers others to succeed through direct participation, focused direction, and the sharing of experience. We create value by providing strategic perspectives and effective implementation of business plans with a team approach.



Spitfire provides a variety of consulting services to a broad cross section of companies. This includes creating business plans and strategies, maturing those efforts, leading overall project developments, and conducting specific contract negotiations in the U.S. and overseas. A cornerstone to these efforts is preparing and living to budgets and schedules. In today's difficult infrastructure development arena, Brad is skilled in creating project understanding, regulatory acceptance, and buy-in from all stakeholders including lenders. There is focused attention on the bottom line of each venture with a team approach to delivering timely results.

Spitfire Advisors can add value to businesses across the energy value chain including E&P, pipeline transportation, greenfield development of infrastructure, joint ventures, contract negotiations, ownership/partnering structures, M&A, and financing. Brad has also led a wide variety of ventures including power generation assets, large and small LNG projects, wind farms, energy trading teams, organizing natural gas supplies, and effectively integrating EPC contracts into ventures.

Brad's extensive commercial experience with large and small LNG projects and other energy ventures has delivered value for all stakeholders. This has included living in London, Brussels, Jakarta, San Francisco, and Houston as well as delivering projects in diverse parts of the world including Venezuela, India, China, Russia, Uzbekistan, and across Europe.

Brad graduated from Texas A&M University with a degree in Civil Engineering and has led many transaction teams through development, financing, construction, and into operations. www.spitfireadvisors.com www.floridiangasstorage.com



Biography

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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