

FLORIDA GAS UTILITY GENERAL MANAGER AND CHIEF EXECUTIVE OFFICER

Florida Gas Utility (FGU) is a nonprofit, wholesale natural gas agency owned by 25 municipal natural gas and power generation utilities and joint-action agencies in Florida. FGU provides economies of scale in natural gas supply purchasing and related services to support its Member utilities. FGU is a public agency, based in Gainesville, whose primary purpose is to provide natural gas supply, interstate pipeline asset management, and other natural gas related services.

Twenty-five municipal utilities/joint-action agencies are Members of FGU. Each Member appoints one representative to FGU's Board of Directors, which governs the Agency's overall activities. FGU has a ten-member Executive Committee that governs the day-to-day business affairs of FGU.

FGU has a staff of 12 full-time employees comprised of the following divisions:

Operations:

- Gas Supply Acquisition
- Gas Supply Management
- Storage
- Capacity Management
- Scheduling & Nominations
- Imbalance Management
- Delivery Point Operator Services (DPO)
- Data Collection and Maintenance

Member Services:

- Sales & Marketing
- Capital Project Management
- Public Awareness
- Operation Assistance
- Industry Information Resources

Financial Services:

- Regulatory Representation
- Legislative Activity Monitoring
- Financial Analyses
- Rate Studies
- Financial Consulting Services
- FGU internal Finance, Information Technology, and Human Resource functions



GENERAL MANAGER & CEO

The General Manager & CEO is responsible for the operation of a joint-action agency dedicated to acquiring and allocating natural gas supplies and transportation and to the provision of other related services to member municipalities. He or she holds general executive charge of FGU and is responsible for all aspects of FGU's business of providing natural gas and associated services to the members and customers of FGU. The General Manager & CEO receives direction from FGU's Executive Committee through the Chair, but also has full responsibility for carrying out the policies and directives of the Board in compliance with the Interlocal Agreement and the By-Laws. The General Manager & CEO is responsible for the strategic, tactical and day-to-day activities of FGU and provides supervision to FGU's staff. The General Manager represents Florida Gas Utility in dealings with suppliers of natural gas and transportation, members and customers, suppliers of other Member services, and before governmental agencies with regard to regulatory proceedings. The General Manager & CEO also has authority to execute Price Risk Management Financial Products, such as future contracts, commodity swaps, and hedging arrangements related to the pricing or supply of gas.

ESSENTIAL FUNCTIONS

- Responsible for all Board of Director and Executive Committee relations
- Directs general administration of FGU
- Directs and supervises Special Projects requiring capital funding
- Directs Long- and Short-term financings
- Directs budget preparation and monitoring
- Directs short- and long-term gas supply and transportation functions
- Directs the provision of other services (Project Management, Sales & Marketing, etc.) for Members
- Directs Business Development activities of the organization
- Directs physical and financial hedging activities of the organization
- Directs contract administration functions
- Directs and manages regulatory (both state and federal) activities
- Directs and manages the strategic planning process
- Directs development and maintenance of member and customer relations requirements
- Ensures compliance with periodic or continuing financial and operational audits
- Represent FGU on various association memberships (Florida Natural Gas Association, American Public Gas Association, etc.)



THE SUCCESSFUL CANDIDATE

The General Manager & CEO must possess excellent interpersonal and communication skills, as well as, political acumen to work collaboratively and effectively with the Board of Directors, Members, employees, legislators, regulators, industry partners, and in other industry forums. The General Manager & CEO must possess a member-service orientation and other characteristics which provide the ability to deal effectively with representatives of various members of FGU in a situation which is unique to joint-action agencies.

The successful candidate will have a track record of at least ten years of progressively responsible assignments advancing into senior-level leadership that includes prior experience in natural gas acquisition and contract negotiation. Experience in the regulatory arena is highly desirable.

The General Manager & CEO must obtain desired results while empowering, coaching, and developing employees. In addition, the successful candidate will possess unquestionable ethics, integrity, and the ability to build trust with Members.

Fully qualified candidates will possess a four-year degree from an accredited university or college in Business Administration, Marketing, Public Administration, Public Relations, a technical field such as Engineering, Mathematics, Economics, Statistics, Finance or Accounting, or other related areas. FGU will consider a combination of education and experience that results in equivalent qualifications.

FLORIDA GAS UTILITY

Florida Gas Utility (FGU) was created on September 1, 1989, to take advantage of opportunities made available by open access to natural gas transmission pipelines in the late 1980s. Due to the diverse needs of municipal utility systems, FGU established itself as a project-oriented agency. Under this structure, each member has the option to participate in any specified project.

FLORIDA GAS UTILITY (continued)

FGU has the authority to plan, finance, acquire, construct, manage, operate, deliver, service, utilize, own, broker, exchange, and distribute natural gas, or other energy and energy services.

FGU utilizes contracts for transportation of natural gas over interstate pipelines which are regulated by the Federal Energy Regulatory Commission (FERC). Delivery imbalances are resolved each month through Florida Gas Transmission's (FGT) and Peoples Gas System's (PGS) imbalance mechanisms. FGU maintains firm transportation capacity of 50,000 MMBtu per day on Transcontinental Gas Pipeline, LLC, and maintains two aggregated firm transportation agreements with FGT that enable FGU to efficiently direct the operational administration of its members gas supply, scheduling, and capacity management needs.

On behalf of, and at the specific direction of certain members, FGU has entered into firm gas supply purchase and/or sale agreements at fixed and floating prices. The terms and quantities of such agreements vary. As of the end of fiscal year 2022, FGU has entered into 15 long-term, firm, discounted natural gas supply agreements. The total quantity of gas to be purchased in these agreements represents approximately 74% of FGU's total annual average gas consumption. FGU also holds 125,000 MMBtu of gas storage capacity with SG Resources Mississippi, LLC (SG Resources).

FGU's total revenues for fiscal year 2022 were just under \$430.7 million. Florida Municipal Power Agency-All Requirements Project (FMPA-ARP) is FGU's largest member. Revenues from FMPA-ARP account for approximately 71% of FGU's 2022 operating revenues. Additional information is available at: www.flgas.com

GAINESVILLE, FLORIDA

Gainesville, located in North-Central Florida, is the county seat and largest city in Alachua County with an estimated population of 140,300. The city is known for its preservation of historic buildings and the beauty of its natural surroundings. Gainesville's numerous

parks, lakes, museums, galleries, and thriving downtown provide entertainment to thousands of visitors. It is home to the University of Florida and located less than a 1.5-hour drive from the beaches of the Atlantic Ocean or the Gulf of Mexico. Major attractions such as Disney World and Universal Studios are within less than a two-hour drive. Gainesville's cost-of-living is estimated at only 90% of the national average. More information can be found at: <https://www.visitgainesville.com/>

COMPENSATION, BENEFITS, AND RELOCATION

FGU will negotiate a competitive compensation and relocation package that includes a base salary commensurate with candidates' qualifications and experience. In addition to salary, FGU offers an excellent benefits package that includes 100%-employer funded health, vision and dental plans, as well as 6% employer contribution to a 401A plan, and participation in a 457 deferred compensation plan.

TO APPLY

The position will remain open until filled. Interested candidates should submit a resume and cover letter, no later than **April 28, 2023** to the following email. (Early responses welcome and appreciated.)

Joyce Gallo
Mycoff Fry Partners LLC
PO Box 1310, Conifer, CO 80433
(800) 525-9082
jgallo@mfpllc.us

PLEASE NOTE:

In accordance with Florida law, submitted applications will become subject to public records requests upon receipt by Mycoff Fry Partners.

FGU is an Equal Opportunity Employer