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[Resume - Lance Clarke-Oct 09.doc](#)



LANCE CLARKE

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Education / Training

- **Bachelor of Commerce (Co-operative)** Memorial University, 1994, St. John's, NL.
Accounting concentration.
- Computer experience with purchasing systems, spreadsheets, presentation software, databases, word processing, statistical packages, project controls and finance systems.
- Industry courses/seminars in project scheduling, Insurance, risk management, claims management, economic evaluations, communications, negotiations and leadership skills
- Past Vice President\Director of Public Relations\Treasurer of the **Purchasing Management Association of Canada (PMAC)**, NFLD Institute, courses and seminars in Quality and Value Analysis.

Work Experience

- Misc Specialist Advisor, Various Oil, Energy and Mining Clients, St. John's, NL
 (Nalcor Oil and Gas, Bull Arm Corp, NL Dept of Natural Resources, Aurora Energy)
- Providing support to energy projects in various capacities such as peer review, sitting on joint venture owner teams, reviewing specific project management issues and evaluating project viability or approaches for medium to mega projects.
- Mar'07 Commercial Manager, Lower Churchill Project, St. John's, NL
 - Present (Nalcor Energy - Commercial Project Services)
- Project Leadership team - Lead team of 15+ people in the strategy development and implementation of Supply Chain, Legal, Information Management, Human Resources, Labour Relations, Training, Project Execution Planning, Local and Aboriginal Benefits, Business and Project Management Systems and Processes and Project Administration whilst supporting the Project Financing Initiatives in conjunction with Project Controls for phase 2 of an ~\$10 billion hydroelectric project.
- June '06 Commercial Advisor, Terra Nova/Fort Hills, St. John's, NL & Calgary, AB
 - Mar '07 (Petro-Canada)
- Lead Negotiator for 2 EPC agreements ~ \$4 billion for the Fort Hills Oil Sands Project whilst adjusting contract model and strategy and building contracts team for \$15 billion expenditure. Lead team in negotiation of Rig contract and services for Terra Nova Far East and provided claims, contracts, customs and project controls advice to the Terra Nova Turnaround and Fort Hills teams. Performed audits and reviews for Petro-Canada RCP, Alberta (\$2 billion) and Ash Shaer, Syria (\$500 million).

Aug '05 Contracts and Procurement Manager, Hebron Project, Calgary, AB
 -May '06 (Chevron Seconded from Petro-Canada)

Managing team (6+ people) in the planning, process and strategy development of supply chain management and project systems for contracts including GBS, Topsides, Drilling, etc. with an approximate value of \$3.0 billion. Includes insurance and legal management. Supported Project Execution Planning, Systems development and Benefits Negotiations.

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Aug '02 Contracts Lead (Including Project Controls), White Rose Project, St. John's, NL
 July '05 (Husky Energy Seconded from Petro-Canada)

Lead team (10+ people) in development and implementation of commercial management and project control systems. Subsequently completed negotiation, management and close out of project CAPEX contracts including Glory Holes, Subsea, Turret, Topsides, etc (~US\$1.2 billion) and Drilling. Resourced and lead CAPEX insurance management, construction claims and initiation of operations readiness for supply chain. Supported Joint Venture Management through Secondment.

Aug '01 Logistics Commercial Coordinator, Terra Nova Project, St. John's, NL
 July '02 (Petro-Canada)

Lead development and implementation of contracting strategy including preparation and negotiation of logistics contracts focusing on continuous improvement and synergy opportunities with other operators. Contract totals in excess of \$100 million.

Oct '99 Commercial Coordinator, Terra Nova and Hibernia Projects, St. John's, NL.
 Aug '01 (Exxon Mobil and Petro-Canada)

Lead development and implementation of contract strategy including preparation, negotiation and coordination of Operations Support Contracts in a team environment. This was part of synergy and amalgamation efforts in the Regional Operation Entity Initiative for the two projects until August 2000 and Terra Nova thereafter, ranging from (\$10,000-\$50 million), including Engineering Support, Flowline hook up and full health care maintenance contracts.

Apr '98 Senior Buyer, Terra Nova Project, St. John's, NL.
 Oct '99 (AMEC and Petro-Canada)

Lead a technical and quality team in the bid, evaluation, award, expediting, delivery and close out of various topsides procurement packages, including **Mechanical** (Glycol skid, Cranes, ...), **Piping** (valves, blinds, duplex, carbon...), **Instrumentation** (gauges, meters, ESD system...) and **Loss Control** (hydrants, water monitors, fire suppression, life saving equipment, foam...) packages.

Mar '97 Procurement and Audit, (Special Assignment), Matthew Project, St. John's, NL.
 Aug '97 (John Cabot (1997) 500th Anniversary Corporation)

Assigned to the Corporation as a Provincial government representative. Responsible for writing specifications, regulation compliance assurance, Supply and Service logistics for the Matthew visits at

17 ports of call for a team of 50 and equipment valued at \$5 million.

- Apr '95
Apr '98
- Procurement Officer, Government Purchasing Agency of NFLD and Lab., St. John's, NL.**
- Purchased commodities on Tender for the Government of Newfoundland and Labrador and reviewed specifications and legal clauses for same. Assisted in system improvements for the Agency and communicated with suppliers for negotiations and specification checks.
- Nov '94
Apr '95
- Admissions Co-ordinator, Cabot College of Applied Arts, Technology and Continuing Education.**
- Coordinated all Federal seat purchases at the college and managed contracts, claims and budgeting for these purchases. Produced all statistical and financial reports based on current and projected seats and implemented new computer system for above duties.