

# CARMAL ENERGY TEAM

FOR OIL & GAS, INDUSTRIAL, LARGE COMMERCIAL



## **Darwin Gillies, CEO**

Darwin has been active in Alberta's energy market since 1985 providing strategic advice to Alberta's largest industrial consumers on electricity and natural gas procurement. Darwin is a graduate of the University of Manitoba with a Bachelor of Science in Electrical Engineering.

Darwin began his career with TransAlta Utilities working in industrial sales and marketing. As wholesale electricity markets started to deregulate in Alberta, he started working with Westcoast Gas Services which became Engage Energy. Darwin was instrumental in the formation of Encore Energy Solutions, a joint venture between EPCOR and Engage Energy. When retail electricity markets deregulated in Alberta in 2001, Darwin started Valeo Power Corporation, which became one of Alberta's largest independent retail electricity companies, specializing in retail and self-retail service to the Oil & Gas sector. In 2005, Valeo Power was acquired by Enmax Energy and Darwin served as EVP – Retail Markets from 2006 - 2009.

In 2011, Darwin launched Insitu Power Corporation along with Colette Chekerda, which focused on development of on-site generation and asset optimization for industrial consumers. Darwin and Colette now own and operate Carmal Energy Advisors, with a focus on self-retail, strategic procurement, and reporting services for larger industrial and institutional consumers.

## **Colette Chekerda, President**

Colette has been providing strategic advice to Alberta's largest power users on electricity and natural gas procurement throughout her career in the energy industry.

Colette started her career with Dupont Canada. She was recruited to the Edmonton Power team in 1995 as a key accounts manager. In 2001, she joined Valeo Power which became Alberta's largest independent electricity retailer. When Valeo Power was acquired by ENMAX in 2005, she served as Director – Edmonton Region until 2008, when she started Carmal Energy Advisors. Carmal Energy Advisors merged with Insitu Power in 2011 where Colette continued to provide independent strategic advice to many of Alberta's large industrial and institutional customers.

She also served as the Executive Director of the Alberta Direct Connect Consumers Association "ADC" from 2006 to 2023. In this role, she has been a key influence in shaping Alberta's electricity policy, regulatory and tariff framework for the benefit of load customers.

Colette is a graduate of the University of Alberta with a Bachelor of Science in Electrical Engineering and is a recent recipient of the King Charles III Coronation Medal, awarded to individuals who have demonstrated exceptional service and dedication to their province.

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## **Todd Smith, Vice President – Business Development**

Todd has been involved in the Alberta electricity market since deregulation began in 2001, specializing in retail and self-retail account management for the Oil & Gas and Large Commercial & Industrial sectors.

He holds a Bachelor of Management degree from the University of Lethbridge and began his career in 1997 with TransCanada Pipelines as a nominations analyst and gas trader. In 2001, Todd joined Valeo Power Corporation as an Account Manager, working with some of the province's largest and most sophisticated electricity users. He played a significant role in expanding Valeo's client base from fewer than 10 accounts to becoming Alberta's largest independent electricity retailer.

Following Valeo Power's acquisition by ENMAX Energy in 2005, Todd continued managing high-value accounts before advancing to Sales Manager in 2011, overseeing six direct reports and leading the Oil & Gas and Large Commercial & Industrial business units. He remained with ENMAX until the company exited the market in September 2024.

In February 2025, Todd joined Carmal Energy, bringing his expertise in business development and account management to support the Oil & Gas and Large Commercial & Industrial sectors.

## **Franco Cuzzola, Vice President - Operations**

Franco brings over 20 years of experience managing the largest Oil & Gas, Industrial, and Commercial portfolios in Alberta.

Franco began his career at Husky Energy in 2001, where he assisted in managing their energy portfolio, subsequently joining FortisAlberta in 2002. Over the next five years at Fortis, he enhanced his understanding of generation, distribution, and transmission fundamentals.

Recruited by Valeo Power in 2007, Franco leveraged his deep understanding of the electrical grid to lead the development of new analytical tools. These tools, still in use today, have significantly improved our clients' ability to optimize their electricity operations, resulting in measurable cost savings.

## **Christine Davidson, Energy Analyst**

Christine has worked with Carmal Energy Advisors since 2010. Christine has a B.Comm. and has a background in financial planning. She has developed an in-depth knowledge of regulated electricity and natural gas tariffs.

Christine provides analytical, bill verification, reporting and tariff support. Christine also continues to support the Alberta Direct Consumer association in an administrative and financial role.