

Committee: **London Hydro Inc. Board of Directors**

Organization/Sector represented:

Name: **Margaret (Marg) A. Parks**

Address:

**3910 Wet Graham Place
London, On
N6P 1G1**

Occupation: **Retired (Recently) IBM Business Executive**

Work experience: **During my career with IBM in the Technology business, I have worked with clients in areas such as Mergers & Acquisitions, Strategic Planning, and Business & Financial Operations. I was personally responsible for complex contract negotiations of \$10 M annually. I have Board Governance experience with Big Sisters, and additionally Board Training through Capacity Canada. I am a recently retired IBM Executive. During my IBM career, I had increasingly responsible positions in Sales, Strategic Planning, Executive Management, Consulting, Human Resources, Business Operations and Change Management. I am a results orientated executive with strong people skills and success in tackling challenging transformation issues. I have demonstrated an ability to lead in complex environments with multiple stakeholders. During my career, I was promoted to executive positions of increasing responsibility, and managed and sold most of IBM's products and services. I have strong Sales, HR, Operations and Financial Management skills combined with an entrepreneurial flair. Over my career, I gained experience in consulting, restructuring, and developing teams to deliver results. I was responsible for deal making and contract negotiations. I was also responsible for the development of business partner relationships. I have been recognized as a strong people leader who creates high performing teams with an eye for developing talent.**

Education: **IBM Education & Training every year (over 30 years) – including Harvard Courses, Executive Management Development, and Sales Training. Laurier Business Certificate in Entrepreneurial Studies 1996 Board Training as a member of Big Sisters of London, and additionally through Capacity Canada Board Governance Training.**

Skills: **I understand the Hydro business. I have worked with London Hydro as one of my clients, and I have gained industry expertise through IBM Training and working with other Energy clients - including Bruce Power, Ottawa Hydro, and Hamilton Hydro. The experience I bring will allow me to get on board efficiently and quickly become part of the Board Process.**

Interest reason: **I have been part of the London Community for over 20 years. I have strong business and personal connections here. I understand the Vision and Values of London Hydro and I believe I can contribute to the continued success. The skills and experience that I have gained in areas of M&A, Contract negotiation, HR Management, and Business Operations will help me be successful and contribute to this London Hydro Board. I have a strong work ethic and high energy. I get along very well as part of a team.**

Contributions: **I would work hard to contribute to the Board of Directors. I have good communication skills, and I am interested in the continued success of the London Hydro organization. The experience that I have in working with many clients in areas such as M&A, Strategic Planning, Technology, and Financial Management are all part of my experience. I am going to list here 2 References who can be contacted at any time regarding this application. I would be happy to provide additional references if needed. One reference is relating to business, and the other reference relates to previous Board experience. 1 - Sarah Shortreed VP, CIO Bruce Power Sarah.Shortreed@brucepower.com 519-386-1759 2 - Sue Western Past President Big Sister Board TD Bank Senior VP email - suewestern@gmail.com 416 519 5255**

Past contributions: **I have Board Governance experience with Big Sisters / Big Brothers of Canada. I worked on the Board for 7 years, and was part of every committee at some point. I was Board Vice President for a period of 2 years. Additionally I have had Board Governance Training through Capacity Canada. This training has been invaluable in providing education about the roles and responsibilities of a Board of Directors.**

Interpersonal: **I am very strong in the area of information sharing and information exchange. My personal style is very collaborative. As an IBM Business executive it was a key part of my responsibilities to collaborate both with Senior Executives of our clients,**

and with teams to manage and implement change processes. I have over 20 years of Management Experience and have received much training on these topics. Additionally, I have received training and experience in the area of managing press relations.

Interview interest: **Yes**