

# KELLS KOCH

Senior FP&A; · Energy & Forecasting · Financial Modeling

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## PROFESSIONAL SUMMARY

Energy sector finance professional with 5+ years building complex financial models for large-scale infrastructure portfolios. Deep expertise in financial modeling, scenario/sensitivity analysis, and cash flow forecasting across midstream energy and defense manufacturing. Translates commodity price dynamics, volumetric assumptions, and macro trends into rigorous financial outputs that inform strategic investment decisions. MBA in Finance & Strategy with an aerospace engineering foundation, combining quantitative discipline with executive-level communication. FAA-licensed pilot with direct experience building leaseback and hold/sell models for aviation assets.

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## CORE COMPETENCIES

<b>Valuation &amp; Modeling</b>	Financial Modeling   Market Multiples   Scenario & Sensitivity Analysis   Cash Flow Forecasting   IRR / NPV / ROI   Investment Appraisal
<b>Energy</b>	Midstream Infrastructure   Commodity Price Analysis   Volumetric Modeling   ERCOT & PJM Markets   LMP / Basis / Capacity
<b>Technical</b>	Advanced Excel   Power BI   SQL / Snowflake   Alteryx   Tableau   SAP

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## PROFESSIONAL EXPERIENCE

### Energy Transfer Aug 2023 – Present

*Senior Financial Analyst, FP&A | Dallas, TX*

- Built multi-scenario financial and cash flow models for a \$1B+ midstream infrastructure portfolio, stress-testing commodity price assumptions, throughput volumes, and rate structures to support capital allocation and long-range planning decisions
- Developed enterprise price/volumetric sensitivity tool enabling dynamic scenario analysis across commodity differentials, pipeline capacity, and market pricing inputs, driving forecast accuracy to within 2% of actuals in back-testing
- Performed in-depth market research across ERCOT and PJM energy markets, synthesizing LMP dynamics, basis differentials, and capacity pricing into executive commentary and strategic reports for C-suite leadership
- Automated weekly energy market intelligence pipeline integrating live ERCOT, PJM, and EIA data, reducing manual research time and enabling consistent data-driven market analysis
- Partnered cross-functionally with operations, commercial, and accounting teams to build the annual operating plan and 5-year strategic forecast

### L3Harris Technologies May 2021 – Aug 2023

*Specialist / Senior Associate, Program Finance | Data Analyst | Dallas, TX*

- Managed financial oversight of a \$100M+ defense program portfolio with full ownership of budgets, forecasts, profitability modeling, and investment-level cash flow analysis
- Constructed scenario analysis and multi-year cash flow profiles for a \$500M unawarded program pursuit, modeling ROI sensitivity, risk-adjusted returns, and capital deployment timing
- Accelerated \$8M in revenue recognition on a \$17M program through strategic accrual structuring, directly resolving a critical financial gap identified via variance analysis
- Improved program profit margins 9-40% by rigorously challenging budget assumptions across 13+ programs using earned value management and control account frameworks
- Led data modernization initiative: migrated to Snowflake/SQL, deployed Power BI and Alteryx workflows; built statistical forecasting model improving accuracy by 10%

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## EDUCATION

**Texas Christian University, Neeley School of Business** 2019  
MBA, Finance & Strategy | Lean Six Sigma Green Belt (ICGB)

**Saint Louis University** 2017  
BS, Aerospace Engineering | Senior Design: UAV deployed from rocket at 30,000 ft; payload drift model achieving 10% accuracy vs. NASA standard

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## ADDITIONAL

**Aviation:** FAA-licensed pilot; owner/operator of 1966 Piper Cherokee 180C; built leaseback financial model and hold/sell analysis for aviation asset management

**Entrepreneurial:** Built ML-powered aircraft pricing model (pa28pricer.com) and automated ERCOT/PJM energy market intelligence tool demonstrating applied valuation outside of work

**Leadership:** Firewise Board Member, managed \$500K nonprofit budget overseeing 1,500 acres; Co-Founder and CFO, Archon Drones, commercial UAV services, DFW market, 2021 to Present