

The following officers and employees of Champion are directly responsible for Champion's operations in Illinois. A copy of each person's professional resume is attached to this Exhibit G beginning on page 7. In addition, pursuant to Sections 451.330(d) and 451.340(a), below is a summary of how Champion's staff and agents satisfy the rules' requirements for an ARES to maintain sufficient managerial and technical qualifications.

### **Managerial Qualifications**

#### **Financial and Administration Responsibilities**

Scott Fordham, President and Chief Executive Officer

Mr. Fordham has four or more years experience with enterprise financial and administration responsibilities including profit and loss responsibilities. In particular, Mr. Fordham has been President and CEO of Champion since September 2009 and has extensive hands-on experience in P&L, operations, sales and marketing, business development, and accounting/finance. Prior to joining Champion, Mr. Fordham was co-founder, President and Chief Executive Officer of NetVersant Solutions, a privately held multi-location provider of comprehensive and integrated network infrastructure solutions serving major vertical markets such as financial services, retail, healthcare, education, transportation, and technology. Mr. Fordham has had full profit and loss and related responsibilities with either Champion or other companies since 1991. A complete description of Mr. Fordham's relevant occupational experience, including a description of the duties and duration of the duties being used to meet this experience requirement, is attached at pages 7 through 9 of this exhibit.

Mikel Smith, Senior Vice President – Origination, Chief Marketing Officer

Mr. Smith has (1) four or more years experience with enterprise financial and administration responsibilities including profit and loss responsibilities, and (2) four or more years experience buying and selling power and energy in wholesale markets. As Senior Vice President – Origination and Chief Marketing Officer, Mr. Smith is responsible for indirect and direct commercial sales teams in the deregulated markets Champion serves. With more than 19 years of experience in the unregulated power and natural gas industries, Mr. Smith was previously a founding partner of Mpower Energy Services, LLC, an asset management business ranked 22<sup>nd</sup> nationally based on competitive power demand. Mr. Smith also served as Dynegey's commercial representative for originating and negotiating natural gas and power sales, purchases and management agreements for long-term transactions in the Gulf Coast region. With a Bachelor of Business Administration from Oklahoma State University, Mr. Smith's career began at El Paso Energy, where his duties ranged from natural gas transaction accounting, transportation and risk management, to origination/natural gas marketing, physical trading and arbitrage. A complete description of Mr. Smith's relevant occupational experience, including a description of the duties and duration of the duties being used to meet this experience requirement, is attached at pages 10 through 12 of this exhibit.

Mike Slaughter, Senior Vice President and Chief Financial Officer

Mr. Slaughter has four or more years experience with enterprise financial and administration responsibilities including profit and loss responsibilities. Mr. Slaughter, Champion Energy's Chief Financial Officer, is an experienced executive with a finance and accounting background

in various public and private companies, public accounting, initial and secondary public offerings, acquisitions and other capital markets transactions. In addition to accounting, financial reporting and treasury, Mr. Slaughter also oversees human resources and legal issues. Mr. Slaughter joined Champion when the company was acquired in 2008 as a portfolio company of Crane Capital Group, where he was involved in investments and acquisitions. Earlier in his career, Mr. Slaughter held various key financial positions, most recently as Principal Financial Officer and Chief Accounting Officer, at Eagle Global Logistics (NASDAQ: EAGL), a leading provider of global transportation and logistics services in more than 100 countries. A certified public accountant with a Bachelor of Business Administration from the University of Texas, Mr. Slaughter's career began at Price Waterhouse, where he held various positions, most recently as senior auditor for public and private entities in the services, manufacturing, financial services and construction sectors. A complete description of Mr. Slaughter's relevant occupational experience, including a description of the duties and duration of the duties being used to meet this experience requirement, is attached at pages 13 through 14 of this exhibit.

**Michael Sullivan, Senior Vice President – Operations**

Mr. Sullivan has four or more years experience with enterprise financial and administration responsibilities including profit and loss responsibilities. Mr. Sullivan serves as Senior Vice President – Operations, with responsibility for enrollments and collections, billing and contracts, the customer call center, wholesale supply and risk management. Prior to joining Champion, Mr. Sullivan was a founding partner of Ambridge Energy, LLC, a retail electric provider in Texas, which merged with Champion Energy in June 2008. Prior to founding Ambridge, he held several roles at Reliant Energy, including front and back office operations, marketing, commercial and industrial sales, and forecasting. Mr. Sullivan's career began at Andersen Consulting after he earned a Bachelor of Science in finance from the University of South Alabama and a Master of Business Administration from Baylor University. A complete description of Mr. Sullivan's relevant occupational experience, including a description of the duties and duration of the duties being used to meet this experience requirement, is attached at pages 15 through 18 of this exhibit.

### **Wholesale Trading Experience**

**Mikel Smith, Senior Vice President and Chief Operating Officer**

See the summary of Mr. Smith's experience above and a complete description of his relevant occupational experience, including a description of the duties and duration of the duties being used to meet this experience requirement, attached at pages 10 through 12 of this exhibit.

**Brenda Crocket, Vice President – New Market Development and Regulatory Affairs**

Ms. Crocket has (1) four or more years experience buying and selling power and energy in wholesale markets, and (2) four or more years electric system operational experience. As Vice President – New Market Development and Regulatory Affairs, Ms. Crockett spearheads key issues associated with Champion's expansion into new deregulated markets. She served previously as the company's Director of Retail Operations. After graduating from Texas A&M University with a Bachelor of Business Administration in accounting, Ms. Crockett's career began in 1986 at Enron Corp. where she worked in the accounting group for West Texas Gas Pipeline and Enron Marketing and Trade. She later joined NGC Corp./Dynergy Inc., working in

a range of capacities: accounting, gas scheduling, transportation marketing and natural gas trading, including Senior Director of West Natural Gas. In Ms. Crockett's most recent role as Senior Director of Retail Operations for Dynegy Energy Services, she was responsible for customer enrollment, customer service and billing system development. Ms. Crockett served as a voting member of the ERCOT Retail Market Subcommittee during the market opening and subsequently held the position of Vice Chairman of that committee. A complete description of Ms. Crockett's relevant occupational experience, including a description of the duties and duration of the duties being used to meet this experience requirement, is attached at pages 19 through 21 of this exhibit.

**Drew Holt Baird, Director of Wholesale Operations**

Mr. Baird has (1) four or more years experience buying and selling power and energy in wholesale markets, (2) four or more years electric system operational experience, and (3) at least one year of scheduling experience working for an entity that is a member of PJM and a market participant in the Midwest ISO. Mr. Baird has a diverse power and gas marketing background with significant experience in physical power and gas trading, risk analysis, origination pricing, asset optimization, power scheduling, and marketing. In particular, since 2007, Mr. Baird has managed the supply and risk management requirements of Champion in both the Texas (ERCOT) and Illinois (PJM) deregulated markets. In addition, Mr. Baird has three years experience managing the real-time requirements of a 5,000 MW merchant generation system owned by Reliant Energy, Inc., which included marketing excess generation, managing variances associated with scheduled transactions, and utilizing economic dispatch and spot-market purchases to minimize supply costs. A complete description of Mr. Baird's relevant occupational experience, including a description of the duties and duration of the duties being used to meet this experience requirement, is attached at pages 22 through 23 of this exhibit.

**Jason J. Fox, Pricing Manager**

Mr. Fox has significant experience buying and selling power and energy in wholesale markets, and in electric system operations and has at least one year of scheduling experience working for an entity that is a member of PJM and a market participant in the Midwest ISO. In particular, Mr. Fox has worked in the electric industry since 2002, and during that time has managed customer deal origination for retail electricity in PJM; provided real-time electricity for customers in ERCOT and PJM; and developed and managed the forecast and scheduling of daily and long-term customer load and supply hedges. A complete description of Mr. Fox's relevant occupational experience, including a description of the duties and duration of the duties being used to meet this experience requirement, is attached at pages 24 through 25 of this exhibit

**Travis Andrews, Vice President of Risk Management and Supply**

Mr. Andrews has significant experience buying and selling power and energy in wholesale markets, and in electric system operations. In particular, Mr. Andrews's has worked in the electric industry since 2000, and during that time his responsibilities have included procuring power and maintaining a balanced supply portfolio matched to customers' electricity needs. With expertise in new product development and energy market wholesale supply, Mr. Andrews has held director level and managerial positions at Enron Energy Services, Dynegy Energy Services, and Integrys Energy Services. A complete description of Mr. Andrews' relevant

occupational experience, including a description of the duties and duration of the duties being used to meet this experience requirement, is attached at pages 26 through 28 of this exhibit.

### **Operational Experience**

Drew Holt Baird, Manager of Supply and Risk

See the summary of Mr. Baird's experience above and a complete description of his relevant occupational experience, including a description of the duties and duration of the duties being used to meet this experience requirement, attached at pages 22 through 23 of this exhibit.

Mikel Smith, Senior Vice President and Chief Operating Officer

See the summary of Mr. Smith's experience above and a complete description of his relevant occupational experience, including a description of the duties and duration of the duties being used to meet this experience requirement, attached at pages 10 through 12 of this exhibit.

Brenda Crockett, Vice President – New Market Development and Regulatory Affairs

See the summary of Ms. Crockett's experience above and a complete description of her relevant occupational experience, including a description of the duties and duration of the duties being used to meet this experience requirement, attached at pages 19 through 21 of this exhibit.

Jason J. Fox, Pricing Manager

See the summary of Mr. Fox's experience above and a complete description of his relevant occupational experience, including a description of the duties and duration of the duties being used to meet this experience requirement, attached at pages 24 through 25 of this exhibit.

Travis Andrews, Vice President of Risk Management and Supply

See the summary of Mr. Andrews's experience above and a complete description of his relevant occupational experience, including a description of the duties and duration of the duties being used to meet this experience requirement, attached at pages 26 through 28 of this exhibit.

### **Technical Qualifications**

#### **Wholesale Trading Experience**

Mikel Smith, Senior Vice President and Chief Operating Officer

See the summary of Mr. Smith's experience above and a complete description of his relevant occupational experience, including a description of the duties and duration of the duties being used to meet this experience requirement, attached at pages 10 through 12 of this exhibit.

Brenda Crockett, Vice President – New Market Development and Regulatory Affairs

See the summary of Ms. Crockett's experience above and a complete description of her relevant occupational experience, including a description of the duties and duration of the duties being used to meet this experience requirement, attached at pages 19 through 21 of this exhibit.

Drew Holt Baird, Director of Wholesale Operations

See the summary of Mr. Baird's experience above and a complete description of his relevant occupational experience, including a description of the duties and duration of the duties being used to meet this experience requirement, attached at pages 22 through 23 of this exhibit.

Jason J. Fox, Pricing Manager

See the summary of Mr. Fox's experience above and a complete description of his relevant occupational experience, including a description of the duties and duration of the duties being used to meet this experience requirement, attached at pages 24 through 25 of this exhibit.

Travis Andrews, Vice President of Risk Management and Supply

See the summary of Mr. Andrews' experience above and a complete description of his relevant occupational experience, including a description of the duties and duration of the duties being used to meet this experience requirement, attached at pages 26 through 28 of this exhibit.

### **Scheduling Experience**

Drew Holt Baird, Director of Wholesale Operations

See the summary of Mr. Baird's experience above and a complete description of his relevant occupational experience, including a description of the duties and duration of the duties being used to meet this experience requirement, attached at pages 22 through 23 of this exhibit.

Jason J. Fox, Pricing Manager

See the summary of Mr. Fox's experience above and a complete description of his relevant occupational experience, including a description of the duties and duration of the duties being used to meet this experience requirement, attached at pages 24 through 25 of this exhibit.

Travis Andrews, Vice President of Risk Management and Supply

See the summary of Mr. Andrews' experience above and a complete description of his relevant occupational experience, including a description of the duties and duration of the duties being used to meet this experience requirement, attached at pages 26 through 28 of this exhibit.

John Wayne Morgan, Manager, Supply Risk Management

Mr. Morgan has worked in the deregulated electric industry since 2005 and has at least one year of scheduling experience working for an entity that is a member of PJM and a market participant in the Midwest ISO. He currently serves as a manager for supply risk management. A complete description of Mr. Morgan's relevant occupational experience is attached at page 29.

Isbelle Valdes, Origination

Ms. Valdes has significant experience in the deregulated electric industry, most recently in scheduling and pricing and has at least one year of scheduling experience working for an entity that is a member of PJM and a market participant in the Midwest ISO. A complete description of Ms. Valdes' relevant occupational experience is attached as page 30.

Champion also utilizes EDF Trading North America, LLC to provide a scheduling facility with twenty-four (24)-hour manned operation for coordination with control centers of scheduling

changes, reserve implementation, curtailment orders and interruption plan implementation. Champion's staff may be reached directly at all times as follows:

Tony Mowbray, Scheduling Manager  
EDF Trading North American, LLC  
4700 West Sam Houston Parkway North, Suite 250  
Houston, Texas 77064  
Phone: (281) 653-5815  
Facsimile: (281) 781-0360

A complete description of Mr. Mowbray's relevant occupational experience, including a description of the duties and duration of the duties being used to meet this experience requirement, is attached at pages 31 through 32 of this exhibit

**Scott L. Fordham**  
**President and Chief Executive Officer**

A strong profit-driven leader. Extensive hands-on experience in P&L, operations, sales and marketing, business development and accounting/finance. Exceptional skills with developing/executing strategic business plans, sales and business development endeavors and leading cultural change to improve competitive advantage. Time-proven track record of recruiting and developing executive teams and aligning employees around organizational goals.

Leadership	Capital Raising	Mentoring
Financial	Operational/Systems Integration	Recruiting
Mergers & Acquisitions	Organizational Formation/Structuring	Training
Business Development	Branding	Cost Reduction
Vendor Negotiations	Customer Focus/Negotiation	Turnaround

**PROFESSIONAL EXPERIENCE**

**NetVersant Solutions, Inc.** 1999 - 2009

***Founder, Chairman of the Board, Chief Executive Officer, and President***

A \$230 million privately held IT-focused systems integrator ([www.netversant.com](http://www.netversant.com)) specializing in convergence-related opportunities across four complementary IP-based offerings: physical IT network infrastructure, electronic security, telephony/unified communications and wireless/mobility. Major verticles served include financial services, retail, healthcare, education, transportation and high-tech. Accountable for full P&L, all operating functions (sales/business development, finance/treasury, operational deployment, human resources), as well as developing and executing strategic direction with 15 direct reports, 1100 employees and 25 operating locations.

- Crafted original business plan, recruited original founding companies, raised initial equity capital (\$25 million), negotiated initial debt financing (\$125 million), oversaw due diligence process and oversaw legal and accounting process during Company formation
- Oversaw completion of 20 follow-on acquisitions
- Oversaw implementation of Oracle business information system
- Oversaw branding and operational/cultural integration process
- Oversaw organizational and service offering changes resulting from continual technological advances
- Steered company through operational interruptions of 9/11 and most recently through the economic contractions caused by the financial services credit crunch
- Oversaw successful balance sheet recapitalization in mid-2005
- Chairman of the Board - prepared agendas and led board meeting presentations for 40+ formal face-to-face meetings

**Consolidated Graphics, Inc.** 1991 - 1999

\$1 billion publicly traded (NYSE:CGX) general commercial printing firm, headquartered in Houston, Texas, with 70 printing companies strategically located across 27 states and Canada.

***Executive Vice President - Operations***

September 1997 - May 1999

***Chief Executive Officer and President, Chas. P. Young Co.*** (\$25 million operating subsidiary) February 1993 - September 1998

***Vice President - Sales & Marketing, Chas. P. Young Co.***

April 1991 - January 1993

- Full P&L responsibility for \$125 million (8 operating locations, 500 employees)
- Developed and oversaw primary vendor relationships (capital equipment, paper and supplies) and centralized procurement
- Developed and oversaw College Recruitment/Mentoring - Sales & Management Training Program (more than 200 participants)
- Significant participation with Wall Street analysts to discuss operating results and business trends
- Led and rebuilt/rebranded Chas. P. Young Co. operating subsidiary (purchased by CGX out of bankruptcy court) to a leading \$20 million financial and general commercial printer
- Named among "Leaders to Watch" by Printing Impressions (December 1993)
- Named "Top Leaders of Tomorrow" by Printing Impressions (March 1995)
- Helped lead senior management to successful IPO process in June 1994 and grow stock price from 16¢/share (4/1991) to \$5.50/share (6/1994 IPO) to \$75/share (3/1999)

**Arthur Andersen & Co.** 1981 - 1991

Largest of the then "Big 8" auditing, tax and consulting firms employing 85,000 people worldwide.

**Senior Audit Manager**

1985 - 1991

**Staff Auditor**

1981 - 1985

- Fast-track promotion to Audit Manager (4 years)
- Significant Audit/Operational/SEC experience in diverse industries in both public company (Sysco Corporation, Continental Airlines, Powell Industries, Oceanering International) and private company (Texas Children's Hospital, St. Luke's Hospital)
- Supervised and managed fee multi-million dollar budgets for 6 significant audit engagements during final year as Senior Audit Manager and supervised more than 100 employees
- Significant capital-raising experience and interface with attorneys, analysts and investment bankers throughout tenure
- Significant presentation skills/experience to Board of Director and Audit Committees in role as Auditor

## **EDUCATION**

University of Texas, Austin, TX - May 1981

Bachelor of Business Administration in Accounting, Honors Graduate

## **PROFESSIONAL, PHILANTHROPIC, EDUCATIONAL & SOCIAL AFFILIATIONS**

Young President's Organization

Member 1996 - 2008

Texas State Board of Public Accountancy

Certified Public Accountant (1983 - License #30231)

Texas Business Hall of Fame

Former Member and Past Board Member

Association for Corporate Growth, Houston Chapter

Former Member and Past President

Boy Scouts of America, Sam Houston Area Council  
Former Member and Past Board Member  
University of Texas Chancellor's Council  
1997 - 2008  
University of Texas Longhorn Foundation  
1998 - 2008  
University of Texas Ex-Students' Association  
1981 - 2008

**EDUCATIONAL SCHOLARSHIPS**

*University of Texas:*

The Mr. & Mrs. Scott L. Fordham Endowed Presidential Scholarship  
The Mr. & Mrs. Scott L. Fordham Endowed Scholarship for Student Services  
Longhorn Scholarship Book Fund, Founder

*Texas A&M University:*

The Scott and Elizabeth Fordham Endowed Sul Ross Scholarship  
The Nathan Scott West '02 Bonfire Memorial Scholarship  
The Ronald A. Fordham Memorial Sul Ross Scholarship  
The Firmin G. LePori Sul Ross Scholarship  
The F. David LePori '81 Sul Ross Scholarship  
The Kenneth B. LePori '82 Sul Ross Scholarship  
The Fordham-LePori Family Aggie Band Endowment

River Oaks Country Club - Member 2002 - Present  
The Houstonian Club - Member 2001 - Present  
Second Baptist Church - Member

**Mikel Smith**  
**Senior Vice President – Origination, Chief Marketing Officer**

Mike has over 11 years of experience in the unregulated Natural Gas and Power industry with strong and quantifiable success in power and gas origination, natural gas trading, asset management, and transportation and exchange. Most recently, he was Dynegy's commercial representative for originating and negotiating sales, purchases, and management agreements for long-term transactions in the Gulf Coast region. Mike was instrumental in the development and structure of Dynegy's third party cogeneration asset management business model and signed the first and largest agreement of its kind in ERCOT. Before Dynegy, Mike was a founding employee of a start up business performing natural gas marketing, trading and optimization for American Central Gas Companies. Mike was responsible for the trading and arbitrage of physical natural gas from American Central's gathering and processing systems as well as the marketing of supply to third party and end use customers. During his time working at American Central, the volumes controlled and traded moved from zero to more than 300,000 MMBtu per day.

Earlier in his career, he worked for El Paso Energy Marketing developing physical supply and hedging programs for El Paso's end use customers in the Midcontinent. Mike has run a natural gas risk management book as well as managed natural gas scheduling and transportation. Mike holds a BBA in Accounting from Oklahoma State University.

**SUMMARY STATEMENT**

Seventeen years experience in the energy industry. Strong and quantifiable success in corporate management, power and gas origination, power and gas trading, risk management, asset management, contract negotiations, transportation and exchange, and customer relations.

**PROFESSIONAL EXPERIENCE**

**Champion Energy Services, LLC** October 2002 - Current  
**(formerly Mpower Energy Services, LLC, Houston, TX.),**  
***SVP Operations and COO,***

As Senior VP & COO of Champion, Mr. Smith was responsible for the management and oversight of all business operations of the company. Prior to Champion, he was a founding partner of Mpower Energy Services, LLC which was sold to Champion in the fall of 2006. At Mpower, the company was successful in building a retail book of business that ranked 22<sup>nd</sup> nationally in amount of power demand served competitively. Mr. Smith was instrumental in the building and continued management of Mpower's generation and load response management business. Mpower managed the trading, bidding, accounting and reporting of various third party power generation and interruptible load assets located in ERCOT.

**Dynegy Marketing and Trade** December 2000 - October 2002  
***Senior Representative, Gulf Coast Marketing***

Immediately prior to Mpower, Mr. Smith was with Dynegy and served as Dynegy's commercial representative for originating and negotiating sales, purchases, and management agreements for long-term transactions in the Gulf Coast region. Mr.

Smith was instrumental in the development, management, and structure of Dynegy's third party cogeneration asset management business model and signed the first and largest agreement of its kind in ERCOT.

- Develop and maintain customer relations with asset management clients, LDC's, municipalities, cooperatives, and end-use customers
- Originate and close energy asset management agreements in ERCOT
- Extensive knowledge of ERCOT ancillary services and balancing energy markets
- Develop structures and strategies working with Trading, Analysis, Legal, Regulatory, Scheduling, Transmission, and Commercial Asset Management groups to optimize the value of managed assets and contracts
- Use financial products for internal hedging and as a service for customers to achieve desired commodity price risk levels
- Originate, negotiate and manage the process of valuing and structuring wholesale natural gas and power transactions in the Gulf Coast Region (Texas, Oklahoma, Louisiana, and Arkansas)

**American Central Energy** October 1997 - April 2000

***Senior Gas Trader***

Before Dynegy, Mr. Smith was a founding employee of a start up business performing natural gas marketing, trading and optimization for American Central Gas Companies. Mr. Smith was responsible for the trading and arbitrage of physical natural gas from American Central's gathering and processing systems as well as the marketing of supply to third party and end use customers.

- Traded physical natural gas for day, mid market, and long terms in the Mid-continent field zone and East Texas maximizing profitability through locational basis arbitrage
- Originated and maintained sales to end use customers
- Used and promoted financial trading instruments to mitigate trading risks
- Actively recommended value added energy solutions to end-users (hedging programs, asset management, alternative fuels, and bypass projects)

**El Paso Energy** May 1991 - September 1997

**(and acquired businesses from Samson Resources)**

Earlier in his career, Mr. Smith worked for El Paso Energy Marketing developing physical supply and hedging programs for El Paso's end use customers in the Mid-continent. Mr. Smith ran a natural gas risk management book as well as managed natural gas scheduling and transportation.

***Account Executive/Gas Trader***

- Originated sales to industrial end user and utility distribution companies in Oklahoma and Arkansas
- Developed an understanding of customer goals and objectives related to energy and proactively sought creative solutions to fit the customer's needs
- Maintained superior knowledge of financial energy hedging products, pipeline tariffs, and industry developments and their specific applications to customers

***Transportation Representative***

- Managed nominations of supply and delivery on multiple pipelines
- Acquired and maintained transportation contracts maximizing profitability through the management of the contracted assets (transportation and storage)
- Performed agency role for customers optimizing their transportation contracts and mitigating imbalance risks

- Maintained the company's forward price, basis, and index risk books

***Gas Accountant***

- Responsible for the tracking of gas marketing purchases and sales to customers; reconciling and valuing pipeline imbalances; billing and collecting from customers.

**EDUCATION**

Oklahoma State University - Stillwater, OK - May 1991  
Bachelor of Science in Accounting

**Mike Slaughter**  
**Senior Vice President and Chief Financial Officer**

Experienced executive with background in public and private companies, public accounting, initial public offerings, acquisitions and other capital market transactions. Eighteen years in finance, accounting and auditing, risk management, treasury, planning, financial reporting and investor relations in a high-growth environment.

**EXPERIENCE**

**Eagle Global Logistics**  
**(NASDAQ Listed – “EAGL”)**

EGL, Inc. is a leading global transportation and logistics provider of services in 50 countries with 400 locations. The company's service include air and ocean freight forwarding, customs brokerage and import services, logistics and warehousing, integrated logistics and supply chain management services.

***Vice President of Finance and Investor Relations*** 2000 - 2008

Responsible for financial operations of North America operating division through accounting, financial planning, Sarbanes-Oxley compliance, investor relations, financial systems, due diligence, cash flow and collection activities.

* 2005 Revenues	-	\$1.4 billion
* 2005 Operating Income	-	\$65 million
* Total assets		\$582 million

Operating accomplishments:

- Develop and implement strategies to improve North America results
- Work directly with executive management on loss making operations
- Cash flow from operations was record high \$156 million in 2005
- Days sales outstanding at record low in 2006 due to process changes
- Successful implementation of Oracle ERP financial system in the USA
- Successful compliance with Sarbanes-Oxley across 4 IT systems
- Consolidation and elimination of 50 duplicate locations from 2000 merger

Financing accomplishments:

- \$35 million initial public equity offering (1995)
- \$100 million secondary public offering for selling shareholders (1998)
- \$40 million real estate sale leaseback transaction (2001-2002)
- \$100 million of investment grade convertible subordinated notes (2001)
- \$300 million line of credit financing and \$100 million senior notes (2005)

Financial liaison for executive team responsible for negotiation, valuation, accounting and completion of \$900 million of acquisitions since 1997 in the United States, Canada and the United Kingdom.

Principal financial contact for securities analysts and investment managers since 1995 initial public offering including quarterly earnings conference calls. Extensive experience in forecasting and setting quarterly public earnings targets including shareholder/analyst meetings, road shows and conference presentations.

**Eagle Global Logistics** 1993 - 2000

***Controller and Director of SEC Reporting***

Managed accounting department of twenty staff and responsible for monthly preparation of financial statements and general ledger account reconciliations. Provided analysis of monthly revenue and expense variances to executive management. Deployed and implemented local delivery finance and operating system to over thirty locations in the USA.

Coordinated all annual financial statement audits and quarterly financial statement reviews by outside accountants. Coordinated preparation and filing of federal and state income tax returns.

Responsible for preparation and filing of quarterly and annual reports with the SEC including forms 8-K, S-1, S-3, S-8 and proxy statements since 1995 initial public offering. Responsible for management of the company's stock option plans including automation across a web-based stock option system.

**Price Waterhouse 1988 - 1993**

***Senior Auditor***

Performed 8 to 10 audits per year of both public and private entities in the services, manufacturing, financial services and construction sectors with revenues ranging from \$50 million to \$800 million. Extensive involvement in periodic SEC filings (10-Q's, 10-K's, 8-K's) as well as registration statements (S-1, S-3, S-8)

**Shell Oil Company and Houston Lighting & Power 1983 - 1988**

***Internship – financial analyst***

**EDUCATION**

University of Texas at Austin - 1988  
Bachelor of Business Administration

Passed CPA exam in 1996 - State of Texas

**Michael Sullivan**  
**Senior Vice President, Operations**

Michael has eight years of experience in deregulated electricity industry. As the co-founder and managing director of a start-up REP, Michael developed strategic plans for entry into ERCOT. In five years directing operational groups at Reliant, notable results include significant cost reductions, increased employee morale and delivery of improved metrics year over year. Michael spent eight years prior to deregulated electricity in operations logistics, systems and process consulting in both the public and private sector.

**PROFESSIONAL EXPERIENCE**

**Champion Energy Services, LLC** June 2008 - Present

***Senior Vice President, Operations and Residential Marketing***

- Responsible for residential marketing
  - On track to meet or exceed 2009 acquisition targets, revenue growth and bottom line targets
  - Exceeded 2008 customer acquisition goals
  - Vastly improved web channel capabilities to accommodate high volume of enrollments and to improve customer experience
- Responsible for all operations for Texas and Illinois markets
  - Implemented organizational changes with a focus on accountability and execution
  - Instituted backstop reporting to eliminate accumulation of unbilled revenue
  - Significantly reduced customer issues through quality control measures in enrollments/contracts/billing
  - Modernized internal call center through focused training and metrics tracking capabilities
  - Reduced customer response and hold times by 50%; reduced call time by an average of 20% per call
  - Outsourced portions of call center to improve after hours coverage and to minimize call center spend

**Ambridge Energy, LLC** April 2007 - June 2008

***Managing Director***

- Began start-up ERCOT REP
  - Developed go-to-market strategy for new business; achieved planned outcomes in 2007 and 2008
  - Played a significant role in the design of all major functions for the company, including supply management, pricing, forecasting, operations, settlements and accounting
  - Established relationships with power suppliers and retail brokers
  - Developed internal direct sales staff; established relationships with several ERCOT brokerage firms
  - Developed and marketed residential products, including the launch of a prepaid residential offering
- Conducted the valuation and due diligence to purchase a major ERCOT REP; merged two companies

- Conducted a new market launch assessment for the New York market

**Reliant Energy** May 2002 - April 2007

***Director, Sales and Billing Operations***

- Responsible for mass and C&I customer operations consisting of 12 direct reports and 280 employees
- Delivered 40% reduction in operations costs over 20 months while maintaining/improving performance metrics
- Lead several retail and wholesale initiatives that delivered on committed outcomes of cycle time reduction, cost savings, and backlog reduction
- Absorbed the responsibilities of several directors and vice presidents between 2002-2007

*Specific areas of responsibility*

- Mass and C&I operations
  - ERCOT & PJM transaction processing, billing, bill print operations, and settlements
  - S-Ox compliance
  - Prospect and contract management
- Marketing operations
  - Prospective list generation
  - Customer response processing activities (e.g., outbound telemarketing, door to door, direct mail)
  - C&I marketing execution
- Project lead for all TX SET upgrades, energy supply data integrity, billing systems implementation, contract audit, and multiple 'clean up' efforts of areas acquired (e.g., billing backlog at market open, market settlements, C&I billing, C&I contracts, list generation effectiveness, and response processing overhaul)

**Accenture/Andersen** 1995 - 2002

**(formerly Andersen Consulting and Arthur Andersen)**

**Experienced Manager (Projects)**

**Global Oil Field Services Company (\$21B in revenues) – Financial Accounting Improvement Initiative (2001-2002)**

Process Improvement Manager

Managed three separate process improvement teams within the accounting organization

- Reconciliation Facilitation Team –Responsible for analyzing and reconciling inter-company account balances within the accounting organization through web-based solutions. Result: inter-company out-of-balance position lowered by 99%
- Invoicing Process Improvement Team – Responsible for identifying invoicing process breakdowns throughout the accounting organization and for implementing lasting solutions
- Technical Interface Improvement Team – Responsible for identifying and correcting discrepancies between separate financial systems

**International Commercial Services Company (\$25B in assets) – Performance Reporting Initiatives (2000-2001)**

Key Performance Indicator (KPI) Project Manager

- Working with all Sr. VPs, identified the key value drivers for the organization tied to return on invested capital
- Developed dashboard reports of the key drivers for CEO, CFO and senior execs (reported directly to CEO in capacity)
- Managed field deployment project of 70 professionals at 20+ US locations to revamp reporting process

Process Improvement Project Manager

- Managed the design and development of financial and operational reporting tools to support financials audit
- Managed web-based reporting tool development for internal management reporting

**International Seismic Services Firm – International PeopleSoft 7.0/7.5 Financials Implementation (1998 - 1999)**

Systems Implementation – Systems Manager; Played key roles in the design, development, training, roll-out, and production support of the full suite financials implementation for all major business units in the US, Great Britain, Singapore, Australia, and Norway

Global Custom Development Lead

- Designed extensive revenue recognition and amortization batch and on-line programs in the Project Costing module
- Reviewed and approved all custom modifications and initial testing for modifications
- Designed modifications to the delivered multi-currency solution in PeopleSoft 7.5
- Participated in the rollout and production support for all US, UK, and Norwegian business units

Other Activities

- Performed Business Process Simulation sessions in the US, UK, and Norway to verify requirements integration
- Participated in conversion design and planning
- Designed extensive General Ledger and Project Costing allocations within PeopleSoft
- Served as the on-site Global Close Leader for multiple key business units in the US and Norway

**State Revenue Department - Integrated Tax System Implementation Project (1995 - 1997)**

Systems Developer - Participated in the implementation and support phases of a custom development implementation in several capacities, including systems design, development/programming and production support

**Other engagements in the areas of:**

- Deregulated electricity wholesale systems management (2000 - 2001)
- Software selection (1997)
- SAP financials implementation (1997)
- Arthur Andersen internal valuation (2000)

**EGL - Eagle Global Logistics** 1994 - 1995  
***Operations Specialist***

**EDUCATION**

Baylor University - Waco, Texas - 1994  
Masters of Business Administration; Economics

University of South Alabama - Mobile, Alabama - 1993  
Bachelor of Science; Finance

**Brenda Crockett**  
**Vice President - Market Development and Regulatory Affairs**

Ms. Crockett was Sr. Director of Retail Operations for Dynegy Energy Services with responsibility for customer enrollment, customer service and billing system development. She served as a voting member of the ERCOT Retail Market Subcommittee during the market opening and subsequently held the position of Vice Chairman of that committee.

**PROFESSIONAL EXPERIENCE**

**Champion Energy Services, LLC** August 2005 - Present

*Director of Retail Operations*

Implemented and lead retail power operations for a Retail Electric Provider—customer enrollment, regulatory, billing, accounts receivable and collections to support marketing and sales organization in Texas and Illinois. Manage staff of 15 individuals.

**CDM Energy Management, LLC** June 2004 - June 2005

*Vice President*

Lead energy management services group for commercial and industrial customers in the Texas deregulated market. Advised clients on energy procurement, including contract and pricing negotiations, deregulation impacts and market fundamentals.

**Terrace Weekday Programs** October 2002 - June 2004

*Business Manager*

Managed all business aspects of a Not-for-Profit preschool with annual revenues of 1 million dollars. Responsible for all budgeting, financial and commercial decisions. Implemented and completed entire business functions turnaround.

**Dynegy, Inc.** May 1997 - June 2002

**Dynegy Energy Services**

***Sr. Director, Commercial and Industrial Marketing, Retail Power Operations***

Directed and implemented retail power operations—customer enrollment, daily energy consumption forecasting and scheduling to support marketing and sales organization in Texas, Illinois and New York.

- Managed staff of 6 with an annual budget of 1.2 million dollars
- Directed Account Management team for national accounts
- Managed 2 million dollar capital budget for implementation of retail power billing and settlement system, Lodestar.
- Achieved 1 million dollar savings through negotiating and implementing third party EDI communications contract.
- Led team in negotiating national account services contract with major automotive manufacturer
- Represented Dynegy on the ERCOT Retail Market Subcommittee
- Served as Vice Chairman of the ERCOT Retail Market Subcommittee
- Achieved 5.5 million dollar savings for Dynegy by sponsoring and implementing ERCOT market wide protocol changes
- Elected as an Executive Committee member, Retail Energy Quadrant, NAESB

***Sr. Director, Retail Alliances***

Lead project team responsible for forming a joint venture retail energy and energy services alliance in the western United States. Responsibilities included market research, business plan development and due diligence for the acquisition of an existing retail organization in California.

Dynegy Marketing and Trade

***Sr. Director, Natural Gas Trading, Western Region***

Responsible for managing a natural gas trading desk. Lead team of 17 individuals responsible for physical and financial natural gas trading, transportation, asset management and gas scheduling for western region.

- Managed and traded 1.3 BCF/day of El Paso Natural Gas transportation and approximately .5 BCF/day of Rocky Mountain transportation, with a combined value of approximately 40 million dollars annually
- Planned and managed regional budget with profit targets greater than 10 million dollars annually
- Achieved strong, cohesive group through implementation of daily morning meetings and educational on site training

***Sr. Director, Gas Asset Management, Western Region***

Managed physical and financial positions and daily arbitrage of all Western region natural gas assets. Assets included, transportation, storage and supply management for customer and power generation facilities. Supervised asset management, transportation and gas scheduling team of 13 individuals.

***Director, Natural Gas Trading, Rocky Mountain Region***

Managed natural gas trading and daily/monthly positions of Rocky Mountain region. Managed over .5 BCF/day of transportation to various assets within the rocky mountain region and Canada. Established and implemented hedging strategies and derivatives trading.

**Enron Corp.** June 1995 - May 1997

***Manager, Natural Gas Trading***

Traded natural gas in Rocky Mountain, Texas (Houston Pipeline) and Midwest regions. Negotiated pipeline transportation rates. Initiated derivatives and NYMEX hedging.

**Natural Gas Clearinghouse** February 1989 - June 1995

***Director, Natural Gas Supply, Western Region***

Negotiated short and long-term gas purchases in the Rocky Mountain, California Border and Canadian regions. Managed daily and monthly supply and market balances.

***Natural Gas Transportation Marketing, Representative***

***Natural Gas Scheduling, Coordinator***

***General Accounting/Accounts Receivable Accounting, Sr. Accountant***

***Natural Gas Purchase Accounting, Staff Accountant***

**Enron Corp.** September 1986 - February 1989

**Enron Gas Marketing**

Gas Revenue, Staff Accountant

***Gas Pipeline Group***

Gas Purchase Accounting, Staff Accountant

**EDUCATION**

*Texas A&M University, College Station, Texas*

Bachelor of Business Administration in Accounting

**Drew Holt Baird**  
**Manager of Supply and Risk**

## **QUALIFICATIONS**

Diverse power and gas marketing background. Experience with physical power and gas trading, risk analysis, origination pricing, asset optimization, power scheduling, marketing. Creative self-starter with strong analytical and statistical skills.

## **EXPERIENCE**

**Champion Energy Services, LLC** 2004 - Present  
**(formerly Mpower Retail Energy, LP)**

***Manager of Supply and Risk*** July 2007 - Present

Manage the supply and risk management requirements of a 900 MW peak load retail electric provider operating in Texas (ERCOT) and Illinois (PJM) deregulated markets. Monitor day-ahead and long-term supply needs transacting with physical power and financial gas markets to optimize portfolio and hedge risk. Source REC and NOx allowances to fulfill voluntary and compliance obligations.

***Retail Operations Manager*** January 2007 – June 2007

Managed a billing and customer service staff of ten supporting 18,000 accounts. Implemented automated and standardized processes for the customized billing for industrial customers.

***Retail Transactions Manager*** May 2005 – December 2006

Responsible for all market transactions supporting retail electric contract obligations in the ERCOT market. Personally created position to insure coverage as rapidly growing company necessitated segmentation of duties. Created and implemented policies, procedures and systems to insure accurate and timely completion of switches, MVIs, MVOs, DNPs, FasTrak/MarkeTrak and other related orders.

***Real Time Operator*** September 2004 – April 2005

Managed ERCOT Level IV QSE by optimally scheduling energy and ancillary services in support of a 250mW REP and 200mW merchant generator (CCGT). Utilized APX and in-house built systems.

**Reliant Energy, Inc.** 1999 - 2003

**(formerly Reliant Resources, Inc.)**

***24hr Power Trader – East Region*** November 2000 – August 2003

- Managed real-time requirements of a 5,000 MW merchant generation system encompassing the Eastern Interconnect. Independently marketed excess generation, covered short MWs, maximized and/or purchased transmission and scheduled transactions in support of optimizing contractual obligations and spot market opportunities.
- Managed supplying Duquesne Light's (Pittsburgh, PA) POLR load of 2,500 MW. Minimized supply costs utilizing economic dispatch and spot purchases under generation costs.

- Transacted and established relationships in PJM, ECAR, SERC, FRCC, MAIN, MAPP and SPP.
- Proficient with NERC tagging, scheduling and all Eastern Interconnect OASIS sites.

***Retail Gas Pricing Coordinator*** August 1999 – November 2000

Supported four regional offices, sales of \$200 million/yr., with structured pricing and supply. Structured unique pricing strategies to match customer's needs and risk tolerances. Executed physical and financial gas trades to hedge marketer's sales and insure contract profit.

**e prime, Inc.** 1995 - 1999

**(formerly Texas-Ohio Gas, Inc.)**

***Structured Products Analyst*** February 1998 – July 1999

***Retail Markets Development Manager*** October 1996 – February 1998

***Senior Gas Marketer*** November 1995 – December 1996

**EDUCATION**

Baylor University - Waco, TX - 1993

Bachelor of Business Administration

Majors: Entrepreneurship and Management

**Jason J. Fox**  
**Pricing Manager**

**PROFESSIONAL EXPERIENCE**

**Champion Energy Services, LLC** October 2005 - 2010

***Pricing Manager***

- Manage customer deal origination for retail electricity in PJM through an outside network comprised of dozens of brokers, consultants and agents
- Provide real-time retail electricity pricing for commercial and industrial customers in ERCOT and PJM
- Develop and manage the forecast and scheduling of daily and long term customer load and supply hedges
- Administer daily and long term risk book and financial forecast for the PJM retail customer and supply portfolio
- Analyze ERCOT and PJM settlement statements for monthly financial reporting
- Assist with customer enrollments and administration of customer billing

**CenterPoint Energy, Houston, TX** July 2002 - October 2005

***Rate Analyst***

- Analyzed operating expenses to prepare rate case filings to set natural gas rates necessary to achieve the company's desired rate of return
- Worked with regulatory accounting, general counsel and financial consultants to satisfy filing requirements and information requests from state commissions, the Attorney General and auditors
- Prepared and checked financial statements and adjustments to operating expenses and the rate base to project the revenue required to meet pro forma expense levels and budget requirements
- Calculated gas cost rate adjustments by analyzing the monthly volume and cost of gas bought and sold for the division to insure the cost of purchasing gas is fully recovered by the rates
- Prepared rate schedules for commercial customers and update the monthly billing rates based on the appropriate rate design

**Null-Lairson, Certified Public Accountants** August 2001 - July 2002

***Audit and Tax Accountant***

- Performed on-site audits of different organizations including companies, school districts and cities
- Worked closely with administrators to retrieve and analyze all aspects of accounting functions including investments, expenditures, payroll procedures and accounts payable for analysis of completeness, accuracy and compliance
- Prepared compilations for corporate clients that included financial statements, trial balances, payroll reports and shareholder information

**EDUCATION**

University of Texas at Austin - Austin, TX - 2000  
Bachelors of Business Administration, Finance  
Minor: Management Information Systems

**SKILLS**

Excel, SAP, CCS, Access, Word, QuickBooks, ATB, CCH, Lotus Notes and Outlook

**ADDITIONAL TRAINING**

Completed the Southern Gas Association workshop *How Natural Gas is Bought and Sold*

**Travis Andrews**  
**Vice President of Risk Management and Supply**

**PROFESSIONAL EXPERIENCE**

**Integrys Energy Services** May 2007 - 2009

***Director of Electric Structuring***

- Provided functional group leadership for Electric Structuring Group.
- Structured, priced, and evaluated opportunities brought by Wholesale Origination Group. This included default supply service, unit contingent generation purchases, municipal supply and generation management.
- Actively monitored wholesale and retail markets to ensure accuracy in pricing structures, and to ascertain and quantify all applicable risks.
- Participated in development of contract structures consistent with pricing assumptions and risk appetite.
- Developed hedging strategies consistent with product structures and coherent with power trader's expectations.
- Accounted for deal performance as measured in accrual dollars. Unit contingent transactions performed at 98.6% of expected value; load following transactions at 131% of expected value.
- Supported mid-market origination functions by providing tools to standardize daily tasks, including option calculators, pricing tools, shaped products, etc.

**Integrys Energy Services** January 2006 - May 2007

***Director of Pricing and Risk Management - ERCOT***

- Created and built Integrys core pricing model for ERCOT. Assisted in creation of peripheral pricing database and other support systems.
- Developed Integrys retail product matrix. Designed to efficiently align internal products with target customers while facilitating efficient work flow in the organization.
- Lead team responsible for pricing all ERCOT retail transactions.
- Responsible for updating and monitoring all retail pricing assumptions. Including ancillary services, shaping, straddle (option deltas), line loss factors, UFE, etc.
- Supervised team responsible for retail hedging and risk management in ERCOT.
- Assisted sales team in customer acquisition by structuring custom products, contract negotiations, and internal deal management.

**Constellation New Energy** April 2003 - December 2005

***Director of Product Development - ERCOT***

- Developed CNE channel strategy for efficient alignment of commodity products, sales personnel, and contracts in acquisition of target customers.
- Created CNE product mix in the context of channel strategy. New product mix represents more than 60% of total ERCOT portfolio as of July 2005.
- Constructed CNE core pricing model and peripheral market infrastructure used in pricing, booking, deal tracking, and risk analysis.
- Led pricing and infrastructure development team. Team of two individuals is capable of producing over 350 priced transactions in a single day and over 100,000 priced accounts in a single year.
- Led team responsible for risk management. Includes trading activity, NOP assessment, gross margin forecasting, and risk sensitivity analysis.

**Tractebel Energy Services Inc.** September 2002 - April 2003

***Market Manager - Marketing - New York***

- Created Tractebel presence in New York electricity markets. Included registration/licensing requirements, creating market business plan, hiring sales personnel, and product development.
- Analyzed marketplace for margin opportunities and implemented corresponding commodity products.
- Constructed Tractebel market infrastructure used to price and analyze market transactions.
- Developed new commodity products for use in the New York marketplace.
- Produced over \$7,000,000 in total contract value between November 2002 and January 2003.
- Created product structures and value proposals for over 100 New York customers in 3 months.

**Dynegy Energy Services** December 2001 - August 2002

***Market Manager Market Development - Northeast***

- Analyzed northeast electricity markets for margin opportunities. Includes detailed understanding of wholesale to retail price translation, internal product creation, sales support, and establishing internal support from appropriate business units.
- Innovated systems and processes that have become the standard communication tools within DES.
- Created new and innovative retail commodity products for electric power customers.
- Analyzed end-user power loads to determine and quantify applicable risks.
- Cooperated with wholesale trading desk to determine risk management strategies for retail transactions.
- Produced over \$2,000,000 in gross margin between March 2002 and May 2002 from New York deals.

**Enron Energy Services** September 2001 - December 2001

***Senior Analyst - Product Development - Texas***

- Demonstrated the ability to analyze electricity markets for margin opportunities, and developed corresponding processes, products, and infrastructure.
- Produced over \$50,000,000 in margin between September 2001 and November 2001.
- Revamped business systems to produce increased scalability in the marketplace; over 10,000 customers signed in 3 months.
- Trained internal and external sales force on market structure, products, and sales delivery.

**Enron Energy Services** August 2000 - September 2001

***Analyst II - Market Development - New York***

- Evaluated market opportunities in New York electricity markets, including intricate knowledge of NYISO operations, utility deregulation plans, and headroom analysis.
- Established product structures and value propositions for selected target market.
- Created new revenue stream by innovating process and infrastructure to facilitate small commercial customers.
- Produced in excess of \$30,000,000 in revenue and contracted with over 7,500 customers between June 2001 and November 2001.

**Enron Energy Services Europe** June 1999 - August 2000

***Analyst - Commodity Risk Management***

- Implemented retail commodity business plan in emerging energy markets.
- Created pricing models to correctly value swaps, swaptions, options, and option deltas.
- Trained internal origination force on market and product structure and pricing.
- Conducted analysis of energy assets to determine their appropriate values. Included valuation of embedded optionality inherent in gas-fired cogen plant.

**EDUCATION**

Texas A&M University - College Station, TX                      Cum Laude Graduate, May 1999  
Bachelor of Business Administration - Finance  
Cumulative GPA 3.6/4.0 – Business GPA 3.9/4.0

**AWARDS/INTERESTS**

EES Power Player    Dean's List    Commissioner's Honor Roll  
EES Top Tier Analyst    Texas A&M Football - 1994-5    Volunteer at TCH

**COMPUTER SKILLS**

Excel, Word, Access, PowerPoint, Crystal Ball, @Risk, Visual Basic

**John Wayne Morgan**  
**Manager – Supply Risk Management**

**EXPERIENCE**

**Champion Energy Services, LLC** June 2008 - 2010

***Manager - Supply Risk Management***

- Forecast, schedule, and settle load and ancillary services for all zones in ERCOT
- Book gross margin for ERCOT and PJM as well as reconciling it back to forecasts
- Assist in processes for customers on non-standard billing products
- Monitor VAR (value at risk) for all positions in ERCOT
- Monitor risk systems and the accuracy of inputs and outputs for these systems

**Ambridge Energy, LLC** May 2007 - May 2008

***Manager of Operations***

- Forecasted, scheduled, and settled load and ancillary services for all zones in ERCOT
- Monitor long term supply needs transacting with physical power and financial gas markets to hedge book
- In charge of enrolling and billing all retail customers in ERCOT
- Worked with counterparty's to price and contract retail customers
- Created pricing tool used to price all retail customers in ERCOT
- Booked gross margin for ERCOT as well as reconciling it back to forecasts

**Reliant Energy** September 2005 - April 2007

***Back Office Operations Analyst***

- Wrote and automated reports for back office management using SQL, Microsoft Excel, and Microsoft Access
- Enrolled customers on new products as part of a marketing effort to reduce high summer bills
- Helped create a new balance billing calculation in order to reduce high deferred Payments

**EDUCATION**

Sam Houston State University - Huntsville, TX - August 2005  
Bachelor of Science in Accounting

**Isabelle Valdes**  
**Origination**

**EXPERIENCE**

**Champion Energy Services, LLC** November 2007 - 2010

Uses historical energy usage obtained from TDSPs, along with various pricing models, to price retail energy contracts.

**Mpower Energy Services, LLC** February 2005 - October 2007

***Realtime Trader/Scheduler***

- Acted as a Generation Controller & Level 4 QSE.
- Maximized return on assets via ancillary service bids & ERCOT balancing energy market.
- Ensured bilateral/ancillary schedules are matched with counterparties & quickly resolves mismatches when necessary.
- Used historical energy usage obtained from TDSP's, along with various pricing models, to price retail energy contracts.
- Submitted customer switches, MVI's, MVO's, etc. on a daily basis and communicated other essential information to ERCOT in order to maintain Mpower's contracts.

**Worldwide Energy Services** April 2002 - February 2005

***Producer Services Analyst***

- Nominated and scheduled physical gas with pipelines and markets using internal systems and pipeline electronic bulletin boards.
- Prepared and reconciled monthly invoices for producers while establishing knowledge of tariffs and options available.
- Managed production leases as well as assisted in execution of contracts for various offshore and onshore producers.
- Provided support in monthly marketing of natural gas and provide confirmation of trades.

**EDUCATION**

Texas A&M University, College Station, TX – May 2001  
Bachelor of Arts in Spanish

## **Tony Mowbray**

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830 Garden Trace Ln.  
Houston, TX 77018  
281-468-9083  
[tdmowbray@yahoo.com](mailto:tdmowbray@yahoo.com)

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### **Professional Experience:**

#### Real-time Trader, Eagle Energy Partners, May 2003 to present

- Trade power in ECAR, MAIN, MAPP, SERC, SPP, and VACAR
- Purchase transmission
- Dispatch power generation in the real-time market, including baseload coal, peaking gas, and hydro units
- Uncover arbitrage opportunities and execute trades to capitalize on such opportunities
- Enter and schedule deals in accounting system
- Track profit and loss
- Create and maintain all spreadsheets relevant to power trading operations from generation management to counterparty billing
- Foster relationships with counterparties to push forward trading contracts
- Cover SERC day ahead trading operations when required

#### Power Research Analyst, Industrial Information Resources, February 2003 to April 2003

- Researched power producing facilities in all FERC regions and the IMO
- Obtained facility information including run-times, maintenance cycles, output, heatrate, and specifications
- Contributed information to power producing facilities database
- Communicated pertinent outage information to clients

#### Real Time Trader, Dynegy Marketing and Trade, September 2000 to June 2002

- Traded power in all regions of the Eastern Interconnect
- Purchased transmission
- Dispatched power generation in the real time market, including baseload coal and peaking gas units
- Uncovered arbitrage opportunities and executed trades to capitalize on such opportunities
- Entered and scheduled deals in accounting system
- Tracked profit and loss
- Confirmed next-day, prescheduled power trades
- Organized and distributed indices to publication companies

#### Construction Assistant, Emerald Homes, December 1998 to September 2000

- Final construction and maintenance preparations for closing
- Light carpentry
- Installed fixtures
- Repaired sheetrock, doors, windows, and cabinets
- Managed material

#### Trade Helper, Mundy Maintenance Company, June 1997 to August 1999

- Instrument and electrical apprentice
- Pipe fitter apprentice

### **Capabilities:**

- Extensive experience with OATI energy tagging and most transmission oasis nodes
- Existing relationships with counterparty traders
- Microsoft Office, Excel, AutoCAD, FormZ, 3D Studio Max, Photoshop, PageMaker

**Education:**

The University of Houston

- Graduation December 2003, 3.0 GPA
- B.S. architecture, construction management minor