

**Attachment F: Technical and Managerial Qualifications  
Illinois Alternative Retail Electric Supplier (ARES) License Application  
DTE Energy Supply, Inc. (DTES)**

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Applicant intends to offer firm, full service electric supplies to commercial and industrial end-users in the State, allowing customers to manage their energy prices according to their business needs, and facilitating vibrant competitive markets and choices in Illinois. The Applicant will enter into purchase and sale agreements with its customers for the provision of electric power and related products and services. Applicant believes its experience and presence in the energy markets and the scale and scope of its current operations provide substantial evidence of its ability to reliably and capably operate as a supplier of electric power in Illinois.

DTES is a subsidiary of DTE Energy Trading, Inc. (“DTET”) but maintains its own board of directors and officers. However, DTES will draw from the expertise of a qualified bank of DTET staff to manage the day to day processes for DTES. DTET currently markets and trades gas and electricity throughout the Northeastern, Mid-Atlantic, and Midwestern states and Texas. Established in 1997, DTET is a top-rated power marketer and a leading gas marketer that has also provided full requirements, load following services for Default/Standard Offer Utility Service offerings in both electric and gas and for a number of retail energy providers. Through DTET, Applicant maintains 24-hour operations, has a long history of extensive operations in PJM, and has a professional staff of over 100 qualified and experienced energy professionals. Additionally, Applicant maintains rigorous Risk Management policies and controls that, in addition to the substantial resources and backing of the parent company (DTE Energy Company) assure its long term viability and stability.

**DTET Key Personnel  
DTES Management and Technical Operations**

**Technical Qualifications as per requirements of Part 451.230:**

**Raymond Wieszczyk**

Raymond Wieszczyk currently holds the position of “Director – Asset Operations” at DTE Energy Trading, Inc. (DTE ET). Mr. Wieszczyk’s responsibilities include directing the following groups: Transmission, Scheduling and Operational Accounting. His regional responsibility spans ECAR, MISO, PJM, IESO, NYISO, ISO-NE, MAIN, MAPP, SERC, SPP and ERCOT.

Prior to joining DTE Energy Trading, Inc., Mr. Wieszczyk was employed for 20 years at The Detroit Edison Company. His work responsibilities involved EHV Transmission Lines and Stations, Bulk Power Operations, Utility Rate Case Proceedings, the Purchase/Sale of Power (on a week or longer time frame), the

Revision of Interconnection Agreements, Implementation of Power Sales Tariffs and the Negotiation of Purchase Power Contracts.

Mr. Wieszczyk holds a Bachelor of Science degree in Electrical Engineering from Gannon University and a Masters Degree in Electric Power Engineering from Ohio State University. Mr. Wieszczyk is also a Registered Professional Engineer in the State of Michigan.

**Rose Henderson**

Rose Henderson is a Principle Business Analyst at DTE Energy Trading, Inc. She has 27 years' experience analyzing, managing, coordinating, and developing software, databases, and processes to support gas and power trading, wholesale power systems operations, regional transmission organization interactions, and retail and wholesale energy settlements. Ms. Henderson's experience includes writing business cases for large projects like Michcon Gas Invoice and Accounting via SAP; collecting, evaluating, prioritizing, and managing IT requests/tasks across DTE Energy Trading businesses; and coordinating software and processes for retail programs in MISO and PJM. For several years, Ms. Henderson also managed Consumers Energy's purchased power, non-utility generator, wholesale, and miscellaneous billings and was responsible for reconciliation and billing with approximately 90 counterparties.

**Managerial Qualifications as per requirements of Part 451.240:**

**Steven C. Mabry**

Steven Mabry is President of DTE Energy Supply, Inc. Mr. Mabry is President since May 2005 of DTE Energy Trading, a non-utility subsidiary of DTE Energy Company (NYSE: DTE), a Detroit-based diversified energy company involved in the development and management of energy-related businesses and services nationwide. Mr. Mabry is responsible for overseeing the growth of the subsidiary, which markets and trades electricity and natural gas.

Prior to joining DTE Energy, Inc., Mr. Mabry held various leadership positions, including Chief Commercial Officer at Reliant Energy Europe in the Netherlands. He previously worked for Reliant Energy in Houston where his responsibilities included structure and pricing, as well as natural gas trading. Prior to joining Reliant Energy, Mr. Mabry worked in corporate finance and marketing for Phillips Petroleum.

Mr. Mabry earned a Bachelor of Science degree in physics from Henderson State University in Arkansas and a Master of Business Administration degree from The University of Texas at Austin.

**Kevin G. Watler**

Kevin Watler is the Vice President-Energy Trading at DTE Energy Trading, Inc. He has the responsibility for the procurement, marketing and trading of energy and related services to wholesale and retail bulk energy users in DTE Energy Trading's target markets on the Eastern Interconnection.

Mr. Watler has more than 12 years of industry experience, including nine years' experience in trading and optimization of assets and related exposures. Prior to becoming Vice President of DTE Energy Trading, Mr. Watler served as Director for Gas Trading at DTE Energy Trading, Inc. and Director of Energy Trading for Reliant Energy Europe.

Mr. Watler earned his Bachelor of Science degree in communications from the University of Texas and a Masters of Business Administration degree from the University of Michigan.

**George Deljevic**

George Deljevic is Director of Retail Operations at DTE Energy Trading, Inc. Mr. Deljevic has over 10 years of experience in the retail energy marketing business. As Director at Nordic Energy Marketing in Ann Arbor, MI, Mr. Deljevic oversaw the development and operation of all operating processes and systems, including sales, pricing, forecasting, scheduling, and billing for Nordic. Also, Mr. Deljevic was responsible for managing relationships with major customers and channel partners. As co-founder and vice president at Premier Energy Marketing in Ann Arbor, Mr. Deljevic once again established all operating business processes and systems and oversaw their continual development and improvement. At Integrys Energy Services, he was responsible for the development of a national indirect sales organization, and at Nordic Energy Services, LLC in Chicago, Mr. Deljevic was General Manager – Electric, responsible for developing a retail power marketing business there. He has a B.S. in Chemical Engineering from Wayne State University in Detroit.

**Gregory V. Staton**

Gregory Staton is General Counsel and Assistant Corporate Secretary of DTE Energy Supply, Inc. Mr. Staton is General Counsel for DTE Energy Trading, Inc. He has 11 years' experience in the energy industry, including drafting, negotiation and litigation of retail aggregation agreements under state choice programs; acquisitions and divestitures of generating facilities; and FERC and non-FERC jurisdictional pipeline facilities and standard service offer supply auctions from both the reverse auction bidder and utility sides (including Dominion East Ohio).

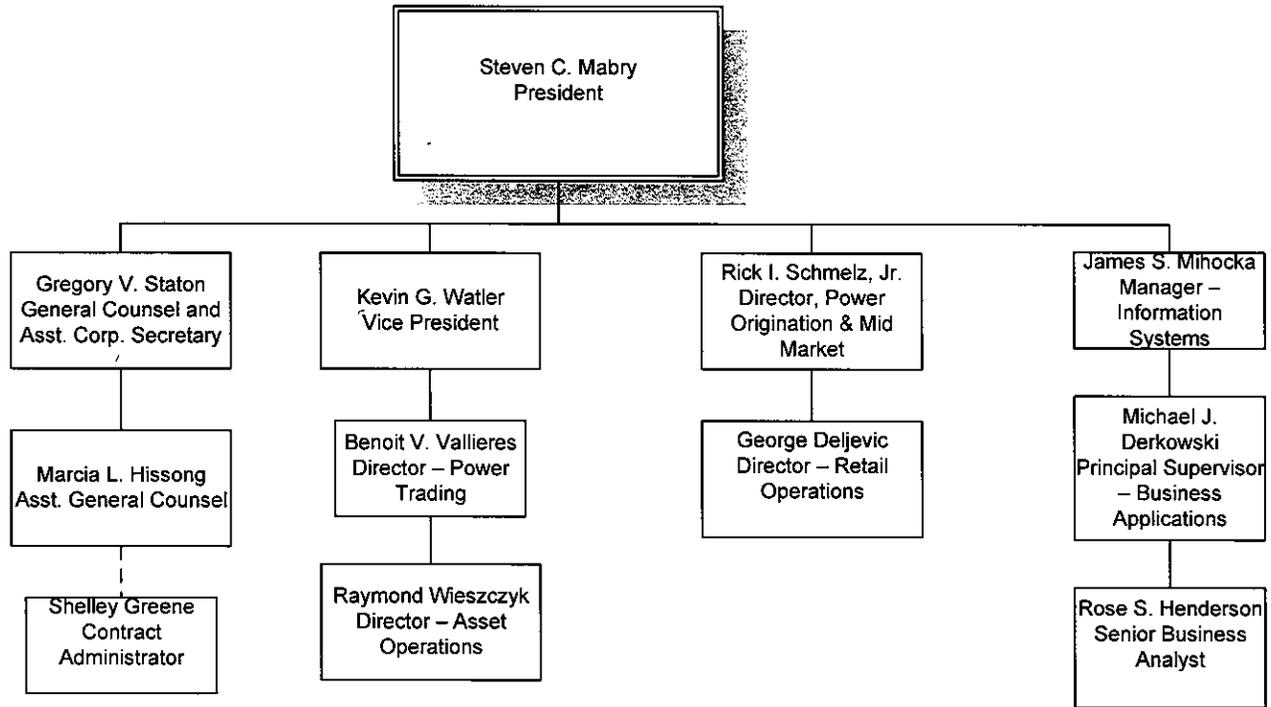
Mr. Staton's prior positions include Counsel for Sierra Pacific Resources, Dominion Resources, Inc., Entergy Wholesale Power Group and the General Electric Company – Power Systems Business.

**Marcia L. Hisson**

Marcia Hisson is Assistant General Counsel at DTE Energy Trading, Inc. Ms. Hisson has 11 years' experience in the energy industry and also 13 years' experience in private and corporate law practice. She has negotiated wholesale energy supply contracts with retail aggregators such as Strategic Energy, Commerce Energy, Constellation, Premier Energy and Nordic Energy; reviewed and drafted utility reverse auctions; state-approved standard offer supply auctions; and has drafted and negotiated retail customer energy supply and supporting agreements. Ms. Hisson has a Bachelor's degree in History with honors from Tufts University and a law degree from Wayne State University.

# DTE Energy Trading, Inc. (DTEET)

Key Personnel Working in Support of DTE Energy Supply, Inc. (DTES)



## DTE Energy Supply, Inc.

Yellow indicates key DTEET personnel utilized in fulfilling DTES.

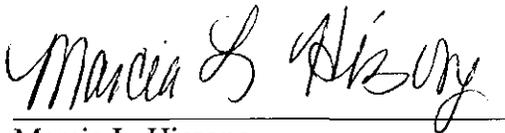
\*\*All DTE Energy Trading, Inc. key employees that provide services as agents and contractors for DTE Energy Supply, Inc., shall fulfill their required roles and fully comply with all requirements set forth in this amended Application and those under current and amended Illinois laws, regulations, codes and orders.

DTE Energy Supply, Inc. Amended ARES Application

**CORRECTION/EXPLANATION OF TECHNICAL & MANAGERIAL  
AGENTS & CONTRACTORS ON APPLICANT'S BEHALF**

March 11, 2010

Pursuant to 83 Illinois Adm. Code Sections 451.230 & 451.240, Applicant hereby states that it is relying on Technical and Managerial Agents and Contractors from its Parent company, DTE Energy Trading, Inc., that wholly-owns Applicant. DTE Energy Trading, Inc. agrees to provide services to Applicant as an ARES, and such services are being provided under the Service Agreement between [*Parent*] DTE Energy Trading, Inc. and [*wholly-owned Subsidiary*] DTE Energy Supply, Inc. A fully executed copy of such Service Agreement is attached hereto.



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Marcia L. Hissong  
Counsel

**SERVICES AGREEMENT BETWEEN DTE ENERGY TRADING, INC.  
AND DTE ENERGY SUPPLY, INC.**

This Services Agreement is entered into between DTE Energy Trading, Inc. ("DTEET") and its wholly-owned subsidiary, DTE Energy Supply, Inc. ("Energy Supply"), effective January 1, 2010 (the "Services Agreement").

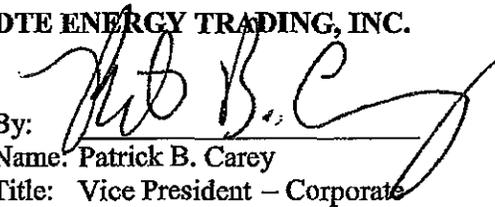
WHEREAS, Energy Supply has requested DTEET to provide certain services to Energy Supply, which consist of: technical and IT services regarding transmission, scheduling, and operations; portfolio management; risk management; legal and contract administration services; marketing and sales services; customer service; including answering a 24-hour customer service hotline; billing, accounting and finance services; general management services; meteorology services, and transaction-related services (the latter to include, when requested by Energy Supply, advice on strategies and opportunities to enhance the value of Energy Supplies portfolio in the market and to manage and mitigate associated market risk); and other related services (individually and collectively, the "Services"), subject to the terms and conditions set forth herein; and

WHEREAS, DTEET desires to provide the Services to Energy Supply.

NOW THEREFORE, for the consideration set forth herein, and other good and valuable consideration, the receipt and adequacy of which are hereby acknowledged, DTEET and Energy Supply agree as follows:

1. DTEET shall provide Energy Supply its required Services and Energy Supply shall pay for such Services.
2. DTEET shall allocate costs attributable to the Services as such Services are needed.
3. This Services Agreement shall be effective from January 1, 2010 to December 31, 2010 and automatically continue month to month thereafter until terminated by either party on thirty (30) days written notice to the other party.

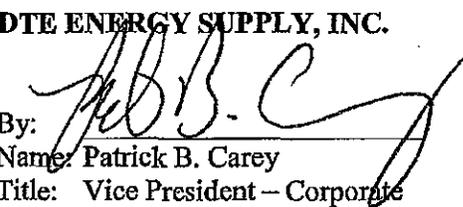
**DTE ENERGY TRADING, INC.**

By: 

Name: Patrick B. Carey

Title: Vice President – Corporate  
Services

**DTE ENERGY SUPPLY, INC.**

By: 

Name: Patrick B. Carey

Title: Vice President – Corporate  
Services