

## **ATTACHMENT 2**

### **SECTION 454.70; TECHNICAL LICENSING REQUIREMENTS**

#### **Jeffrey Bukantz, President**

- President of FEM since inception in 2007; responsible for finances, contracts, supplier relations, communication, internal affairs
- Executive VP at J B Hanauer & Co, a municipal bond firm, from 1995-1997
- Group Leader for sales at JBH from 1991-1997, responsible for managing eight registered reps
- Board of Directors, JBH, 1991-1996

#### **Joseph Drabik, VP Energy Solutions**

- Joe has spent 30 years with Niagara Grid – NY, a large upstate New York regulated electric and gas utility. He held leadership positions in both field operations, as well as consumer services functions. Joe was responsible for 40% of Grid's overall revenues by managing a staff of eight departments with 300 members. Over the last eight years, he has crossed over to the unregulated side of the energy services business. Joe grew the commodity sales volumes for Integrys Energy Services, Inc by managing over 40 companies working as indirect sales agents. His field experience allows him to structure financially sound solutions that meet his client's risk tolerance. Joe holds a Bachelor's Degree in Electrical Engineering from the University of Buffalo.

## **Tom Applegate, VP, Business Development**

- Tom has specialized in the deregulation area of the energy industry since 1993. Among the national accounts Tom has managed are Sprint Communications, CRX Railroad, Circuit City, U-Haul, Claire's Boutique, PetSmart, ExecuStay by Marriott and Ann Taylor. He managed a staff which has enrolled over 16,000 businesses in various electric and gas programs nationwide. Tom is an expert in the energy market and has strong ties and long-lasting relationships with many of the suppliers. In addition, he has access to pricing managers with suppliers nationwide and as such is able to deal with them directly and negotiate for the best possible pricing for his clients. He is also certified in Power Factor Correction Filter technology.

## **Laura Edwards, VP Sales**

- 1999-2005 VP, Sales & Marketing, National Computer Association  
Managed 14 sales reps and responsible for all marketing aspects of business as well as acting as trade show coordinator for a national membership based organization comprised of 15,000 computer value added resellers and over 120 companies the resellers went to for products. Main revenue responsibility was marketing to the companies who targeted the computer value added resellers such as IBM, FedEx, UPS, Sprint, Earthlink, Black Box, CNet, etc., securing over a 2 million dollars in revenue each year.
- 2005-2007 Co-Founder, VP and Owner, TaxiCard USA  
Responsible for everyday operations, sales and marketing and business development for start-up company which developed a prepaid Taxi card designed to stop people driving while intoxicated.