

ATTACHMENT A

**Compliance with Section 454.60 Managerial Licensing Requirements**

- a) An applicant shall be deemed to possess sufficient managerial capabilities to provide agency, brokering or consulting services if the applicant can demonstrate that it has had at least one year of management experience with a business enterprise.

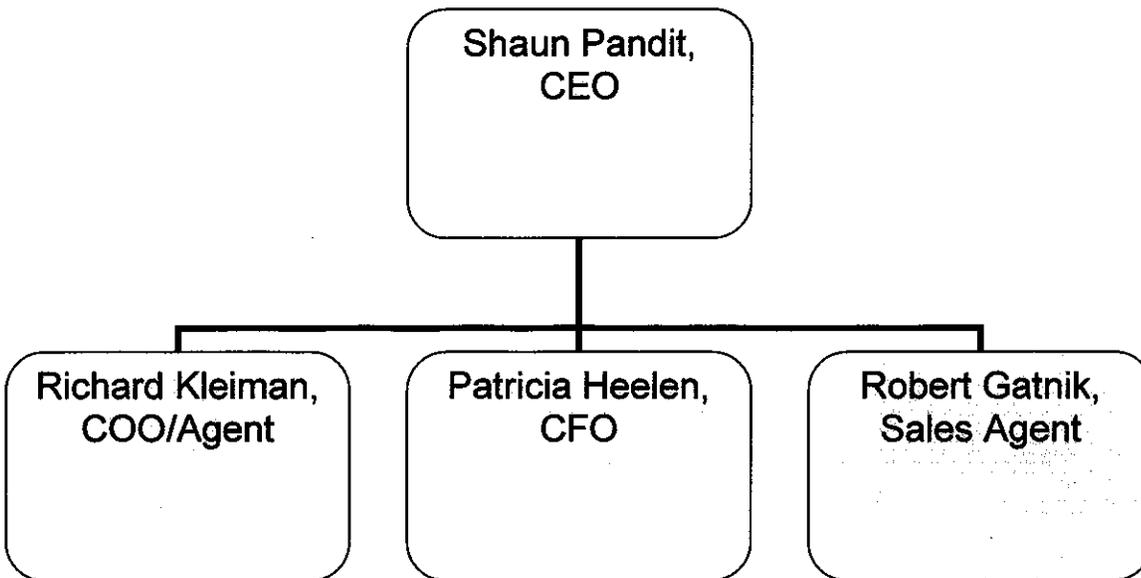
**See attached resume for Shaun Pandit, CEO**

- b) The applicant shall include in its application an exhibit containing occupational background information on the persons who are being used to satisfy the requirements of this Section.

**See attached resume for Shaun Pandit, CEO**

- c) The applicant shall include in its application an exhibit containing a corporate organizational chart and indicating the position of persons indicated in subsection (a) of this Section.

**Corporate Organization Chart**



SHAUN PANDIT  
CEO/Director  
(617) 872-2384  
shaunpandit@earlybirdpower.com

**Shaun Pandit** lives in Milton, Massachusetts, with his family and has a degree in Economics from Boston College and earned a Master's of Finance from Loyola Chicago Business School. Shaun is an energy expert with over 13 years of experience at senior levels with utilities, having jumped from the commodity markets to electricity in 1997, at the advent of deregulated markets. He has served as Director of Origination and Structuring for AES New Energy (subsequently purchased by Constellation Energy) helping build the largest competitive supplier in the country. He also served as Risk Manager for TransCanada Power Marketing managing the power and gas exposures of 5000 MWs of generation assets and the portfolio of industrial and commercial entities we contracted power to. Shaun was most recently V.P. of Trading and Marketing for International Power, he was responsible for directing and initiating strategies on hedging, emissions, and fuel procurement for the North American fleet of existing generation facilities, and contributing to due diligence on new generation.

Shaun is a member of the Milton Wind Advisory Committee, and "Protect our Winters" nonprofit initiating a Solar for Schools program.

Shaun uses his broad understanding of, and experience in, the electricity and natural gas markets to bring provide strategic options for companies to procure power at the most competitive rate, develop renewable generation when an opportunity exists, and look for ways to increase efficiency and low over all power costs to a company.

**EXPERIENCE:**

**EARLYBIRD POWER, Milton MA**

**2009-Present**

**CEO/Director**

- Owns and operates certified broker of electricity and natural gas to commercial, municipal and institutional clients nationwide.
- Registered in states where energy supply is deregulated.
- Licensed with the major energy suppliers across the country.

**INTERNATIONAL POWER AMERICA, Marlborough MA**

**2007-2009**

**Vice President, Trading and Marketing**

- Optimized International Power's 6000 MW's of generation assets directed 20 member team.
- Executed gas, power, emissions, and coal trades in forwards, options and basis markets in Texas-(ERCOT), New England-( NEPOOL), and Midwest-(PJM, MISO) regions.

- Built relationships and executed agreements with financial counterparties, LSE's, and municipals
- Structured and initiated long term hedges to finance new acquisitions
- Member of management team responsible for growth strategy, forecasts, and personnel development

**TRANSCANADA POWER MARKETING, Westborough MA**

**2003-2007**

**Manager, Risk Management**

- Enabled opportunities within TransCanada's extensive asset positions while managing credit and market exposure, instrumental in growing TransCanada's retail business.
- Developed and implemented appropriate risk management policies and practices in coordination with Counterparty Risk, Accounting, Finance, and Trading and Origination for the Boston and Ontario offices for wholesale and retail transactions.
- Developed weekly exposure reporting to provide transparency of the portfolio. Performed due diligence on new acquisitions, including the successful acquisition of GTN California natural gas pipeline, and commercial and industrial origination activities.
- Member of Marketing Strategy Board for Bruce Nuclear Power responsible for marketing and fuel procurement strategies and long term hedging.

**AES NEW ENERGY, Boston, MA**

**2001-2003**

**Director of Origination and Structuring**

- Analyze portfolio of assets and retail obligations and structure and implement trades that decrease risk and create profitable trading opportunities.
- Originated agreements with paper mills; Pope and Talbot, Rosewood and Weyerhaeuser in Oregon and Washington.
- Optimize AES Corp's 40,000 MWs of generation assets by originating and structuring non-standard energy products and options with industrial, retail and wholesale entities.
- Selected to four member due diligence team, successfully acquiring Wolf Hollow natural gas plant in Texas.

**CITIZENS LEHMAN POWER, Boston, MA**

**2000-2001**

**Asset Optimizer, Structured Products Trader**

- Marketed and initiated profitable multi-year energy, capacity and option contracts with utilities, industrials, municipals, IPP's and marketers.
- Priced evaluated and analyzed profitability of development opportunities and long term structured deals and implemented trading and hedging strategies.
- Increased value of 23,500 MWS of assets extracting option value and creating arbitrage opportunities by acquiring strategic transmission, FTR'S and TCC'S and initiating short and long term trades.

**PACIFICORP POWER MARKETING, Portland, OR**

**1996-2000**

**Trading Manager 1996-2000**

Form for ABC Applicants

- Grew PacifiCorp's unregulated division through strategic transmission and storage acquisitions, and counterparties and profits grew ten-fold.
- Managed six traders and collaborated with business development, generating significant profits.
- Built a trading platform for WSCC market, and a marketing infrastructure to market and finance PPM's wind projects.
- Member of development team for Enterprise Wind and executed the sale of Enterprise Wind Development project to BPA.
- Developed and executed a forward marketing plan for Klamath Falls Hydro.

**CHASE MANHATTAN, New York, NY**

**1993-1996**

Capital Markets Officer

- Interbank foreign exchange market maker through direct dealing and brokered markets in major currencies.
- Became a dominant market maker of exotic currencies by generating hedge ratios to price illiquid minor currencies with major currencies

**TIMBER HILL, Chicago Mercantile Exchange**

**1988-1993**

Trader

- Market-maker in currency and financial futures and options trading pits to take advantage of arbitrage opportunities
- Supervised and trained assistants
- Relayed market information and order activity from futures and options trading pits to clients

**EDUCATION:**

**LOYOLA UNIVERSITY CHICAGO, Chicago, IL**  
**Master of Business Administration-Finance**

**1993**

**BOSTON COLLEGE, Chestnut Hill, MA**  
**Bachelor of Arts-Economics**

**1988**