

## Attachment 5

Viridian Energy PA, LLC meets the Technical Qualifications set forth in Part 451.330(b), as evidenced by the experience of its leadership team. This team includes:

- Michael Fallquist, CEO, who has experience which satisfies the following two requirements:
  - 1) Four years experience buying and selling power and energy in wholesale markets
  - 2) One year of scheduling experience working for an entity that is a member of PJM.

<b>Qualifications of Michael Fallquist</b>				
<b>Company</b>	<b>Title</b>	<b>Dates</b>	<b>Job Description</b>	<b>Satisfies Requirement:</b>
Macquarie Bank Limited	Senior Manager, Energy Markets Division	Jan 2006-Mar 2008 (2 years, 3 Months)	Traded natural gas and coal; responsible for evaluating and bidding on natural gas storage assets	1
Commerce Energy, Inc.	COO	Mar 2008-Jan 2009 (10 months)	1) Responsible for the day-to-day business operations of a publicly listed retail natural gas and electricity provider with more than 150,000 customers across 10 states and 24 local markets, including energy procurement activities. 2) Direct management responsibility for more than 250 FTEs across 4 offices including	1,2

			functional management of sales & marketing, energy supply, pricing, operations, human resources, customer care and quality assurance	
Viridian Energy	CEO	Mar 2009-present (2 year, 1 month)	Oversees wholesale power procurement and hedging for the Load Serving Entity, including real time, day ahead and prompt month physical and financial markets	1, 2
<b>TOTAL EXPERIENCE:</b>		<b>5 years, 2 months</b>		

- Roop Bhullar, CFO, who has experience which satisfies the following two requirements:
  - 1) Four years experience buying and selling power and energy in wholesale markets
  - 2) One year of scheduling experience working for an entity that is a member of PJM.

<b>Qualifications of Roop Bhullar</b>				
<b>Company</b>	<b>Title</b>	<b>Dates</b>	<b>Job Description</b>	<b>Satisfies Requirement:</b>
King Country Energy	Financial Controller	Oct 2003-Aug 2006 (2 years, 8 Months)	Managed wholesale electricity procurement and physical and financial hedging for energy retail company	1
Commerce Energy, Inc.	Director, Finance	Aug 2008-Mar 2010 (1 year, 7 months)	Managed credit and collateral requirements for wholesale electricity and gas counterparties and ISOs/RTOs to support wholesale procurement strategy for energy retail company	1,2
Viridian Energy	CFO	Mar 2010-present (1 year, 1 month)	Co-manages wholesale power procurement and hedging for the Load Serving Entity, including real time, day ahead and prompt month physical and financial markets	1, 2
<b>TOTAL EXPERIENCE:</b>		<b>5 years, 4 months</b>		

- Rafi Jacobs, Director of Business Development, who has experience which satisfies the following two requirements:
  - 1) Four years experience buying and selling power and energy in wholesale markets
  - 2) One year of scheduling experience working for an entity that is a member of PJM.

<b>Qualifications of Rafi Jacobs</b>				
<b>Company</b>	<b>Title</b>	<b>Dates</b>	<b>Job Description</b>	<b>Satisfies Requirement:</b>
The New York Mercantile Exchange	Trade Analyst	May 2004-Jan 2005 (9 Months)	Cleared all natural gas (Henry Hub) and power (PJM) trades of Man Financial Group USA, Inc.	1
Towers Watson	Associate, Energy Risk Management Group	June 2007- Feb 2010 (2 yrs, 8 months)	Advised on, and executed all hedged transactions of specific Mid-Atlantic and Mid-West wind power farms	1,2
Viridian Energy	Director of Business Development	Feb 2010-present (1 year, 2 months)	Co-manages wholesale power procurement and hedging for the Load Serving Entity, including real time, day ahead and prompt month physical and financial markets	1, 2
<b>TOTAL EXPERIENCE:</b>		<b>4 years, 7 months</b>		

- Gary Zielanski, Manager, Power Procurement, who has experience which satisfies the following requirement:
  - 1) Four years experience buying and selling power and energy in wholesale markets

<b>Qualifications of Gary Zielanski</b>				
<b>Company</b>	<b>Title</b>	<b>Dates</b>	<b>Job Description</b>	<b>Satisfies Requirement:</b>
The United Illuminating Company	Director, Power Marketing	Sep 1989 – Aug 2000 (11 years)	1) Traded power; responsible for 2,000 MW generation portfolio and power book. 2) Developed and maintained power and fuel forward curves 3) Coordinated operations, bidding and scheduling of generation plants	1
Independent System Operator – New England (ISO-NE)	Manager, Settlements Project Group	May 2003 - Apr 2006 (3 years)	1) Oversaw the day-to-day market settlement of over 250 Participant accounts 2) Responsible for facilitating financial settlement for all power transactions and physical trades for power marketing companies portfolios	1
Viridian Energy	Power Supply Manager	Jan 2011 - present (3 months)	Executes wholesale power procurement and hedging for the Load Serving Entity, including real time, day ahead and prompt month physical and	1

			financial markets	
<b>TOTAL EXPERIENCE:</b>		<b>14 years, 3 months</b>		

Per Subsection 451.330(c), Viridian Energy agrees to maintain the following phone number, fax number, and address where it can be reached at all times:

Phone: 949-330-9685  
 Fax: 203-413-4434  
 Address: 64 North Main Street  
 Norwalk, CT 06854

Michael Fallquist  
[MFallquist@viridian.com](mailto:MFallquist@viridian.com)

Michael Fallquist is the Founder and Chief Executive Officer of Viridian Energy. Prior to founding Viridian Energy, Mr. Fallquist was the Chief Operating Officer of Commerce Energy where he was responsible for the day-to-day business operations which included sales & marketing, pricing, energy procurement, operations and human resources. In this capacity, Mr. Fallquist was responsible for the EDI and billing processes for more than 150,000 customers across 10 different states and 24 market areas.

Prior to his role at Commerce Energy, Mr. Fallquist spent more than 3 years working for the Commodity Markets Division of Macquarie Bank in trading, structuring and marketing roles related to the electricity, natural gas and coal wholesale markets. In this capacity, Mr. Fallquist developed a detailed understanding of market structures, commodity risk and bi-lateral purchase contracts.

Rafi Jacobs  
[RJacobs@viridian.com](mailto:RJacobs@viridian.com)

Rafi Jacobs is the Director of Business Development at Viridian Energy. Prior to joining Viridian, Mr. Jacobs worked in the Energy Risk Management division at Towers Watson, Inc as the Head of the Energy Consulting Group. In this capacity, he worked with both traditional and renewable energy clients in valuing and managing their commodity acquisitions and portfolios, and advised several major multinational utilities on enterprise risk management. Additionally, Mr. Jacobs has served as Special Advisor on the risk management committee for Copano Energy, a Gulf Coast natural gas producer and supplier.

Mr. Jacobs has also worked as a trade analyst for Man Financial Group at the New York Mercantile Exchange (NYMEX), and as a research analyst at Cerberus Capital Management. Mr. Jacobs holds a B.S. in Accounting and Finance from Yeshiva University, and is currently a level II candidate in the Chartered Financial Analyst program.

Roop S. Bhullar  
[RBhullar@viridian.com](mailto:RBhullar@viridian.com)

Roop S. Bhullar is the Chief Financial Officer of Viridian Energy. Prior to joining Viridian, Mr. Bhullar was the Finance Director of Commerce Energy, a publicly traded retail energy provider, where he was responsible for the companies accounting, treasury and financial planning, in addition to various analytical functions. Prior to Commerce Energy, Mr. Bhullar worked as the Financial Controller of King Country Energy, a publicly traded electric supplier, and as a Manager in the Tax Consulting group of Deloitte. He holds a Bachelor of Management Studies and a Bachelor of Law from the University of Waikato in New Zealand, and an MBA from the UCLA Anderson School of Management.

Gary Zielanski  
[gzielanski@viridian.com](mailto:gzielanski@viridian.com)

Gary J Zielanski is the Power Supply Manager at Viridian Energy. Prior to joining Viridian, Gary was the Manager of Northeast Business Development of EnerNOC Inc., a demand response and energy efficiency provider, where he was responsible for structuring transactions with end user energy customers in the retail markets. Prior to EnerNOC Inc, Gary worked as the Manager of the Settlements Projects Group for ISO New England (ISO-NE), acting as Settlement Manager to oversee daily financial market settlements of over 250 Participant accounts.

Gary also has worked at United Illuminating Co, an electric utility, as the Director of Power Marketing. In this role he was responsible for 2,000 MW generation portfolio and power book. He holds a Bachelors of Science in Electrical Engineering from Fairfield University, Fairfield, CT.

**Michael J. Fallquist**  
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**VIRIDIAN ENERGY**  
2009 – present *Founder & Chief Executive Officer*

Norwalk, CT

**COMMERCE ENERGY, INC. (AMEX: EGR)**  
2008 – 2009 *Chief Operating Officer*

Orange County, CA

- o Recruited in early 2008 as part of an executive management team tasked with turning around a business with few controls, significant bad debt exposure, declining customer margins and high operating costs
- o Successfully restructured business in the most difficult credit and financial markets in many decades by securing \$23 million in subordinated financing in August 2008, divesting multiple underperforming assets, implementing operating controls and expense reductions, and closing a transaction with Universal Energy Group to acquire the remaining assets of the business
- o Provided a positive result for EGR shareholders and maintained employment for 30+ FTEs in California. This result is a significant success considering that prior management had run a public auction process with RBC Capital Markets to sell the company in 2007-08 but received no bids given the considerable operational and financial issues that existed at that time
- o Offered a position by Universal Energy Group to manage remaining US business as Senior Vice President, Commerce Energy

Operating Responsibilities

- o Responsible for the day-to-day business operations of a publicly listed retail natural gas and electricity provider with more than 150,000 customers across 10 states and 24 local markets
- o Direct management responsibility for more than 250 FTEs across 4 offices including functional management of sales & marketing, energy supply, pricing, operations, human resources, customer care and quality assurance

Experience Summary

- o Planned and implemented a successful company-wide restructuring which resulted in an 81 person reduction in force and annual expense savings of nearly \$11 million. Changes implemented include:
  - o Rationalize headcount: Saved \$7.4 million by reducing headcount by 81 FTEs, replacing consultants with FTEs and closing two offices (Boston, Houston)
  - o Implemented process improvements: Saved \$1.5 million by redesigning call center processes, moving 1<sup>st</sup> party collections in house and implementing legal processes to reduced dependency on external counsel
  - o Instituted operating controls: Saved \$1.1 million by implementing controls over travel & entertainment, dues & subscriptions, office expenses, insurance policies and telephones
  - o Renegotiated key contracts: \$0.7 million by renegotiating key IT, regulatory, and facilities contracts
- o Sold the ERCOT (Power) customer book to Ambit Energy, LP for nearly \$15 million in September 2008. Responsible for the entire deal life cycle including identifying a broker, leading preliminary discussions with the potential buyers, managing the due diligence process, dealing with the Public Utility Commission of Texas, negotiating commercial terms of the transaction and finalizing the asset purchase and transition services agreements
- o Raised subordinated debt facility in August 2008 to survive seasonal cash flow shortfall which was the result of significant exposure in electric markets (ERCOT, PJM, CAISO),

- regulatory requirements to purchase natural gas inventory for fixed price contracts, pre-payments from concerned suppliers and the 45 day lag between payables and receivables. Primary responsibility for discussions with potential debt providers and due diligence
- o Identified an opportunity to offshore the call center operations (customer care, quality assurance, and inside sales) to the Philippines which would result in improved service levels and reduced costs of approx. \$6.5 million per annum. Completed an RFP process with 9 potential BPO providers and visited potential sites in the Manila, Philippines and Bangalore, India. Implementation project is underway and is expected to be completed in Spring 2009
  - o Presented business case to a FERC Settlement Judge in Washington, DC resulting in \$6 million reduction in legal exposure related to EGR's participation in the California energy crisis. Devised a strategy with legal counsel to reposition EGR as an entity that was negatively impacted by the energy crisis when considering customer attrition due to credit constraints and other fixed price sales obligations
  - o Reduced bad debt exposure by more than \$2 million by implementing bad debt collection processes that were tailored to the specific market rules

**MACQUARIE BANK LIMITED**

**Los Angeles, CA**

2004 – 2008 *Senior Manager, Energy Markets Division (Hired as Manager)*

- o Led the purchase of 437,500 tons of low sulphur Illinois Basin coal and marketed the coal to industrial consumers in the Midwest. Responsible for the coal marketing, contract negotiations, counterparty credit review, and logistical support for the delivery of the physical coal. Realized profit of approx. \$1.25 million on an \$8.75 million investment within a 6 month timeframe.
- o Managed the deal teams evaluating several natural gas storage assets in North America which included responsibility for development of the economic model, review of all ISS / FSS third-party contracts, negotiation of the Purchase and Sale Agreement with the seller, liaising with engineering and environmental consultants, and evaluation of trading opportunities (eg hub services).
  - o 34 billion cubic foot, multi cycle natural gas storage facility in Northern California (Bid / runner up)
  - o 48 billion cubic foot, single cycle natural gas storage facility in British Columbia, Canada (did not bid due to significant difference in valuation with seller)
  - o 12 billion cubic foot, multi cycle natural gas storage facility in Mississippi (Bid / runner up)
- o Led the due diligence effort on a \$10 million equity investment in a longwall coal mine in Illinois which included responsibility for development of the economic model, negotiation with the equity partners, solicitation of senior / subordinated debt providers, analysis conducted by engineering consultants and discussion with United Mine Workers of America about renegotiation of the existing union contract
- o Developed a strategy to pursue natural gas production, gathering, processing, and storage assets west of the Rockies. The strategy process includes development of a prioritization matrix that will identify which assets offer the greatest value, synergies with the existing business and other assets, and availability for purchase

*Natural Gas Trader, Energy Markets Division*

- o Junior member of a two person team responsible for the NYMEX Natural Gas Futures and Options trading book which generated more than \$3 million in profits in 2006
- o 40% of profits derived from proprietary trading and 60% of profits derived from risk management of physical natural gas positions and client trades

*Consultant, Strategy Unit*

**Sydney, Australia**

- o Part of a four person team that was responsible for advising the CEO and Executive Committee on bank-wide strategic issues
- o Led a cross-functional team to evaluate and consider alternatives to MBL's status as an Australian licensed bank. This recommendation was ultimately accepted by the Board of Directors leading to the formation of the Macquarie Group

- o Conducted due diligence on significant transactions and new products prior to submission to Executive Committee for final approval
- o Selected by the Head of Strategy to serve as the Secretary to the MBL Executive Committee which included participation in weekly meetings, ad hoc analysis for Committee members and involvement in MBL's most sensitive issues

**DELOITTE CONSULTING**

**New York, NY**

*Summer 2003 Senior Consultant, Strategy & Operations (Internship)*

**TOWERS PERRIN**

**Los Angeles, CA**

*1999-2002 Senior Associate, Strategy & Organization (Hired as Associate)*

- o Analyzed the viability of the benefits delivery strategy for the Hong Kong government and recommended a cost-effective plan for sustainability. Spent several months in Hong Kong interviewing key stakeholders, visiting medical / dental facilities and meeting with potential alternative providers
- o Participated in the development of the executive compensation structure for a \$1.5 billion private equity-backed fiber optics manufacturer headquartered in Japan. Travelled to Tokyo to meet with senior executives and completed benchmarking analysis
- o Optimised the rewards portfolio for a biotechnology firm and developed a strategy to increase retention by 10.1% and reduce cost by \$10 million. Created an employee survey using conjoint analysis methodology to determine which aspects of employee benefits had the most value and recommended a change in benefits strategy
- o Promoted once during a three year period with Towers Perrin. Towers Perrin offered to pay for business school tuition in exchange for agreement to return after graduation

**EDUCATION**

**CORNELL UNIVERSITY**

**Ithaca, NY**

Johnson Graduate School of Management

*Master of Business Administration, May 2004*

**COLGATE UNIVERSITY**

**Hamilton, NY**

*Bachelor of Arts, May 1999*

Concentration: Economics

**PERSONAL**

- o Elected President of the Johnson School Consulting Club for 2003-04
- o Competed in NCAA Division I Rowing (NY State, Champion 1996)
- o Served as President for Junior and Senior seasons of Colgate Men's Rowing Team
- o Avid golfer
- o Enjoy world travel

# ROOP S. BHULLAR

(310) 876-9821

roop.bhullar@yahoo.com

## EXPERIENCE

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### COMMERCE ENERGY

*Director, Finance*

Costa Mesa, CA  
August 2008 – present

- Headed finance, accounting, energy accounting and risk functions of the \$460M electricity and natural gas retailing business and supervised a staff of eight.
- Overall responsibility for full-cycle monthly accounting and quarterly earnings process, audit, taxation, financial planning & analysis, treasury, risk management and counterparty credit/collateral requirements.
- Chosen to lead the comprehensive post-acquisition transition of accounting systems, personnel and operations following Commerce Energy's acquisition by Universal Energy.
- Coordinated financial and accounting due diligence and financial input to negotiations for a 5 year \$40M structured finance deal entailing an exclusive supplier agreement with Shell North America for physical and financial energy requirements, ancillary services, a revolver and collateral support.
- Financial analytical support to the Senior Executive Team on strategic issues including due diligence with potential lenders and acquirers, negotiations with existing primary and subordinated lenders on amendments to loan agreements, debt refinancing and restructuring and the eventual consensual debt foreclosure and \$26M sale of the business to Universal Energy.
- Managed treasury function including daily cash management, day-to-day bank relationships, loan covenant compliance monitoring and bank reporting for \$50M asset based lending facility and \$30M subordinated notes and revolver.
- Developed and maintained the company's liquidity model which analyzed all aspects of the cash conversion cycle to forecast cash and credit requirements and compliance with all borrowing base covenants on a daily basis.

### HSBC CARD SERVICES

*Financial Strategies & Analysis Intern*

Salinas, CA  
June 2007 – August 2007

- Performed in-depth evaluation of the performance and penetration of HSBC's \$600M suite of credit protection, identity protection and credit monitoring products by portfolio and by marketing channel. Presented findings to Senior Management in Marketing Department for use in channel selection, resource allocation and offer priority decisions.
- Identified, analyzed and forecasted the key value drivers behind these products and developed a financial model to calculate the present value per enrolment of products marketed through various prime, near prime and sub-prime card portfolios, and through various outbound and inbound marketing channels.

### KING COUNTRY ENERGY

*Finance Manager / Controller*

Taumarunui, New Zealand  
October 2003 – August 2006

- Led the finance team consisting of six staff, reported to the CEO and was a key member of the Senior Executive Team.
- Instrumental in a diverse range of decision-making and governance functions spanning all areas of the \$75M publicly listed energy business including strategy, sales/marketing, customer services, electric generation operations, commodity hedging and risk management, IT and human resources.
- As Corporate Secretary, interacted on a continuous basis with Chairman and Board of Directors, including attending and presenting financial results to monthly board meetings, finance & audit committee meetings and annual shareholder meetings.
- Reengineered and streamlined internal financial reporting processes and up-skilled staff to improve team performance, including expediting year-end accounts and audit process by one month and monthly accounts process by over 20 days.

- Initiated and conducted strategic review of retail electricity tariff structure, including detailed segmental profitability analysis. Presented recommendations to Board and implemented these, improving retail profitability by 15%.
- Oversaw Company risk management practices and \$29M electricity hedge book, including monitoring, forecasting and reporting spot market and electricity swaps exposures and requirements.
- Headed cross-functional team initiative to improve debt recovery. Achieved 22% improvement, taking debt recoveries to highest in the industry – evidenced by independent benchmarking exercise.
- Designed and presented to the Board in-depth overhead benchmarking model, which gave new and useful insights into cost competitiveness and allowed targeted improvements.

## **DELOITTE**

*Tax Manager, Senior Tax Consultant, Tax Consultant*

Auckland, New Zealand  
February 1998 – September 2003

- Managed ledger of over 50 multi-national, national and middle-market corporate clients with annual fees of \$2M and supervised team of seven, including performance evaluation, training and mentoring.
- Headed specialist Mergers & Acquisitions / Transaction Services team, interfaced with Corporate Finance division, provided due diligence and tax advice in relation to mergers, acquisitions, international tax planning, inbound and outbound deal structuring and execution.
- Received nation-wide award for highest individual 'Client Service Matrix' sales in 2002 and led team to winning team award. Became nation-wide specialist in selling Depreciation Maximization products, due to success at selling these products.
- Received merit based two year 'fast-track' promotions to Senior Consultant and then Manager.

## **EDUCATION**

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### **UCLA ANDERSON SCHOOL OF MANAGEMENT**

*M.B.A., Finance & Strategy*

*GPA 3.9/4.0*

Los Angeles, CA  
October 2006 - June 2008

- *Academic honors & leadership:* Dean's Scholar (top 10% of class), Dean's List, Exceptional International Student Fellowship (\$15,000 merit-based scholarship), Graduate Teaching Assistant (Business Strategy & Marketing Management), Director - South Asian Business Association

### **UNIVERSITY OF WAIKATO**

*Bachelor of Management Studies, (B.M.S. Hon), Accounting*

*GPA 8.1/9.0*

Hamilton, New Zealand  
March 1993 - December 1997

*Bachelor of Laws, (LLB), Commercial/Corporate Law*

*GPA 7.4/9.0*

- *Academic honors:* Graduated with First Class Honors (highest rank) and prizes for highest marks in the University in Advanced Taxation, Constitutional Law, Administrative Law, Introduction to Accounting & Finance

## **ADDITIONAL**

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- *Professional memberships:* Chartered Accountant (CPA equivalent); Member of New Zealand Institute of Chartered Accountants (NZICA), 2001  
  
Admitted to the bar as Barrister & Solicitor of New Zealand High Court, 1998
- *Languages:* Punjabi, Hindi (basic conversational)

Raphael Jacobs  
280 Riverside Drive 7f New York, NY 10025  
jacobs.rafi@gmail.com  
(347) 306-1921

## PROFESSIONAL EXPERIENCE

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**Viridian Energy**  
*Director of Business Development*

Norwalk, CT  
February 2010- Present

**Towers Perrin, Inc (NYSE:TW)**  
*Associate, Energy Risk Management Group*

New York, NY  
January 2009-February 2010

- Drafted risk management policies and designed hedging strategies for several major Mid-Atlantic energy retailers
  - Project scopes have included financial, credit, and operational risks
- Advised Gazprom USA on alternative shipping, trading and hedging strategies for LNG deployment
- Advised Iberdrola Renewables and other wind/solar power developers and institutional investors on strategies for maximizing their returns on renewable energy projects, including advisory around tax equity monetization
- Performed due diligence on a Northeastern wind developer for a Washington area energy retailer, and advised on acquisition
- Sat on the risk management committee for Copano Energy, a leading midstream Gulf Coast natural gas company
- Assessed fuel hedging performance at Alaska Airlines and other international carriers, and made recommendations for more effective strategy

*Analyst, Energy Risk Management Group*

June 2007- January 2009

- Designed models to value the commodity and derivative portfolios of several S&P 500 industrial and energy companies
- Built long term natural gas and power pricing models
- Performed due diligence for a \$300 million SPAC on the acquisition of a portfolio of Latin American ethanol refining assets

**Cerberus Capital Management, LP**  
*Intern, Office of the CFO*

New York, NY  
Summer 2005

- Conducted internal private equity research on three deals
- Prepared quarterly financial statements from trial balance
- Set up cash reconciliation project for eight month period

**The New York Mercantile Exchange**  
*Trade Analyst, Man Financial Group USA, Inc.*

New York, NY  
May 2004 – January 2005

- Engineered and implemented position valuation models and processes
- Built trader performance measurement system
- Reviewed and confirmed all trades of crude oil, heating oil, unleaded gas, and natural gas of specific brokers with counterparty
- Allocated and broke down trades and transaction of specific brokers to appropriate accounts
- Interacted with clients and counterparties concerning intraday issues and clearing confirmation

## EDUCATION

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**Yeshiva University**  
*Bachelor of Science in Accounting, Sy Syms School of Business*

New York, NY  
May 2007

- GPA: 3.76 / 4.0

## PERSONAL BACKGROUND

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**Certifications & Training:** CFA Institute, Level II Candidate

**Software:** Extensive experience with Microsoft Office Software, Bloomberg; Familiarity with VBA.

**Interests:** Avid skier; Active in competitive ice hockey; Traveled extensively throughout Europe

## Gary J. Zielanski

243 Acorn Drive, Middletown, CT 06457  
Cell: 860.538.2215 Email: gzielanski@gmail.com

Senior Power Origination / Marketing professional with a consistent record of bringing forth highly profitable deals and driving them successfully to closure. Strong strategic and analytical background with generation, retail load, and regulatory issues. Comprehensive (bid to bill) experience working and developing Northeast RTO market rules.

### PROFESSIONAL STRENGTHS:

- ◇ Extensive Northeast Experience
- ◇ Ongoing Origination Success
- ◇ Regularly Exceeds Goals/Targets
- ◇ Well-Known Reputation for Integrity
- ◇ Excellent Interpersonal/Communication Skills
- ◇ Established Network of Industry Contacts
- ◇ Strong Contract/Agreement Negotiations
- ◇ Road Warrior

### PROFESSIONAL EXPERIENCE:

#### Viridian Energy – Retail Load Serving Entity

South Norwalk, CT  
1/11 - Present

- Manage power supply to meet retail load in ISO-NE, PJM, and NYISO
- Track monthly settlements to ensure position in optimized

#### EnerNOC Inc. - Demand response and energy efficiency provider

Boston, MA  
5/06 – 1/10

##### Manager Business Development - Northeast

- 2009 closed over 50 transactions which resulted in over \$4M profit
- Set a company record for closing 12 deals in one month
- First year target was exceeded by 35%
- Second year target was increased by 250%, target was exceeded
- Experience working in a fast-paced, high pressure, multitask, quick decision environment
- Advised clients on retail agreements, standard offer, full requirements and retail load factor analysis and optimization
- Structured retail supply portfolios for large C&I customers and municipals
- Responsible for prospecting, cold calling, presenting and closing business in ISO-NE, NYISO, & PJM
- Advised clients to obtain additional revenue stream from solar projects

#### Independent System Operator - New England (ISO-NE)

Holyoke, MA  
5/03 – 4/06

##### Manager, Settlements Projects Group

- Acted as Settlement Manager to oversee daily financial market settlements of over 250 Participant accounts
- Department was responsible for facilitating financial settlement for all power transactions and physical trades for power marketing companies portfolios
- Directly managed group of 6, co-managed 30 person department
- Lead teams to develop settlement solutions for new ISO markets (Forward Reserve, ASM, LICAP, DA & RT Demand Response, etc) to add liquidity to power marketing transactions
- Lead group to develop new markets to streamline power trading across all functions of the company from operations, market admin, IT and market monitoring
- Lead analysis efforts to evaluate and improve ISO markets efficiency and transparency
- Worked with Market Development group to write new and revise existing market rules and manual language to address out of merit generation / reliability must run generation units
- Lead team to resolve billing disputes, worked to address customers core issues / concerns

#### APX Inc: Renewable registry / Power transaction services and consulting

Santa Clara, CA  
9/00 – 4/03

##### Director, Market Development – Northeast

- Lead and grew Northeast regional office to accomplish company strategic objectives
- Responsible for originating and maintaining service relationships with power marketers, utilities, municipals, LSE's, IPP's and generators

**Gary J. Zielanski**  
**(continued)**

- Won APX's largest contract to date with ISO-NE to develop and operate the GIS Renewable Credit Registry
- Worked with Wind Developers to obtain renewable credit revenue streams from Green credit sales
- Provided Wind Generation interruptible bidding strategies for maximizing ISO settlement revenue
- Doing business with new market entrants, financial institutions and banks to provide service and power marketing consulting on physical power operations, power marketing and market rules
- Company lead on advising clients on market issues involving ISO-NE, NYISO and PJM
- Prosym and Mainplan Evaluator production cost optimization modeling experience
- Met or exceeded quarterly goals for each period
- Wind and Renewable power marketing experience and contacts

**United Illuminating Co, - Electric Utility**  
**Director of Power Marketing**

New Haven, CT  
9/89 – 8/00

- Responsible for developing, implementing and managing Power Marketing Strategy for 2,000 MW generation portfolio and power book. Developed and maintained all forward curves
- Originated, negotiated and closed several multi-year power transactions producing \$40 Million dollars in revenue
- Completed marketing agreement to provide outsourced marketing and bidding service for a large national power marketer for its generation in New England
- Oversaw and directed Price Risk Management
- Originated and analyzed retail load following full requirement long term structured transactions
- Oversaw short term power trading activities
- Experience in developing and structuring complex power and multi-fuel/BTU long term deals. Success winning and closing extremely competitive RFP's. Success tailoring deal structure, pricing, risks and terms to meet customer's needs
- Closed tolling deals, diversification swaps, multi-system wheeled deals, physical deals with financial components, full requirements RFP's and cross commodity transactions. Worked the deals from initial phone call through contract signing

**EDUCATION:**

Bachelors of Science in Electrical Engineering, Cum Laude  
Fairfield University, Fairfield, CT

**KEY SKILLS:**

7 years of successfully working remotely from home office  
Energy policy development and advice  
Promotion and marketing of sustainable energy solutions  
Design of demand response and energy efficiency programs  
Salesforce.com, Microsoft Word, Excel, Powerpoint