

CONFIDENTIAL

### Power Management Company - Organization Chart

12/14/2010

Executive Management

Pres/CEO - John Burt

Exec VP - Eric Douthit

NE/Other Mkt
Sales
NE Sales VP - KK
Sales Manager

New York	
Sales/Client Support	
Acct Exec - JR	Bus Dev Mgr - JM
Sr Acct Mgr - CN	Acct Mgr - LK
Sr Acct Mgr - AB	Acct Mgr - KC
Acct Mgr	Acct Mgr

Pricing/Admin	
Office/Pricing Mgr - KC	Acct/Fin/Opns Analyst - BR
NE Pricing Mgr - CO	

Project Services	
Sales/Lighting Svcs Dir - DL	Engineering Dir - JM
Proj Mgr - BC	Sales/Proj Mgr

- Current Staffing
- 12 Month Growth
- 24 Month Growth



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### MANAGEMENT OF THE COMPANY

Lead by John Burt (President) and Eric Douthit (Executive Vice President), the existing staff represents over 50 years experience in the energy industry.

#### Management Team

##### **John L. Burt**

*Power Management Co., L.L.C.*, Rochester, NY

President & Founder, 1997 to date

Energy services company – electric and natural gas brokers, energy consulting and energy efficiency projects (lighting upgrades)

*Griffith Energy*, Rochester, NY –

Vice President – Sales and Marketing, 1992 to 1997

Large (\$250M) branded and unbranded petroleum distribution company selling heating fuels (fuel oil no. 2, kerosene, propane), power fuels (gasolines, diesels, jet), and lubricants.

*Penske Leasing Company*, Hartford, CT & Los Angeles, CA

Director of Sales – Northeast Region, 1986 to 1992

District Manager, 1984 to 1986

Lease Sales Representative, 1982 to 1984

*McGraw Hill Corporation*, Los Angeles, CA

Account Executive, 1980 to 1982

**Towson State University, BA Business Administration, 1976 to 1980**

**Graduate Coursework, UCLA, 1982 to 1983**

##### **Eric J. Douthit**

*Power Management Co., L.L.C.*, Rochester, NY

Vice President – Operations, 1999 to date

Energy services company – electric and natural gas brokers, energy consulting and energy efficiency projects (lighting upgrades)

*Griffith Energy*, Rochester & Elmira, NY

Vice President – Wholesale Operations, 1996 to 1999

Vice President – Fleet and Facilities, 1992 to 1996

Region Manager, 1990 to 1992

*Exxon Company USA*, Bayonne, NJ & Houston and Corpus Christi, TX

Various positions including: Area Marketing Manager, Operations Analyst, Business Development Representative, and Planning, Field, Design Engineer, 1981 to 1990

**The Pennsylvania State University, BS Civil Engineering, 1977 to 1981**