

**Attachment F**  
**Exhibit E**  
**History of Clearview and Diagram of Sleeving Arrangement**

## Financial History of Clearview Electric, Inc.

Clearview Electric received its corporate charter from the State of Texas in August 2006. The remainder of 2006 and most of 2007 were spent organizing the company. Customers began selecting Clearview for their electric provider in Texas at the end of September 2007. Since it was so late in the year, 2007 only generated \$12,000 in revenue. With all the upfront startup costs, 2007 produced a net loss for the company.

2008 was a challenging year for all electric suppliers in Texas. During this time, management made a very strategic decision to begin opening markets in the Northeast states of the United States. The decision was made to enter states which provided a utility consolidated billing with a "purchase of receivables" program (POR). Under utility consolidated billing, the utility generates and sends the electricity bills to the customer for both the utility's and electric supplier's charges. Under POR, utilities remit a fixed percentage (95-100%) of what was invoiced to customers on behalf of the supplier, regardless if there were payments on all accounts. There is usually a small retained fee for the risk of default or slow paying customers

Throughout 2008, Clearview poured additional capital resources and attention into entering Connecticut and New York as electric suppliers. Market penetration in the Texas was suspended and Clearview successfully maintained and supported the small customer base it had acquired. By the summer of 2008, Connecticut and New York were open and began soliciting customers. The outflow made for these additional resources was evident in the financial results for the year. The company recorded a small net loss on revenues of almost ½ million dollars.

The decision made by Clearview management at the beginning of 2008 proved to be correct. While many smaller electric suppliers went out of business during this year, Clearview was able to maintain the customer base in Texas while simultaneously expand into other states. The financial pay off is evident in 2009 and the first part of 2010.

Revenues in 2009 exploded to over \$5 million and the company recorded a net profit for the year. This growth is directly related to the expansion into Connecticut and New York. Management again remained committed to the small Texas customer base; however, still actively pursued additional states in the Northeastern part of the United States.

During the 2<sup>nd</sup> quarter of 2010, Clearview was approved for Pennsylvania within the PJM markets. Additionally, the New Jersey market was opened and quickly became the top market for Clearview by 1Q 2011.

Clearview finished 2010 with over a 200% increase in year over year revenue. Just as impressive, Clearview generated nearly a 500% gain on net income.

Likewise, Clearview's balance sheet continues to strengthen. All of the growth has been accomplished with self funding of current working capital levels. This has allowed Clearview not to look for any outside funding or secure any long term debt. The balance sheet is very strong with a current ratio of 2.34 and growing. Management is committed to this business model for funding future growth. The cash flow and working capital projections remain very strong through 2011 and beyond.

New Jersey markets opened in September of 2010 while Maryland, Delaware, and Washington DC have been approved during the first part 2011.

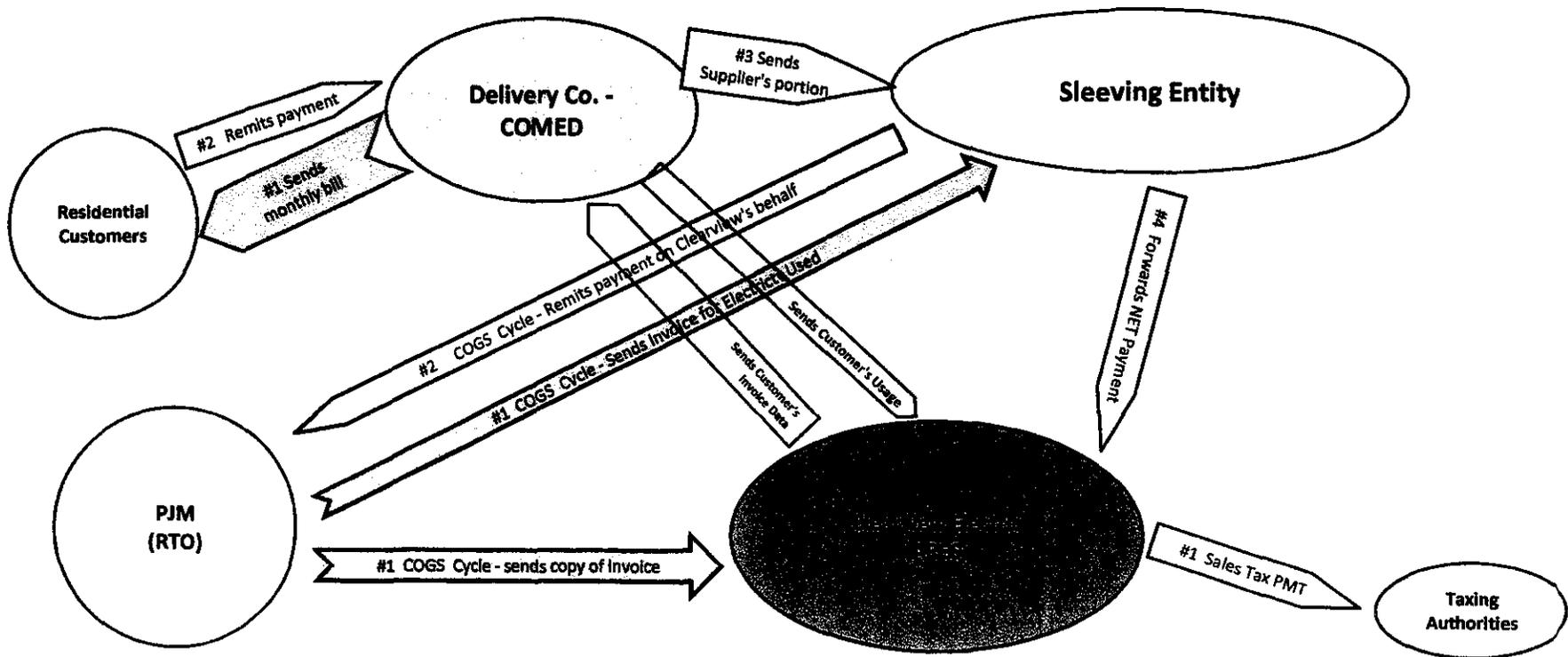
### **Purchase of Receivable Program (POR) and Sleeving**

A major part of Clearview's success is management's strategic decision to initially begin marketing in the deregulated states which have a Purchase of Receivable Program (POR). Furthermore, Clearview's financial position was strengthened by the sleeving arrangement it was able to secure with a third party. The sleeving arrangement may also be viewed as a financing arrangement defined in the partnership agreement between the two entities. Clearview legally purchases load from its sleeving partner, although in reality Clearview is purchasing either on the open market or through bilateral agreements with the sleeving company providing the financing for those purchases. The sleeving company receives Clearview's revenues from the utilities and forwards on to Clearview the difference between the revenues and net financing costs.

This agreement is specifically related to all PJM territories across the Central and Northeastern United States. Even though Clearview Electric became a member of PJM on April 6, 2010, Clearview still believes the sleeving/financing agreement is vital for continued success.

The flow of transactions between all parties involved is very straight forward and fully outlined in the diagram which follows. In summary, PJM (the RTO) sends an invoice to the sleeving company for all energy and charges used during a given period for Clearview's customer load. On the sleeving company's PJM invoice, Clearview's load is clearly delineated. The sleeving company will pay this invoice to PJM Settlement on behalf of Clearview Electric. Likewise, each utility will remit to the sleeving company the supplier portion of revenue billed to the residential customers who are serviced by Clearview Electric's load (minus any fees for administration and allowances for bad debt). At each month end close, the sleeving company nets the payments made to PJM against the money received from the utilities for Clearview. The sleeving company will forward the net payment to Clearview after withholding a small percentage for the financing arrangement. The financing fee also covers all deposit or collateral requirements the sleeving company will post to PJM for Clearview's customer load. Clearview is responsible for filing any and all taxes to the proper taxing authorities within each state, and is responsible for to meet all state regulations.

Based on Clearview's financial results in 2009 and 2010, this sleeving partnership has proven to be very successful for both parties. In conclusion, Clearview Electric is very confident that this same arrangement will be the key for any new states or territories management decides to enter into.



## Clearview Electric Sleeving Arrangement with Sleeving Company

**Objective:** This document is intended to describe the current flow of monetary funds amongst the entities that participate in the sleeving arrangement with Clearview Electric.

**Background:** Clearview is currently doing business in the PJM territories which cover the states New Jersey and Pennsylvania under the sleeving arrangement described herein. Clearview has the same arrangement with the sleeving company in the NE ISO and NY ISO.

- Entities / Roles**
- A- Clearview Electric** = ARES of electricity / Sells electricity to the final consumer at the retail level.
  - B- RTO** - These are quasi governmental organizations that control the flow of electricity by scheduling the load at the high level (Electric Power).
  - C- Delivery or Utility Companies** - Companies dedicated to the distribution of electricity to the end users.
  - D- Finance/Sleeving Companies** - The Role of these companies is to finance the business of the ARES (retail business). They provide the funding for Deposits and Purchases of electricity.
  - E- Consulting Companies** - The Role of these companies is to advise ARES in the purchases of electricity and manage the load in their behalf.
  - F-Customers/ End Users**
  - G-Depository Companies** - Companies that hold the customer deposits for the RTO.

Current State	Name	State	Type	ISO/RTO	Current Customers	Sleeved Thru 3rd Party
	CL&P	CT	Delivery Company	NE ISO	[REDACTED]	Yes
	UI	CT	Delivery Company	NE ISO	[REDACTED]	Yes
	NIMO	NY	Delivery Company	NY ISO	[REDACTED]	Yes
	ConED	NY	Delivery Company	NY ISO	[REDACTED]	Yes
	ACE	NJ	Delivery Company	PJM	[REDACTED]	Yes
	JCPL	NJ	Delivery Company	PJM	[REDACTED]	Yes
	PSEG	NJ	Delivery Company	PJM	[REDACTED]	Yes
	PPL	PA	Delivery Company	PJM	[REDACTED]	Yes
	PECO	PA	Delivery Company	PJM	[REDACTED]	Yes

- Approach:** The Cash flows for each market is broken in three different "CASH FLOW" cycles:
- 1- Deposits Cash paid to the ISO when new customers come on line. These are consider ASSETS for Clearview.
  - 2- Monthly Costs Cash paid to the ISO for the regular consumption of electricity (COGS) for Clearview.
  - 3- Revenue This represents the flow of cash from the end consumer (monthly payments from customers) to the NET revenue receive by Clearview.
  - 4- Sales Tax Payments Sales Tax collected from customers is forward to the corresponding Taxing authorities.
- Information / No cash change hands

## Clearview Electric Cash Accounting Flow Chart

### Deposits

No Deposits are Required / Sleeving company covers this obligation with PJM and Clearview pays the sleeving company for this service as part of the fee agreements.

Cash payments made to purchase electric power

Sequence	Description	Action Type	Entity Type
1	PJM sends sleeving company and Clearview Invoices (Copies for documentation) for the electric usage.	Information Flow	B
2	Sleeving company pays PJM for the invoices.	Cash Transaction	D

### Revenue

Cash payments made by customers

Sequence	Description	Action Type	Entity Type
1	COMED will send invoices to customers	Information Flow	C
2	Customers pay their bills to the delivery companies(COMED)	Cash Transaction	F
3	Delivery companies send Revenue payments to the sleeving company	Cash Transaction	C
4	Sleeving company sends "NET" (REVENUE-COGS-FEES) to Clearview	Cash Transaction	C

### Sales Tax Payments

Cash payments to State or Municipalities for the Sales Tax Collected

Sequence	Description	Action Type	Entity Type
1	Clearview makes Payments for sales tax collected.	Information Flow	C

### Notes:

**Net Revenue is calculated as follows :**

$$\begin{array}{r}
 + \quad \text{96\% of the Supply (Only) Revenue} \\
 - \quad \text{COGS associated with the revenue (Accrual Basis)} \\
 - \quad \text{Sleeving Company Fee (.0019\%)} \\
 \hline
 \end{array}$$

**Attachment F  
Exhibit F  
Related Contract**

**PROFESSIONAL SERVICES AGREEMENT  
(SEPARATE TASK ORDERS)**

This Agreement is entered into this 1 day of Nov, 2008, by and between Customized Energy Solutions Ltd., ("Customized Energy Solutions"), a Pennsylvania corporation, and Clearview Power ("Client"), for professional and related services to be provided to Client.

**I  
SCOPE OF SERVICES**

Services shall be provided to Client by Customized Energy Solutions pursuant to separate task orders ("Task Orders"). Each task or project which Customized Energy Solutions undertakes on Client's behalf shall be defined in a separate Task Order signed by the parties to this Agreement. Each such Task Order shall be effective upon execution and shall thereafter become a part of this Agreement. Each Task Order shall be consecutively numbered with the year and sequence number (e.g., 2008-0101), and include a description of the scope of services to be provided, the time allotted for completion, the budget, and the method of compensation for the services defined in such Task Order.

**II  
FEES FOR SERVICES**

Except as otherwise set forth in a specific Task Order, Customized Energy Solutions shall provide services to Client in accordance with the terms set forth in Exhibit A, attached hereto and made a part hereof. The prices noted on Exhibit A are exclusive of any applicable taxes. Any such applicable taxes (excluding any taxes on income) will be billed by Customized Energy Solutions and will be paid by Client in addition to the fees charged. Currently, there is no state or local taxes on the services to be rendered by Customized Energy Solutions to Client.

**III  
BILLING AND PAYMENT**

Customized Energy Solutions shall submit a monthly statement to Client setting forth the amount due for services and itemizing amounts due for applicable taxes, if any. Client shall pay the full amount of such statement within thirty (30) days after receipt. Any sums billed, not disputed as provided below, and unpaid after thirty (30) days from the date of receipt, shall be subject to a late payment charge equal to the lesser of one and one-half (1-1/2) percent of the total sum billed or the maximum rate permitted by law, for each month or fraction thereof past due. In the event Client, in good faith, disputes Customized Energy Solutions' computation of amounts due and owing, Client will provide Customized Energy Solutions with written documentation explaining the disputed amount and describing in detail the factual and legal basis of the dispute. Client must pay all charges which are not in dispute in accordance with the payment terms outlined above. Client will cooperate with Customized Energy Solutions to resolve any dispute expeditiously.

**IV  
INDEPENDENT CONTRACTOR**

Customized Energy Solutions shall provide services to Client as an independent contractor, not as an employee of Client. Customized Energy Solutions shall not have or claim any right arising from employee status.

**V  
TERM OF AGREEMENT**

(a) Unless otherwise terminated as provided herein, this Agreement shall automatically renew annually starting January 1, 2009 ("Expiration Date"). Unless otherwise directed by Client, Customized Energy Solutions shall complete Task Orders in effect on the Expiration Date of this Agreement and Client shall compensate Customized Energy Solutions as specified in the Task Order. In the event that Client directs Customized Energy Solutions to continue to work on a Task Order beyond the Expiration Date of this Agreement, the terms of this Agreement pertaining to the ongoing work of the Task Order are considered to remain in effect.

(b) Notwithstanding any other provision of this Agreement, if Client does not intend to renew the Agreement on the next January 1 annual renewal date, Client may terminate this Agreement by providing Customized Energy Solutions with thirty (30) days advance written notice of intent to terminate the Agreement.

(c) Upon termination of this Agreement, Customized Energy Solutions shall have no further obligation to provide services to Client except as described in subsection (a) above. If the Agreement is terminated prior to completion of the services to be provided hereunder, Customized Energy Solutions shall render a final bill for services to Client within thirty (30) days after the date of termination, and Client shall pay Customized Energy Solutions for all fees earned and expenses incurred prior to the date of termination in accordance with Section III.

**VI  
INSURANCE**

(a) Customized Energy Solutions will maintain any insurance as required by law and shall maintain a minimum of \$1,000,000.00 of professional liability insurance.

(b) Customized Energy Solutions shall obtain and thereafter maintain in effect, if available, such additional insurance as may be requested in writing by Client, the cost of which will be reimbursed by Client.

**VII  
LIABILITY**

(a) Customized Energy Solutions shall indemnify and hold harmless Client, its directors, officers, partners, agents, and employees from and against any and all liability, claims, demands, damages, losses, and expenses, including but not limited to reasonably documented attorney's fees, for which Client is determined to be legally liable resulting from negligent acts, errors, or omissions, whether active or passive, by Customized Energy Solutions, its directors, officers,

agents, and employees in performance of services required by this Agreement. Liability, claims, demands, damages, losses, or expenses resulting from the negligent acts, errors or omissions, whether active or passive, by a Client, its directors, officers, partners, agents, employees, or by others are excluded from Customized Energy Solutions' obligations pursuant to this paragraph.

(b) Client shall, to the extent permitted by law, indemnify and hold harmless Customized Energy Solutions, its directors, officers, agents, and employees from and against any and all liability, claims, demands, damages, losses, and expenses, including but not limited to reasonable documented attorney's fees, for which Customized Energy Solutions is determined to be legally liable resulting from negligent acts, errors or omissions by Client, its directors, officers, partners, agents, and employees. Liability, claims, demands, damages, losses, or expenses resulting from the negligent acts, errors, or omissions, whether active or passive, by Customized Energy Solutions, its directors, officers, agents, employees, or by others are excluded from Client's obligations pursuant to this paragraph.

(c) Customized Energy Solutions' and Client's obligations to indemnify and hold the other harmless shall be expressly limited to the proceeds of its applicable insurance coverage, and shall terminate one (1) year after termination of this Agreement.

(d) In the event that Client changes in any way, or uses in another project or for other purposes which are not contemplated in a Task Order, any of the information or materials developed by Customized Energy Solutions pursuant to this Agreement, Customized Energy Solutions shall be released from any and all liability relating to such use and Client shall indemnify and hold harmless Customized Energy Solutions, its directors, officers, agents, and employees from and against any and all liability, claims, demands, damages, losses, and expenses, including but not limited to attorney's fees and costs, arising out of such changes or use.

(e) Except as expressly provided herein, nothing in this Agreement shall be construed to create a duty to, any standard of care with reference to, or any liability in connection with any person not a party to this Agreement.

(f) In no event shall Customized Energy Solutions be liable to Client for any consequential, incidental or indirect damages for any cause of action, whether in contract or tort or otherwise. Incidental, consequential or indirect damages include, but are not limited to, lost profits or revenues and loss of business opportunity, whether or not Customized Energy Solutions was aware or should have been aware of the possibility of such damages.

(g) In no event shall Client be liable to Customized Energy Solutions for any consequential, incidental or indirect damages for any cause of action, whether in contract or tort or otherwise. Incidental, consequential or indirect damages include, but are not limited to, lost profits or revenues and loss of business opportunity, whether or not Client was aware or should have been aware of the possibility of such damages.

**VIII  
SUCCESSORS IN INTEREST**

This Agreement shall be binding on, and inure to the benefit of, each party's successors in interest, assigns and legal representatives.

**IX  
WAIVER**

Any waiver at any time by either party of its rights with respect to a default under this Agreement, or with respect to any other matters arising in connection with this Agreement, shall not be deemed a waiver with respect to any subsequent default or other matter.

**X  
SEVERAL OBLIGATIONS**

The duties, obligations, and liabilities of the parties are intended to be several and not joint or collective. Nothing contained in this Agreement shall be construed to create an association, trust, partnership, or joint venture or impose a trust or partnership duty, obligation, or liability on or with regard to any party. Each party shall be individually and severally liable for its own obligations under this Agreement.

**XI  
AMENDMENT**

All changes or modifications to this Agreement shall be in writing and signed by both parties.

**XII  
GOVERNING LAW**

This Agreement shall be construed and interpreted according to, and the rights of the parties shall be governed by, the laws of the Commonwealth of Pennsylvania, without regard to any conflicts of laws provisions thereto.

**XIII  
ATTORNEY'S FEES**

If the parties become involved in litigation arising out of this Agreement or the performance thereof, the prevailing party or parties (as determined by the entry of a nonappealable judgment in favor of such party or parties) shall be entitled to reimbursement of reasonable documented attorney's fees, costs and expenses, in addition to any other relief to which that party may be entitled. This provision shall be construed as applicable to the entire Agreement.

**XIV  
ENTIRE AGREEMENT**

This Agreement constitutes the complete and final expression of the agreement of the parties and is intended as a complete and exclusive statement of the terms of their agreements and supersedes all prior and contemporaneous offers, promises, representations, negotiations, discussions, communications, and agreements which may have been made in connection with the subject matter hereof.

**XV  
SEVERABILITY**

If any provision of this Agreement is found or deemed by a court of competent jurisdiction to be invalid or unenforceable, it shall be considered severable from the remainder of this Agreement and shall not cause the remainder to be invalid or unenforceable. In such event, the parties shall reform this Agreement to replace such stricken provision with a valid and enforceable provision which comes as close as possible to expressing the intention of the stricken provision.

**XVI  
NOTICES**

(a) Any notice, demand, information, invoice, report, or item otherwise required, authorized, or provided for in this Agreement, unless otherwise specified herein, shall be deemed properly given if delivered in person or sent by United States Mail, First Class postage prepaid:

To: Customized Energy Solutions  
100 N. 17<sup>th</sup> Street, 14<sup>th</sup> Floor  
Philadelphia, PA 19103

To Client:

~~Address to be provided~~

CLEARWELL  
600 N. PEARL ST 5-104  
DALLAS, TX 75201

(b) All notices shall be deemed effective upon receipt by the party to whom such notice is given.

**XVII  
CONFIDENTIALITY AGREEMENT**

The parties will maintain complete confidentiality regarding each other's business. Customized Energy Solutions shall keep confidential and shall not, except as provided by law, without the prior written consent of Client, hereafter disclose to any person, corporation, governmental agency or other entity including other Clients, or use or allow to be used any trade secret, proprietary information, or confidential information of Client.

**XVIII  
USE OF MATERIALS DEVELOPED IN OTHER CONTEXTS**

Client hereby acknowledges and agrees that any and all materials used in and developed in performing and rendering the services under this Agreement shall be solely and exclusively owned by Customized Energy Solutions and, as such, Customized Energy Solutions shall have the absolute right, title and interest in such materials, and to utilize any such materials in any other context or for any other purpose. This provision does not apply to confidential and/or proprietary materials as referenced in Section XVII.

**XIX  
HEADINGS**

The headings set forth in this Agreement are for the purposes of reference only and do not in any way limit or otherwise affect the meaning or interpretation of any of the terms of this Agreement.

**XX  
RULES OF CONSTRUCTION**

No rule of construction requiring interpretation against the draftsman shall apply in the interpretation of this Agreement.

**XXI  
SURVIVAL OF PROVISIONS**

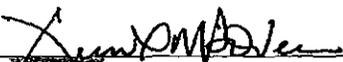
Any obligation of the parties hereto relating to monies owed, as well as the provision relating to confidentiality shall survive termination of this Agreement for a period of four (4) years.

**XXII  
AUTHORITY**

Each individual executing below on behalf of a party hereby represents and warrants to the other party that such individual is duly authorized to so execute, and to deliver this Agreement. By its signature below, each individual on behalf of a party to this Agreement acknowledges and agrees that sufficient allowance has been made for the review of this Agreement by respective counsel.

**XXIII  
SIGNATURE CLAUSE**

The signatories hereto represent that they are authorized to enter into this Agreement on behalf of the party for whom they sign.

By:   
 FRANCIS X. MCGOWAN  
SR V. PRES  
CLEARVIEW

By:   
 EDWARD FENN  
VP - RETAIL MKT SERVICES  
Customized Energy Solutions, Ltd.

**Attachment F**  
**Exhibit G**  
**Projected Budget for the Next Three Fiscal Years**

**CLEARVIEW ELECTRIC PROJECTED GROWTH**

	<b>2009</b> Reviewed	<b>2010</b> Unaudited	<b>2011</b> Forecast	<b>2012</b> Forecast	<b>2013</b> Forecast
Revenue	[REDACTED]	\$ [REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Cost of Revenue	[REDACTED]	\$ [REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Gross Profit	[REDACTED]	\$ [REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
G&A Expenses	[REDACTED]	\$ [REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Income from Operations	[REDACTED]	\$ [REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

Certified by:



Derek Campbell - CFO

4/1/2011

Date

**Attachment F**  
**Exhibit H**  
**Dun and Bradstreet Business Information Report**  
**And Clearview Tax Return, including Ownership Information**



Small Business Solutions

## Credit eValuator Plus Report

### CLEARVIEW ELECTRIC INC.

600 N PEARL ST  
 DALLAS, TX 75201  
 Phone: UNKNOWN  
 D-U-N-S Number: 02-991-5561

Report as of : April 5, 2011 \*\*



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**D&B has limited data on this business, and insufficient information to determine a Risk of Late Payment for this business. We are providing you the information we have at no charge.**

**This company will be stored in the View My Reports/Alerts page. D&B will alert you of additional information collected from the company and through external sources.**



\*\*Included with this Credit eValuator Report are continuous tracking of key business changes and free Alert messages in the View My Reports/Alerts page. You can also choose to receive e-mail notifications of the important changes.  
 IMPORTANT NOTE: You will not receive e-mail alerts if you have opted out of receiving communications from D&B.

### Risk Summary

- Unavailable -  
**Risk of Late Payment**

Risk of late payment is based on the following prioritized factors in addition to other information in D&B's files:

- No factors available

Indications of slowness can be the result of disputes over merchandise, skipped invoices, etc.

- Unavailable -  
**Payment Performance Trend**

The payment performance trend for this company is Unavailable. The most recent payment information in D&B's files is:

- Payments currently: Unavailable.
- Payments 3 months ago: Unavailable.
- Industry average: 2 days beyond terms.

\*Note: Payments to suppliers are averaged weighted by dollar amounts.

### Credit Limit Recommendation

Recommendation **APR 05**  
 Date: **2011**

FORM 1120 INTEREST INCOME STATEMENT 1

DESCRIPTION	US	OTHER
VARIOUS		[REDACTED]
TOTAL TO FORM 1120, LINE 5		[REDACTED]

FORM 1120 TAXES AND LICENSES STATEMENT 2

DESCRIPTION	AMOUNT
STATE FEES	[REDACTED]
TOTAL TO FORM 1120, LINE 17	[REDACTED]

FORM 1120 OTHER DEDUCTIONS STATEMENT 3

DESCRIPTION	AMOUNT
BANK FEES	[REDACTED]
BUSINESS DEVELOPMENT	[REDACTED]
CONTRACT LABOR	[REDACTED]
DUES AND SUBSCRIPTIONS	[REDACTED]
MC INFOSYSTEM	[REDACTED]
LICENSES AND PERMITS	[REDACTED]
MEALS AND ENTERTAINMENT	[REDACTED]
MISCELLANEOUS	[REDACTED]
POSTAGE	[REDACTED]
PROFESSIONAL FEES	[REDACTED]
TOTAL TO FORM 1120, LINE 26	[REDACTED]

NET OPERATING LOSS DEDUCTION STATEMENT 4

TAX YEAR	LOSS SUSTAINED	LOSS PREVIOUSLY APPLIED	LOSS REMAINING	AVAILABLE THIS YEAR
12/31/06	97.		[REDACTED]	[REDACTED]
12/31/07	25,868.		[REDACTED]	[REDACTED]
12/31/08	66,187.		[REDACTED]	[REDACTED]
TOTAL AVAILABLE THIS YEAR			[REDACTED]	[REDACTED]

SCHEDULE L OTHER CURRENT ASSETS STATEMENT 5

DESCRIPTION	BEGINNING OF TAX YEAR	END OF TAX YEAR
DUE FROM RELATED ENTITIES	[REDACTED]	[REDACTED]
TOTAL TO SCHEDULE L, LINE 6	[REDACTED]	[REDACTED]

SCHEDULE L OTHER ASSETS STATEMENT 6

DESCRIPTION	BEGINNING OF TAX YEAR	END OF TAX YEAR
DEPOSITS	[REDACTED]	[REDACTED]
TOTAL TO SCHEDULE L, LINE 14	[REDACTED]	[REDACTED]

SCHEDULE L OTHER CURRENT LIABILITIES STATEMENT 7

DESCRIPTION	BEGINNING OF TAX YEAR	END OF TAX YEAR
ACCRUED LIABILITIES	[REDACTED]	[REDACTED]
SALES TAX PAYABLE	[REDACTED]	[REDACTED]
REC PAYABLE	[REDACTED]	[REDACTED]
UNEARNED REVENUE	[REDACTED]	[REDACTED]
TOTAL TO SCHEDULE L, LINE 18	[REDACTED]	[REDACTED]

SCHEDULE L OTHER LIABILITIES STATEMENT 8

DESCRIPTION	BEGINNING OF TAX YEAR	END OF TAX YEAR
DUE TO RELATED COMPANIES	[REDACTED]	[REDACTED]
RES LINE OF CREDIT	[REDACTED]	[REDACTED]
TOTAL TO SCHEDULE L, LINE 21	[REDACTED]	[REDACTED]

SCHEDULE M-1 OTHER EXPENSES RECORDED ON BOOKS STATEMENT 9  
NOT DEDUCTED IN THIS RETURN

DESCRIPTION	AMOUNT
STATE INCOME TAX ACCRUAL NON-DEDUCTIBLE LATE FEES	[REDACTED]
TOTAL TO SCHEDULE M-1, LINE 5	[REDACTED]

SCHEDULE M-1 OTHER DEDUCTIONS IN THIS RETURN STATEMENT 10  
NOT CHARGED AGAINST BOOK INCOME

DESCRIPTION	AMOUNT
ACCURAL TO CASH ADJUSTMENT	[REDACTED]
TOTAL TO SCHEDULE M-1, LINE 8	[REDACTED]

**U.S. Corporation Income Tax Return**  
For calendar year 2009 or tax year

**2009**

beginning \_\_\_\_\_, ending \_\_\_\_\_  
**EXTENSION GRANTED TO 09/15/10**

<b>A Check if:</b> 1a Consolidated return (attach Form 851) <input type="checkbox"/> 1b Life/nonlife consolidated return <input type="checkbox"/> 2 Personal holding co. (attach Sch. PH) <input type="checkbox"/> 3 Personal service corp. (see instructions) <input type="checkbox"/> 4 Schedule M-3 attached <input type="checkbox"/>	Use IRS label. Otherwise, print or type.	Name <b>CLEARVIEW ELECTRIC INC.</b>	<b>B Employer identification number</b> 20-5552316
		Number, street, and room or suite no. If a P.O. box, see instructions. <b>PO BOX 7310</b>	<b>C Date incorporated</b> 08/31/2006
		City or town, state, and ZIP code <b>DALLAS, TX 75209</b>	<b>D Total assets (see instructions)</b> \$ [REDACTED]
		<b>E Check if:</b> (1) <input type="checkbox"/> Initial return (2) <input type="checkbox"/> Final return (3) <input type="checkbox"/> Name change (4) <input type="checkbox"/> Address change	

Income	1 a Gross receipts or sales	[REDACTED]	b Less returns and allowances	[REDACTED]	c Bal	1c	[REDACTED]
	2 Cost of goods sold (Schedule A, line 8)	[REDACTED]				2	[REDACTED]
	3 Gross profit. Subtract line 2 from line 1c					3	[REDACTED]
	4 Dividends (Schedule C, line 19)					4	[REDACTED]
	5 Interest	SEE STATEMENT 1				5	[REDACTED]
	6 Gross rents					6	[REDACTED]
	7 Gross royalties					7	[REDACTED]
	8 Capital gain net income (attach Schedule D (Form 1120))					8	[REDACTED]
	9 Net gain or (loss) from Form 4797, Part II, line 17 (attach Form 4797)					9	[REDACTED]
	10 Other income (attach schedule)					10	[REDACTED]
	11 Total income. Add lines 3 through 10					11	[REDACTED]
Deductions (See instructions for limitations on deductions.)	12 Compensation of officers (Schedule E, line 4)					12	[REDACTED]
	13 Salaries and wages (less employment credits)					13	[REDACTED]
	14 Repairs and maintenance					14	[REDACTED]
	15 Bad debts					15	[REDACTED]
	16 Rents					16	[REDACTED]
	17 Taxes and licenses	SEE STATEMENT 2				17	[REDACTED]
	18 Interest					18	[REDACTED]
	19 Charitable contributions					19	[REDACTED]
	20 Depreciation from Form 4562 not claimed on Schedule A or elsewhere on return (attach Form 4562)					20	[REDACTED]
	21 Depletion					21	[REDACTED]
	22 Advertising					22	[REDACTED]
	23 Pension, profit-sharing, etc., plans					23	[REDACTED]
	24 Employee benefit programs					24	[REDACTED]
	25 Domestic production activities deduction (attach Form 8903)					25	[REDACTED]
	26 Other deductions (attach schedule)	SEE STATEMENT 3				26	[REDACTED]
	27 Total deductions. Add lines 12 through 26					27	[REDACTED]
	28 Taxable income before net operating loss deduction and special deductions. Subtract line 27 from line 11					28	[REDACTED]
29 Less: a Net operating loss deduction	STATEMENT 4	29a		0	29b		
b Special deductions (Schedule C, line 20)							
30 Taxable income. Subtract line 29c from line 28 (see instructions)					30	[REDACTED]	

Tax, Refundable Credits, and Payments	31 Total tax (Schedule J, line 10)					31	[REDACTED]
	32a 2008 overpayment credited to 2009	32a					
	b 2009 estimated tax payments	32b					
	c 2009 refund applied for on Form 4466	32c					
	d Bal	32d					
	e Tax deposited with Form 7004	32e					
	f Credits: (1) Form 2439 (2) Form 4136	32f					
g Refundable credits from Form 3800, line 19c, and Form 8827, line 8c	32g					32h	
33 Estimated tax penalty (see instructions). Check if Form 2220 is attached						33	[REDACTED]
34 Amount owed. If line 32h is smaller than the total of lines 31 and 33, enter amount owed						34	[REDACTED]
35 Overpayment. If line 32h is larger than the total of lines 31 and 33, enter amount overpaid						35	[REDACTED]
36 Enter amount from line 35 you want: Credited to 2010 estimated tax <input checked="" type="checkbox"/> Refunded <input type="checkbox"/>						36	[REDACTED]

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than taxpayer) is based on all information of which preparer has any knowledge.

Signature of officer: \_\_\_\_\_ Date: \_\_\_\_\_ Title: \_\_\_\_\_

Preparer's signature: \_\_\_\_\_ Date: \_\_\_\_\_

Check if self-employed:  Preparer's SSN or PTIN: P00158807

Firm's name and address: SAVILLE DODGEN & COMPANY, 700 N. PEARL STREET, SUITE 1100, DALLAS, TEXAS 75201

Phone no.: (214) 922-9727

**Schedule A Cost of Goods Sold** (see instructions)

1	Inventory at beginning of year	1	
2	Purchases	2	
3	Cost of labor	3	
4	Additional section 263A costs (attach schedule)	4	
5	Other costs (attach schedule)	5	
6	Total. Add lines 1 through 5	6	
7	Inventory at end of year	7	
8	Cost of goods sold. Subtract line 7 from line 6. Enter here and on page 1, line 2	8	

9 a Check all methods used for valuing closing inventory:

(i)  Cost

(ii)  Lower of cost or market

(iii)  Other (Specify method used and attach explanation.)

b Check if there was a writedown of subnormal goods

c Check if the LIFO inventory method was adopted this tax year for any goods (if checked, attach Form 970)

d If the LIFO inventory method was used for this tax year, enter percentage (or amounts) of closing inventory computed under LIFO  9d  Yes  No

e If property is produced or acquired for resale, do the rules of section 263A apply to the corporation?  Yes  No

f Was there any change in determining quantities, cost, or valuations between opening and closing inventory?  Yes  No

If "Yes," attach explanation

**Schedule C Dividends and Special Deductions** (see instructions)

	(a) Dividends received	(b) %	(c) Special deductions (a) x (b)
1 Dividends from less-than-20%-owned domestic corporations (other than debt-financed stock)		70	
2 Dividends from 20%-or-more-owned domestic corporations (other than debt-financed stock)		80 <small>See instructions</small>	
3 Dividends on debt-financed stock of domestic and foreign corporations			
4 Dividends on certain preferred stock of less-than-20%-owned public utilities		42	
5 Dividends on certain preferred stock of 20%-or-more-owned public utilities		48	
6 Dividends from less-than-20%-owned foreign corporations and certain FSCs		70	
7 Dividends from 20%-or-more-owned foreign corporations and certain FSCs		80	
8 Dividends from wholly owned foreign subsidiaries		100	
9 Total. Add lines 1 through 8			
10 Dividends from domestic corporations received by a small business investment company operating under the Small Business Investment Act of 1958		100	
11 Dividends from affiliated group members		100	
12 Dividends from certain FSCs		100	
13 Dividends from foreign corporations not included on lines 3, 6, 7, 8, 11, or 12			
14 Income from controlled foreign corporations under subpart F (attach Form(s) 5471)			
15 Foreign dividend gross-up			
16 G-DISC and former DISC dividends not included on lines 1, 2, or 3			
17 Other dividends			
18 Deduction for dividends paid on certain preferred stock of public utilities			
19 Total dividends. Add lines 1 through 17. Enter here and on page 1, line 4			
20 Total special deductions. Add lines 9, 10, 11, 12, and 18. Enter here and on page 1, line 29b			

**Schedule E Compensation of Officers** (see instructions for page 1, line 12)

Note: Complete Schedule E only if total receipts (line 1a plus lines 4 through 10 on page 1) are \$500,000 or more.

(a) Name of officer	(b) Social security number	(c) Percent of time devoted to business	Percent of corporation stock owned		(f) Amount of compensation
			(d) Common	(e) Preferred	
FRANK MCGOVERN					
2 Total compensation of officers					
3 Compensation of officers claimed on Schedule A and elsewhere on return					
4 Subtract line 3 from line 2. Enter the result here and on page 1, line 12					

**Schedule J Tax Computation** (see instructions)

1	Check if the corporation is a member of a controlled group (attach Schedule D (Form 1120))	<input type="checkbox"/>	
2	Income tax. Check if a qualified personal service corporation (see instructions)	<input type="checkbox"/>	2
3	Alternative minimum tax (attach Form 4626)		3
4	Add lines 2 and 3		4
5a	Foreign tax credit (attach Form 1118)	5a	
b	Credit from Form 8834, line 29	5b	
c	General business credit (attach Form 3800)	5c	
d	Credit for prior year minimum tax (attach Form 8827)	5d	
e	Bond credits from Form 8912	5e	
6	Total credits. Add lines 5a through 5e		6
7	Subtract line 6 from line 4		7
8	Personal holding company tax (attach Schedule PH (Form 1120))		8
9	Other taxes. Check if from: <input type="checkbox"/> Form 4255 <input type="checkbox"/> Form 8611 <input type="checkbox"/> Form 8697 <input type="checkbox"/> Form 8866 <input type="checkbox"/> Form 8902 <input type="checkbox"/> Other (attach schedule)		9
10	Total tax. Add lines 7 through 9. Enter here and on page 1, line 31		10

**Schedule K Other Information** (see instructions)

1	Check accounting method: a <input checked="" type="checkbox"/> Cash b <input type="checkbox"/> Accrual c <input type="checkbox"/> Other (specify) ▶	Yes	No
2	See the instructions and enter the:		
a	Business activity code no. ▶ 221100		
b	Business activity ▶ ELECTRIC SERVICE		
c	Product or service ▶ ELECTRICITY		
3	Is the corporation a subsidiary in an affiliated group or a parent-subsidiary controlled group? if "Yes," enter name and EIN of the parent corporation ▶		X
4	At the end of the tax year:		
a	Did any foreign or domestic corporation, partnership (including any entity treated as a partnership), trust, or tax-exempt organization own directly 20% or more, or own, directly or indirectly, 50% or more of the total voting power of all classes of the corporation's stock entitled to vote? If "Yes," complete Part I of Schedule G (Form 1120) (attach Schedule G)		X
b	Did any individual or estate own directly 20% or more, or own, directly or indirectly, 50% or more of the total voting power of all classes of the corporation's stock entitled to vote? If "Yes," complete Part II of Schedule G (Form 1120) (attach Schedule G)	X	
5	At the end of the tax year, did the corporation:	Yes	No
a	Own directly 20% or more, or own, directly or indirectly, 50% or more of the total voting power of all classes of stock entitled to vote of any foreign or domestic corporation not included on Form 851, Affiliations Schedule? For rules of constructive ownership, see instructions if "Yes," complete (i) through (iv).		X

(i) Name of Corporation	(ii) Employer Identification Number (if any)	(iii) Country of Incorporation	(iv) Percentage Owned in Voting Stock

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Schedule K Continued

b Own directly an interest of 20% or more, or own, directly or indirectly, an interest of 50% or more in any foreign or domestic partnership (including an entity treated as a partnership) or in the beneficial interest of a trust? For rules of constructive ownership, see instructions. If "Yes," complete (i) through (iv).

Table with 4 columns: (i) Name of Entity, (ii) Employer Identification Number (if any), (iii) Country of Organization, (iv) Maximum Percentage Owned in Profit, Loss, or Capital.

6 During this tax year, did the corporation pay dividends (other than stock dividends and distributions in exchange for stock) in excess of the corporation's current and accumulated earnings and profits? (See sections 301 and 316.)

If "Yes," file Form 5452, Corporate Report of Nondividend Distributions.

If this is a consolidated return, answer here for the parent corporation and on Form 851 for each subsidiary.

7 At any time during the tax year, did one foreign person own, directly or indirectly, at least 25% of (a) the total voting power of all classes of the corporation's stock entitled to vote or (b) the total value of all classes of the corporation's stock?

For rules of attribution, see section 318. If "Yes," enter:

(i) Percentage owned and (ii) Owner's country

(c) The corporation may have to file Form 5472, Information Return of a 25% Foreign-Owned U.S. Corporation or a Foreign Corporation Engaged in a U.S. Trade or Business. Enter the number of Forms 5472 attached

8 Check this box if the corporation issued publicly offered debt instruments with original issue discount

If checked, the corporation may have to file Form 8281, Information Return for Publicly Offered Original Issue Discount Instruments.

9 Enter the amount of tax-exempt interest received or accrued during the tax year \$

10 Enter the number of shareholders at the end of the tax year (if 100 or fewer)

11 If the corporation has an NOL for the tax year and is electing to forego the carryback period, check here

If the corporation is filing a consolidated return, the statement required by Regulations section 1.1502-21(b)(3) must be attached or the election will not be valid.

12 Enter the available NOL carryover from prior tax years (do not reduce it by any deduction on line 29a.) \$

13 Are the corporation's total receipts (line 1a plus lines 4 through 10 on page 1) for the tax year and its total assets at the end of the tax year less than \$250,000?

If "Yes," the corporation is not required to complete Schedules L, M-1, and M-2 on page 5. Instead, enter the total amount of cash distributions and the book value of property distributions (other than cash) made during the tax year. \$

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Schedule L Balance Sheets per Books	Beginning of tax year		End of tax year	
	(a)	(b)	(c)	(d)
<b>Assets</b>				
1 Cash				
2a Trade notes and accounts receivable				
b Less allowance for bad debts				
3 Inventories				
4 U.S. government obligations				
5 Tax-exempt securities				
6 Other current assets (att. sch.) <b>STMT 5</b>				
7 Loans to Shareholders				
8 Mortgage and real estate loans				
9 Other investments (att. sch.)				
10a Buildings and other depreciable assets				
b Less accumulated depreciation				
11a Depletable assets				
b Less accumulated depletion				
12 Land (net of any amortization)				
13a Intangible assets (amortizable only)				
b Less accumulated amortization				
14 Other assets (att. sch.) <b>STMT 6</b>				
15 Total assets				
<b>Liabilities and Shareholders' Equity</b>				
16 Accounts payable				
17 Mortgages, notes, bonds payable in less than 1 year				
18 Other current liabilities (att. sch.) <b>STMT 7</b>				
19 Loans from shareholders				
20 Mortgages, notes, bonds payable in 1 year or more				
21 Other liabilities (att. sch.) <b>STMT 8</b>				
22 Capital stock: a Preferred stock				
b Common stock				
23 Additional paid-in capital				
24 Retained earnings - Appropriated (attach schedule)				
25 Retained earnings - Unappropriated				
26 Adjustments to shareholders' equity (attach schedule)				
27 Less cost of treasury stock				
28 Total liabilities and shareholders' equity				

Schedule M-1 Reconciliation of Income (Loss) per Books With Income per Return	
Note: Schedule M-3 required instead of Schedule M-1 if total assets are \$10 million or more - see instructions	
1 Net income (loss) per books	7 Income recorded on books this year not included on this return (itemize):
2 Federal income tax per books	Tax-exempt interest \$
3 Excess of capital losses over capital gains	
4 Income subject to tax not recorded on books this year (itemize):	
5 Expenses recorded on books this year not deducted on this return (itemize):	8 Deductions on this return not charged against book income this year (itemize):
a Depreciation \$	a Depreciation \$
b Charitable contributions \$	b Charitable contributions \$
c Travel and entertainment \$	<b>STMT 10</b>
<b>STMT 9</b>	
6 Add lines 1 through 5	9 Add lines 7 and 8
	10 Income (page 1, line 28) - line 6 less line 9

Schedule M-2 Analysis of Unappropriated Retained Earnings per Books (Line 25, Schedule L)	
1 Balance at beginning of year	5 Distributions: a Cash
2 Net income (loss) per books	b Stock
3 Other increases (itemize):	c Property
	6 Other decreases (itemize):
	7 Add lines 5 and 6
4 Add lines 1, 2, and 3	8 Balance at end of year (line 4 less line 7)



**Part IV Figuring the Penalty**

	(a)	(b)	(c)	(d)
19 Enter the date of payment or the 15th day of the 3rd month after the close of the tax year, whichever is earlier (see instructions). (Form 990-PF and Form 990-T filers: Use 5th month instead of 3rd month.)	19			
20 Number of days from due date of installment on line 9 to the date shown on line 19	20			
21 Number of days on line 20 after 4/15/2009 and before 7/1/2009	21			
22 Underpayment on line 17 x $\frac{\text{Number of days on line 21} \times 4\%}{365}$	22	\$	\$	\$
23 Number of days on line 20 after 06/30/2009 and before 10/1/2009	23			
24 Underpayment on line 17 x $\frac{\text{Number of days on line 23} \times 4\%}{365}$	24	\$	\$	\$
25 Number of days on line 20 after 9/30/2009 and before 1/1/2010	25			
26 Underpayment on line 17 x $\frac{\text{Number of days on line 25} \times 4\%}{365}$	26	\$	\$	\$
27 Number of days on line 20 after 12/31/2009 and before 4/1/2010	27			
28 Underpayment on line 17 x $\frac{\text{Number of days on line 27} \times 4\%}{365}$	28	\$	\$	\$
29 Number of days on line 20 after 3/31/2010 and before 7/1/2010	29			
30 Underpayment on line 17 x $\frac{\text{Number of days on line 29} \times 4\%}{365}$	30	\$	\$	\$
31 Number of days on line 20 after 6/30/2010 and before 10/01/2010	31			
32 Underpayment on line 17 x $\frac{\text{Number of days on line 31} \times 4\%}{365}$	32	\$	\$	\$
33 Number of days on line 20 after 9/30/2010 and before 1/1/2011	33			
34 Underpayment on line 17 x $\frac{\text{Number of days on line 33} \times 4\%}{365}$	34	\$	\$	\$
35 Number of days on line 20 after 12/31/2010 and before 2/15/2011	35			
36 Underpayment on line 17 x $\frac{\text{Number of days on line 35} \times 4\%}{365}$	36	\$	\$	\$
37 Add lines 22, 24, 26, 28, 30, 32, 34, and 36	37	\$	\$	\$
38 Penalty. Add columns (a) through (d) of line 37. Enter the total here and on Form 1120, line 33; or the comparable line for other income tax returns	38	\$	\$	0.

\* Use the penalty interest rate for each calendar quarter, which the IRS will determine during the first month in the preceding quarter. These rates are published quarterly in an IRS News Release and in a revenue ruling in the Internal Revenue Bulletin. To obtain this information on the Internet, access the IRS website at [www.irs.gov](http://www.irs.gov). You can also call 1-800-829-4933 to get interest rate information.

Underpayment of Estimated Tax by Corporations

Department of the Treasury Internal Revenue Service

See separate instructions. Attach to the corporation's tax return.

2009

Name CLEARVIEW ELECTRIC INC.

Employer identification number 20-5552316

Note: Generally, the corporation is not required to file Form 2220 (see Part II below for exceptions) because the IRS will figure any penalty owed and bill the corporation. However, the corporation may still use Form 2220 to figure the penalty. If so, enter the amount from page 2, line 38 on the estimated tax penalty line of the corporation's income tax return, but do not attach Form 2220.

Part I Required Annual Payment

Table with 5 rows and 2 columns. Row 1: Total tax (see instructions) 1. Row 2: Personal holding company tax (Schedule PH (Form 1120), line 26) included on line 1 2a. Row 3: Look-back interest included on line 1 under section 460(b)(2) for completed long-term contracts or section 167(g) for depreciation under the income forecast method 2b. Row 4: Credit for federal tax paid on fuels (see instructions) 2c. Row 5: Total. Add lines 2a through 2c 2d. Row 6: Subtract line 2d from line 1. If the result is less than \$500, do not complete or file this form. The corporation does not owe the penalty 3. Row 7: Enter the tax shown on the corporation's 2008 income tax return (see instructions). Caution: If the tax is zero or the tax year was for less than 12 months, skip this line and enter the amount from line 3 on line 5 4. Row 8: Required annual payment. Enter the smaller of line 3 or line 4. If the corporation is required to skip line 4, enter the amount from line 3 5.

Part II Reasons for Filing - Check the boxes below that apply. If any boxes are checked, the corporation must file Form 2220 even if it does not owe a penalty (see instructions).

- 6 [ ] The corporation is using the adjusted seasonal installment method.
7 [ ] The corporation is using the annualized income installment method.
8 [ ] The corporation is a "large corporation" figuring its first required installment based on the prior year's tax.

Part III Figuring the Underpayment

Table with 9 rows and 4 columns (a, b, c, d). Row 9: Installment due dates. Enter in columns (a) through (d) the 15th day of the 4th (Form 990-PF filers: Use 5th month), 6th, 9th, and 12th months of the corporation's tax year. Row 10: Required installments. If the box on line 6 and/or line 7 above is checked, enter the amounts from Sch A, line 38. If the box on line 8 (but not 6 or 7) is checked, see instructions for the amounts to enter. If none of these boxes are checked, enter 25% of line 5 above in each column. Row 11: Estimated tax paid or credited for each period (see instructions). For column (a) only, enter the amount from line 11 on line 15. Row 12: Enter amount, if any, from line 18 of the preceding column. Row 13: Add lines 11 and 12. Row 14: Add amounts on lines 16 and 17 of the preceding column. Row 15: Subtract line 14 from line 13. If zero or less, enter -0-. Row 16: If the amount on line 15 is zero, subtract line 13 from line 14. Otherwise, enter -0-. Row 17: Underpayment. If line 15 is less than or equal to line 10, subtract line 15 from line 10. Then go to line 12 of the next column. Otherwise, go to line 18. Row 18: Overpayment. If line 10 is less than line 15, subtract line 10 from line 15. Then go to line 12 of the next column.

Go to Part IV on page 2 to figure the penalty. Do not go to Part IV if there are no entries on line 17 - no penalty is owed.

**Attachment G**  
**Technical and Managerial Qualification**

**Attachment G**  
**Customized Energy Solutions Expertise**



Resource Description	Offer Strategy Development & Day-ahead Energy Market Submittal	Real-time Generation Dispatch	Real-time Energy Market Scheduling	Outage Coordination	Capacity Market Management (PJM RPM)	Interconnection Service Agreement Support	Shadow Settlement Services	Fuel Planning & Procurement Support
6 MW Generators associated with Steam/Chill Water Plant	✓	✓		✓	✓	✓	✓	
100+ MW Coal Resources (Dominion Territory)	✓	✓		✓	✓		✓	✓
200+ MW Gas & Oil Resources associated w/ Oil Refinery	✓	✓			✓		✓	
35 MW Cogen Facility		✓		✓				
15+ MW Landfill Gas Facilities (PJM)	✓	✓		✓	✓		✓	
150MW Wind Facility in MISO	✓	✓	✓	✓			✓	
250+MW of Wind Facilities in PJM	✓	✓	✓	✓	✓	✓	✓	
100+ MW Demand Response Resources (throughout PJM)			✓		✓			

d. Fuel and Fuel Acquisition Experience:

Customized Energy Solutions Fuels business line, developed based on needs of our customers to provide services for scheduling, procuring, and managing fuels such as coal, propane, various liquids, and natural gas as part of the ability to manage the costs of their generation assets. We provide an in-depth knowledge of the financial Natural Gas market, as well as skilled operational experience in the transportation of natural gas. Customized Energy Solutions has particular experience in serving the Mid Atlantic region, including all major pipelines such as Transco, Texas Eastern, Columbia Gas, Tennessee, and Dominion. We also rely on a strong relationship with various suppliers and industry connections to optimize performance.

Customized Energy also provides natural gas consulting services to wholesale and retail suppliers. Services included are Imbalance Management, Scheduling, Risk Management, Procurement, Invoice Management, and Data Recording, to name a few.

e. Integration of Generation and Market Purchases:

Customized has several current clients that serve load and have generation assets. The generation assets are generally viewed as a method of hedging electricity costs, but Customized also schedules these assets day to day to maximize their revenue from the assets. Purchasing strategies and experience in place include the following:

**Long Term Procurement:** Customized Energy Solutions has assisted clients in negotiating, executing, and implementing several 20 year Power Purchase Agreements. These agreements include tolling arrangements on cogeneration facilities, PPAs for wind facilities, and other resources. Different types of assets (eg combined cycle vs base load coal) are utilized to fill different portions of a client's portfolio (mid-merit, peaking, base load, etc).

**Monthly Blocks:** Customized Energy Solutions would recommend either individual monthly block purchases (perhaps all at once), or a multi-month block purchase, depending on current market conditions. Customized Energy Solutions typically tracks forward prices and sets trigger points for purchasing. When these trigger points are reached, Customized would recommend locking in a block of power.

**Quantities above the Monthly Block Purchase:** typically anything above the base monthly block would be an on peak contract only, where the purchase is intended to provide a hedge against peak prices.

Customized Energy Solutions would generally look to have master enabling agreement contracts in place between Dover and several market participants that are likely to offer the needed products at a reasonable price. By having the base contract terms in place, and credit information established, it is then much quicker and more efficient to sign an actual transaction, and allows for transactions to be executed in time to lock in the quoted price.

**Financial Transmission Rights (or FTRs)** would be used in conjunction with block purchases to guarantee a delivered price to Dover's load. It can often be more economic to purchase a block of power at a liquid location, such as PJM's West Hub, and then purchase an FTR from the West Hub to Dover's load; than it would be to get a block purchase at Dover's load location. Both options would be reviewed and priced out, though, so that Dover could see all options.

**Capacity Purchasing:** Customized Energy Solutions will utilize a similar procurement approach for capacity as is proposed for energy purchasing. That is, Customized Energy Solutions will perform its own analysis to determine expected capacity costs in future years, based on projects of auction results. Then, offers will be solicited from suppliers to

see if any are received below the expected forward capacity price. If any bids are selected, Customized Energy Solutions would assist preparing necessary agreements for Dover, and would implement finalized transactions in PJM's systems on behalf of Dover.

f. Risk Management Experience:

Customized Energy Solutions currently provides active portfolio management services to PJM load with generation. Customized staff has developed in conjunction with clients board approved hedging policies or programs and then worked with clients to implement these programs on a day to day basis.

In addition to overall portfolio planning, Customized specializes in optimization of Financial Transmission Rights (FTR) / Auction Revenue Rights (ARR) positions for its clients. CES is a long standing market leader service provider in this area and has represented many clients in each of the last eight annual ARR allocations. For PY2010-11 in PJM, CES had approximately 30 ARR clients representing approximately 10% of the total market including load in all zones. CES' clients typically have realized substantially higher ARR revenues than zonal market averages. Additionally, CES actively represents clients in the long term, annual, and monthly FTR auctions. FTR activity is integrated into the overall portfolio and hedging program.

g. Other Relevant Experience:

Demand Response Services: Customized Energy Solutions also helps its clients manage electricity costs by evaluating demand response capabilities and then getting revenue or achieving savings through demand response program participation. Customized Energy Solutions has managed over 200MW of demand response capability in both energy and capacity programs, and has clients in the Synchronized Reserve Market.

Renewable Portfolio Standards / Renewable Energy Credit Services: Customized Energy Solutions evaluates its clients' internal renewable resources requirements and works with those clients to register any such potential resources so that they can be used to offset the purchase requirements and / or capture additional revenue. As needed, Customized Energy Solutions will procure necessary renewable energy or credits from other market participants or brokerage entities to ensure all applicable requirements are met. Customized Energy Solutions will also manage future sales or procurement for carbon offsets or GHG emissions as may be required by the state of Delaware or other regulatory body.

# Edward F. Toppi

1528 Walnut Street, 22<sup>nd</sup> Floor, Philadelphia, PA 19102 O (267) 238-4788 e-mail: etoppi@ces-ltd.com

## Professional Experience:

### **Customized Energy Solutions, Ltd. Philadelphia, PA**

July 2006 - Present

*(AES NewEnergy, Inc. was acquired by Constellation Energy Group in September 2002)*

**Vice President – Retail Market Services** Responsible for development and delivery of company's Retail Market Services practice area. Practice area primarily focuses on retail to wholesale market interfaces including load forecasting, scheduling, market settlements and retail pricing. Other practice area activities include operational process review and development, market evaluation, state regulatory monitoring and reporting, and other market analyses.

- Built practice area from nothing to nearly \$1 million in revenue
- Developed capabilities to provide outsourced business processes of load forecasting, scheduling, settlements, and pricing in multiple markets including northeastern and mid-Atlantic regions and California

### **Constellation NewEnergy, Inc. Baltimore, MD**

June 2000 – July 2006

*(AES NewEnergy, Inc. was acquired by Constellation Energy Group in September 2002)*

**June 2004 – July 2006 - Vice President - Operations** Responsible for corporate-wide operational support for Customer Acquisition and Market Operations, including sales, marketing, load forecasting and pricing.

- Worked extensively with company's largest business unit (Texas) to improve operations and revenue/cost recognition and reporting
- Restructured load forecasting group for more efficient operations and improved reporting
- Co-led corporate wide effort to evaluate, select and implement complete replacement of company's information technology systems to support all aspects of business operations.

**June 2000 – May 2004 - Vice President/General Manager** Responsible for the strategic and operational management of the company's \$125 million retail electricity business in the Mid-Atlantic region. Oversaw all aspects of business including marketing and sales, operations and risk management, and invoicing and collections. Regional responsibilities included the states of Pennsylvania, Maryland, Delaware, and Virginia and the District of Columbia

- Grew regional coverage from only one state to four plus the District of Columbia
- Grew size of business 10 fold in terms of revenue and MW under contract
- Led integration of existing retail commodity businesses post acquisition

### **PECO Energy Company Philadelphia, PA**

August 1998 – May 2000

**Specialist - Customer Choice** Managed relationships with external Electric Generation Suppliers and internal organizations for energy deregulation. Provided business leadership for projects to support the implementation, operations and administration of energy deregulation. Evaluated and recommend improvements to business processes to ensure compliance with regulatory and Independent Systems Operator requirements.

## **Edward F. Toppi**

2400 Munford Drive, Fallston, MD 21047 H (410) 877-8554 W (410) 230-4644 e-mail: topester@comcast.net

- Developed and implemented methodology to improve accuracy of load forecasting.
- Identified and lead implementation of improvements to energy reconciliation process directly resulting in the recovery of over \$16 million in lost revenue.

**Energis Resources, Inc.** Edison, NJ

September 1997-July 1998

**Manager - Electric Supply and Operations** Directed the supply and operations functions of the company's \$10 million retail electric business in Pennsylvania and New York. Ensured compliance with host local distribution companies', Public Utility Commission, and Federal Energy Regulatory Commission requirements. Managed relationships with wholesale suppliers and host local distribution companies.

- Developed processes and procedures for Pennsylvania's Customer Choice Electric Retail Pilot Program.
- Provided operational direction to development of electric load forecasting system and customer and billing information system.

**Public Service Electric & Gas, Co.** Newark, NJ

January 1995 - August 1997

**Analyst** Performed financial, economic, and quantitative analysis of programs and projects associated with electricity production and other energy services. Routinely presented results of analysis and recommendations to management.

- Developed performance monitoring and trending program to aid in error reduction.
- Developed quantitative method to determine the aggregate impact of equipment deficiencies on plant operations to aid in prioritization of maintenance activities.

**United States Navy Nuclear Submarine Officer**

1989 - 1994

**Division Supervisor** Supervised the training, administration, and welfare of 17 men in two work centers. Represented the Commanding Officer in all matters concerning ship's operations. Supervised 35 man team in carrying out all ship's daily activities. Responsible for the safe navigation and operation of a multi-million dollar nuclear powered submarine.

- Managed the operation and maintenance of \$20 million dollars worth of equipment.
- Coordinated short and long term scheduling of maintenance and evolutions, ensuring minimum impact on ship's operations.
- Directed several programs that affected the readiness of the ship.

**Education:** **Drexel University**, Masters of Business Administration, December 1999.

**United States Naval Academy**

Bachelor of Science, Mathematics, May 1989, Top 2% of class

**Honors:**

- Recognized as Distinguished Student in Operations Research by the Operations Research Society of America for excellent performance on research project at the Naval Academy, 1989.
- Awarded membership in Phi Kappa Phi Honor Society, April 1989.
- Awarded Navy Achievement Medal, March 1994.

# **Edward F. Toppi**

2400 Munford Drive, Fallston, MD 21047 H (410) 877-8554 W (410) 230-4644 e-mail: topester@comcast.net

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## **Training:**

- PJM training on Fixed Transmission Rights and Locational Marginal Pricing
- Princeton Energy Risk Management
- Graduate of Dale Carnegie Training
- Performance Improvement International Root Cause Analysis and Human Error Reduction
- CareerTrack Conflict Resolution and Confrontation Skills

## **Additional Qualifications:**

- Experience in operations in the Pennsylvania-New Jersey-Maryland control area, New York ISO, ISO-New England, ERCOT, and California ISO.
- Extensive experience in the use of PC and relational database applications including MS SQL and Oracle
- Familiar with a variety of Quality Standards
- Held Top Secret/Special Background Investigation clearance and access to a nuclear facility.

## **Community Activity / Interests:**

- Committee Chairman for local Cub Scout pack
- Coach children's sports
- Captain of company cycling team / organize team annual participation in Bike MS event to support National Multiple Sclerosis Society

## Erik J. Paulson

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1528 Walnut St, 22<sup>nd</sup> Floor  
Philadelphia, PA 19102

Mobile: (484) 686-3001  
Work: (215) 875-9440  
epaulson@ces-ltd.com

### Experience:

- Jan 08 - present **Vice President, Wholesale Market Services, Customized Energy Solutions.** Responsible for consulting company's revenues and costs related to generation and load scheduling, analytical projects, and other wholesale energy market services. Oversee operation of company's 24 hour scheduling desk and responsible for over \$1M in company revenues.
- May 05-Jan 08 **Director of Regulatory Affairs – PJM, Customized Energy Solutions.** Report, advise, and represent clients' interests in wholesale and retail energy market issues within the PJM market footprint. Responsible for all regulatory clients and new business in the PJM region.
- Nov 04- May 05 **Manager, Market Development, PJM Interconnection.** Responsible for development of new electricity market products, market rule changes, and technical systems to support markets.
- Led PJM and stakeholder effort to integrate demand response resources into Ancillary Service Markets
  - Developed an implemented market systems necessary to integrate and additional 60,000+ mws into the PJM footprint
- July 03-Nov 04 **Manager, Real Time Market Operations, PJM Interconnection.** Responsible for operation of PJM's Real Time Energy Market, Spinning Reserve Market, and Regulation Market.
- Ensured PJM met its goal of 99% price posting accuracy
- Jun 00- July 03 **Senior Engineer, Energy Market Development, PJM Interconnection.** Design, test and implement new energy trading markets and market products. Train and support PJM Operations and Market Operations personnel in the operations of new and existing markets. Projects include
- Implementation of a Unit Dispatch System, which develops economic based generation dispatch points for over 600 units in the PJM region every five minutes. Received the "PJM President's Award" for the most significant contribution to PJM's Mission as a result of the work on this project.
  - Addition of a Spinning Reserves Market – an hourly market for the trading and procurement of spinning reserves within PJM.
- Jan 99-Jun 00 **Reactor Propulsion Division Officer,** managed 25-30 machinists in the Reactor Propulsion Division on a US Navy aircraft carrier. Responsible for tracking, coordinating, and completing major overhauls on over two dozen major pieces of steam plant equipment and ten compartments during the ship's complex, multi-year overhaul. Skilled in troubleshooting and repair of various control circuits and reactor protection components. Directed the operations of the carrier's nuclear propulsion plant in a supervisory role of reactor operation and actions of 20 subordinate watchstanders.

### Education:

- Nov 97-Dec 98
- **Naval Nuclear Power School,** program consisting of over 30 semester hours of nuclear physics, nuclear engineering, systems engineering, mathematics, and materials followed by six months of hands-on operating and troubleshooting of electrical, electronic, and mechanical systems in an operational nuclear power plant.
  - **Surface Warfare Officer School,** six months of classroom and practical study of all aspects of shipboard management. Courses included study of gas turbine power plant and weapons, radar, and communications systems.
- Aug 95-May 96
- **United States Naval Academy,** class of 1995. Bachelor of Science with major in Systems Engineering. Course of study included control systems, advanced robotics, and electrical engineering. Co-Captain of Varsity Offshore Sailing Team, captain of 50 foot racing sloop with a crew of 10 underclassmen.
- Jul 91-Jun 95

## MARK M. SCOTT

Customized Energy Solutions, Ltd. 1141 Jefferson Green Circle Midlothian, Virginia 23113  
(804) 302-4680 direct (804) 677-7650 cell mscott@ces-ltd.com

Strategy

Portfolio Management

Leadership

Origination & Trading

Operations

### PROFESSIONAL EXPERIENCE

**Customized Energy Solutions (2009-present)** **Richmond, Virginia**

**Director, Structured Trading** responsible for wholesale electric procurement and portfolio consulting services.

**GenPower Services (2008-2009)** **Richmond, Virginia**

**Director, Origination** responsible for negotiating power transactions to support generation developments and acquisitions and for being the PJM member representative for Longview Power, LLC.

- Brought several transaction opportunities with substantial value for company consideration.
- Identified and greatly aided resolution of major commercial issue on core investment.

**Old Dominion Electric Cooperative (2002-2007)** **Richmond, Virginia**

**Portfolio Manager** responsible for forward hedging of energy, congestion, natural gas, and capacity in the PJM market.

- Extensive structured and standard product transaction experience including direct execution of over \$1 billion in power and coordination of over \$300 million in natural gas.
- Designed and managed forward energy portfolio hedging process and policy compliance.

**Williams Energy Marketing & Trading (1999-2002)** **Tulsa, Oklahoma**

**Commercial Leader** responsible for originating and closing structured power transactions.

- Originated a 13-year \$32 million deal to satisfy a key portfolio requirement.
- Aided elimination of \$86 million in credit support by monetizing two existing contracts.

**Senior Engineer** responsible for the operational content and negotiations of power tolling contracts.

- Executed or completed executable tolling contracts as part of small focused team of over 6 GW at twelve sites representing over \$3 billion of underlying investment.

**Generation Engineer** responsible for managing the operations, maintenance, scheduling, and reporting of a PJM combustion turbine and technical aspects of structured deals.

**Procter & Gamble (1996-1999)** **Cincinnati, Ohio**

**Financial Analyst** responsible for assessing commercial prospects of new product technology.

**Beverage Cost Analyst** responsible for \$100 million in manufacturing related costs distributed in three channels.

- Provided the foundation to divest a business and generated pre-sale ideas that improved gross margins by ten percent.

**US Navy (1989-1996)** **Various Locations**

**Planning Officer** responsible for weapon planning quality review at Strategic Air Command, Nebraska.

**Nuclear Qualified Engineering Division Officer** responsible for 15 technicians and specific engineering systems on the USS Portsmouth fast attack submarine.

**Shift Engineer/Staff Instructor** responsible for the operation, maintenance, and training at an Idaho nuclear propulsion prototype. Supervised 70 staff and 80 students.

**Technical** qualified as top graduate at all training schools: Submarine Basic, Nuclear Prototype, and Power.

### EDUCATION

University of Nebraska-Lincoln

MBA (GPA 4.0)

1996

University of Missouri-Rolla

BS, Electrical Engineering (GPA 3.9)

1988

## **Chelsea Fowler**

1141 Jefferson Green Circle Midlothian VA 23113 · 804 302 4681 · cfowler@ces-ltd.com

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### **Employment:**

**Senior Energy Consultant, Customized Energy Solutions**

Jan 2009 – Present

Responsible for helping clients manage procurement and settlements in the PJM market across a wide range of activities including asset unit commitment, daily operations, portfolio reporting, position tracking, settlements, and transaction support.

**Senior Portfolio Analyst, Old Dominion Electric Cooperative**

May 2003 – Dec 2008

- Produce management energy cost of service report (profit & loss) for a complex power portfolio.
  - Designed, created and maintain an hourly position tracking system and underlying databases.
  - Track all physical natural gas trades and usage, and review all invoices prior to payment.
  - Review, settle, and interpret contracts and invoices including natural gas transportation.
- Support short-term portfolio decisions regarding the trading of power and natural gas.
  - Aid oversight of daily position with traders via extensive knowledge of PJM markets and billing.
  - Monitor unit commitment of PJM generation and make suggestions for improvement.
- Analyze forward power supply and natural gas portfolio in support of risk management policies.
  - Coordinate forward portfolio model data inputs and results.
  - Participate in creation of short and medium-term power supply and natural gas hedging strategies through supporting analysis.
  - Perform variance analyses on forward power supply portfolio key cost drivers.
- Participate in the origination of structured power supply and natural gas transactions, acquisition opportunities, and execution of power supply and natural gas contracts.
  - Frequently utilize analytical skills in contract negotiations, disputes and other issues.
  - Additionally perform reporting duties, assist power supply planning functions, and support natural gas related regulatory efforts.

### **Education:**

**Master of Science, Financial Mathematics, Kings College London**

2002

Achieved highest academic level.

**Bachelor of Science, Mathematics, Royal Holloway University of London**

2001

### **Skills:**

- Advanced in Excel, Access, Word, and Power Point applications.
- Advanced in VBA and proficiency in SQL programming.

## Jeffrey W. Whitehead

[jwhitehead@ces-ltd.com](mailto:jwhitehead@ces-ltd.com)  
100 N. 17<sup>th</sup> St 14<sup>th</sup> Floor  
Philadelphia, PA 19103  
267-238-4787

### Relevant Skills

#### *Proven Project Management skills*

- Successfully led multiple projects to completion on time and under budget
  - Project size ranging from \$600,000 to \$2.5 Million
  - Project teams from 2 people up to as many as 18
- Experience with tools including Microsoft Project, SAP, and Projectweb
- Simultaneously managed multiple efforts in conjunction with significant corporate expansion at a Regional Electric Transmission System Operator that operates the world's largest wholesale electricity market
- Managed company-wide project with impacts and activities in multiple divisions

#### *Proven skills as Business Analyst*

- Successfully redesigned existing business processes to integrate technology which achieved the required process efficiency to accommodate a significant business volume increase
- Developed business model for integrating regional customer service model into existing centralized corporate structure
- Experience with Rational Unified Process and UML.
- Demonstrated qualitative analytical skills as an energy consultant through reporting and analysis work related to California Independent System Operator Market Redesign and Technology Upgrade and Independent System Operator of New England stakeholder process
- Demonstrated quantitative analytical skills as an energy consultant through the development of energy price studies

#### *Proven skills in Customer Service*

- Worked as "face" of company to multiple customers and managed accounts including issue resolution and promotion of beneficial initiatives

### Work Experience

#### Customized Energy Solutions Consultant

August 2006 – Present

- Provided regulatory reporting and analysis services to clients for California Independent System Operator Market Redesign and Technology Upgrade and Independent System Operator of New England stakeholder process
- Developed energy price studies to evaluate prospective generating facility purchases and to evaluate the impact of Regional Transmission Operator pricing policy changes
- Assisted in the procurement of full service electricity supply contracts for municipalities and state facilities

#### PJM Interconnection

August 2005 – August 2006

#### Senior Security Analyst, Security Compliance Department

- Worked on project to develop and formalize standardized security processes throughout PJM based on North American Electric Reliability Council (NERC) Security Standard requirements
- Led company-wide group that is developing a plan to implement standards which required activities in multiple divisions

#### PJM Interconnection

December 2004 - August 2005

#### System Planning Liaison to Western Region President

- Leader in development of regional office concept at PJM
  - Developed business model for integration of regional organizations into existing PJM corporate structure
  - Developed liaison role for regional office employees with emphasis in interactions with System Planning Staff
- Developed software for customer data/contact tracking, issue management, and business initiative progress tracking
- Developed knowledge of System Planning, Markets and Operations processes at PJM including Regional Expansion Planning, Economic Planning, Capacity Adequacy Planning, and Generation

Dispatch and Transmission Operations from market based Regional Transmission Operator perspective.

- Further developed knowledge of Regional Transmission Operator business and regulatory concepts at multiple levels.
- Led customer service effort for multiple PJM customers by managing their accounts including issue resolution and promotion of beneficial initiatives

**PJM Interconnection**

June 2002 – December 2004

**Analyst/Sr. Analyst, Operations Development**

- Began career as transaction coordinator working with Enhanced Energy Scheduler (EES) Application and market participants to coordinate interchange transactions in day ahead and hourly energy markets
- Project Manager of enhancement to EES Application.
  - Managed \$2.5 Million application rewrite/enhancement.
  - Developed business logic, conceptual and detailed design as well as coordinated the technical effort including programming, testing and architecture level changes. Managed project estimates, budget and a team of 18 people consisting of consultants and PJM employees.
  - Responsible for Project Finances
  - Project Team received PJM's Mission Success Award
- Worked extensively on OASIS, Tagging, Scheduling and Checkout for PJM Market Integration project
  - Responsible for EES Application preparedness for Market Integration.
  - Designed and coordinated development of application to assist OASIS conversion process.
  - Trained market participants on OASIS, Scheduling and Tagging Applications in order to submit external schedules to the PJM market.
  - Made presentations on behalf of External Scheduling to new Transmission Owners and market participants.
- Coordinator of project to have PJM assume Reliability Coordination functions for Commonwealth Edison as interim integration step.
  - Assisted PJM West Dispatch manager with day to day project management responsibilities.
  - Performed business analyst functions, documenting processes to be used
  - Responsible for project finances
- Business lead for Enhanced Congestion Management Process
  - Responsible for maintenance and enhancements to Congestion Management software as required
  - Responsible for software enhancements to allow the phased integration of expanded service territory
  - Worked with PJM team and outside vendors to develop business logic and technical requirements for multiple software enhancements

**Awards**

Received Corporate Mission Success Award for Enhanced Energy Scheduling Application redesign project

**Education**

Bachelor of Arts, Susquehanna University, Selinsgrove, PA

Major: Information Systems

Minor: Business Administration

GPA: 3.77

**Honors**

Member Alpha Lambda Delta Honor Society (freshman honor society)

Dean's List 8 Consecutive Semesters

Dean's List Award

Outstanding Senior in Information Systems Department Award

University Scholar (1999-2002)

Graduated Summa Cum Lauda

Currently pursuing MBA at Penn State Great Valley

GPA: 3.84

**Attachment G**  
**EC Infosystems Expertise**

# Company Profile

EC Infosystems is an information systems professional services company that provides a wide range of products and services to the energy, shipping, retail, distribution and other industries.

We specialize in two major areas, EC/EDI Outsourcing and IT Consulting Services, and are a leader in providing these services to the deregulated energy market.

Our depth and breadth of experience in the Deregulated Energy marketplace has launched us into the position of a market leader. Processing several million transactions per month, our customers include medium to large energy marketers and utilities across 19 states within the US. With connections to over 80 utilities, and growing, we service more than 200 clients nationwide.

EC Infosystems provides robust transaction processing services in CAISO, ERCOT, MISO, NEPOOL, NYISO, PJM etc. ISOs.

## QUICK FACTS

- Established in 1995
- 300+ Clients
- 19 Deregulated State Presence
- 10+ Million Transactions
- Gas, Electric and Water Commodities
- 95,000+ Consultants Database
- US and Offshore Resources

## EDI TRANSACTION PROCESSING FOR ALL MARKETS

EC Infosystems offers a state of the art portal (EC Central) for clients to send and receive EDI transactions to and from their Trading Partners. Clients have round the clock 24 x 7 x 365 capability to interact with their Trading Partners through this portal.

## TRANSACTION TRACKING SOLUTIONS FOR ALL MARKETS

EC Infosystems offers a real time transaction tracking system (TrueTrack). Clients can use this system to track incoming and outgoing transactions in real time to ensure a smooth and efficient operation.

## BILLING SOLUTIONS FOR THE ENERGY MARKET

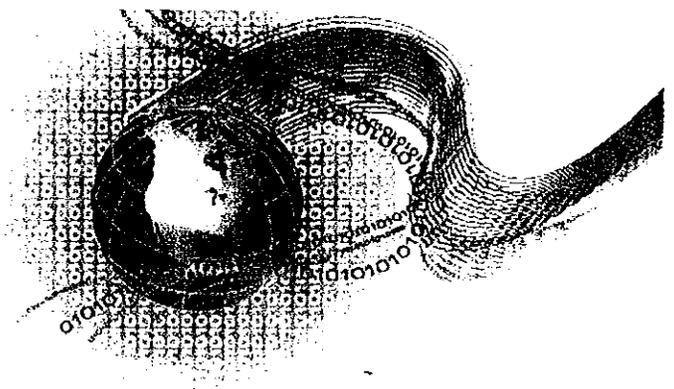
EC Infosystems offers a billing system (UtilBill) to energy marketers. This solution provides our energy customers with significant flexibility in managing and billing their customers.

## WORKFLOW SOLUTIONS FOR THE ENERGY MARKET

EC Infosystems offers a Workflow and Transaction Tracking System (UtiliPort) to utility companies and energy marketers. This solution provides our energy customers with significant flexibility in managing their workflow and monitoring their EDI transactions.

## LOAD FORECASTING SOLUTIONS FOR THE ENERGY MARKET

EC Infosystems offers a Load Forecasting system (UtilForecast) to energy marketers. This solution enables our energy customers to schedule electricity and submit consumption forecasts to the ISO or the State Load Dispatch Center.



## EC/EDI OUTSOURCED SERVICES

EC Infosystems provides a full range of outsourced services to make your EC/EDI program more successful, including EDI Transaction Management, Trading Partner Management and Client Data Environment Management.

## IT STAFF AUGMENTATION

We maintain a database of over 95,000 consultants, who are skilled in a variety of IT hardware and software areas. These experts have PC, midrange and mainframe experience, which covers most of the major hardware and related operating systems.

In the area of software, we have experts in application configuration and implementation, and a wide range of programming languages.

## EC/EDI PROFESSIONAL SERVICES

EC Infosystems offers a full range of services to its customers in the field of electronic commerce. We can show you how implementing EDI can make you more competitive, improve your service levels and increase your profitability.

We can help you plan how to take advantage of EC/EDI transactions, help you with your infrastructure planning and to rollout a trading partner implementation. We offer many supporting EDI activities, such as data mapping, translator software implementation, and interface programming. And we can train your entire company in implementing EC/EDI systems.

## MANAGED SERVICES

EC Infosystems is a pioneer in offering Managed Services, a concept that provides low-cost off shore resources via a layer of technical and project management personnel that improve communications and management of these resources.

## .NET STAFF AUGMENTATION

We maintain a staff of US based and off shore based dot net design and programming personnel. These individuals can be used to augment your current staffing or to deliver dot net based applications to your specifications.

**ec infosystems<sup>INC.</sup>**

*Innovative EDI Technology Solutions*

# ec infosystems<sup>INC</sup>

200 Garden City Plaza, Suite 210 Garden City NY 11530 Tel: (516) 739-1001

## **EC Infosystems Corporate Experience**

EC Infosystems (ECI) is an IT Consulting, EDI Transaction Management & EDI Professional Services doing business nationwide. ECI was founded in 1995 and is an 8(a) certified small business. ECI has sixteen years experience in providing EDI Transaction Processing services to the Energy Industry. ECI serves over 100 + customers through the Professional services and Consulting services division. ECI is one the largest EDI vendors in the deregulated energy industry serving 285+ customers in 18 deregulated states. Processing over 10 million EDI transactions a month through our systems. ECI's evolving in-house application programming capabilities have enabled us to develop proprietary CIS/Billing software we host and market in a SaaS model. Our IT Consulting services database has over 90,000+ resumes of IT Professionals covering varied skills required in both the Commercial and Governmental market place. ECI is made up of 40 core employees.

## Mohan Wanchoo

Mohan Wanchoo is the President of EC Infosystems, a Nationwide EDI Transaction Management and Integrated Billing Services provider to the Energy Industry. His expertise in Information Systems spans over 30 years in the Energy, Ports & Terminals, Cable Television & Advertising, Banking, Manufacturing and Distribution industries.

Mohan has provided leadership to EC Infosystems in the areas of Management, Business Development and Software Architecture. He has provided leadership at a strategic and systems level in shaping the company's product lines in the energy industry. His vision has led to a robust suite of product offerings including EC Central for EDI Transaction Processing, UtiliPort for EDI Transaction Management, UtiliBill for Retail Energy Billing & CIS, UtiliForecast for Load Forecasting services in the electric, gas and water industries.

Mohan has over 15 years of experience across many facets of the energy industry including deregulated retail markets, wholesale markets and ISOs. He has a grass root understanding of deregulated and regulated utilities, energy cooperatives and municipal utility districts. His keen understanding about energy marketers, aggregators and service providers has catapulted EC Infosystems into a market leader position in the energy service provider industry.

Mr. Wanchoo has written several articles for industry magazines and has spoken at several Industry Conferences. He holds a Masters Degree in Computer Science.

Gary Slattery is the Information Systems Director at EC Infosystems and has played an instrumental role in the evolution of the company's Enterprise Management vision. With more than 30 years of IT industry experience as a technology leader, consultant and executive, Gary also provides counsel in the areas of strategic partnerships, product development leadership, community and public affairs and corporate strategy.

A director at EC Infosystems since 2005, Gary has been directly involved in the company's many product offerings in the energy industry. His years of experience in the IT industry has helped shape the direction and growth of many of the company's product offerings including a state of the art billing system, EDI Transaction Management and Load Forecasting services in the electric and gas industries.

Gary's experience also extends into many other areas of the energy industry as well. He has worked extensively with deregulated markets, Customer Information Management Systems, Asset Management, and Renewable Energy Management from an IT perspective.

Prior to his current position, Gary served as Vice President of Research and Development at Computer Associates. During his tenure at CA he was instrumental in the development of many of the company's system management products on many diverse platforms including mainframes, midrange and PC systems.

## **Mohan Wanchoo**

200 Garden City Plaza, Suite 210, Garden City, NY 11530

### **EC Infosystems Inc., Garden City, NY**

#### **President & CTO**

**Aug 1995 to Present**

- Provided executive leadership to EC Infosystems, a Nationwide EDI Transaction Management and Integrated Billing Service provider to the Energy Industry. My focus areas are Management, Business Development and Software Architecture. Have provided leadership at a strategic and systems level in shaping the company's product lines in the energy industry. My vision has led to a robust suite of product offerings including EC Central for EDI Transaction Processing, UtiliPort for EDI Transaction Management, UtiliBill for Retail Energy Billing & CIS, UtiliForecast for Load Forecasting services in the electric and gas industries.
- Provided leadership to the company across many facets of the energy industry including deregulated retail markets, wholesale markets and ISOs. I have a grass root understanding of deregulated and regulated utilities, energy cooperatives and municipal utility districts. My keen understanding about energy marketers, aggregators and service providers has catapulted EC Infosystems into a market leader position in the energy service provider industry. Responsible for creating the architecture for the company's EDI processing systems.

### **MTV Networks, New York, NY**

#### **Sterling Software, New York, NY**

#### **HSBC, New York, NY**

#### **J. P. Morgan Chase, New York, NY**

#### **Granada Systems Design, New York, NY**

**Sept 1981 – July 1995**

- Directed the design and production of client-centered databases, quality service management systems, continuous quality improvement programs.
- Established processing standards, hardware platforms, software technologies, performance benchmarks, turn around times.
- Provided expert knowledge, built and consistently evaluated server architecture, and recommended strategic direction for mission critical company environment.
- Setting and enforcing design and development standards, mentoring and leading multiple development teams, and translating business requirements into detailed technical specifications.
- Met with upper management regarding allocations, fall back and fail safe procedures, human resource needs, qualifications and training of existing staff.
- Prepared implementation plan, project time lines, and resource requirements.
- Responsible for Project Management, Systems Analysis, Design, Development, Testing, Implementation and Delivery of various banking, broadcasting, EDI, communication, audio response systems at these companies.

#### **Education:**

M.S. Computer Science, New York, 1986

#### **Publications:**

Mohan Wanchoo, EDI Technology in Deregulated Utility Industry, Energy Pulse, 1.30.03, 2003

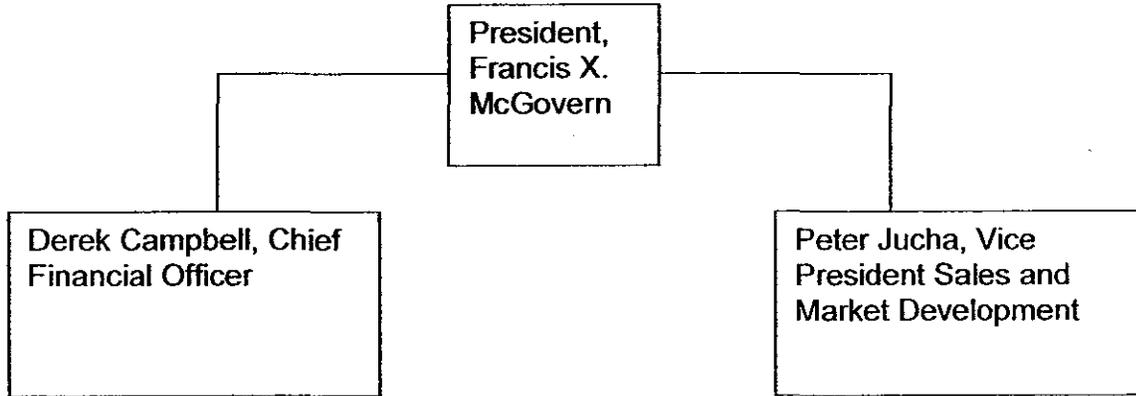
Mohan Wanchoo has spoken at several Industry Conferences

**Attachment H**

**Managerial Qualifications**

**Key Personnel**

**CLEARVIEW ELECTRIC INC.**



# Derek Campbell, MBA, CPA, CVA

4210 Zachs Ct., Midlothian, Texas, 76065 ♦ 972.754.0457 (Cell) ♦ 972.775.5277 (Home) ♦ [bucampbell@sbcglobal.net](mailto:bucampbell@sbcglobal.net)

**OBJECTIVE:** To add value within a growing firm through my professional knowledge, skills, and integrity.

## PROFESSIONAL CERTIFICATIONS:

**Certified Public Accountant (CPA):** License number: 083240 for the State of Texas

**Certified Valuation Analysis (CVA):** Licensed by the National Association of Certified Valuation Analyst

## EDUCATION:

### Master of Business Administration

Baylor University: Waco, Texas (GPA: 3.67) Graduated in August 1998

### Bachelors of Business Administration in Accounting

Baylor University: Waco, Texas (GPA: 3.27) Graduated in May 1997

## WORK EXPERIENCE:

**ExhibitGroup/Giltspur: Divisional Controller/Business Manager** – Dallas, Texas September 2005 to November 2009

- ♦ Reportable segment of publicly held holding company, Viad, Inc. (NYSE: VVI)
- ♦ Managed all financial aspects of the Southeastern region as well as the EG Retail division
- ♦ Supervised two staff accountants as well as all regional operation coordinators
- ♦ Responsible for developing and submitting the monthly sales and cost of sales forecast
  - Initiated and improved the forecast process which enabled the forecast to be completed during the first week of the month. Prior, the forecast was not finalized until the middle of the month
  - Developed and implemented an automation of the forecast process which substantially improved the monthly variance of forecast to actual
  - Created a process in which all Divisional Controllers could forecast direct shop labor hours by utilizing reports generated from the operations department and weekly meetings
  - Reviewed and submitted the forecast for all categories of selling and administrative expenses for the Southeastern region
- ♦ Supported the creation of the annual budgets for the Southeastern and EG Retail divisions
  - Worked with the sales team to develop the upcoming year's sales revenue targets by customer and reviewed for reasonableness with the executive management
  - Based on historical information, developed the cost of sales and general administrative expenses for the annual budget
- ♦ Managed and reviewed all commission compensation for the entire sales force in the United States
  - Automated the calculations for commissions which eliminated the errors in commission compensation calculations
  - Reviewed all calculations from staff accountant to ensure accuracy and compliance with individual compensation plans
  - Developed an analysis for accrued commission in order to verify the adequateness of the balance
  - Implemented a forecast process which allowed to correctly forecast the actual commission expense month over month, rather assuming a flat percentage across all US divisions as previously done
  - Participated with the executive management team in the creation of the commission plans for all levels of the sales staff as well as rolling out the compensation documents to the sales team
  - Researched any disputes with sales commissions and efficiently communicated resolution with executive management and sales personnel
- ♦ Reviewed the expense reports for entire Southeastern division to ensure completeness and accurate coding
- ♦ Responsible for several operational and financial statistics including days to bill and outstanding accounts receivable
- ♦ Improved the handling of raw materials inventory with weekly cycle counts which greatly reduced the variance during the year end physical inventory count
- ♦ Researched and approved all no cost change orders, management override change orders and credit memos initiated by operations or sales departments
- ♦ Managed all SOX compliance issues for the regional controls and reported to external and internal auditors on questioners. Never had an exception for noncompliance of documented controls
- ♦ Maintained and improved communication between operations, sales and finance departments.

**Universal Compression: Houston, Texas**

**Accounting Manager - US Division**

January 2004 to September 2005

- ◆ Promoted to Accounting Manager by demonstrating business competencies, knowledge of core accounting issues, ability to lead a team to accomplish goals, and strong work ethic
- ◆ Managed the general ledger account file maintenance for the entire company
- ◆ Supervised three senior staff accountants and all related duties
- ◆ Assisted the financial reporting department on various projects for 10K, 10Q, and other external reports
- ◆ Participated in meetings with corporate executives to review all financial information
- ◆ Actively participated in the documentation of controls for SOX compliance
- ◆ Tested and reviewed all divisional control for SOX compliance
- ◆ Reviewed financial test data during implementation of JD Edwards Enterprise 1 ERP system as it compared to actual data on parallel system

**Sr. Accountant – Contract Compression**

March 2003 to January 2004

- ◆ Performed month, quarter, and year end closure activities for the Contract Compression Division
- ◆ Engaged in monthly operational financial analysis for upper management
- ◆ Prepared numerous general ledger account reconciliations on a monthly basis
- ◆ Generated financial schedules and reports on operational activities which support all operational managers
- ◆ Assisted in quarter and year end audits by providing documentation and explanations for financial activities

**Introgen Therapeutics: Operations Financial Coordinator - Houston, Texas Operations May 2002 to February 2003**

- ◆ Managed financial budgets for entire Houston operations in order to maintain fiscal accountability
- ◆ Assisted in financial monthly close for all research, manufacturing, clinical, and general operations
- ◆ Prepared financial schedules, reports, and account reconciliation which supported month end activities
- ◆ Monitored all purchase orders to ensure completeness and accuracy for budgetary purposes
- ◆ Reviewed general ledger coding for all invoices in order to properly categorize and account for expenses
- ◆ Participated in project planning meetings to develop new or revise existing purchasing procedures
- ◆ Generated cost cutting procedures by consolidating vendors and negotiating deeper discounts
- ◆ Researched, presented to upper management, and initiated contracts to purchase power in deregulated markets which generated monthly savings between \$15 to \$25 thousand dollars

**Hannon Hydraulics: General and Financial Manager - Houston, Texas Operations March 1999 to February 2002**

- ◆ Strengthened financial discipline and directed daily ongoing operations
- ◆ Performed month end closing for billing, work in progress, inventory, and open work order cutoffs
- ◆ Generated and examined aging schedules which highlighted past due accounts and therefore contributed to a decrease of account receivable ratios
- ◆ Oversaw accounting personnel in work order entry, invoicing and purchasing
- ◆ Prepared documentations, directed staff, and reported results for year-end inventories to auditors
- ◆ Compiled schedules, collected cut-off documentation, and provided additional support for auditors resulting in more proficient audits
- ◆ Produced and analyzed sales reports on a daily and monthly basis which directed sales toward more profitable industries
- ◆ Reviewed customer credit applications and performed credit reference checks to establish more effective approval qualifications
- ◆ Monitored purchases of daily operations and special projects to ensure proper cost allocations while maintaining expenses at respectable levels
- ◆ Participated in executive strategy meetings to plan for future growth opportunities

**Ernst & Young LLP: Financial Auditor - Dallas, Texas office**

September 1998 to March 1999

- ◆ Successfully completed an internship as staff I auditor during “busy season” January through March 1997
- ◆ Involved with audit teams for various clients including Eljer Plumbing, Exxon/Mobile, and John Deere
- ◆ Performed audit procedures which offered exposure to all areas of basic financial statement reporting
- ◆ Conducted inventory observations for clients and prepared work papers to verify audit results
- ◆ Interviewed clients and gathered necessary documentation to support audit assurances
- ◆ Participated in various recruiting, mentoring, and charitable activities for the firm

**COMPUTER SKILLS:**

Software: Microsoft Windows, Advanced Excel (extensive formulas and pivot tables), PowerPoint, Word, ADP Payroll, JD Edwards (Enterprise One ERP system), and AS400

**Peter Jucha**  
**350 N Ervay St, Apt 3109**  
**Dallas, TX 75201**  
**Tel: 972-897-1939**

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### **PROFESSIONAL PROFILE**

Goal-oriented leader and manager with 24 years of progressive management experience successfully solving problems, leading and consulting interdisciplinary teams to implement solutions that balanced profitability and risk, and increased organizational efficiency. A skilled analytic manager who can develop strategic thinking around an issue and create a success through leading careful analysis, fostering creative solutions, and creating cooperative relationships among individuals and groups. A detail-oriented individual with proven ability to see and manage the strategic environment, alternative tactical approaches, and an executional path to completion. A successful manager in both risk management and loyalty marketing. PC-literate with working knowledge of mainframe analytic tools (SAS, Knowledge Seeker, SQL)

### **AREAS OF EXPERTISE**

- Strategy Development
- Customer Segmentation
- Direct mail execution
- Development of Policy/Procedures
- Budget Development
- Loyalty / Attrition Management
- Portfolio Valuation
- Customer communication

### **PROFESSIONAL QUALIFICATIONS**

- Introduced and utilized customer segmentation scheme using profitability, stability, risk, and loyalty as key drivers to manage customer marketing activity.
- Developed updated customer acquisition segmentation, criteria, and pricing schemes.
- Developed and managed card customer management strategies including credit limit management, card authorizations, collections activities, fraud prevention activities, and card reissue.
- Developed and managed product enhancements and anti-attrition tools to increase customer loyalty and decrease customer attrition
- Developed and utilized a framework for communicating to customers across channels (mail, statement, and customer service) based on customer demographics and psychographics
- Developed, defended, managed, and directed annual marketing budget of \$10 million.
- Implemented credit card account management subsystem.
- Assessed risk and value of target card portfolio acquisitions, and managed risks during transitional periods

### **EXPERIENCE**

#### **Clearview Electric and Quality Telephone, Dallas, TX**

Vice President – (07/06 – present)

Managed the growth of a company supplying electricity to consumers and small businesses in markets newly-opened to competition for electric supply (New York, Connecticut, Pennsylvania, New Jersey, Maryland, Delaware)

Areas of responsibility include:

- Marketing
- Regulatory compliance
- Retention
- Pricing
- Operations

#### **Quality Telephone, Dallas, TX**

Vice President, Marketing – (01/02-07/06)

Developed pricing strategies, marketing strategies. Competitive analysis. Customer surveys. Developed and maintained key strategic partnerships for growth. Company grew 10-fold.

#### **NewMove.com, Dallas, TX**

Partner (07/00-12/01)

Co-found internet start-up firm, including preparing business case, preparing budgets, consumer and market analyses, writing web requirements, and installing control systems

**Citibank Credit Services, Kansas City, MO / Long Island City, NY**

**Vice President, Risk, Revenue, and Retention – Travel and Business Segment (02/99-09/00)**

Business manager for lending functions, pricing initiatives, retention and loyalty initiatives, and internet strategy for the AAdvantage portfolio. Managed staff of up to 5. Worked cross-organizationally with centralized analytic and resource functions to establish and accomplish common goals.

Accomplishments include:

- Increased balances transferred from all sources and from proactive mailings by 50% in 1999 over 1998, successfully rolling out profitable 1998 tests. On track to increase 2000 transfers by an additional 45%.
- Tested alternative down-pricing strategies to customers with decreasing balances and activity.
- Increased Citibank AAdvantage earnings by over \$20MM through effective credit line increase strategy.
- Introduced new credit line increase strategy using profitability, stability, and market share as key drivers.
- Increased Citibank AAdvantage earnings by over \$1MM by instituting fee recapture programs for customers converting out of product.
- Worked with Citi f/i and American Airlines on Citi f/i's (Citibank's internet bank) launch.
- Introduced Click Citi (internet-exclusive) AAdvantage product.
- Transitioned Citibank AAdvantage websites to become effective sales vehicles.
- Reduced account attrition rate by 15% in latter half of 1999, to lowest levels ever, through introduction of new account retention offer strategy.

**Vice President, Lending – AAdvantage Strategic Business Unit (04/98-02/99)**

Managed all lending functions for Citibank AAdvantage customers. Managed analytic support of new product development. Areas of responsibility included marketing and credit responsibilities for credit line increases, balance consolidations, pricing initiatives. Credit Loss responsibilities for AAdvantage.

**Peter Jucha (continued)**

**Associates Financial Services Company, Irving, TX**

**Vice President, Strategy, Policy, and Control (09/96-04/98)**

Managed the credit policy function, new account criteria development, underwriting criteria and process development, and account management credit and fraud policy and functions.

Accomplishments include:

- Developed updated account acquisition criteria
- Developed a new secured card strategic approach to booking and managing accounts
- Developed new college line increase strategies to emphasize long-term relationship
- Developed new customer segmentation to take advantage of customer loyalty

**Vice President, Account Management (04/95-09/96)**

**Manager, Account Management Strategy Development (04/93-04/95)**

Managed the Account Management functions. Accomplishments include:

- Implementation of TRIAD account management software for credit limits, authorizations, delinquency and overlimit collections, and reissue
- Responsible for risk management functionality of full file conversion from a CARDPAC system to FDR
- Policy development in all areas of account management
- Reduction of average bad balance to average good balance ratio for overall portfolio by approximately 10% through effective use of account management strategies
- Development with Fair, Isaac of behavioral scorecards
- Increased front-end collections efficiency by approximately 20%
- Increased placement activity by 50%
- Increased credit exposure in 1996 by over \$1BB through targeted credit limit increase
- Responsible for all repricing strategies
- Increased authorization approval rates on overlimit and delinquent accounts
- Credit limit decrease and early/late closure testing
- Responsible for maintenance of FALCON authorization fraud detection
- Managed the conversion of 500M account Unocal card portfolio to bankcard
- Managed the conversion of 2MM account Amoco card portfolio to bankcard
- Managed the 8MM+ account Amoco private label credit risk

Peter Jucha

**Citibank Mastercard/Visa, Long Island City, NY**

Assistant Vice President, Portfolio Management

- Credit Implementation (05/92-03/93)
  - Establish, advise, and manage judgmental credit units
  - Ensure credit quality throughout the operating centers
  - Instill operational concerns into the credit culture
- Credit Extension Policy ('88-'92)
  - Policy changes for line increases
  - Policies for customer requested credit limit increases
  - POS credit limit increases and authorization cushion policies
  - Customer relationship credit granting policies
  - Collections procedures for multiple account relationships
  - Automated closure policies
  - Reopening policies and procedures

Management Associate, ('86-'88), Information Services

- Participated in developing a central MIS source for Bankcard division

**Education:**

Columbia University Graduate School of Business  
MBA, Finance and Accounting, May 1986

Cornell University  
BS, Statistics and Biometrics, May 1982

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# Frank McGovern

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## **President**

**Clearview Electric, Inc Dallas, TX**

09-2006 to Present

President and Founder of Clearview Electric, a Competitive Electric company providing energy services to residential and small business customers. Complete responsibility for the day to day management of the company, including wholesale energy management, customer service, customer acquisition, finance, operations, etc. The company successfully supports over 45,000 customers.

## **President**

**Qtel Dallas, TX**

02-2000 to Present

President and Founder of Qtel, a Competitive Local Exchange Company providing telecommunications to residential and small business customers. Complete responsibility for management of the company, including wholesale management, customer service, customer acquisition, finance, operations, etc. The company successfully reached over 5,000 customers.

## **Sr. Manager – New Product Development**

**Verizon/GTE Irving, TX**

09-1996 to 02-2000

Responsible for profit and loss, project management and all aspects of bringing new lines of business into the market place, including all market research, marketing, direct marketing, sales, distribution, operations, network design and finances. Brought five new product lines to GTE with a combined 5 year financial projections of \$160 million. Mercer Consulting cited GTE as having the best New Product Development Organization in the Telecom industry.

## **Staff Manager – Corporate Strategy**

**Verizon/GTE Irving, TX**

11-1993 to 09-1996

Responsible for multiple projects determining the future direction of GTE's Residential local phone service. Projects included the coordination of the 1992 1993 and 1994 consumer market plan followed by GTE's Residential Local Organization. Plans included the development of the long term retail outlet plan, creation of the strategy for residential data, evaluation of the on-line market place, definition and co-development the business plan for a directory assistance product.

## **Staff Specialist – New Services Regulatory**

**Verizon/GTE Irving, TX**

05-1992 to 11-1993

Developed regulatory support and strategies for business consumer and government products. Products included Centrex, CLASS, and E-911. Testified before State Public Utility Commissions.

## **Engineering & Operations Positions**

**General Electric**

1986 to 1990

### **Engineering Manager**

GE Mexican Operations – C.C. Acuna, Mexico

Directed 4 engineers and 12 technicians for start up of a 400 person new factory in Mexico.

### **Department Supervision**

GE Automotive Lighting – Memphis TN

Supervised 87 employees in the production of 2 million light bulbs daily. Initiated a project leading 3 engineers to save \$175,000. Improved the production process by 4%.

### **Quality Engineer**

GE Power Systems – Fitchburg, MA

Supervised 7 employees on 3 shifts for the receipt of incoming components. Managed volume growth increasing from 40 to 80 million dollars without increasing employees.

### **Project Engineer**

GE Power Systems – Lynn, MA

Supervised 15 employees to establish a new warehouse. Moved \$12 million dollars of production to a new facility. Integrated 10,00 parts into a new inventory system.

### **Computer System Specialist**

GE Aerospace Systems – Utica, NY

Designed a PC Based computer network for over 600 PCs. Wrote the front-end code, user's manual and system documentation. Trained employees in the software.

## **EDUCATION**

**Masters of Business Administration - Marketing**

University of Texas, at Austin

**Masters of Science - Mechanical Engineering**

University of Texas, at Austin

**Bachelor of Science - Industrial Engineering**

University of Mass., at Amherst