

# Attachment 8

**Verde Energy USA Illinois's Managerial Qualifications Pursuant to the Illinois Public Utilities Act Part 451.340**

Name: Thomas FitzGerald  
Position: President & CEO  
Business Address: 101 Merritt 7  
Third Floor  
Norwalk, CT 06851  
Business Phone: 203-663-5701

Name: Lance Lundberg  
Position: Chairman  
Business Address: 101 Merritt 7  
Third Floor  
Norwalk, CT 06851  
Business Phone: 203-663-5701

Name: Anthony Menchaca  
Position: Chief Marketing Officer  
Business Address: 101 Merritt 7  
Third Floor  
Norwalk, CT 06851  
Business Phone: 203-663-5701

Name: Stephen Humes, Esq.  
Position: Counsel to Verde Energy USA Illinois, LLC  
Business Address: Holland & Knight LLP  
31 West 52<sup>nd</sup> Street  
New York, NY 10019  
Telephone: 212-513-3473  
Fax: 12-341-7175  
Email: [steve.humes@hklaw.com](mailto:steve.humes@hklaw.com)

Name: Gabriel Phillips  
Position: President  
Business Address: GP Renewables & Trading  
123 Morningside Dr. S.  
Westport, CT 06880  
Telephone: 203-216-8081  
Fax: 203-295-3794

Name: Ananda Goswami  
Position: Director of Marketing and Sales  
Business Address: ECInfosystems, Inc.  
200 Garden City Plaza, Suite 210  
Garden City, NY 11530  
Telephone: 513-739-1001 ext. 11  
Email: agoswami@ecinfosytems.com

Messrs. FitzGerald, Lundberg, and Menchaca have over 25 years of investment, business and executive experience in various industries (Thomas FitzGerald's, Lance Lundberg's and Anthony Menchaca's resumes are attached).

They founded Verde Energy USA, Inc., the affiliate company of Verde Energy USA Illinois, LLC ("Verde Inc."), which is providing services to the Applicant through the service agreement attached in Attachment 6. Verde Inc. is a licensed electrical supplier in the State of Connecticut (Docket Number 09-06-08); licensed by FERC (Docket Number ER09-1423-001 and ER09-1423-002); and a member of ISO NE | NEPOOL (Participant Number 51254) and PJM (Org. ID 16924). In addition to the substantial general business background of its officers, these individuals have led Verde Inc.'s successful service launch in Connecticut in 2009 and New Jersey and Pennsylvania in 2010. Several leading strategic and legal advisors with substantial experience in the energy industry also advise Verde Inc.

With the assistance of these advisors, Applicant has available to it all of the information relevant to complying with the laws, regulation and decisions applicable to electric suppliers and the competitive energy markets throughout the Northeast and Middle Atlantic Regions of the United States.

Verde Energy USA Illinois, LLC ("Verde Illinois") will meet the expected 12 month electric generation load by purchasing energy and related services through the service agreement to access Verde Inc.'s contracts with established generation suppliers and traders participating in the various wholesale markets and selective spot market purchases. Verde Inc. has wholesale supply agreements with established power marketers and trading companies. Verde Illinois' funding and credit will allow it to negotiate favorable contracts that will keep the cost of purchased power competitive.

Additionally, Verde Illinois' legal counsel is Stephen J. Humes, who has over fifteen years experience working within the energy regulation industry. He has worked extensively with both retail electric suppliers and electric generation utilities in various jurisdictions including Connecticut and New Jersey. He advises his clients on all elements of regulatory compliance, including electric system operations and buying and selling energy in wholesale markets.

Gabriel Phillips has had over six years experience working in the electric energy regulation system working in all aspects of the alternative energy supplier industry

including as a load scheduler and buying and selling electric energy in wholesale markets.

Verde Inc. has also contracted with ECInfosystems Inc. ("EC"), for EC to provide outsourced EDI transaction management services through its EC-Central (online portal for Transaction Entry), True Track (Free Tracking Portal) and Utilibill technology solutions. Among other services, EC will provide "back office" support for account assignments, payments, customer enrollments, tracking current and historical usage, and remittance advice to Verde Illinois.

# Thomas F. FitzGerald

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## EXECUTIVE PROFILE

Highly successful senior financial executive with start up, investment banking, and operating experience in multiple industries and internationally. A high-energy impact player with an outstanding history leading businesses and finance functions leading to improved performance and financial targets.

### *Selected Achievements*

- At **Goodrich Capital**, from 2005-present as Managing Director co-led efforts with CEO to restructure firm and implement focused business model resulting in a 10x increase in closed transaction dollar volume (\$270M) in 2007.
- At **Accrete Partners**, from 2003-present co-founded financial and advisory venture and successfully developed and built client base through personal network. Successfully merged Accrete with Goodrich Capital LLC in an effort to expand services offered to its client's base.
- At **Home-Link Services, Inc.**, as CFO from 2002 to 2003, recruited by private equity investors to spearhead late stage turnaround of this distressed company and evaluate strategic alternatives which ultimately lead to the sale of the company's assets.
- At **BrandDirect Marketing, Inc.**, as CFO from 1999 to 2002, created and led successful turnaround of the company, which resulted in revenue growth of 42% (\$30 million) and improved net income by more than \$63 million in 2001.
- At **Engelhard Corporation**, as Director of Corporate Audit from 1998 to 1999, led efforts to realign audit and security function of this \$6.0B company. Introduced and implemented best practices; conducted more than 60 first-time operational and financial audits resulting in more than 400 recommendations that improved corporate governance and internal controls.
- At **The Dun & Bradstreet Corporation**, from 1985 to 1996 gained international business experience through mentored finance career and promotions with increasing responsibilities across multiple industries and business environments, including Vice President, Financial Planning & Control and Director, Business Reengineering with ACNielsen International, Audit Manager with D&B Corporate and Senior Accountant with Reuben H. Donnelly.

### *Areas of Expertise and Strength*

Financing / Capital Raising / IPOs \* Financial Reporting \* International Financial Reporting \* Mergers / Acquisitions / Divestitures \* Internal Controls / Business Risk Assessment \* Turnaround / Crisis Management \* Management Information & Accounting Systems \* Corporate Governance \* Strategic Planning & Implementation \* Auditing and Fraud Investigation

## 20 YEAR EXECUTIVE EXPERIENCE

Goodrich Capital LLC / Accrete Partners, New York, NY

*(Corporate and Financial Advisory Firm)*

**Managing Director - Goodrich Capital LLC**

8/05 - Present

Managing Director working with a group of experienced business and investment banking professionals who evaluate, analyze and execute equity financings, including follow-on offerings, private placements, advisory assignments and merger and acquisition transactions, focused on private and public middle market companies.

- Co-led efforts with CEO to restructure firm and implement focused business model that resulted in a 10x increase in closed transaction dollar volume (\$270M) in 2007.
- Oversee the firm's financial activities to support various complex transactions including, LBO, MBO, private placements, merger and debt financings.
- Oversee the firm's industry research efforts in soliciting and engaging clients and subsequently executing engaged transactions.

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## ACNielsen Corporation, Stamford, CT

10/96 - 7/97

(NYSE-traded market and consumer research company with \$1.4 billion in annual sales in 70 countries. Spun off from The Dun & Bradstreet Corporation via IPO in 10/96)

### **Director - Budgets and Financial Analysis**

Led financial planning and analysis function and in support of the company's IPO and turnaround strategies. Developed global financial and management reporting strategy and implementation of key financial projects for more than 200 reporting entities in 70 countries.

- Prepared historical and pro-forma statements that supported IPO and turnaround strategies, as well as SEC filings, road show presentations, external communications and press releases.
- Repatriated more than \$30 million in cash; significantly reduced pre-IPO effective tax rate and secured a 3-year \$125 million senior revolving credit facility.
- Designed and implemented multi-currency financial and management reporting for consolidating and reporting financial results in accordance with US GAAP for more than 200 reporting entities in 70 countries.

## ACNielsen International, Waterloo, Belgium

4/93 - 10/96

### **Vice President, Financial Planning and Control**

Responsible for financial and management reporting, accounting controls, coordination of corporate treasury and tax planning activities, business planning and analysis and capital budgeting for European, Asian and Latin American divisions. Led and mentored 15 multilingual finance professionals; designed and implemented multi-currency financial and management reporting system for reporting financial results in accordance US GAAP for more than 180 reporting entities in 65 countries; and conducted due diligence and financial integration of 13 acquisitions resulting in incremental \$300 million annual revenue.

### **Finance Director**

Coordinated comprehensive business re-engineering project with McKinsey & Company resulting in the identification and implementation of more than 100 projects with annual cost saving totaling over \$60 million.

## The Dun & Bradstreet Corporation, New York, NY

6/87 - 4/93

### **Audit Manager, Corporate Audit**

Directed and led multiple global assignments with audit teams comprised of 2-25 individuals. Conducted and managed more than 100 audits in 35 countries that resulted in over 1,500 recommendations that strengthened internal controls; ensured the accuracy of financial statements; and improved efficiency of operations.

## Reuben H. Donnelley, Chicago, IL

6/85 - 6/87

### **Senior Accounting Manager**

## EDUCATION

BBA degree, May 1985, Loyola University Chicago

**Tony Menchaca**  
**7 Meadowview Drive South**  
**Westport, CT 06880**

### **Work Experience**

1. Angel investor and advisor: 2000 to Present
  - Led angel round investment in four start-up companies in 2000 and 2001. Ran one of the four companies, Media Space Solutions (MSS), for 18 months during initial start up and continue to serve in an active role as Chairman. MSS has grown to over \$50mm in annual revenues and has been profitable since 2002. Two of the startups were sold to strategic buyers in 2002 and 2003, and one to a financial buyer in 2003.
  - Managing Director at Main Street Direct from 2003 to 2007. Assisted two founders with overall management of \$30mm+ revenue direct marketing company.
  - Board member and/or advisor to two CT based companies since 2006. TrT Expense Management provides IT outsourcing and Clarus Marketing Group operates several consumer services businesses. Assist CEO of each company with monthly review of business performance and development of growth strategies.
  
2. Cendant Corporation: 1985 to 1999 (served as consultant into 2001)
  - Hired as Director of Operations, developed the company's internal operations and call centers which eventually totaled 12 centers with over 3,000 employees. Direct management responsibility for approximately half of overall operations thru 1988.
  - From 1988 thru 1997 served as President of several business units including the sixth largest U.S. consumer travel company with over \$400mm in annual bookings.
  - In 1997 was appointed Executive VP over all of the direct marketing business units with total annual revenues in excess of \$1 billion.
  - Served as Vice Chairman over all the prior CUC companies from 1998 thru 1999.
  
3. General Motors Corporation: 1974 to 1985
  - Co-op student at Buick Motor Division from 1974 thru graduation in June 1979. Work experience primarily focused on manufacturing management, served as assembly line foreman during junior and senior years.
  - Returned to GM at Treasurers Office in New York after graduation from Stanford as an operations planning analyst and manager.

### **Education and Personal**

1. BS Industrial Management 1979, General Motors Institute, Flint MI  
MBA Stanford University 1981, Palo Alto CA
  
2. Married with 3 boys. Active in Westport, CT community and several non-profits

Lance Lundberg has an impressive track record in starting and building successful businesses. Mr. Lundberg was the founder and Chairman of Icon International, a \$400 million per year global corporate trading firm engaged in the business of helping corporations restructure sub-par assets. Mr. Lundberg founded Icon in 1986 and built the business into one of the largest and most respected trading firms; twice featured on the Inc Magazine 500 list. More than half of Icon's business has been in corporate real estate assets in the US and abroad. Mr. Lundberg sold Icon in 2002 to the Omnicom Group (OMC-NYSE), a publicly traded media holding company with 2003 revenues of \$8.6 billion.

As the founder and Chairman of iSolve Incorporated, Mr. Lundberg was instrumental in providing strategic direction for a start-up internet company and securing initial and secondary funding totaling \$40 million from investors such as Technology Crossover Ventures, Whitney & Co., Canaan Partners, ITOCHU and others. He assembled a senior management team that created the first full-service B2B e-commerce marketplace for managing surplus inventory and excess assets, using corporate barter as a settlement option to help companies reduce their SG&A expense. In less than six months, iSolve grew to 80 employees and \$350 million in site listings.

Prior to forming Icon, Mr. Lundberg was a consultant with Booz, Allen & Hamilton, specializing in manufacturing operations.

He was named 1991 Entrepreneur of the Year for the Greater New York Metropolitan area by Ernst & Young, Inc Magazine and Merrill Lynch and was subsequently a judge for the competition for six years. He currently serves on a number of corporate and philanthropic boards, such as Triad Media Services and JHW Greentree Capital, L.P. Triad invests media time and space in return for equity participation in growth companies. He also sits on the Investment Committee of Greentree Capital, a \$165 million SBIC affiliated with Whitney & Company.

He is a summa cum laude graduate of Yale University and received an MBA from Harvard University. He is a member of YPO.

Mr. Lundberg brings a wealth of real estate experience and contacts in both the US and International real estate capital communities. He is primarily involved in raising capital for the Prospect funds and is a member of the investment committee.