

Technical Requirements:

An applicant shall be deemed to possess sufficient technical capabilities to serve residential or small commercial customers if it has individuals on its staff with demonstrated four years natural gas sales experience and two years experience working with rules and practices established by the North American Energy Standards Board or its successor.

1. Christopher Prejean, Consultant/On Retainer

Over 4 years of experience buying and selling energy in wholesale markets, and 4 years electric system operational experience. As the President of Enhanced Energy of America, he is responsible for the daily oversight of gas procurement, operational issues, sales and marketing efforts. Prior to joining Enhanced Energy in 2005, he served as Director of Energy Management Consulting at a national consulting firm. He oversaw the development and implementation of tailored energy strategies for commercial-industrial clients, in a role he assumed following senior energy marketing director positions at Texas-Ohio Gas Companies and Perry Gas Companies. Resume is attached as "Attachment 3C".

2. Bill Glass, Consultant/On Retainer

Over 4 years of experience buying and selling energy in wholesale markets, and 4 years electric system operational experience. He is the Vice President of Risk Management and Business Development of Enhanced Energy of America. He has worked in the energy industry and energy financial derivatives markets since 1996. Resume is attached as "Attachment 3D".

3. Ron Lukas, Consultant/On Retainer

Ron has over 40 years experience in the energy business including executive responsibility at KeySpan over a number of areas in both the regulated and unregulated divisions of the business. On the regulated side these include Regulatory Strategy and Relations and Supply Procurement and Planning for KeySpan's gas LDC's. On the unregulated side these include responsibility for the company's Electric Wholesale Trading business and the electric and gas Retail Commodity businesses. Prior to retiring from KeySpan Ron played a key role in obtaining approval for the \$12B acquisition by National Grid of KeySpan. In that role he provided testimony and directed the rate case team which was responsible for obtaining a \$350M annual rate relief settlement and analyzing gas supply synergies which set major benchmarks used to measure the public interest benefits related to the acquisition. Previously in the Brooklyn Union and Lilco merger Ron directed a team that developed an integrated marketing strategy which was implemented. Ron also worked in strategic planning. Before joining KeySpan in 1978, he was involved in a wide range of rate making activities at American Electric Power and the New York State Public Service Commission. Resume is attached as "Attachment 3E".

TECHNICAL AND MANAGERIAL REQUIREMENTS:

The attached resumes and bios are of the Officers and Contractors who fill these requirements:

David Wanounou, President

Harvey Klien, Chief Executive Officer

Israel Orzel, Chairman

Bill Glass, Consultant/On Retainer

Christopher Prejean, Consultant/On Retainer

Ron Lukas, Consultant/On Retainer

David Wanounou, President

David brings his extensive operations experience to HIKO Energy. As Chief Operating Officer for IDT Energy, David was responsible for all aspects of serving energy customers, from oversight of initial sales channels, through enrollment and provision, and ongoing customer issue resolution.

When David joined IDT Energy, they had 3,000 customers. He completed the acquisition of another ESCO, integrated the two companies, and spearheaded multiple campaigns using varied sales channels. In his first year, he grew the company to 125,000 customers, making IDT Energy the fastest-growing and largest residential ESCO in New York.

As a hands-on leader, David oversaw both the Regulatory and IT arms, directing the build-out of IDT Energy's custom computer system. He expanded IDTE's presence by acquiring licenses and approvals in multiple utilities and states. He also created and implemented policies and procedures to ensure compliance with the numerous regulations applicable in each jurisdiction.

Involvement in day-to-day operations gave him a keen awareness of what it takes to run a successful energy business. His problem-solving and analytical skills were honed by putting them into practical use, and he was responsible for not only much of IDT Energy's rapid growth, but its customer retention as well.

In his previous position as Executive Vice-President of Global Procurement for a Fortune 1000 company, David oversaw multiple projects and took a primary role in budget planning and cost monitoring, key parts of his responsibilities at HIKO Energy.

He created a process for the purchasing lifecycle, negotiated all contracts such as software, maintenance and operational needs, and resold excess inventory to ensure a favorable bottom line.

Hiko Energy is confident in David's abilities to create and maintain a well-defined corporate infrastructure with a commitment to both customer satisfaction and profitability.

Brian Gottesman, Director of Risk Management

Brian's background in commodity trading and real estate is strongly suited for his role as HIKO Energy's primary energy trader. Understanding the unique nuances of the energy market requires attention to detail and dedication to purpose.

As the deregulated energy industry developed and spread in the last decade, Brian focused his attention on learning everything about the business, from strategies to historical trending, and best practices. Primary responsibility for trading, strategic buying and hedging, and commodity pricing, falls firmly on his able shoulders.

Harvey Klein, Partner

Harvey Klein is a partner of HIKO Energy. His responsibilities encompass investor development as well as identifying and analyzing opportunities for HIKO's strategic growth.

Mr. Klein is a managing partner in a variety of other companies, including premium incentives, vending companies, and other real estate holdings.

He is a vital member of the HIKO team. Mr. Klein applies his sound business acumen to cultivate and incorporate innovative strategies for HIKO's overall success.

Israel Orzel, Chairman/ Managing Partner

As Chairman and Managing Partner of HIKO Energy, Mr. Orzel is responsible for development, management, and capital marketing activities.

Mr. Orzel is also the largest investor and president of Adult Care Management, which owns and operates eight adult care facilities in the Northeast.

With over three decades of hands-on experience in the real estate and health care management industries, Mr. Orzel is well qualified to lead HIKO's executive management team.

CHRISTOPHER A. PREJEAN

EXPERIENCE:

- Oct. 2010 - present* **Enhanced Energy Services of America, LLC** Sugar Land, TX
President & Trusted Advisor
- Consult for various third party marketers demonstrating new market opportunities,
 - Develop and implement electricity operations and management consulting services to Energy Services Company's (ESCO's) in NYISO, PJM, NE-ISO, and MISO);
 - Develop and implement electricity operationsenergy management consulting services to end-user clients (NY, NJ, TX, OH, MI, MD, MO, KS);
 - Develop and implement natural gas operations and management services to markets along the eastern seaboard (NJ, NY, MD, DC, OH, NC, FL, PA, IL);
 - Implement Energy Consulting Service agreements to market aggregators and end-user clients;
 - Create pricing solutions and hedging strategies tailored to clients' needs;
 - Consistently increase client base and revenue.
- Aug. 2005 – Oct. 2010* **BBPC, LLC d/b/a "Enhanced Energy Services"** Sugar Land, TX
Vice President – Energy Services
- Develop and implement electricity and energy management consulting services to end-user clients (NY, NJ, TX, OH, MI, MD, MO, KS);
 - Develop and implement natural gas operations and management services to markets along the eastern seaboard (NJ, NY, MD, DC, OH, NC, FL);
 - Implement Energy Consulting Service agreements to market aggregators and end-user clients;
 - Create pricing solutions and hedging strategies tailored to clients needs;
 - Consistently increase client base and revenue.
- Feb. 2001 – Aug. 2005* **Quantum Gas & Power Services, Ltd.** Houston, TX
Director – Energy Management Consulting
- Develop and implement electricity and energy management consulting services to end-user clients (NY, NJ, TX, OH, MI, MD, MO, KS);
 - Develop and implement natural gas operations and management services to markets along the eastern seaboard (NJ, NY, MD, DC, OH, NC, FL);
 - Implement Energy Consulting Service agreements to market aggregators and end-user clients;
 - Create pricing solutions and hedging strategies tailored to clients needs;
 - Consistently increase client base and revenue.
- Mar. 1998 – Jan. 2001* **Perry Gas Companies, Inc.** Houston, TX
Manager – Natural Gas Marketing
- Invoiced over \$4.3 million per month to Industrial and National accounts;
 - Developed and implemented natural gas marketing along the eastern seaboard (CT, NJ, NY, MD, DC, NC, FL, GA);
 - Traded market area supply along Texas-Eastern Transmission (TETCO); Transcontinental Gas Pipeline (TRANSCO); Florida Gas Transmission (FGT); Columbia Gas (TCO);
 - Created pricing and hedging strategies tailored to clients needs;
 - Developed and consistently increased client base (Wholesale/Industrial/Commercial).
- Dec. 1996 – Mar. 1998* **Texas-Ohio Gas, Inc.** Houston, TX
Senior Marketing Representative
- Invoiced over \$2.5 million per month to Industrial accounts;
 - Delivered over 900,000 MMBtu per month to multi-million dollar accounts;
 - Designed and presented energy packages targeted to clients needs;
 - Consistently increased client base.
- Dec. 1995 – Dec. 1996* *Director, Commercial Marketing*
- Responsible for developing all commercial marketing efforts in Northeast markets;
 - Supervised three gas marketing teams (totaling 12 members);
 - Analyzed tariffs and developed new markets due to ongoing deregulation;
- 1422 FOREST BROOK • SUGAR LAND, TEXAS 77479 • (713) 725-0777 (cell)
 EMAIL: cprejean@enhancedenergyservices.com

CHRISTOPHER A. PREJEAN

- Managed daily nominations/balancing between various LDC's;
- Consistently increased client base.

June 1994 – Dec. 1995

Natural Gas Marketing Representative

- Marketed natural gas to commercial and industrial end-user customers in New Jersey and New York,
- Conducted in-person and telephone presentations reviewing on energy cost analysis for end-user clients.

EDUCATION:

The University of Houston – Downtown
Bachelor of Business Administration, Spring 1994

BILL GLASS

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QUALIFICATIONS PROFILE

Performance-driven, insightful **Energy Professional** with a proven ability to achieve and exceed all business-development and revenue-generation goals in high-pressure environments. A solid record of achievement through responsible financial trading positions and asset management.

PROFESSIONAL EXPERIENCE

ENHANCED ENERGY SERVICES

2009-PRESENT

VICE PRESIDENT RISK MANAGEMENT AND ELECTRIC OPERATIONS

I am responsible for the scheduling, forecasting and balancing of electric customers in PJM, NYISO and NEEPOOL. I am also responsible for developing and managing pricing models and risk management strategies for our customer in gas and electric on a daily basis. Currently managing risk for over 30BCF and 500,000 MWH annually.

GEMINI ENERGY

2006 – 2009

Consult on managing gas and electric assets, scheduling, risk for customers in NEPOOL, NYISO and PJM and developed relationships for retail and wholesale consumers of energy throughout all deregulated states in the U.S.

PLATINUM ENERGY RESOURCES - Houston, Texas

2004 – 2011

President OTC (PGRIU.OB)

I am a member of the board of directors in an advisory role to help with optimization and capitalization of our current production and assets.

MIECO INC – Houston, TX

2000 - 2003

Vice President of Gas Operations (2001 to 2003)

Head trader responsible for trading, profitability, physical operations and risk management for all regions. I was continually adapting the trading strategy to the ever changing market conditions. Collaborated with producers to assess individual financial situations and develop strategic solutions for hedging.

Manager of Natural Gas Trading - (2000 to 2001)

I served as key team member of the trading team services group, trading basis for all regions of the U.S. I established and maintained strong relationships with independent producers to continually help them with hedging and derivative strategies.

SOUTHERN COMPANY ENERGY MARKETING – Atlanta, GA

1996 - 2000

Senior Trader:

Continued...

BILL GLASS

Managed trading within options, spreads, basis, or outright futures presenting the best risk-reward opportunity. Possessed a clear understanding of the fundamentals of the market and what that may mean for a trade outcome. Determined the true drivers of price direction (i.e., supply-led, demand-led, or speculatively-led) and how those may potentially change or have changed over time.

Trader:

I managed front month positions and balance of strip positions for the Northeast, Midwest and Gulf Coast financial basis desks for both gas and power. I worked with physical desks to evaluate risk reward opportunities within the scope of the risk parameters.

Key Accomplishment:

- Executed an effective, profitable trading strategy within several regions of trading. This allowed me to trade in several regions including Midwest, Northeast, Gulf coast and Gas daily desks.
- Key member of the East trading desk that achieved 20 million dollars of profitability in 1998 the first full year of trading. Contributed 3 million dollars of profitability in 1999 as the sole trader of the Gulf Coast region financial trading.

ENRON CAPITAL AND TRADE - Houston, TX

1995 - 1996

Risk Management Specialist:

Managed daily position reports, p/l calculations, verified trades and risk tolerances and reported those results to desk director.

FIRST INTERSTATE BANK - Houston, TX

1994 - 1995

Credit Risk Analyst

Reviewed portfolios of potential customers with balance sheets of 5 to 15 million dollars for potential default risks and reported those findings to the Risk managers as well as the loan officer.

TRANSAMERICA MUTUAL FUNDS - Houston, TX

1994

Mutual Fund Analyst

Calculated daily NAV and reported cash flows from redemptions and investments to the portfolio manager on a daily basis.

EDUCATION AND CREDENTIALS

Bachelor of Business Administration, Finance (12/1993)
Texas A&M University – College Station, Texas

Bachelor of Business Administration, Accounting (12/1993)
Texas A&M University – College Station, Texas

RONALD G. LUKAS

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Brooklyn, NY 11229

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SENIOR ENERGY EXECUTIVE

Broad expertise in regulated and unregulated electric/gas markets

***Gas & Electric Regulatory/Gas Supply Planning & Acquisition/Risk Management
Wholesale Energy Trading/Retail Commodity Business/Marketing/Change Management***

Comprehensive regulatory, supply procurement and trading management background with distribution and generation affiliates of premier energy company and State regulatory agency. Leadership activities in merger approval; rate increase filings; gas supply planning; negotiation/execution of long-term supply contracts; trading generation assets; revenue forecasting, and marketing. Deep understanding of State/Federal regulatory matters - provided expert testimony at regulatory proceedings. Built viable teams in change-intensive, turnaround atmospheres through hands-on, practical management. Dynamic, persuasive presenter/negotiator with solid reputation for achieving consensus. Highly respected for sound business judgment.

Regulatory Strategy and Relations – provided testimony and directed rate case team - \$350M annual rate relief settlement for NY and LI utilities setting major benchmark to measure public interest benefits related to \$12B acquisition by National Grid. Segmented dual fuel market resulting in pricing efficiencies that doubled net margin to \$100M

Gas Supply Planning & Acquisition – regionalized \$3.5B gas supply portfolio; insourced NY/LI portfolios – \$35M off-system sales gross margin to shareholders. Instituted demanding administrative functions and controls in wake of adverse circumstances which restored credibility with LIPA and NY PSC. Negotiated Millennium path and diversified Canadian supply to include Dawn deliveries

Wholesale Energy Trading & Retail Commodity Business – built specialized team to trade generation assets; physical/financial transactions achieved balance between hedging portion of margins and daily spot market prices. Exceeded annual goals - \$350M gross profits. Repositioned \$300M retail commodity business to eliminate unprofitable market segments

R LUKAS CONSULTING, LLC

2008 to Present

Develop state and federal regulatory strategies for utilities and gas and electric developers for approval of retail pricing mechanisms, project authorization filings and negotiation of rates. Create pricing model for gas and electric ESCO to compete with regulated suppliers. Acquire gas supply for large generation Development Company.

KEYSPAN ENERGY, INC., Brooklyn, NY

1978 to 2007

Fifth largest distributor of natural gas in United States, largest in Northeast, operating regulated utilities in New York, Massachusetts, and New Hampshire, serving 2.6M customers. Largest electric generator in New York State owning 6,500 megawatts generating capacity.

Corporate Vice President, Regulatory Strategy and Relations 2005 to 2007

Led enterprise-wide gas and electric regulatory activities including State rate case filings and NYISO/FERC advocacy. As principal energy supply strategist and acquisition officer, oversaw gas supply planning, negotiating/executing \$3.5B long-term supply contracts and customer choice programs; gas sales/revenue forecasting, and load research concerning \$1.5B of net LDC

margin. Staff: 57; budget: \$8M; report to Senior Vice President, Regulatory Affairs and to President, Asset Optimization Group.

- Directed rate case staff and filed testimony which resulted in comprehensive settlement for \$350M in annual rate relief for NY and LI utilities. Initial settlement provided framework against which to measure synergy savings related to \$12B acquisition by National Grid, an essential component of NY PSC approval process.
- Obtained approval for alliance structure with Merrill Lynch regarding New England gas assets which enabled sharing of off-system sales profits - \$5M shareholder benefit. Negotiated long-term pipeline contracts including multi-leg Millennium, Iroquois path.
- Segmented dual fuel market creating pricing efficiencies resulting in \$50M net margin growth, a major contributing factor in maintaining long-term rate freeze

Corporate Vice President, Energy Trading Services 2003 to 2005

In charge of Energy Management Contract with LIPA, bidding \$1B generation assets under contract into NYISO, as well as purchase of \$1+B of gas & oil for plants. Developed strategy for acquiring \$3.5B gas supply for LDCs; generated \$40+ M off-system sales profit through trading of assets. Staff: 43; budget: \$7.6M; reported to President, Asset Optimization Group.

Senior Vice President, Energy Supply Business 2001 to 2003

Traded unregulated generation assets. Strategies encompassed executing physical and financial transactions toward achieving balance between hedging a portion of margins and receiving daily spot market prices. Exceeded annual goals - \$150M energy and \$200M capacity gross profits.

Various Positions, Rates; Gas Supply; Marketing; Strategic Planning 1978 to 2001

Myriad responsibilities: managed marketing/sales and strategic planning groups; provided expert testimony on a broad array of rate issues including rate design and revenue forecasting.

AMERICAN ELECTRIC POWER, New York 1977 to 1978

Senior Rate Engineer

Performed time-differentiated embedded and marginal cost of service studies.

PUBLIC SERVICE COMMISSION (PSC), New York 1970 to 1977

Regulatory agency working to guarantee safe, secure, and reliable access to energy, telecommunications, and water services for New York's citizens and businesses

Senior Evaluation Engineer

Analyzed and testified on rate and service filings for Water and Electric Companies.

EDUCATION

Bachelor of Science (BS) Degree, Chemical Engineering, City College of New York, 1970

ACTIVITIES/AFFILIATIONS

Chair, Residential & Commercial Demand Task Group, for 2003 National Petroleum Council Report

Numerous speeches before IGT, AGA, Gas Mart, and other groups

Policy Co-Chair, Gas/Electric issues for National Energy Marketers Association

Past Chairman, NY State Rate Group

Secretary and Trustee, Brooklyn Children's Museum Board