

**ATTACHMENT F**  
**TECHNICAL QUALIFICATIONS**

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### **UNDER CODE PART 451.330**

Robert Palmese – Managing Member

Robert Palmese is a member and the President of Palmco Power II, LLC. He is in charge of the day to day operations of Palmco Power II and its affiliates that sell electric power and natural gas at retail in the states of New York, New Jersey Pennsylvania, Maryland, Connecticut, Ohio, and Washington DC since 2002. His responsibilities include all financial matters, as well as the management of the purchase and scheduling of electricity and gas. Mr. Palmese has contracted for the services of Customized Energy Solutions (CES) to handle the daily wholesale purchasing and scheduling of electricity. Mr. Palmese is a graduate of Georgetown University 2002 with a Bachelor of Science in Business Administration.

# Edward F. Toppi

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## 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.

**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

**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

**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.

- Developed and implemented methodology to improve accuracy of load forecasting.
- Identified and lead implementation of improvements to energy reconciliation process.

**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.

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

**United States Naval Academy**

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

**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.



## **Erik J. Paulson, VP Wholesale Market Services**

### **EXPERIENCE:**

**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. Jan 08 – present.

**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. May 05-Jan 08

**Manager, Market Development, PJM Interconnection.** Responsible for development of new electricity market products, market rule changes, and technical systems to support markets. Nov 04- May 05

- Led PJM and stakeholder effort to integrate demand response resources into Ancillary Service Markets
- Developed and implemented market systems necessary to integrate and additional 60,000+ mws into the PJM footprint

**Manager, Real Time Market Operations, PJM Interconnection.** Responsible for operation of PJM's Real Time Energy Market, Spinning Reserve Market, and Regulation Market. July 03-Nov 04

- Ensured PJM met its goal of 99% price posting accuracy

**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. Jun 00- July 03

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.

### **EDUCATION:**

- **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. Nov 97-Dec 98

- **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**

### **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.*

#### **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.*

**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.*

### **EDUCATION**

University of Nebraska-Lincoln MBA (GPA 4.0) 1996

University of Missouri-Rolla BS, Electrical Engineering (GPA 3.9) 1988

## Stephen R. Fernands

### Experience

5/98– present **Customized Energy Solutions**

*President*

- Consult on electric and gas regulatory issues, process consulting, and financial analysis.
- Developed staff from one person to five staff and fifteen external consultants
- Successfully completed over 100 projects in first six years for leading energy companies
- Participate in developing competitive energy markets in PJM, NYISO, and ISO-NE.

From 1997 to 1998 worked as a contract employee in the retail choice department of PECO energy on retail choice issues including; load profiling, PJM scheduling and tariff design.

### Specific Experience

*PJM Committees*

#### Members Committee

During 2005 serving as the Vice Chair of the Members Committee. Currently serving as Chair of the Members Committee. Have represented clients on issues since 1998 including the establishment of the Capacity markets, the integration of Comed, AEP, AP, Duquesne and Dayton, FTR market modifications and the wide range of rules affecting the PJM marketplace.

#### Reliability Committee

Served in the reliability Committee from 1998 through 2003. In that role I analyzed reserve margins, load growth projection and the capacity factor. In that committee role I was involved in the discussion of capacity design and goals.

#### Capacity Working Groups

Between 1998 and the present I served on many committees making changes to the capacity markets including the ICAP/Energy Price Cap working group, Joint Capacity Working Group, Reliability Adequacy Model, and Incremental Changes Working Group.

#### Market Implementation Committee (formerly Market Implementation Working Group)

Between 2000 and the present I have served on this committee. The MIC was responsible for the shaping of the rules for the Regulation Market, Spinning Reserve

Market, Auction Revenue Rights and Financial Transmission Rights (ARR/FTR) markets. Over the past three years I have been involved in all facets of the committee from draft tariff language to business rules to final approval. It is also where current trends such as the underfunding of FTRs, the use of Transmission Load Relief to reduce loop flow, and upgrades are discussed.

#### Electricity Markets Committee (formerly Energy Markets Committee)

This group is responsible for the overall functioning of the PJM energy, capacity, and ancillary service markets. Over the past six years I have been active in this committee in the design and operation of the markets.

#### *Market Analysis*

##### Congestion Analysis

Performed congestion study for client in tracking causes of congestion as well as effects of various line outages on the cost of power. This analysis was used to develop a hedging strategy including the use of FTRs.

##### Client Monthly FTR Evaluation

On a monthly basis analysis is provided to clients on what paths to bid on in the monthly FTR auctions as well as expected revenues. Our clients have consistently outperformed the market in these auctions.

##### Client Annual FTR Evaluation

Helped clients with their ARR allocations when customers switched suppliers and when they migrated from zonal pricing to nodal pricing. Worked with clients to identify profitable generation points as sources for ARRs (when generation assets were required for allocation of ARRs.)

#### **Committee Involvement (1998 – 2005)**

##### *PJM Committees*

Members Committee, Energy Markets Committee, Demand Side Response Working Group, Market Implementation Working Group, Joint Capacity Adequacy Group, Public Interest and Environmental Users Group, MAAC Administrative Board, Reliability Assurance Agreement Reliability Committee, numerous other working groups

##### *NYISO Committees*

Management Committee, Business Issues Committee, Price Responsive Load Working, Billing and Accounting Working Group

##### *ISO-NE (Active 2000 – 2001)*

Participants Committee, Markets Working Group

## **RTO**

Part of the 45 day Northeast RTO process, ISO-NE/ NY merger committees,  
PJM/SPP/Midwest collaboration

## ***Pennsylvania Public Utility Commission***

Demand response users group (2000-2003)

## **Education**

**Drexel University**

**MBA Finance**

**Pennsylvania State University**

**BS Economics**

## **Selected Projects**

### **Allegheny Electric Cooperative**

- Perform annual analysis of congestion causes for multiple zones from multiple generators
- Perform monthly and annual analysis of FTRs and ARRs to both hedge load and maximize profit from participation in markets.

### **PECO Energy**

- In preparation for retail choice worked with the Supplier Administration Group and EDS to develop the load profiles that have been used to schedule competitive energy.
- Worked with the Billing department to develop competitive billing programs. This included developing billing test program based on the PECO tariff, meter reading cycles, and competitor pricing requests.
- Interfaced with PJM and marketers on supply scheduling issues in participation for the PECO Energy Pilot Program.

### **New Energy Ventures**

- Developed load profiling and tariff analysis products for the PJM and New York markets.
- Provided Regulatory Representation
- Managed customer information and worked with team developing forward forecasts of load.

**Systems and Computer Technology (SCT)**  
**Consolidated Edison Solutions**

- Implemented bill testing program for EDI data 810 (Billing) and 867 (Usage) information.
- Developed business processes to manage customer information for various customer types.

**Energy Cooperative Association of Pennsylvania (ECAP)**

- Developed energy purchasing strategy to serve customers Pennsylvania.
- Created load profiles and expected usage for various rate classes and weather profiles.

**Skipping Stone Energy Consulting Company**

- Developed Load Profiles and energy forecasts for end use client and marketers with various weather dynamics.
- Develop profit analysis from supplying aggregated group of clients based on coincident load profiles and shopping credit analysis.
- Develop tariff analysis tool for the Pennsylvania market.