

AP GAS & ELECTRIC (IL), LLC - ARES APPLICATION

ATTACHMENT G

Managerial Qualification – Section 451.340, Subpart D

STATE OF ILLINOIS

ILLINOIS COMMERCE COMMISSION

AP Gas & Electric (IL), LLC :
 :
 Application for Certificate of : Docket No.
 Service Authority under Section :
 16-115 of the Public Utilities Act. :

APPLICATION FOR CERTIFICATE OF SERVICE AUTHORITY
 MANAGERIAL QUALIFICATION

AP Gas & Electric (IL), LLC, the Applicant, meets the Technical Qualifications as set forth in Part 451.330 (b) as evidenced by the following three (3) individuals in management positions with (a) four or more years experience with enterprise financial and administration responsibilities including profit and loss responsibilities, (b) four years experience buying and selling power and energy in wholesale markets, and (c) four years electric system operational experience:

Company	Title	Dates	Job Description	Requirement
Kamran Virani, CEO				
AP Gas & Electric (TX), LLC fka Affordable Power, LP	CEO	June 2004 – Present [app 7 years, 8 months]	Executes and oversees wholesale power procurement and hedging for the Load Serving Entity, including real time, day ahead and prompt month physical and financial markets for ERCOT and NYISO markets. Manages, and is directly responsible for all financial matters, including company-wide profit/loss goals.	(a) four or more years experience with enterprise financial and administration responsibilities including profit and loss responsibilities, (b) four years experience buying and selling power and energy in wholesale markets, and (c) four years electric system operational experience
AP Gas & Electric (PA), LLC	CEO	February 2011 – Present [app 1 years]	Executes and oversees wholesale power procurement and hedging for the Load Serving Entity, including real time, day ahead and prompt month physical and financial markets for PJM markets.	(a) four or more years experience with enterprise financial and administration responsibilities including profit and loss responsibilities, (b) four years experience buying and selling power and energy in wholesale markets,

			Manages, and is directly responsible for all financial matters, including company-wide profit/loss goals.	and (c) four years electric system operational experience
Chris Weaver, CFO				
AP Gas & Electric (TX), LLC fka Affordable Power, LP	CFO	June 2007 – Present [app 4 years, 8 months]	<p>Co-manages wholesale power procurement and hedging for the Load Serving Entity, including real time, day ahead and prompt month physical and financial markets for ERCOT and NYISO markets.</p> <p>Co-manages, and is directly responsible for all financial matters, including company-wide profit/loss goals.</p> <p>Manages credit and collateral requirements for wholesale electricity counterparties and ISOs/RTOs to support wholesale procurement strategy for energy retail company.</p> <p>Manages all financial reporting, including profit and loss statements and balance sheets.</p>	<p>(a) four or more years experience with enterprise financial and administration responsibilities including profit and loss responsibilities,</p> <p>(b) four years experience buying and selling power and energy in wholesale markets, and</p> <p>(c) four years electric system operational experience</p>
AP Gas & Electric (PA), LLC	CFO	February 2011 – Present [app 1 years]	<p>Executes and oversees wholesale power procurement and hedging for the Load Serving Entity, including real time, day ahead and prompt month physical and financial markets for PJM markets.</p> <p>Manages, and is directly responsible for all financial matters, including company-wide profit/loss goals.</p>	<p>(a) four or more years experience with enterprise financial and administration responsibilities including profit and loss responsibilities,</p> <p>(b) four years experience buying and selling power and energy in wholesale markets, and</p> <p>(c) four years electric system operational experience</p>

Chris Martin, President – Retail Energy

<p>Axiom Energy Service, LLC</p>	<p>Partner</p>	<p>June 2002 – July 2007 [app 5 years]</p>	<p>Developing, implementing and leading the sales and marketing function for various electric retail businesses, as an aggregator, brokerage and consulting company to the deregulated electricity and natural gas markets within the United States.</p>	<p>(a) four or more years experience with enterprise financial and administration responsibilities including profit and loss responsibilities, (b) four years experience buying and selling power and energy in wholesale markets</p>
<p>Unified Group, Inc.</p>	<p>Limited Partner</p>	<p>July 2007 – July 2009 [app 2 years]</p>	<p>Oversaw all operations with concentrated responsibilities in fiscal function and perform while focusing on the sales and marketing initiatives to meet the strategic growth goals for the energy consulting organization.</p>	<p>(a) four or more years experience with enterprise financial and administration responsibilities including profit and loss responsibilities, (b) four years experience buying and selling power and energy in wholesale markets</p>
<p>AP Gas & Electric (TX), LLC fka Affordable Power, LP</p>	<p>President</p>	<p>September 2009 – Present [app 2 years, 4 months]</p>	<p>Co-manages wholesale power procurement and hedging for the Load Serving Entity, including real time, day ahead and prompt month physical and financial markets for ERCOT and NYISO markets.</p>	<p>(a) four or more years experience with enterprise financial and administration responsibilities including profit and loss responsibilities, (b) four years experience buying and selling power and energy in wholesale markets, and (c) four years electric system operational experience</p>
<p>AP Gas & Electric (PA), LLC</p>	<p>President</p>	<p>February 2011 – Present [app 1 years]</p>	<p>Co-manages wholesale power procurement and hedging for the Load Serving Entity, including real time, day ahead and prompt month physical and financial markets for PJM markets.</p>	<p>(a) four or more years experience with enterprise financial and administration responsibilities including profit and loss responsibilities, (b) four years experience buying and selling power and energy in wholesale markets, and (c) four years electric system operational experience</p>

KAMRAN VIRANI
CEO

Mr. Virani is the Chief Executive Officer of AP Gas & Electric (IL), LLC, AP Gas & Electric (TX), LLC and AP Gas & Electric (PA), LLC. In 2000, Mr. Virani founded Wireless Outlet, a chain of retail stores. In June of 2002, Mr. Virani founded Electronic Payment Solutions and set up a transaction distribution network throughout the United States. Electronic Payment Solutions was ultimately sold and acquired by Euronet Worldwide, a publicly traded company from Kansas City.

In 2004, Mr. Virani found Affordable Power, LP, a Texas and New York alternative retail service provider. Mr. Virani's executive responsibilities with Affordable Power, LP since its inception, has been oversight of operations, energy trading, risk management, billing, customer service, contracts, retail credit, sales operations, transaction management and senior management.

Mr. Virani's current executive responsibilities as CEO of AP Gas & Electric (TX), LLC fka Affordable Power, LP, AP Gas & Electric (PA), LLC is oversight of operations, energy trading, risk management, billing, customer service, contracts, retail credit, sales operations, transaction management and senior management, within ERCOT, NYISO and PJM-Pennsylvania service area.

CHRIS WEAVER
CFO

Mr. Weaver serves as the Chief Financial Officer of AP Gas & Electric (IL), LLC, AP Gas & Electric (TX), LLC and AP Gas & Electric (PA), LLC. Mr. Weaver has worked and served in the energy and utility industry for the past nine (9) years. He served as the Controller of Power Innovations, a Lindon, Utah based backup power provider prior to joining the assurance group with Deloitte & Touche in 2002. During his five years of service with Deloitte he held various leadership positions and specialized in working with clients in the power generation, gas transportation, and utility business. Following a successful five year stay at Deloitte he joined the Texas Affordable Power, L.P.'s management team in 2007.

Mr. Weaver's responsibilities with AP Gas & Electric (IL), LLC, AP Gas & Electric (TX), LLC fka Affordable Power, LP and AP Gas & Electric (PA), LLC, has been oversight of

accounting, profit/loss responsibilities, risk management, contracts, collections, retail credit, transaction management and senior management oversight.

CHRIS MARTIN
President

Mr. Martin is the President for AP Gas & Electric (IL), LLC, AP Gas & Electric (TX), LLC and AP Gas & Electric (PA), LLC. Mr. Martin brings over seven (7) years of marketing experience within the electric energy business. From 2002 through 2007, Mr. Martin was a Partner with Axiom Energy Services, LLC, an aggregator, brokerage and consulting company to the deregulated electricity and natural gas markets within the United States. As a Partner, his responsibilities were developing, implementing and leading the sales and marketing function for various electric retail businesses. From 2007 through 2009, Mr. Martin was Limited Partner with Unified Group, Inc., a Texas energy consulting, real estate and data center management company. As an active Limited Partner, he oversaw all operations with concentrated responsibilities in fiscal function and perform while focusing on the sales and marketing initiatives to meet the strategic growth goals for the organization.

Mr. Martin's responsibilities with AP Gas & Electric (IL), LLC, AP Gas & Electric (TX) fka Affordable Power, LP, LLC and AP Gas & Electric (PA), LLC. has been direct and coordinate daily operational business aspects focused on sales, marketing strategy, product planning and excellent customer relations within the markets served. He is also responsible for implementing product marketing strategies, advertising campaigns, and sales promotions through energy aggregators, brokers and consultants, as well as conducting sales forecasting and strategic planning to ensure the sale and profitability of services, while analyzing business developments. Furthermore, Mr. Martin also co-manages profit/loss responsibilities, risk management, contracts, collections, retail credit, transaction management and senior management oversight.

ORGANIZATIONAL CHART

