



OASIS POWER, LLC dba

OASIS ENERGY

ATTACHMENT A

Clarification to Part 451.330 – Technical Qualifications



Technical Qualifications - Part 451.330

Per Section 451.330, an applicant shall be deemed to possess sufficient technical capabilities to serve retail customers identified in this Subpart if it has at least one individual on its staff with at least four years experience buying and selling power and energy in wholesale markets, and one year of scheduling experience working for an entity that is either a member of PJM or a market participant in the Midwest ISO, or has a system operator certificate from NERC, or has earned Certified Energy Procurement Professional status by the Association of Energy Engineers or equivalent certification.

Oasis Energy's team has several individuals which meet the qualifications as set forth above.

Requirement	Individual	Years	
Four years experience buying and selling power and energy in wholesale markets	Michael D. Osowski, President, Oasis Energy	7 + years	<p>Mr. Osowski is currently responsible for all power purchasing and hedging decisions at Oasis Energy (10/09-Present)</p> <p>While at Spark Energy, Mr. Osowski personally handled all power purchasing and hedging decisions during his first three years with the company. (02/03-02/06)</p> <p>Mr. Osowski worked with BP Energy Company during their transition to retail procurement in PJM, including wholesale power purchases. (11/99-11/01)</p>
	Amy Van Gelder, Vice President, Oasis Energy	6 years	Amy Van Gelder dealt directly with power purchase pricing and wholesale volumes throughout her tenure at Spark Energy. (09/03-10/09)
One year of scheduling experience working for an entity that is either a member of PJM	Michael D. Osowski, President, Oasis Energy	4 + years	<p>Mr. Osowski currently schedules power at Oasis Energy (10/09-Present)</p> <p>Mr. Osowski scheduled power during his employment with Green Mountain Energy and BP Energy Company. (11/99-11/01)</p>

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	Amy Van Gelder, Vice President, Oasis Energy	5 + years	Mrs. Van Gelder schedules power for Oasis Energy in several PJM markets as necessary. (10/09-Present) Mrs. Van Gelder scheduled power during her role as New Markets Director at Spark Energy. (01/06-10/09)
	John D. Lupo, Director of Energy Operations, Oasis Energy	2 + years	John Lupo schedules power for Oasis Energy in several PJM markets as backup to Mr. Osowski. (10/09-Present)

See below for detailed resumes for the individuals listed above:

Michael D. Osowski, President

Oasis Power, LLC dba Oasis Energy
President, 10/09-Present

Responsibilities: Responsibility of overall performance of the company.

- Management and execution of power hedging activities.
- Supply forecasting, day-ahead purchases and scheduling.
- Risk management and supply position oversight.
- Reporting and compliance activities.
- Compliance of renewable portfolio requirements.

Spark Energy, LP

Senior Executive Vice President, 02/03-10/09

Responsibilities: Overall P&L responsibility of company's electricity business.

- From start-up stage, managed company's growth from 5,000 to over 100,000 electricity customers.
- Led all business units of business operations, including sales and marketing, customer service and billing, systems development, and power supply.
- Led system development efforts and business priorities regarding the company's online enrollment build out which acquired over 50,000 customers.
- Handled all supply and risk management decisions and was responsible for managing hedged positions.

Private Consulting Projects

Managing Director, 11/01-02/03

Responsibilities: Provided wholesale and retail logistics consulting to wholesale and retail energy markets.

- Clients include Proctor & Gamble, AEP Energy.

Green Mountain Energy Company / BP Energy Company

Director – Mid Office Operations, 11/99-11/01

Responsibilities: Lead efforts to transition company from full-service requirements supply to self-managed portfolio.

- Developed and managed capabilities to enable BP Trade Group to structure retail power products with mitigated risk.
- Developed a next-day retail forecasting system with 97% accuracy in the PJM control region.
- Scheduled day-ahead power and capacity in PJM markets.
- Trained and supervised short-term trading and forecasting staff.
- Worked with scheduling and settlement groups to develop operational procedures.
- Worked directly with the OASIS reservation process and the NERC tagging process.

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Green Mountain Energy Company

Director of Commercial & Industrial Power, 06/98-11/99

Responsibilities: Manage retail electric sales in PJM and mid-Atlantic markets

- Development and implementation of operational capabilities to acquire, sell, and deliver power to large commercial and industrial customers in New Jersey, Texas, California, and Ohio.
- Facilitation of multiple wind generation projects.
- Establishment of company's first national marketing program for renewable energy in retail markets.
- Senior dealmaker for long term structured contracts.

ICF Kaiser Incorporated

Industrial Energy Team Lead, 12/95-06/98

Responsibilities: Contribute to growth of U.S. Environmental Protection Agency's ENERGY STAR Buildings Program

- Vertically targeted sales to large commercial, industrial, and municipal organizations.
- Produced marketing segmentation analysis to further market penetration.
- Worked with providers of electric generation and energy services as part of the ENERGY STAR Ally Program, to effectively meet changing customer demands.

Amy Van Gelder, Vice President

Oasis Power, LLC dba Oasis Energy

Vice President, 10/09-Present

Responsibilities: Responsibility of overall operations of the company

- Develop and maintain company's retail and wholesale pricing models and track against company's hedged positions.
- Manage operations staff, including customer support team and business analysts.
- Oversight of company's regulatory compliance and service-levels.
- Manage all I.T. related activities with outsourced support provider.
- Develop system checks and balances against EDI and billing system vendor (Energy Services Group).
- Coordination with Director of Outsourced Sales to develop and enforce regulatory compliance and quality assurance standards.

Spark Energy, LP

New Markets Director, 01/06-10/09

Responsibilities: Manage all facets of company's national expansion efforts (outside ERCOT)

- Facilitated regulatory approval process in New York, Massachusetts, and Maryland.
- Assessed market rules and conducted pricing/headroom analysis and to determine market priorities.
- Developed initial scheduling and forecasting models required to manage the company's load on a day-to-day basis.
- Developed customer load profile and pricing models for each market.
- Introduced and trained supply team on PJM and NYISO scheduling requirements and processes.
- For developed models and tools, coordinated with system software development team to automate and standardize as applicable.
- Evaluated retail sales volumes against hedged positions to determine wholesale power needs.

Spark Energy, LP

Director of Operations, 09/03-12/05

Responsibilities: Manage daily operations of electric business and sales groups

- Developed and managed sales procedures and requirements and analyzed sales performance against projected sales forecasts.
- Established and managed customer support team, billing and transaction team, contract management.
- Managed staff of system developers (4) and assessed priorities based on company's operational needs and strategic objectives.
- Maintained and improved commercial pricing models for ERCOT wholesale pricing.

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- Generated company's supply position and MTM reporting.
- Established and maintained company's management reporting metrics and standards.

Utility Choice Electric

Senior Business Operations Analyst, 10/01-09/03

Responsibilities: Regulatory oversight and operational process development

- Developed and maintained website enrollment capabilities, product contracts and terms of service
- Subject-matter expert on ERCOT transaction processing and protocols.
- Established business processes of entire customer life-cycle, from customer credit assessment and decision-making policies, to paying third-party sales aggregators.
- Evaluated retail sales volumes against hedged positions to determine wholesale power needs.
- Developed third-party commission reporting system and extranet capabilities.

John Lupo, CPA, Director of Energy Operations

Oasis Power, LLC dba Oasis Energy

Director of Energy Operations, 10/09-Present

Responsibilities: Management of natural gas supply and settlements and reconciliation

- Manages on-going operations of gas and electric supply.
- Backup scheduling resource for PJM and NYISO markets.
- Revenue reporting and forecasting.
- Tracks and performs natural gas scheduling and confirms.
- Tracks and performs true-ups of gas and electricity billing data.

Spark Energy, LP

Vice President of Strategic Planning, 02/05-10/09

Responsibilities: Management of company's accounting operations, including operational forecasting and process improvement

- Led internal initiatives related to company's software acquisition and development.
- Assisted in management of banking relationships in conjunction with CFO.
- Developed company's key planning and forecasting standards for company's gas and electric markets.
- Managed the hedged positions of new markets and calculation of VAR.
- Monthly gross margin assessment and analysis.

Superior Natural Gas Corporation

Controller, 02/94-06/05

Responsibilities: Direct management of company's financial accounting, treasury, and credit

- Managed banking relationships, customer and supplier credit relations.
- Managed treasury and investment portfolios, human resources, risk management accounting, software development, budgeting and planning, compliance reporting, tax and regulatory reporting.

The Polaris Pipeline Corporation

Treasurer, 04/90-02/94

Responsibilities: General management of natural gas marketing company

- Designed, developed and installed a fully integrated gas management software application which automated credit, collection, volume control, gas accounting, imbalance tracking, invoicing, and contract administration.
- Implemented strong credit and collection procedures while maintaining strong origination from the marketing department.
- Hired and trained accounting and administrative staff during period in which sales grew over four years from \$25MM to \$250MM.