

Attachment G

Attached herein are the names of individuals on staff to include corporate biographies and resumes that meet the following criteria:

1. Experienced in buying and selling power and energy in wholesale markets.

**Randall J. Bitsky**  
**Mike Constantine**  
**Gustav Beerel**  
**Chris Kavanagh**  
**Anthony Teixeira**

2. Experienced in working for an entity that is either a member of PJM, 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).

**Randall J. Bitsky**  
**Mike Constantine**  
**Gustav Beerel**  
**Chris Kavanagh**  
**Anthony Teixeira – NERC Certified**

## **Phalanx Energy Services, LLC Team Portfolio Management Experience Overview**

- More than 88 years combined experience in the generation and power markets.
- Managed a combined portfolio of over 16,000 MWs of retail supply load serving obligations in 17 states and two Canadian Provinces.
- Developed and implemented complex financial and physical power pricing models; Monte Carlo simulations to assist in pricing and hedging contracts; market volatility; customer usage forecasting; energy budget-at-risk scenarios; and renewable energy credit valuation and procurement.
- Managed over 10,000 MWs of generating assets in the PJM, NYISO, ISO-NE, ERCOT and CA-ISO markets.

### **Selected Biographies for Daily Contract Award Management**

#### **Phalanx Energy Services, LLC**

##### ***Frank P. Wilbourne, III, Managing Member and CEO***

Frank Wilbourne leads Phalanx Energy Services, LLC as Chief Executive Officer and Managing Member responsible for strategic direction, organizational development and tactical execution of the strategic partner and governmental agency relations. As one of the founding members of the firm, his diverse military service over nearly three decades encompassed domestic and foreign combat command. Thrice wounded in close combat, his Department of Veterans Affairs disability rating, together with Colonel Van Dyne's similar combat related rating, allows PESV to be designated as a SDVO small business. Later from 1990 to present, Mr. Wilbourne's experience includes direct management of more than 1000 civilian employees and annual operating budgets of more than \$100 million in the pharmaceutical, high-rise construction, and defense supply industries. He holds a bachelors degree from The Citadel and has attended American and Allied Command and Staff War colleges.

##### ***Jay H. Van Dyne, Managing Member and CEO***

Jay Van Dyne is one of the founding members of Phalanx Energy Services and like his counterpart, brings a long military service and civilian career, which is now manifested as a SDVO small business due to his disability rating. Prior to forming Phalanx Energy Services, LLC, he spent 15 years in diverse logistics management positions with Shaw Industries Group, a Berkshire Hathaway company. This culminated annually in an average \$75 million logistics operation with 135 employees nationwide. As Chief Operating Officer, Mr. Van Dyne will constructively supervise energy operations co-ordination, contract accounting and contract oversight. Active in Veteran Affairs, he has the primary responsibility for human resource recruitment, training and integration of Service Disabled (Wounded Warrior) and veteran personnel to the Company's work force. Mr. Van Dyne holds a Bachelors of Science degree from Salem College.

### ***Randall J. Bitsky – Vice President Origination and Structuring***

Randy Bitsky is Vice President of Phalanx Energy Services, LLC and is responsible for originating and structuring all electric power, natural gas and liquid fuel purchasing and sale contractual functions. Mr. Bitsky is an industry - recognized leader in power and gas fundamentals whose proven history of profitable strategies amount to millions of dollars of gross margin. Prior to joining PESV, Mr. Bitsky successfully created sales and marketing desks for Constellation Energy Group, Kansas Energy, NRS and CMS Energy. With over 18 years of trading and daily optimization of power and natural gas contract valuation and management, he has a track record of consistent portfolio gains from \$9 million to \$20 million annually. With a Bachelor of Arts degree in Economics from the University of Louisville, Mr. Bitsky is professionally licensed as a Registered Commodity and Investment Representative and conducts market strategy seminars and webinars for large institutional clients and energy marketing firms.

### **TrueLight Energy, LLC**

#### ***Mike Constantine, Chief Executive Officer***

Mr. Constantine oversees all aspects of the day-to-day operations of TrueLight Energy, LLC. Mr. Constantine is the former VP, Market Operations and Trading at Constellation Commodities, NewEnergy Division, leading the electricity and gas portfolio management groups in 15 states, Washington D.C. and two Canadian provinces that supplied more than 15,500MW of peak load. While at Constellation, he had management responsibility for all renewable portfolios, the wholesale market technical sales force, wholesale back-office functions, settlements and other roles. Most recently, Mr. Constantine was Managing Director of Portfolio Management at Edison International, where he developed innovative portfolio management strategies, market execution, risk management, and where he was responsible for one of the largest renewable generation portfolios in the US. Mr. Constantine began his career in wholesale power trading on the 24-hour real-time trading desk at New Energy Ventures. Mr. Constantine previously was in the financial services sector with Fidelity Investments and Eaton Vance.

#### ***Gustav Beerel, Quantitative Analytics and Product Development***

Dr. Beerel heads the strategy, quantitative analytics and product development teams for TrueLight Energy, LLC. He has extensive experience in risk management and portfolio optimization strategies, as well as in applied mathematics, modeling and simulation. Dr. Beerel is a leading innovator and serial entrepreneur who has been in the forefront of energy and evolving energy trading markets, and instrumental in defining, applying and developing strategies for new business development in the power sector for more than 25 years. Most recently, he was founder and CEO of EnvaPower, a real-time market intelligence business serving US-based power marketers that was acquired by Genscape in 2007. Previously, he was a co-founder and Corporate Senior Vice President of New Energy Ventures, which ultimately became Constellation NewEnergy, running the supply and trading groups. Prior to retail power market deregulation, Dr. Beerel developed the Retail Electricity Business and Risk Management Strategy for Enron Capital & Trade.

#### ***Chris Kavanagh, Managing Director Portfolio Management***

Mr. Kavanagh is a lead portfolio manager for TrueLight Energy, LLC, where he has responsibility for day-to-day trading activity and execution strategy in the North American deregulated wholesale electricity markets, as well as portfolio execution and optimization. Mr. Kavanagh is a former portfolio manager at

International Power and previously at NewEnergy Ventures, where in each case his responsibilities included electricity and gas portfolio management. His responsibilities have included daily management of more than 3,000MW of generation assets in the ISO-NE and ERCOT control areas. Mr. Kavanagh's experience includes executing short-term power transactions and hedges, risk management, FTR and virtual bidding strategies.

***Chad Brown, Portfolio Manager***

Mr. Brown is a portfolio manager for TrueLight Energy, LLC with responsibility for daily pricing activity, load management and ISO interaction. He previously was a Senior Financial Analyst at Brookfield Asset Management, providing analysis and modeling for more than 2GW of electricity operations. Prior to this, Mr. Brown held a Principal Financial Analyst position with NextEra Energy Power Marketing, supporting marketing efforts and long-term sales of electric power and structured energy products within ERCOT, ISO-NE, PJM, NYISO and MISO. Mr. Brown also had previous experience in the financial services and consulting industries.

***Anthony Teixeira, Portfolio Manager***

Mr. Teixeira is a portfolio manager for TrueLight Energy, LLC and manages its 24-hour real-time trading activities in the wholesale electricity markets. Mr. Teixeira is a former portfolio manager and real-time desk trader at International Power, with expertise in the short-term physical power markets. His responsibilities have included daily market monitoring and generation scheduling in the US regional power markets.

**Experience with End users**

Please submit the information for government and non-government contracts or subcontracts held (not to exceed two years since completion) for retail electricity including those in progress. The references you list below must have received supply from your company for **at least twelve (12) continuous months or be a current customer with contract duration of at least 12 months**. Information should be submitted in this table but the offeror is not limited to use of just one table. Make copies of this form for submission of additional information.

| Company Name           | Responsible Contract Administrator | Telephone Number                                       | Fax Number | Total Retail Contract MWs | ISO/RTO  | Local Utility  | Contract Start Date/End Date |
|------------------------|------------------------------------|--|------------|---------------------------|--|--|------------------------------|
| Enterprise Products    | Rayborn Reader                     | 713-381-4093   |            | 500 MW                    | ERCOT  | Reliant  | 2007-2012                    |
| Chaparral Steel        | Dave Forsyth                       | 905-665-3731   |            | 400 MW                    | ERCOT, PJM   | TXU, JCPL  | 2008-2012                    |
| Gulf Oil, LP           | Peter A. Duprey                    | Office: (508)<br>270-8336<br>Mobile: (617)<br>777-2093 |            | 25 MW                     | ISO-NE   | CP&L, NSTAR,<br>National Grid                                | 2011 – 2012                  |
| Structural Group, Inc. | Ken Chodnicki                      | Office: (410)<br>850-7000<br>Mobile: (410)<br>456-3312 |            | 1 MW                      | PJM  | Baltimore Gas &<br>Electric                                  | 2000-2007                    |
| JP Morgan Chase        | Stu Rubenstein                     | Mobile: (443)<br>799-5511                              |            | 100 MW<br>(Peak)          | All Deregulated<br>load serving markets<br>in North America* | All Deregulated<br>load serving markets<br>in North America* | 2000-2009                    |
| Constellation Energy   | Mark Huston                        | Mobile: (443)<br>520-5618                              |            | 16,000<br>MW<br>(Peak)    | All Deregulated<br>load serving markets<br>in North America* | All Deregulated<br>load serving markets<br>in North America* | 2000-2009                    |
|                        |                                    |  |            |                           |  |  |                              |
|                        |                                    |  |            |                           |  |  |                              |
|                        |                                    |  |            |                           |  |  |                              |

\*includes 55 electric utilities and 8 ISO's in the U.S. and Canada including ISO-NE, NYISO, PJM, CAISO, MISO, ERCOT, Alberta and Ontario.

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## PROFESSIONAL EXPERIENCE

### **Phalanx Energy Services Energy LLC**

September 2010 - Present

Vice President, Origination and Structuring ,

- Used industry contacts to help structure a Serviced Disabled Veteran owned busin concentrated on retail supply
- Conduct customer/end-user seminars purchasing and sale strategies.
- Conduct seminars on market conditions for natural gas and electricity to prospects and customer groups.
- Sell Natural Gas and Electricity to a multitude of market participants.

### **Kansas Energy LLC, (subsidiary of Itochu Corporation)**

September 2010 – September 2011

Vice President, Origination, Structuring and Business Development, Olathe, KS

- Increased the amount of gas and electric counter-parties KE can trade with by 50%.
- Brought 17 gas/electric tolling opportunities thus far.
- Conduct customer/end-user seminars purchasing and sale strategies.
- Conduct seminars on market conditions for natural gas and electricity to prospects and customer groups.
- Structured a steel for natural gas swap to alleviate a credit constrained customer.
- Structured an aluminum for natural gas swap for same reasons as steel.
- Structured an EMA with a SDVO for 200 mws atc for 3 years.
- Sell Natural Gas and Electricity to a multitude of market participants.

### **Constellation Energy Group**

April 2003 – August 2010

Vice President, Supply and Market Development, Baltimore, MD and Louisville, KY

- Created a National Gas Supply Desk from the bottom up. Organized the team into 2 groups, East and West. Streamlined the quote process with development tools to maximize quote efficiency. Analyzed groups of transport assets, ROFRed acceptable contracts and disposed of the uneconomic contracts.

- Built a sales strategy desk to assist with sales to large customers and closed multiple deals in the gas/power arena. Brought in approximately 2.5 million in margin for 2009 in new business, while managing 2 natural gas desks, one in Houston and one in Louisville for sales and supply related functions.
- Conducted cross country road shows on market conditions and fundamentals to large groups of prospects and customers. This was an annual program that saw great success in customer retainment and new sales.
- Managed (4500 MW peak load) Ercot portfolio. Turned a negative portfolio into a gain of \$20 million.
- Oversaw power and gas lock operations directly with customer orders and oversaw fundamental and technical research. Originate/Manage multiple tolling arrangements. Including fossil, Cogen, LFG, Biomass, Wind and Solar Technologies.
- Managed TX compliance and Green-e standard portfolio. Originated 12 million MWhrs of Green.
- Originated 500 MWs of Nat Gas tolling for a 3-year period to manage retail load.
- Manage Proprietary Henry Hub/HSC Book. P/L \$ 1.5 mill in 2006. \$4.5 million in 2007. \$1.2 million in 2008.
- Market Wholesale-to-retail energy to large end users nationally. \$10 Million Gross Margin in 2006. \$12 Million Gross Margin in 2007. \$9Million in 2008.
- Present/Conduct market strategy meetings with existing and potential institutional customers.
- Managed 350,000 MMBtu/Month BGE retail gas load at BGE and WGL. Actions include load forecasting, risk analysis, forward trading of options, NYMEX hedges and basis, manage transport positions on Transco, Dominion and Columbia pipeline systems. Managed 1.5 BCF of natural gas storage.
- Managed 300,000 MMBtu storage arbitrage book at PGE city gate. Actions include cash, forward paper and derivative transactions for asset optimization.
- Developed and publish a weekly energy market intelligence report for internal/external customers of Constellation.
- Structure strategic energy portfolios for large industrial customers (electricity, natural gas, fuel oil, propane and coal), which include the development of 3-5 year hedge plans for Michelin, W.R. Grace, Colgate-Palmolive, Church and Dwight Hayes-Lemmerz. Chaparral Steel, Gerdau Steel, Marathon Oil, Chevron, Duke Field Services, Sunoco and many major pipelines/pumpers and large end users.
- Negotiated producer purchase agreements, transport rates with LDCs and consult on direct connects.

**CMS Energy Marketing, Services and Trading, Houston, TX**

4/2002 – 7/2002

Senior Trader

- Developed and headed the Northeast trading desk.

- Managed the cash and term proprietary book for NY, New England and PJM.
- Traded spark spreads for Cinergy, NYISO, PJM, NEPOOL, and ERCOT. Fuels included residual oil, natural gas and coal.
- Originated/Developed gas/power tolling agreements and other structured products to build a base position for CMS in the Northeast and supply retail energy sales.

**NRG Energy (subsidiary of Xcel Energy, Inc.), Minneapolis, MN**

12/1999 – 4/2002

Senior Energy Marketer/Trader

- Managed cash and forward positions in fuel and power for NRG's Central Region (Cinergy, ComEd, TVA, Soco and Entergy). Fuels included natural gas and coal. Managed retail sales to 26 retail loads.
- Originated forward natural gas and power deals.
- Marketed wholesale electric products to retail and wholesale end users including work in the consultant broker arena.
- Managed a 200 mw Cogen facility for Dow Chemical.
- Managed forward generation book in New England and New York and served PPAs and Standard Offer Service.
- Managed electricity derivative portfolio in PJM, New England and New York. Priced retail electric load.
- Managed ERCOT forward trading book for projects under construction.
- Assisted the origination group with forward pricing, asset maximization. Performed mid-market deal evaluations.

**WISVEST Corporation (subsidiary of Wisconsin Energy) Waukesha, WI**

1/1999 – 12/1999

Senior Trader

- Managed the CINergy forward trading book
- Managed the New England Generation portfolio acquired from CPL
- Developed and executed cash and forward trading/derivative strategies for New England assets.
- Managed term and option proprietary book.
- Developed emissions trading strategies.
- Assisted Asset Development Group with forward curve pricing and Pro forma maximization.

- Traded and served load for the Illinois Retail Electric Pilot program.

**Education**

University of Louisville, Bachelor of Arts, Economics, 1994

**Professional Licenses and Education:**

Registered Commodity Representative, Series # 3 and Investment Representative, Series # 7

Mike Trebugans “Understanding NERC Policies” and “Platt’s” Energy Trader Institute

**OTHER ACCOMPLISHMENTS**

Boy Scouts of America, Eagle Scout

Management Association of America - Advance Presentation Skills Course

Volunteer for a Service Disabled Veteran’s Organization –assisting in making Bio Jet-A, and marketing power/gas on their behalf.

# Michael Constantine

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## PROFESSIONAL EXPERIENCE

### **Truelight Energy – Boston, MA**

CEO and Founding Member

August 2010 - Present

- Founding member of new energy service start-up with a focus on retail suppliers and renewable energy generation asset management.
- Developed and support the execution of load-serving portfolio management strategies and risk management activities to support Truelight's diverse customer base.
- Developed support functions and infrastructure needed to manage and structure all wholesale and retail load serving clients in all the de-regulated energy market in the Unites States.
- Developed the quantitative and qualitative customer usage pricing models and load forecasting applications needed to support our load serving business line.
- Oversee all aspects of day-to-day operations of Truelight Energy.

### **Edison International – Boston, MA**

Edison Mission Marketing and Trading

Managing Director of Asset Management

Nov 2008 – July 2010

- Develop and execute portfolio management strategies, supply execution and risk management activities to support Edison International's diverse generation and load serving customer base.
- Optimization of all wind and renewable generation assets in all regional markets. Build up renewable trading and portfolio management support capabilities.
- Management of all portfolio gas assets including western market co-generation partnership assets.
- Responsible for the management and execution of all load-serving portfolios. Build support functions needed to manage and structure all wholesale and retail load serving portfolio risks.
- Develop quantitative and qualitative customer usage pricing models for load serving business.
- Internal approval on feasibility and profitability on all asset development and long-term customer supply projects.

### **Constellation Global Commodities Group – Baltimore, MD**

Constellation NewEnergy

Vice President of Market Operations and Trading

January 2007 – Nov 2008

- Responsible for the management and execution of all renewable compliance and voluntary portfolios. Build support functions needed for all renewable and carbon product offerings.
- Management and development of wholesale technical sales force, analysis and new wholesale product development offerings and execution.
- Responsible for the management of all wholesale back-office functions and settlement charge analysis in all de-regulated markets.
- Corporate member of internal NERC compliance committee.
- Optimization of all portfolio wind and renewable assets in all regional markets.
- **Above responsibilities in addition to Vice President of Supply and Trading duties below.**

Vice President of Supply and Trading

June 2005 – Jan 2007

- Develop and execute portfolio management strategies, supply execution and risk management activities to support Constellation New Energy's diverse commercial and industrial customer base.
- Management of the supply portfolio group including the customer focused electricity and gas portfolio groups. Conduct activity in 15 states, Washington D.C. and two Canadian provinces, supplying more than 15,500 megawatts of peak load.
- Daily interaction with corporate pricing, strategy, business development and risk management groups.
- Corporate voting member on the internal deal review, risk and commitment committees.

- Conduct client and management presentations on the deregulated energy markets and outlooks, risk management protocols, energy conservation programs and power pool operations.
- Project manager on business process improvements for corporate wide risk management reporting and career development programs.

Director of Supply and Trading

Nov.2002 – June 2005

- Management of the daily operations of the energy management and trading group – the Energy supply and trading group is a 24/7 and 365 day a year operation.
- Develop and refine energy customer usage and portfolio risk pricing modeling.
- Internal advisor for business originators on feasibility and profitability of power plant and long-term customer supply projects.
- Project manager for implementation of internal generation management system and integration of new trade capture and nMarket generation scheduling software, hardware and settlement systems.
- Management responsibilities include the annual budgeting, actual monthly and daily reporting for the energy management operations group and the daily operational risk management analysis.

Real Time Trading and Energy Scheduling Manager

Sept 2000 – Nov 2002

- Responsible for the management and profitability of seven-person 24-hour short-term trading and customer energy management desk.
- Perform quantitative analysis for generation asset optimization and development of hedging strategies for industrial and commercial customer portfolio management.
- Responsible for the management and daily operations for the six-person business analysis and energy-scheduling group.
- Analyze and execute energy commodity market trades in all deregulated energy markets - PJM, NYISO, NEPOOL, MECS, Ontario, Alberta, CA-ISO, ERCOT, Cinergy, and ComEd.

Real Time Energy Trader and Scheduler

March 2000 – Sept. 2000

- Scheduled daily and hourly portfolio power flows in all deregulated electricity markets.
- Developed and refined quantitative modeling analysis for retail load portfolios and long-term basis hedging for retail and proprietary interests.
- Performed market research on risk management controls, power generation technology, electric transmission systems, economic dispatch models and regional energy commodities markets.

**Eaton Vance Management - Boston, MA**

Fixed Income Asset Management Group

April 1998 – March 2000

Research Associate

- Communicated buy/sell/hold recommendations for primary and secondary market high yield bond issues for asset management group.
- Performed quantitative financial statement analysis and legal document structuring of rated and non-rated bond offerings.
- Due Diligence credit analysis included project site visits and interviews with management regarding project completeness, operating performance, industry trends and business strategy.
- Provided written recommendations and verbal presentations on individual sectors and credits to portfolio managers and internal credit committee.
- Daily interaction with rating agency analysts, investment bankers, sell-side traders and analysts, debt issuance authorities and senior portfolio managers.

**Fidelity Investments - Boston, MA**

Fidelity Investments Institutional Services Company

July 1996 – April 1998

Financial Analyst

- Prepared monthly and ad-hoc financial reports and analysis for Corporate Business Planning and Analysis group.
- Provided month-end financial reporting and variance commentary to corporate accounting for all business units.
- Analyzed all market related expense and revenue drivers on fund profitability and semi-annual Board of Trustees profitability presentation.

## ADDITIONAL EXPERIENCE

### **Edison International –**

**Executive Sponsor and Project Manager of Portfolio Planning Project** – Enterprise wide Portfolio Management and Asset Valuation Model System Development and Improvement Project.

**Lead on Corporate Wide Work Environment Survey** – Bi-annual employee engagement survey champion and reporting lead for all marketing and trading functional groups.

### **Constellation Energy -**

**Voting member of Corporate Commitment's Committee**

**Voting member of Corporate Risk Committee**

**Voting member of Corporate Compliance Committee**

**Constellation Energy Resources Integration Lead** – Wholesale and Retail Market Business Lines Integration Project.

**Project Keystone Advisory Committee** – Corporate Wide System and Process Improvement Project

**Graduate of Constellation CDMP** – Internal Management Development Program

**Lead on Corporate wide Career Development Initiative** – Development of Career Power and Career power for Coaches coursework

**NOP Workout Executive Sponsor and Owner** – Global Net Open Position Process Improvement Project

**Market Operations Transformation Lead Sponsor** – Wholesale Markets Business Transformation effort

## COMMUNITY OUTREACH

**Multiple Year United Way Star Giver**

**National Audubon Society Member**

## EDUCATION

- **NORTHEASTERN UNIVERSITY - BOSTON, MA**  
*Bachelor of Science, Major: Accounting, GPA: 3.4/4.0*

# Gustav H. Beerel

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Mobile: (617) 594-8740

## QUALIFICATION SPECIALTIES

Senior Executive Management  
Renewable Energy Development at Utility Scale  
Power Marketing  
Power Market Analytics

## PROFESSIONAL EXPERIENCE

### Truelight Energy – Boston, MA

CSO and Founding Member

August 2011 - Present

- Leads the strategy, quantitative analytics and product development teams for TrueLight Energy.
- Extensive background in the renewable generation development process and retail energy load serving space, as well as in applied mathematics, modeling and simulation.
- Founding member of new energy service start-up with a focus on retail suppliers and renewable energy generation asset management.

### B-Energy Consulting Group – Boston, MA

Managing Director

Jan 2011 – August 2011

- Provide senior executive level strategy and product development expertise to a diverse base of clients.

### Clairvoyant Energy – Boston, MA

President

March 2009 – Jan 2011

- Founder of a leading European renewable energy development firm that specialized in solar photovoltaic systems.
- Responsible and Oversee all aspects of day-to-day operations of Clairvoyant Energy.

### Evan Power, Inc. – Boston, MA

CEO

June 2007 – March 2009

- Founder and lead model developer for the leading real-time energy market intelligence provider serving all the major US based power marketing firms.
- Responsible and Oversee all aspects of day-to-day operations of Enva Power.

### AES NewEnergy - Boston, MA

Senior Vice President

March 1997 – June 2001

- Co-founder and leader of all the wholesale market facing activities for AES NewEnergy.
- Responsible for the management and execution of all load-serving portfolios and entrance into every new de-regulated electricity market.
- Built all support functions to manage and price all the wholesale and retail load serving contracts.
- AES NewEnergy ultimately became Constellation NewEnergy.

## EDUCATION

- **Harvard Business School**
  - MBA, Risk Management, 1993 – 1995
- **University of Houston**
  - Ph.D., Chemical Engineering & Optimization, 1982 – 1987
- **Carnegie Mellon University**
  - BS, Chemical Engineering & French Literature, 1978 - 1982

# CHRIS KAVANAGH

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## PROFESSIONAL EXPERIENCE

**TRUELIGHT ENERGY** Boston, MA

**April 2011 – Present**

### **Sr. Energy Trader and Portfolio Manager**

- Head portfolio manager for Northeast power and natural gas markets - PJM, ISO-NE, and NYISO.
- Wholesale energy pricing analysis for variety of retail suppliers and end user customers.
- Performed energy market and forward hedge strategy execution analysis. Produced daily wholesale energy forward curve.
- Manage daily load serving portfolios to ensure proper adherence to portfolio management trading strategies and risk tolerances.
- Assist with projects in support of developing pricing models and load serving portfolio management processes.
- Co-lead on asset management acquisitions and coordinating of operational procedures.

**INTERNATIONAL POWER AMERICA**, Marlborough, MA

**2003 – April 2011**

**Energy Trader and Portfolio Manager** – (May 2007 – April 2011)

- Responsible for executing short-term power transactions and coordinating with fuel trading operations for a portfolio of over 1,000 MWs of generation. Tenor ranges from next day out to prompt + 2 months.
- Successfully trade around asset portfolio to generate extrinsic value.
- Proven, consistent track record of profitable speculative trading. P&L consistently above 3 x VAR.
- Use of FTRs and virtual bidding to mitigate risk and increase profit margins.<sup>3</sup>
- Strong understanding of gas fundamentals and physical transmission system in the northeast.
- Effectively communicate and work with management to implement hedging strategies within our allotted risk parameters.
- Knowledgeable of the ISO-NE transmission system along with ISO rules and procedures.
- Work with structuring group to develop or improve quantitative models.

**Real Time Energy Trader** (2003 – 2007)

- Manage over 3,000 mw of generation within the ERCOT and ISO-NE control areas.
- Analyzed forward and current market conditions including fuel costs, heat rates, market prices, weather, supply, and demand.
- Served as liaison between the control areas, the plants, and the marketing and trading group
- Work as part of a team to develop new real time trading opportunities within the ISO-NE resulting in better asset optimization and increased revenue generation.

**CONSTELLATION NEW ENERGY**, Boston, MA

**2000 - 2003**

**Real Time Energy Trader**

- Responsible for trading and scheduling physical power throughout the US. Regions covered include ISO-NE, NYISO, PJM, ECAR, MISO, MAIN, MAPP, ERCOT, and Cal-ISO.
- Executed financial swaps and perform pool-to-pool arbitrage in the hour-ahead, balance of day, and day-ahead markets.
- Developed quantitative models to help forecast price movements and mitigate risk management.
- Hedged daily retail imbalance positions

**EDUCATION**

B.S. Elmira College, NY  
Graduate level course in Finance, Harvard University

**PROFESSIONAL DEVELOPMENT**

Excel, MS Office, nMARKET, OATI tagging software, ICE trading platform, PJM E-Suite, ZAINET and Allegro risk management software, APX, and California ISO scheduling modules., Bloomberg, and Reuters.

**ACHIEVEMENTS, ACTIVITIES, HOBBIES**

Real Estate investor and owner of multi-income properties.  
Four-year member of the Elmira College Varsity Men's Ice Hockey Team.  
ECAC champion, NCAA Tournament Quarterfinalist, ECAC College All-Star  
Played minor league professional hockey with the B.C. Icemen and the Mohawk Valley Prowlers of the United Hockey League and the El Paso Buzzards of the Western Professional Hockey League.

# Anthony D. Teixeira

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## EDUCATION

**Massachusetts Institute of Technology**

Bachelor of Science in Mechanical Engineering, Minor in Japanese

**Cambridge, MA**

2008

## EXPERIENCE

**Truelight, LLC**

Portfolio and Operations Manager

**Boston, MA**

2011-Present

- Served as lead retail pricing analyst across the Northeast deregulated markets, which included development and maintenance of the pricing models.
- Performed energy market analysis as needed. Projects include retail pricing analysis for a variety of customers, headroom analysis across PJM and ISO-NE, and forward hedge analysis. Also produced a daily market update for Truelight's customers.
- Scheduled all transactions with PJM in their eSuite system.
- Developed applications and spreadsheets to support trading activities. Projects include a PJM virtual bidding model, a client for PJM's eDataFeed service, an ISO credit calculator, and a daily position and P&L report.
- Managed application and filing processes with regulatory bodies, including FERC and the ISOs.
- Traded for proprietary trade book in the real-time and day-ahead power markets.
- Trained and managed research interns.

**International Power America, Inc.**

Real Time Trader

**Marlborough, MA**

2008-2011

- Scheduled the full North American power generation fleet in ERCOT, PJM, MISO, and ISO-NE.
- Maintained compliance with the ERCOT, PJM, MISO, and ISO-NE protocols in daily operations.
- Produced revenue by managing power generation assets. Also generated revenue through speculative trading in the real-time and day-ahead power markets.
- Executed full day-ahead operations when day-ahead power and gas traders were unavailable.
- Created or modified Excel spreadsheets and Visual Basic scripts to streamline operations.
- Trained new employees as they transitioned to positions on the real time desk.

Trading Assistant

2008

- Coordinated natural gas scheduling for two Texas power plants.

**Ulvac, Inc.**

Mechanical Engineer

**Chigasaki, Japan**

2007

- Wrote LabView programs used to collect data on the performance of machinery during tests.
- Analyzed data collected during tests to verify the precision and robustness of the machines being tested.

## SKILLS

Certifications: PJM Generation System Operator

Programming: Familiarity with C#, VBA, MySQL and Java.

Foreign Languages: Proficient with Japanese.

## CHAD J. BROWN

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**EDUCATION**

**THE UNIVERSITY OF NORTH CAROLINA** Chapel Hill, NC  
**KENAN-FLAGLER BUSINESS SCHOOL**  
Master of Business Administration in Finance, May 2006.

**SWARTHMORE COLLEGE** Swarthmore, PA  
Bachelor of Science in Engineering (Civil), June 1997.

### EXPERIENCE

**TRUELIGHT ENERGY, LLC** Boston, MA  
February 2012 – Present

**Portfolio Manager.**

Retail energy pricing model analysis, end use customer financial modeling and operations analysis for all load serving retail supplier customers. Contracts under management cover all U.S. de-regulated power markets.

- Served as retail pricing analyst across the Northeast deregulated markets, which included development and maintenance of all load serving pricing models.
- Wholesale energy pricing analysis and forward hedge strategy reports for a variety of retail suppliers and end user customers.
- Produced daily wholesale energy forward curve.
- Lead account manager on a number of retail supplier clients and operational support for daily scheduling and settlement systems for PJM, NYISO and Nepoch.

**BROOKFIELD ASSET MANAGEMENT, INC.** Marlborough, MA  
May 2009 – December 2011

**Senior Financial Analyst, U.S. Operations.**

Financial planning & analysis, financial modeling, and operations analysis for 2+ GW of electricity operations and 200+ MW of project development and construction activity in the U.S. and Canada.

- Performed due diligence, built financial models and evaluated business cases to support \$500M+ investments in energy acquisition projects under partnership arrangements. Compiled market analysis for greenfield projects to support strategic growth initiatives.
- Performed budgeting & cash forecasting of generation facilities in five U.S. regions. Prepared annual capital expenditure and operating plans, prepared business cases for greenfield construction, rehabilitation and unplanned capital improvement projects.
- Supported COO and SVP of Operations in performance evaluation with scorecard/KPI activities and ad hoc operations analysis.

**NEXTERA ENERGY POWER MARKETING, LLC.** Juno Beach, FL  
February 2008 – April 2009

**Principal Financial Analyst, Transaction Origination Group.**

Performed financial analysis to support marketing efforts and long-term sales of electric power and structured energy products within ERCOT, NEPOOL, PJM, NYISO, and MISO markets.

- Compiled financial models and worked with legal, credit, operations, and trading desk to structure transactions (indexed, heat rate, tolling arrangements) in competitive power markets.

- Performed financial modeling to support deal structuring efforts for a proposed \$300M partnership to own, operate and construct a series of energy storage facilities to augment a large portfolio of proprietary wind operations.

**SMITH BREEDEN ASSOCIATES, INC.**

Chapel Hill, NC

September 2006 – January 2008

**Marketing/Financial Analyst.** Sales and marketing of fixed-income and absolute return investment products to prominent financial institutions in the U.S and international markets.

- Prepared presentations for prospective client engagements with pension funds, foundations, endowments, foreign central banks and supranationals in U.S., Europe, Asia, and Australia.
- Collaborated with product portfolio managers and trading team to integrate investment approach, performance attribution analyses, and macro outlook with marketing tools and engagement focus.

**PROGRESS ENERGY, LLC**

Raleigh, NC

Summer 2005

**Treasury & Enterprise Risk Management Intern.** Performed financial analyses related to wholesale and retail electricity generation, transmission, and distribution operations.

- Evaluated business case for proposed subsidiary based on a patented technology to convert a waste by-product from coal operations into a raw construction aggregate. Developed financial models and delivered final presentation to management based on sensitivity/scenario analysis.

**ARTHUR D. LITTLE, INC.**

Cambridge, MA

July 2000- June 2004

**Associate.** Provided business development and analytical support for consulting projects across multiple service areas.

- Managed substantial enterprise data system to support engineering analyses for a major technology assessment program for U.S. Department of Defense.
- Managed a team to diagnose biomass production deficiencies related to seawater salinity for a wastewater treatment facility in Qatar for an Italian client.
- Developed computer-based decision support systems to maintain inventories and guide global operations programs for a major energy client.
- Constructed economic models utilizing data gathered through research, investigation, and due diligence to support cost-benefit studies for energy organizations including NRC, IEA, and DOE.
- Compiled specialized valuation models based on due diligence efforts to quantify environmental liabilities to support expert witness testimony for large corporations and government entities.

**PRIOR TO 2000.** Held progressively advancing programmer/analyst positions supporting economic analyses with database and spreadsheet models at Abt Associates, Inc. and Eastern Research Group in Cambridge, MA.

**ADDITIONAL DATA**

- ◆ FINRA Series 3, National Commodity Futures Exam;
- ◆ NCEES Fundamentals of Engineering (FE) Certification;
- ◆ Completed additional coursework in energy risk management, trading, and hedging;
- ◆ Strong MS Excel (macros) and Access;
- ◆ Swarthmore College NCAA (Div. III) Men's Basketball Team (4 years);
- ◆ Enjoy travel, camping, softball, tennis, and golf.