

Section 454.60 Managerial Licensing Requirements

Section 454.60(b) requires Applicant to include an exhibit containing occupational background information on the persons who are being used to satisfy the managerial requirements. Section 454.60(c) requires Applicant to include a corporate organizational chart and indicating the position of the persons with at least one year of management experience with a business enterprise.

Attachment A to the application does not provide adequate occupational background information for the individuals listed, and does not include the required organizational chart. Applicant is directed to provide additional information, including more detailed resume information that includes the duration of the experience(s) for individuals identified by the Applicant, sufficient to satisfy the requirements of this section. Applicant is further directed to submit the required organizational chart.

Section 454.60 Managerial Licensing Requirements

- a) An applicant shall be deemed to possess sufficient managerial capabilities to provide agency, brokering or consulting services if the applicant can demonstrate that it has had at least one year of management experience with a business enterprise.*
- b) The applicant shall include in its application an exhibit containing occupational background information on the persons who are being used to satisfy the requirements of this Section.*
- c) The applicant shall include in its application an exhibit containing a corporate organizational chart and indicating the position of persons indicated in subsection (a) of this Section.*

Jeff Haarmann – Managing Partner

Qualifications:

- 15 years of marketing and operation management of cable TV operations including franchising agreements with municipalities, P/L management, sales and growth management
- 10 years of contract sales for cable companies throughout the US
- 4 years of management experience as Vice President of NFuse Direct in the deregulated electricity industry
 - Responsible for over 40,000 residential customer sales representing energy suppliers throughout the Northeast
 - Managed and represented, as an agent company for energy suppliers, 1200+ commercial accounts in Ohio, NY, NJ, TX
 - New venture with Affordable Gas & Electric Company, LLC allows my company to further relationships with multiple suppliers instead of representing just one supplier as an Authorized Agent.

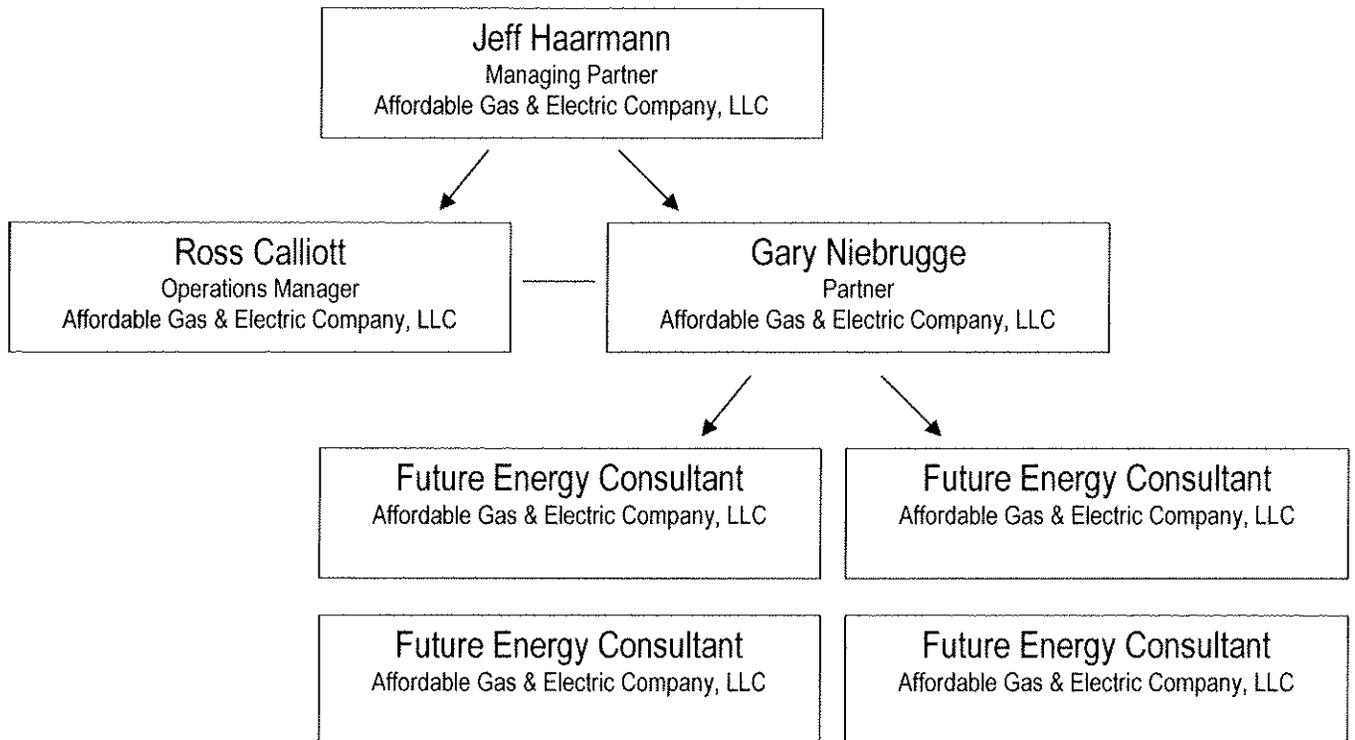
Ross Calliott – Operations Manager

Qualifications:

- 4 Years as Project Analyst working with Jeff Haarmann, while VP of NFuse Direct.
 - Managed all reporting and reconciliation of client switch data including all rejected enrollments for various reasons
 - Managed all contract processing for commercial accounts through various suppliers represented across the US

Section 454.60 Managerial Licensing Requirements (cont.)

**Affordable Gas & Electric Company, LLC
Organizational Chart**



Section 454.70 Technical Licensing Requirements

83 Ill Adm. Code 454.70(a) provides that an Applicant shall be deemed to possess sufficient technical capabilities to provide agency, brokering or consulting services if the Applicant can demonstrate that it has had an individual(s) with experience(s) in the electric industry of at least one year.

Attachment A to the application appears to include comments from others about their experience working with Jeff Haarmann, but Attachment A does not explain the type or duration of Mr. Haarmann's experience - or any other employee's experience - in the electric industry. Applicant is directed to include occupational information that clearly identifies an individual on its staff with at least one year's experience in the electric industry, and fully describe that experience.

Section 454.70 Technical Licensing Requirements

- a) An applicant shall be deemed to possess sufficient technical capabilities to provide agency, brokering or consulting services if the applicant can demonstrate that it has had experience in the electric industry of at least one year.
- b) The applicant shall include in its application an exhibit containing occupational background information on the persons who are being used to satisfy the requirements of this Section.

Jeff Haarmann – Managing Partner

Qualifications:

- As Vice President of NFuse Direct for the past 4 years, our sales consultants were charged with recommending an assortment of electricity options to our prospective customers such as:
 - Summer Protection Rates – short term, six month contracts to assist customers through summer electricity rates
 - Fixed Rate Products – 12 month fixed rate contracts which provided a guaranteed rate over the length of a contract
 - Variable Rate Products – Products that allowed customers to monitor rates through an alternate supplier and then lock in a fixed rate at the appropriate time
 - Combo Products – Products that offered customers both fixed rate and variable rate combinations to best suit their personal needs.
- As VP of NFuse Direct, I managed over 45 sales consultants on a day in and day out basis. Those consultants were responsible for sales of over 1200 commercial accounts and 40,000+ residential accounts.
- All of our sales consultants are trained in all aspects of commercial sales and work towards building customer relationships that allow us to help manage our customer's electricity expenses.