



**OASIS POWER, LLC dba**

**OASIS ENERGY**

**ATTACHMENT A**

**Supplemental Response to Part 451.340 – Managerial Qualifications**



**Managerial Qualifications - Part 451.340**

*Per Section 451.340, an applicant shall be deemed to possess sufficient managerial capabilities to serve retail customers identified in this Subpart if, in management positions, it has three or more individuals with four or more years experience with enterprise financial and administration responsibilities including profit and loss responsibilities, three or more individuals with four years experience buying and selling power and energy in wholesale markets, and three or more individuals with four years electric system operational experience.*

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

<b>Requirement</b>	<b>Individual</b>	<b>Years</b>	<b>Experience</b>
Four or more years experience with enterprise financial and administration responsibilities including profit and loss responsibilities	Michael D. Osowski, President, Oasis Energy	6 + years	As president of Oasis Energy, Mr. Osowski is responsible for the company's overall P&L and operational performance and administration. (10/09-Present)  Mr. Osowski had profit and loss responsibilities as head of all of Spark Energy's electric markets. (02/03-10/09)
	Kevin Grewal, CFO, Oasis Energy	5 + years	As Chief Financial Officer of Oasis Energy, Mr. Grewal has shared responsibility for the company's P&L. (10/09-Present)  As Assistant Controller of ATS Systems, Kevin was responsible for the overall P&L of the company's manufacturing unit. (01/03-01/06)
	John D. Lupo, Director of Energy Operations, Oasis Energy	11 + years	As Controller at Superior Natural Gas Corporation, Mr. Lupo was responsible for the management of the company's financial accounting, treasury, and credit. (02/94-06/05)

**Managerial Qualifications - Part 451.340**

<p>Four years experience buying and selling power and energy in wholesale markets</p>	<p>Michael D. Osowski, President, Oasis Energy</p>	<p>7 + years</p>	<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>
	<p>Amy Van Gelder, Vice President, Oasis Energy</p>	<p>6 years</p>	<p>Amy Van Gelder dealt directly with power purchase pricing and wholesale volumes throughout her tenure at Spark Energy. (09/03-10/09)</p>
	<p>Molly McCoy, Director of Electric Supply, Oasis Energy</p>	<p>5 years</p>	<p><b>Ms. McCoy is responsible for evaluating and executing Oasis Energy's wholesale power purchases and hedging requirements (08/12-Present)</b></p> <p><b>Ms. McCoy was responsible for forecasting wholesale power purchase volumes and scheduling power in her position of Power Supply Manager at Spark Energy. (06/07-07/12)</b></p>
<p>Four years electric system operational experience</p>	<p><i>Per Section 451.340(c), in the event applicant does not meet the managerial qualifications set forth in this Section, the applicant shall demonstrate the extent its managerial resources and abilities match the services that it intends to provide to its customers.</i></p> <p><b>Oasis Energy has the depth to overcome this requirement and has the managerial resources and abilities to match the services that the company intends to provide to its customers. This is evident in the technical and managerial qualifications provided in this attached supplemented response.</b></p>		

**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

- **Oversees general P&L activity and overall financial 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

**P&L Responsibilities include:**

- **Managed Revenue Recognition, wholesale power supply costs, gross margin analysis and all G&A activity for electric markets.**
- **Responsible for overall budgeting and P&L activity for all electric markets.**
- 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: Led 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.

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.

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### 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.
- Oversight of company's technology needs, including systems and network implementation.
- 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.

#### 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.
- Generated company's supply position and MTM reporting.
- Established and maintained company's management reporting metrics and standards.
- Evaluated retail sales volumes against hedged positions to determine wholesale power needs.

#### Utility Choice Electric

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

Responsibilities: Regulatory oversight and operational process development

## Managerial Qualifications - Part 451.340

- 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.
- 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.

### **Kevin S. Grewal, Chief Financial Officer**

#### Oasis Power, LLC dba Oasis Energy

Chief Financial Officer, 10/09-Present

Responsibilities: Management of all finance and credit related operations.

- Maintains and track company's financial and operational forecasts.
- Manages commercial banking relationships and supervises the company's investment funds.
- Backup scheduling resource for PJM and NYISO markets.
- Negotiates company's credit agreements and amendments.

## Managerial Qualifications - Part 451.340

- Works in conjunction with President in wholesale power purchasing and hedging decisions.

### Smart Execution, LLC

Portfolio Manager, 01/06-09/09

Responsibilities: Management of balance sheet and income statement items for publicly traded companies.

- Developed hedging strategies for equity, commodity and alternative investment portfolios.
- Managed daily margin positions and requirements with clearing houses.
- Produced daily profit and loss statements for fund portfolios.

### ATS Systems, LLC

Assistant Controller, 01/03-01/06

Responsibilities: Management of daily P&L reports and credit and collateral positions of manufacturing company.

- Managed all activities related to accounts payable, accounts receivable, cash disbursements, invoicing and billing and perpetual inventory integrity.
- Responsible for reconciliation of COGS and WIP inventory levels.
- Responsible for overall P&L requirements of manufacturing business unit.

### **Molly McCoy, Director of Electric Supply**

#### Oasis Power, LLC dba Oasis Energy

Director of Electric Supply, 08/12-Present

Responsibilities: Management of Oasis Energy's wholesale power purchases and hedging requirements

- Management and tracking of company's power purchase volumes.
- Development and oversight of company's risk management policies and procedures.
- Management of company's forecasting system requirements and MTM reporting capabilities.
- Build and manage headroom/COGS models for all retail electric markets.
- Oversight of regulatory requirements related to renewable energy standards.
- Development of company's fixed price policies and procedures.

### Spark Energy, LP

Power Supply Manager, 06/07-07/12

Responsibilities: Responsible for timely purchases of wholesale power supply and Mark-to-market reporting

- Manage confirmations from counterparties for buy/sell transactions.
- Purchase wholesale supply for retail electric markets in PJM and NYISO by effectively utilizing seasonal, monthly, and daily pricing strategies and tools.
- Ensure timely P&L forecast to accounting by set dates to include detailed data by LDC including WACOG, WASP and delivered volumes.
- Assist Power Structure business unit with development of processes to insure ongoing P&L forecast model tie-out with actual.
- Ensure compliance with market Renewable Portfolio Standards for active markets.
- Develop new reporting requirements as required by risk management, accounting and credit business units.
- Upload of data from the various ISO websites in each market such as day ahead/real time market prices, grid information, transmission outages, forecasts, settlement data, etc.
- Daily retail pricing for commercial customers in the ERCOT and North East markets upon request.

**OASIS POWER, LLC dba OASIS ENERGY  
ORGANIZATIONAL CHART  
Part 451.340(b)**

