

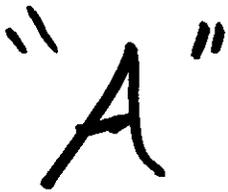
## **Attachment "A"**

Commercial Utility Consultants, Inc. (CUC) has been in business since 1975. CUC has been able to leverage our customer base into a very successful procurement model for our clients. CUC has procured over 1 billion kWh's for our client base. We are experts in electric deregulation.

Our professional team is headed by Joe McGillian, our owner and top analyst. Nick Reynolds is in charge of procurement for CUC. Marty Brown heads up the I/T operation that supports our procurement efforts. John McGillian leads the sales team in retaining our traditional clients as well as obtaining new clients as we grow our electric procurement business. Resumes' for our key management personnel are included.

CUC has been involved with electric deregulation since Pennsylvania first started their "pilot" program back in 1996. CUC wrote programs to calculate the price-to-compare (PTC) for suppliers which gave suppliers a base line to determine the amount of savings that the suppliers were providing their customers. On an equally important note, the end user now knew that they were saving money and how much they were saving.

CUC wants to bring our winning formula to Illinois to save money for Illinois businesses and residents. CUC hopes to be financially successful in Illinois by saving money for Illini on their electric bills. CUC is wholly compensated by our suppliers and never charges our clients for our electric deregulation procurement services.



## Commercial Utility Consultants, Inc.

### Organization Chart

Joseph P. McGillian  
President/Owner

Nicholas Reynolds  
Procurement

Marc Reynolds  
Manager

James Ott  
Analyst

Steve Reynolds  
Analyst

Martin Brown  
Operations

Hubert Mahon  
Utility Analyst

Correspondence  
Linda McKee  
Alana Reynolds  
Barbara Bermel  
Carol Barnes

John McGillian  
Sales

Marty Miller  
Salesman

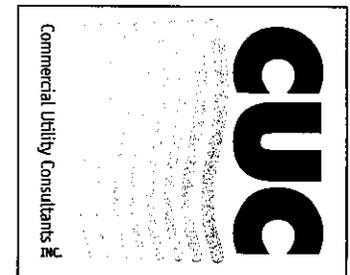
Pamela McGillian  
Finance

Joseph Lamb  
Invoicing

Karen Warren  
Bookkeeper

610-431-4400 • 610-431-1023 (FAX) • 800-296-2821 • E-mail: [cuc@commercialutility.com](mailto:cuc@commercialutility.com) • Web: [www.commercialutility.com](http://www.commercialutility.com)

1556 McDaniel Drive • Westtown Business Center • West Chester, PA 19380



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## Joseph P. McGillian

<b>Title:</b> President and CEO	<b>Role:</b> President and CEO
<b>Contact Information</b>	<b>Background Summary Information</b>
Commercial Utility Consultants, Inc. (CUC) 1556 McDaniel Drive West Chester, PA 19380 Phone: 610-431-4400 Fax: 610-431-1023 Mobile: 610-636-7193 Email: joe@commercialutility.com	Years with CUC: 37 Years in Energy Industry: 37  Unique Skill Sets: Mathematical Analysis Energy Procurement Expertise Tariff Expertise Electric Deregulation Expert Utility Negotiation Experience

### Background

Successful Entrepreneur with a 37 year history of profitable business ownership. Mr. McGillian founded Commercial Utility Consultants (CUC) in 1975, shortly after earning a BA and an MBA in mathematics. Mr. McGillian is an expert in utility tariffs and analysis for all major utilities in the United States.

### Selected Experience

**Commercial Utility Consultants, Inc.**  
1556 McDaniel Drive, West Chester PA 19380  
Employed from January 1975 to Current  
Reference Verification: Pamela Rolfe, (610) 431-4400  
Employees Managed: 20

#### Commercial Utility Consultants, Inc.

Have been a successful small business owner since completion of higher education. Currently, President of Commercial Utility Consultants, Inc, a substantial utility consulting firm with more than 8,000 commercial clients. Manages several professional engineers and former utility analysts as well as a substantial correspondence staff. Invested heavily in the latest technologies to ensure efficiencies and accuracy in analysis for our client base in the Pennsylvania region and the rest of the United States.

### Education, Training, Certifications, and Affiliations

#### EDUCATION

Temple University, Philadelphia, PA  
Bachelor of Arts in Mathematics, 1973

West Chester University, West Chester, PA  
Master of Arts in Mathematics, 1975

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**Joseph P. McGillian, President and CEO  
Commercial Utility Consultants, Inc. (CUC)**

Mr. McGillian started Commercial Utility Consultants in 1975. Since that time, Mr. McGillian has developed CUC into the one of the largest and most successful Utility Rate Analysis' Companies in the United States. Mr. McGillian has extensive expertise in utility procurement, billing, rate analysis, utility negotiation plus knowledge of every aspect of the various taxes and surcharges associated with utility billings.

Mr. McGillian has been a successful business owner since completion of higher education. Commercial Utility Consultants, Inc. is a substantial utility consulting firm with more than 8,000 clients. Mr. McGillian manages several professional engineers and analysts, many of whom are former utility employees. CUC has a substantial correspondence staff as well. Mr. McGillian has invested heavily in the latest technologies to ensure efficiencies and accuracy in analysis for our client base.

Mr. McGillian will assist in providing energy market expertise and tariff analysis; Providing market analysis; Developing the electricity procurement strategy; Pulling and aggregating usage data; Supplier marketing and communications; Calculating the price to Compare (PTC); Auction monitoring; Conducting and presenting post-auction analysis.

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## Martin F. Brown

<b>Title:</b> Vice President	<b>Role:</b> I/T Office manager
<b>Contact Information</b>	<b>Background Summary Information</b>
Commercial Utility Consultants, Inc. (CUC) 1556 McDaniel Drive West Chester, PA 19380 Phone: 610-431-4400 Fax: 610-431-1023 Mobile: 610-636-7193 Email: marty@commercialutility.com	Years with CUC: 21 Years in Energy Industry: 21  Unique Skill Sets: 35 years in Information Systems Telecommunications Manager Office manager Electric Deregulation Expert

### Background

Career Information Systems professional with IBM and Microsoft Operating Systems. Responsible for all aspects of daily operations at CUC including A/R, Computers, Network, Telephone Systems and general supervision and support of correspondence staff. Handle all Telecommunications analyses for CUC's client telephone bills and expenses.

### Selected Experience

**Commercial Utility Consultants, Inc.**  
1556 McDaniel Drive, West Chester PA 19380  
Employed from May 1991 to Current  
Reference Verification: Pamela Rolfe, (610) 431-4400  
Employees Managed: 5

#### **Commercial Utility Consultants, Inc.**

Have been the Office Manager at Commercial Utility Consultants, Inc. (CUC) for 21 years. I also worked at Computer Associates as a technical sales representative from 1985 to 1991. Started as an application programmer and advanced to systems programming from 1978 until 1985 at PMA Insurance Company in Philadelphia, PA.

### Education, Training, Certifications, and Affiliations

#### **EDUCATION**

Temple University, Philadelphia, PA  
Bachelor of Science in Psychology, 1975

LaSalle College, Philadelphia, PA  
Bachelor of Arts in Sociology, 1976

Gwynedd Mercy College, Norristown, PA  
Minor Degree in Computer Science, 1978

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## Nicholas J. Reynolds

**Title:** Sales and Procurement Director

**Role:** Sales and Procurement Director

### Contact Information

Commercial Utility Consultants  
1556 McDaniel Drive  
West Chester, PA 19008  
Phone: 610-431-4400  
Fax: 888-938-4449  
Mobile: 610-745-4004  
Email: [nick@commercialutility.com](mailto:nick@commercialutility.com)

### Background Summary Information

Years with Commercial Utility Consultants: 7  
Years in Energy Industry: 7

Unique Skill Sets:  
Procurement Management  
Electric and Gas Procurement Expertise  
Procurement Strategy Development  
RFP Expertise  
Tariff Expertise  
Utility Negotiation

### Background

Mr. Reynolds is responsible for procurement of electric and gas services from electric and gas suppliers to new and existing customers utilizing electric and gas utilities. He has 6 years of experience in energy industry in both the regulated and deregulated markets. He has expertise in analyzing customer data and evaluating technical and financial developments in the electricity and natural gas industries. He has expertise in rate structures, riders, discounts, tariffs, energy procurements, auction implementation, economic and financial analysis, utility budgeting, cost-benefit analysis, and risk analysis. Mr. Reynolds has conducted procurements in Pennsylvania, Massachusetts, New York, New Jersey, Ohio, Delaware, Maine, and Texas.

### Selected Experience

#### Commercial Utility Consultants, Inc.

1556 McDaniel Drive, West Chester PA 19380  
Employed from January 2005 to Current  
Reference Verification: Pamela Rolfe, (610) 431-4400  
Employees Managed: 3

#### Account Executive, Commercial Utility Consultants, Inc.

Responsible for contacting existing clients, making recommendations on utility savings for Commercial, Institutional, and Industrial customers on Electric, Gas, Telephone, Water/Sewer, and Freight service billings. Provide alternate electric and gas supplier pricing, resulting in savings over the existing electric and gas local distribution companies. Was also responsible to assist customers with recommendations pertaining to economic and financial analysis, utility budgeting, cost-benefit analysis, and risk analysis

#### Sales and Procurement Director, Commercial Utility Consultants, Inc.

Oversees Procurement and Deregulated sales for CUC. Manages daily RFPs, analyzes customer data and evaluates technical and financial developments in the electricity and natural gas markets. Manages electric and gas procurements, auction implementation, financial and risk analysis. Has conducted procurements in Pennsylvania, Massachusetts, New York, New Jersey, Ohio, Delaware, Connecticut, Maine, and Texas. Continues to Develop the electricity and gas procurement strategies; oversees the pulling and aggregating of client usage data; Supplier marketing and communications; Auction monitoring; Conducting and presenting post-auction analysis; and Providing the Energy Division with additional analysis and support of other ongoing energy initiatives.

### Education, Training, Certifications, and Affiliations

#### EDUCATION

2002    Millersville University                      Bachelor of Science in Industrial Technology

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**Nicholas J. Reynolds, Procurement and Sales Director**

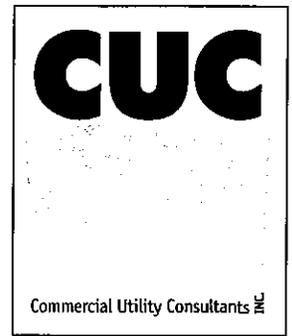
**Commercial Utility Consultants, Inc. (CUC)**

Mr. Reynolds is responsible for procurement of electric and gas utilities to new and existing customers. He has 7 years of energy industry experience in both the regulated and deregulated markets. He has expertise in analyzing customer data and evaluating technical and financial developments in the electricity and natural gas industries. He has expertise in rate structures, tariffs, rate discounts, energy procurement, RFP implementation, economic and financial analysis, and risk analysis. Mr. Reynolds has conducted procurements in Pennsylvania, Massachusetts, Michigan, New York, New Jersey, Ohio, Delaware, Maine, and Texas.

Mr. Reynolds will assist in providing energy market expertise and tariff analysis; Providing market analysis; Developing the electricity procurement strategy; Pulling and aggregating usage data; Supplier marketing and communications; Estimating the price to beat; Auction monitoring; Conducting and presenting post-auction analysis

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John J. McGillian  
1556 McDaniel Drive  
West Chester, PA 19380  
(610) 431-4400 ext.112  
[john@commercialutility.com](mailto:john@commercialutility.com)



**June 2009 to present: Vice President, Marketing Group, Commercial Utility Consultants**

**May 1982 to June 2009: Regional Representative, Commercial Utility Consultants**

**Skills Summary:**

Mathematical Skills	Written Correspondence	Customer Relations
Professional Presentation	Marketing and Sales	Project Management
Utility Negotiation Experience	Expert in all aspects of PA Deregulation	

**Professional Experience:**

As a Sales and Marketing representative over the course of 27 years, my clients include large companies such as ArcelorMittal Steel, Verizon Communications, American Tower and Sunoco. I have served as the contact person at CUC for the Apartment Association of Greater Philadelphia, the Greater Philadelphia Condominium Managers Association and the Greater Philadelphia Hotel Association. I am also a longstanding member of the Greater Philadelphia Association of Energy Engineers. References can be furnished upon request.

**Education:**

Temple University, Philadelphia, PA  
Bachelor of Business Administration, Fox School of Business, 1982

Monsignor Bonner High School, Drexel Hill, PA