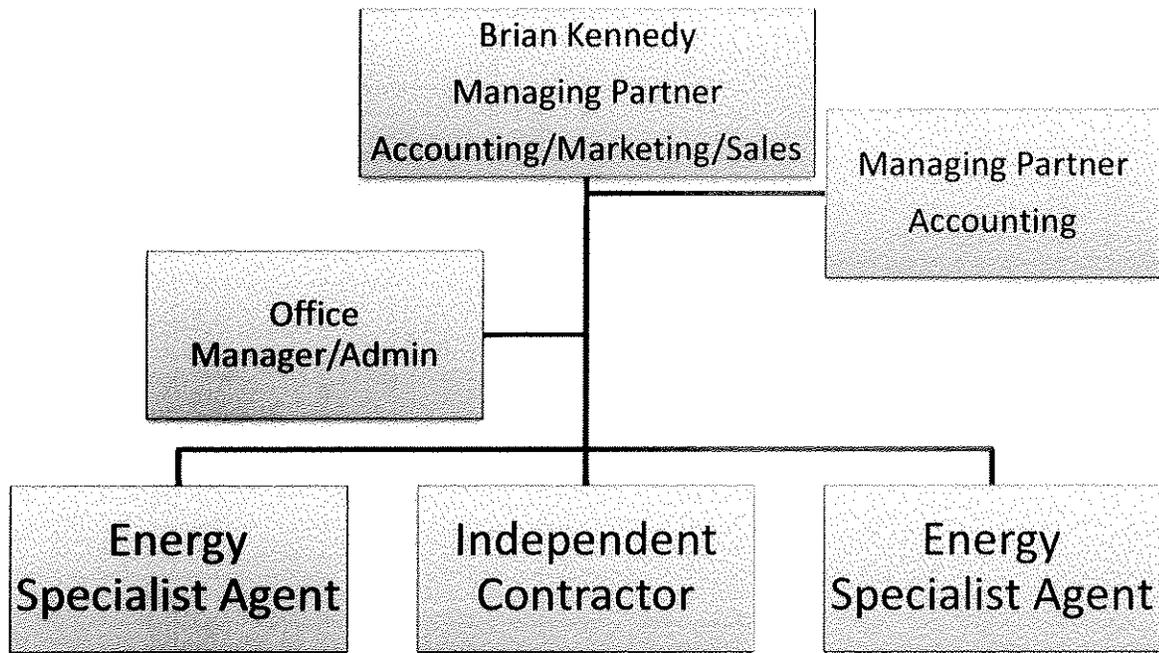


Attachment B



Brian Kennedy

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Education

Bachelor of Arts in Economics, Simon Fraser University, 1995.

Professional Experience

Power-Mark Resources, Dallas, Texas _____ 2011-Present

Power-Mark Resources LLC is a leading energy marketer within Texas. Power-Mark has an exclusive contract with the #1 Retail Electric Provider in the state of Texas to acquire residential and commercial customers. In addition Power-Mark calls on 1000 multi-family communities that have exclusive marketing agreements with Reliant.

Managing Partner- Manage 65 sales and management staff across 6 offices in the state of Texas. Manage and Direct 10 operations & administration staff. Responsible for managing, directing, training, tracking, recruiting and development of all management. Responsible for management of the largest Retail Electric Provider in Texas.

- Acquired over 20,000 Residential Customers
- Acquired over 20,000,000 KWH Commercially
- Contract Value in excess of \$50 million
- Successfully manage over \$1.5 million in commissions paid out annually to sales and management staff

Pioneer Energy Resources, Dallas, Texas _____ 2010-Present

Pioneer Energy Resources LLC is a leading energy broker in Texas. Pioneer has preferred relationships with 4 leading Retail Electric Providers (Green Mountain Energy, Direct Energy Business, Star Tex Power and Affordable Power Gas and Electric) acquiring commercial and industrial customers for the providers.

Vice President of Sales- Manage 30 sales and management staff across 6 offices in the state of Texas. Responsible for managing, directing, training, tracking, recruiting and development of all management. Responsible for management of four of the largest Retail Electric Providers in Texas.

- Acquired over 2,000 Commercial Customers
- Acquired over 600,000,000 KWH
- Contract Value in excess of \$60 million
- Acquired over 45,000 Residential Customers
- Successfully manage over \$1.5 million in commissions paid out annually to sales and management staff

TBG America, Dallas, Texas _____ 2005-2009

TBG America is a leading energy marketer in the US.

Regional Manager- Manage 45 sales and management staff across 4 offices in the state of Texas. Responsible for managing, directing, training, tracking, recruiting and development of all management. Responsible for management of three of the largest Retail Electric Providers in Texas.

- Acquired over 15,000 Commercial Customers
- Acquired over 5,000,000 term MWH
- Contract Value in excess of \$600 million
- Acquired over 95,000 Residential Customers
- Opened and built Chicago office (Fall 2006)
- Opened and built NY office (Spring 2007)
- Successfully manage over \$6 million in commissions paid out annually to sales and management staff

Pernod Ricard USA, Calabasas, California _____ 2002-2005

Pernod Ricard is the world's co-leader in wines and spirits.

Regional Manager – California- Hawaii (Sep 2004- Sep 2005)

Managed 12 sales and management staff across the states of California and Hawaii. Responsible for management and direction of exclusive distributor in California and Hawaii(Young's Market Company) with over 500 sales people calling on all channels. Six direct reports (NoCal Area Manager, SoCal Area Manager, NoCal Chain Manager, SoCal Chain Manager, SoCal On Premise Manager, California Ethnic Market Manager). Managed all financial budgets including FSP, POS and Expense Budgets successfully.

- Managed \$80 million in sales in FY 2004 (750,000 cases)
- Exceeded quota on all core brands in FY 2004 and STUB FY 2005

- Successfully managed \$7 million FSP Budget in FY 2004
- Successfully managed \$4 million Distributor Bank in FY 2004
- Successfully managed \$4 million FSP budget in STUB 2005

Area Manager – Southern California (Jan 2003- Sep 2004)

Managed 6 sales and management staff across Southern California. Responsible for management and direction of exclusive distributor in Southern California(Young's Market Company) calling on off and on premise broad market including local regional chains (Superior, Bristol Farms, Gelsons) . Managed all financial budgets including FSP, POS and Expense Budgets successfully.

- Exceeded quota on all core spirit and wine brands in 2003
- Led State on all CORE Brands FY 2003 vs. FY 2002
 - Jacobs Creek 50% growth vs. state growth 13%
 - Chivas Regal 7% growth vs. state growth 1%
 - Jameson 18% growth vs. state growth 13%
 - Glenlivet 30% growth vs. state growth 0.5%
 - Martell 30% growth vs. state decline 4%
 - Seagram's Gin 10% growth vs. state growth 1.1%
 - Seagram's Vodka 50,000 cases first year
- Promoted to Regional Manager- California/ Hawaii after 20 months as Area Manager- Southern California

District Manager – Oregon/ Southwest WA (Jan 2002- Jan 2003)

Responsible for management and direction of 2 statewide brokers plus 12 wine distributors across Oregon/ Southwest Washington. Responsible for calling on Oregon Liquor Control Commission and regional chains(Safeway, Costco, Fred Meyer, Albertsons) . Managed all financial budgets including FSP, POS and Expense Budgets successfully.

- Exceeded quota on all core spirit and wine brands in FY 2002
- Successfully integrated newly acquired spirit brands with both statewide brokers
- Led Nation in Jacobs Creek growth- 40% growth FY 2002 vs. FY 2001
 - Monthly Ad with Safeway 11 of 12 months in FY 2002
 - Costco 6 pack distribution
- Promoted to Area Manager- Southern California after 12 months as District Manger- Oregon/ SW WA

Refreshment Brands, Danville, California 2000-2002

Refreshment Brands is a start up beverage Alcohol Company focused on the ready-to-drink category.

Regional Manager – Western US . Managed two new beverage alcohol product launches. Responsible for assignment of state distributor networks, all regional chain calls, controlled state headquarter calls, and the distributor execution management across 14 US States.

- Responsible for over \$8 million in sales in 2001 (500,000 cases)
- Exceeded 100% growth in 2001 vs 2000
- Achieved 100% major chain authorization in Northern California including Safeway, Albertson's, Save Mart, Ralph's, Raley's & BevMo with a little known brand with zero marketing support
- Achieved #1, #2 and #3 position in AC Nielsen within the Ralph's Southern California region(Southern California's largest chain) TOP 30 Coolers List within the first 4 months of item authorization outselling other nationally recognized brands (Bartles & Jaymes, Seagrams, Jack Daniels, Kahlua)

Corby Distilleries, Vancouver, British Columbia 1999

Corby Distilleries Limited is a leading Canadian manufacturer and marketer of spirits and imported wines.

Training and Development Manager- BC . Managed 14 person sales staff. Responsible for recruiting, training, weekly motivational meetings, tracking and directing the sales team's efforts. Responsible for \$140 million in sales (700,000 cases) in 1999.

- Achieved 107% of quota in 1999
- Achieved 7% growth across all spirits brands vs industry that was flat
- Achieved a market leading 28% spirit market share across multiple brands

Mark Anthony Brands, Vancouver, British Columbia 1996-1999

Mark Anthony Brands is the leading privately-owned importer and distributor of fine wine, premium beer, and specialty beverages in Canada.

Off Premise Sales Manager – BC . Managed 22 person sales and management staff. Responsible for training, directing and motivating the district sales manager and entire sales staff. Responsible for team leadership, motivation, planning, controlling , communicating, problem-solving, decision-making and key account management. Sold and implemented all monthly promotional programs with the BCLDB. Conducted Quarterly Business Reviews with the BCLDB using in house statistical analysis programs.

- Responsible for \$70 million in sales (1.8 million cases) during 1998
- Responsible for \$50 million in sales (1.2 million cases) during 1997
- Achieved 108% of quota in 1998

- Achieved 106% of quota in 1997
- Growth of 40% across all brands in 1998
- Growth of 15% across all brands in 1997
- Growth of 70% on Mike Hard Lemonade during 1998
- Led the Western Region with 50% growth on Corona Beer during 1997
- Implemented and Developed New Sales Training Manual that was used company-wide
- Created and Implemented Refreshment Beverage Category Management program for 222 BCLDB stores

Ernest and Julio Gallo Winery, Vancouver, British Columbia _____ **1995-1996**

E&J Gallo is the largest winery in the world.

Off Premise Sales Representative – BC . Managed territory of 50 off premise accounts in two different territories. Responsibilities included: selling (distribution, display, shelf, cold box and pricing execution), territory management, merchandising, servicing, administration and ensuring appropriate case volumes are hit within a geographic territory.

- Promoted to senior city territory (high profile, high volume) accounts after 6 months
- Growth of 12% vs. same period previous year in senior city territory
- Exceeded monthly quotas every month

Computer Skills – Proficient in MS Word, Excel, Outlook and PowerPoint

References Available Upon Request