

**Qualifications of Principal Managers and Directors pursuant to 454.60(a) attached.**

**Cary Turnbull, Founder and Chairman**  
**203.939.1155**

Mr. Turnbull has 30 years of experience in the energy market and has an extensive background in the management of energy commodity price risk. Prior to Commercial and Industrial Energy Solutions, he was Senior Partner and Managing Director of energy brokerage firm Amerex, which he co- founded in 1983. While at Amerex Mr. Turnbull developed the company's regulated futures business on the International Petroleum Exchange in London, and founded its petroleum brokerage business in Asia. He was also involved with Amerex's development of natural gas and electricity derivative instruments, and the adoption of the online trading booth.

**Kerry Breitbart, Founder and CEO**  
**203.663.9702**

Mr. Breitbart has nearly 30 years of experience in commodity and energy trading, including building emerging businesses into robust, international operations. Prior to Commercial and Industrial Energy Solutions, he spent 20 years at the United Companies where he started as an employee brokering crude oil and worked his way up to President and CEO. He built United from four divisions to thirteen, and the notional value of the energy products the company brokered was in excess of \$750 billion per year. United was the first broker of energy derivatives and did not have a competitor anywhere in the world for 2 years. When sold in 2005, the company was still the #1 broker of crude derivatives globally.

**Bill Kinneary, President and Chief Compliance Officer**  
**203.663.9730**

Mr. Kinneary was named President of Commercial and Industrial Energy Solutions in March of 2011. He brings with him 38 years of experience in the energy industry, where he held numerous positions, ranging from utility general manager to top-level executive positions in retail marketing and electric generation companies. He has held the top executive offices in KeySpan Energy Services, KeySpan Energy Supply and Total Gas & Electric (TG&E). Among his many career accomplishments Mr. Kinneary designed and implemented the first utility energy hedging strategy in New York state, developed power pricing tactics that resulted in profits from the largest New York City power plant, and took TG&E from the brink of punitive regulatory/legal action and financial collapse to full compliance and profitability. Mr. Kinneary has served as a member of the National Energy Marketers Association's Executive Committee since 1999 including two terms as Chairman and has been proudly serving as Chairman Emeritus since 2005.

## Attachment 10

### Per Part 454.70(a)

Please see summaries of officers of Applicant and accompanying resumes.

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203.939.1155

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Innovative **Senior Energy Executive** with strong track record of sustained growth, new-market penetration and profitable turnaround in commercial and residential energy/electric services. Leader/mentor in developing energy pricing options to maximize profitable sales and customer retention. Expertise in analysis of utility tariffs and regulation related to retail energy programs, as well as business planning, competition, sales and marketing. Pioneer in development of customer-service innovations and business-performance metrics to increase profitability, enhance public relations and control risks.

*Career highlights:*

- Rescued energy marketing company from certain failure; brought growth, profitability and successful sale.
- Drove growth to 1140+% over profit goal in new electricity market within one year after plant acquisition.
- In just two years, grew KeySpan Energy Services to #1 natural-gas marketer in New York metro area, with over 100,000 gas and electricity customers including Shea Stadium, the Empire State Building, the World Trade Center and all large supermarkets in the state of New Jersey.
- Designed, implemented and obtained regulatory approval for first-ever utility gas risk-management hedging program approved in state of New York. Resulted in \$50M profit from first major hedge.
- Increased use of technology, initiating an automated customer-information system, the first computerized fleet-management system and a pioneering gas-leak management system.

**Professional Experience & Highlights of Achievements**

**North American Power, Norwalk, CT** Present  
*One of the fastest growing energy marketers in the nation in 2010*

**President**

Recruited by the owners of North American Power to provide experienced executive leadership in a relatively new retail energy/electric company, to help insure that the company's early success in the electricity market is maintained and to facilitate entry into the natural gas market.

**Infinite Energy, Gainesville, FL** 2005-2010  
*Largest independent gas marketing organization in Florida; \$500M+ yearly*

**Vice President / Marketing**

Originally recruited to assume leadership of new acquisition as CEO. When acquisition failed, recruited to remain with company as VP of Marketing. Created first-ever integrated marketing strategy for this rapidly growing company. Develop/manage marketing and sales initiatives, including new sales channels and pricing products, coupled with rigorous testing, market analysis and cost/benefit analysis. Mine customer data for behaviors and trends, identify processing flaws; promote policy changes. Consult with employees concerning interpretation of utility rules and policies, enrollment, billing, pricing, collections, credit determination, fees and tax application.

- Created multimedia marketing program for Atlanta (billboards, radio, TV, internet, and mobile ads) **Resulted in 50% increase in brand awareness** in two months.
- Initiated brand-recognition campaign in Florida, successfully placing Infinite in Top 25 best large Florida companies to work for (Florida Trend Magazine, 2009 & 2010).
- Managed website update and launched internet/social-media marketing.
- Consulted on technical details of purchasing, pricing, customer-use profiling and electricity billing in preparation for entry into Texas electricity market (2010).

**Independent Energy Consultant, Marlboro, NJ** 2004-2005

Retained by Infinite Energy as primary strategist in penetration of Northeast retail gas market. Worked with all departments from IT to telemarketing, including legal documentation, marketing/sales materials, demographic research, sales training, billing formats and more. Also assisted IDT Energy in cracking the New York market. Developed business plan with detailed investment, sales and profit strategy.

- Added 16,700 Infinite natural gas customers in 11 utility service areas with annual gross profit of \$16.2M.
- IDT became Northeast's #1 independent gas and electricity marketer. Offered position of VP/COO of IDT.

**Total Gas & Electric, Matawan, NJ** 2001-2004

**President/CEO**

Recruited to turn around faltering operation. Analyzed all aspects of company. Planned and executed one-year rebuilding plan encompassing relocation, substantial staff reductions, business-function outsourcing, automation upgrades, development of new sales channels and re-branding. Managed business risk.

- **More than doubled account base**, from 35,000 to 80,000 customer accounts.
- Brought company to profitability in both natural gas and electricity sales, with **net income of \$4.5M+ on \$80M in sales** during the twelve months ending April 2004.
- Elevated TG&E to prominence as regulatory change agent in New York and New Jersey. Company played major role in energy/electric marketers' highly successful efforts to improve the regulatory landscape.
- Negotiated profitable sale of company in 2004.

## Bill Kinneary

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**KeySpan/Brooklyn Union Gas** - 5<sup>th</sup> largest US distributor of natural gas - Brooklyn, NY  
*Progressed through fast-track advancements, including becoming one of the youngest General Managers in company history. Highlights:*

### **President/CEO of KeySpan Energy Supply (2000-2001)**

Challenged to create profitability in new sector after company's first purchase of an electric generating plant. Initiated sales of electricity/generation capacity/ancillary services directly to the New York ISO, a non-profit electricity grid operator. Maximized sale of the output of 2,300 MW generating facility. Used plant output to create electricity cost swap, facilitating fixed-priced sales to retail customers. Purchased natural gas and fuel oil required for generation, and natural gas and electricity required by a retail-energy sales affiliate.

- Made significant, unanticipated profits of **\$160M profit vs. expected gain of \$14M** from sale of electricity through careful study of new ISO rules and by influencing fuel selection/generation unit availability.

### **Vice President and COO of KeySpan Energy Services (1998-2000)**

Unexpectedly promoted to assume vacated leadership. Challenged to analyze costs and employ efficiencies to improve profitability in six-state region. Designed and executed energy cost/price hedging strategies for fixed- and capped-price products. Introduced electricity as an additional product. Marketed/sold natural gas and electricity to 100,000 customers in northeast and Mid-Atlantic area.

- Within two years, led company's rise to #1 natural gas marketer in the NY area.
- Transformed the company from a small start-up operation in Stamford CT, to a major operation in New York City employing in excess of 75 people with a variety of skill sets required to compete effectively in the newly emerging retail energy market.

### **General Manager Rates & Pricing/Marketing Services (1992-1998)**

Following the start of energy deregulation, promoted to expand this department. Set gas rates for all utility customers, support utility expansion efforts, and create policies required to promote deregulated natural gas sales in the utility area.

- Created natural-gas choice program, widely recognized at the time as a model program in New York State. Presented to and approved by regulatory entities without modification.
- Spearheaded use of performance-based incentives for rate settlements, introduced first long-term (five-year) rate settlements in NY State.
- Outsourced entire utility gas supply service to a major national energy company, reducing operating expenses and eliminating gas supply pricing risk. **Netted \$30M in profits over a two-year period.**
- Designed, created and obtained regulatory approval for gas risk-management hedging program (the first approved in NY State). Managed complex mix of natural-gas and heating-oil futures and crude-oil options to lock in **\$50M of unanticipated profit.**

### **General Manager Customer Service (1990-92)**

Managed 450-person in-home gas equipment and emergency service operation. Implemented first servicepersons' hand-held terminal system for real-time dispatching and work reporting.

### **General Manager Gas Operations (1986-1990)**

Managed gas systems control center, liquefied natural gas facility, substitute natural gas production facility, gas holder stations, city-gate stations, and high-pressure gas distribution network. Negotiated gas supply purchases. Implemented first supervisory control and data acquisition (SCADA) system.

### **Affiliations**

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National Energy Marketers Association (NEMA), Washington, DC (1998-Present)

- Chairman of Executive Committee (2006, 2007): first person ever re-elected to Chair
- Elected first Chairman Emeritus (2007) and re-elected every year since.

American Gas Association: Member for 10+ years (1981-1992)

### **Education**

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**B.S. Civil Engineering**, Polytechnic Institute of New York University, Brooklyn, NY

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**Kerry Breitbart**

14 White Oak Lane

Weston, CT 06883

**EXPERIENCE:**

- **Rofheart Energy Houston Texas 1981 to 1983**

**Brokered cargos of international crude oil with major oil companies and trading**

**Companies:**

- **Latina Trading inc. 1983 to 1985**

**Traded crude oil, domestic and foreign.**

- **Northville Industries inc. 1983 to 1986**

**Traded crude oil, domestic and foreign. Headed crude trading department for Northville. Developed unique trading strategy that allowed us to dominate the domestic trading industry. Created millions of dollars of profit over a short period of time.**

- **United Companies 1986 to 2005**

**Started as crude oil broker from 1986 to 1988.**

**Became VP of business development in 1988** Opened domestic crude division in Houston 1988. Opened futures division in 1988. Opened London office for crude and products 1988

**Promoted to President. 1989.**

**Opened Singapore office for crude and products 1989.**

**Started first energy derivatives brokerage business in the world 1989. Opened natural gas options division 1990. Opened fuel oil derivatives desk 1992**

**Opened New Jersey office to broker petroleum feed stocks 1993**

**Made full partner 1994**

**Opened coal brokerage division 1998. Opened electricity desk 1998**

**Opened emissions credits brokerage division 2000**

**Noteworthy Achievements:**

- Mr. Breitbart spent 20 years at the United Companies starting as an employee brokering crude oil and ending as President and CEO with 41% ownership.
- Mr. Breitbart, while at United for 20 years, was able to build the business from 4 divisions to 13.
- The national value of the energy products United brokered was in excess of 750 Billion dollars a year.
- United was the first broker of energy derivatives and did not have a competitor anywhere in the world for 2 years. When I sold the company in 2005 United was still the #1 broker of crude derivatives globally.

**EDUCATION:**

Carnegie-Mellon University

Pittsburgh, PA

# Carey Turnbull

Carevtt1@mac.com

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## EXPERIENCE:

Amerex Energy, LLP  
Founding Partner  
Houston, TX  
1979-2006

- Mr. Turnbull's career has been in financial services. He was a founding partner in 1979 of an energy derivative brokerage, Amerex ([www.amerexenergy.com](http://www.amerexenergy.com)).
- Amerex's business model facilitated price discovery and rapid dissemination of price information and hence was instrumental in the creation of greater efficiency and price transparency in energy markets. He was instrumental in the development of Amerex's regulated futures business on the International Petroleum Exchange in London, a business regulated by the UK Financial Services Authority.
- Mr. Turnbull also helped found Amerex's Asian petroleum brokerage business, and was involved in the firm's development of natural gas and electricity derivative instruments businesses in Houston in the 1990's, where he played a key role in those industries adoption of on line trade execution.
- Mr. Turnbull has an extensive background in management of energy/electricity commodity price risk, and he has done consulting in that field to various professional clients.
- In October of 2006 the shareholders of Amerex in North America and in Europe concluded a sale of those businesses to a publicly traded firm, GFI ([www.gfigroup.com](http://www.gfigroup.com)) and to an unrelated management group. Mr. Turnbull presently retains an ownership interest in only the Asian Amerex businesses.

## EDUCATION:

Goddard College

Plainville, VT  
1973

Miscellaneous:

- Mr. Turnbull is also a founding shareholder and board member of Lisco, an internet service provider that serves residential and commercial customers in southeast Iowa, and he is a member of the Executive Committee of the Board of Trustees at Goddard College, from which he graduated in 1973.
- Mr. Turnbull has been happily married for 30 years and has 2 children, a 29 year old son and a 26 year old daughter. He has homes in New York, in St Thomas USVI, and in Maine. He is an enthusiastic cruising sailor in the family's classic wood sailboat, and is a member of Devon Yacht Club in Amagansett NY, of St Thomas Yacht Club in USVI, and of Bar Harbor Yacht Club in Maine. He is a US citizen.

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