

Attachment A

Aspen Energy Corporation has sufficient managerial capabilities to provide agency, brokering or consulting services and has over six years of management experience with a business enterprise.

Attachment A

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SUMMARY: **Accomplished executive with extensive experience managing people and resources in sales, marketing, customer service, and operations for regional and national organizations. Dynamic sales management style has created marked improvement in revenue, market share, profits and customer satisfaction. Consistently ranked top sales manager in the country.**

EDUCATION: **The Ohio State University (OSU); Columbus, OH**
Human Ecology (3.2 GPA)

WORK EXPERIENCE: **Aspen Energy Corporation, Powell, OH**
President (October 2000-Present)

Reliant Energy, Columbus, OH
Regional Manager (October 1996-October 2000)

Responsibilities

- Manage and oversee all sales and administrative processes for regional office
- Train sales staff and monitor performance results relative to established goals and objectives
- Implement energy management programs to commercial, industrial and institutional users through natural gas sales in deregulated markets
- Recommend changes to local business goals or business tactics and processes based on changes in business environment
- Establish annual budgets, control budgets and meet EBIT on a quarterly basis
- Report and document sales deal information for monitoring and management of sales obligations and performance results, tracking accounts for changes in customer needs, maintaining awareness of competitive environment
- Keep abreast of gas marketing trends and current pricing strategies, develop sales objectives for assigned territory providing creative input into product and service innovation; understand LDC tariffs
- Handle recruitment hiring and termination of employees

Accomplishments

- Opened the first retail office for Reliant Energy; remained most profitable office in the country since inception
- Built and developed the Ohio office to 5,829 commercial customers with \$4,938,525 of booked profit and little advertising support
- Most profitable office in sales and sales management for four consecutive years
- Remained third largest marketer behind Columbia Gas of Ohio with market share (confirmed by Columbia Gas of Ohio)
- Marketed behind Columbia Gas of Ohio, East Ohio Gas, Cincinnati Gas & Electric and West Ohio Gas Citygates

**Enron Energy Services, Columbus, Ohio
Sales Representative (January 1996-October 1996)**

Responsibilities

- Conducted daily customer visits through cold calling to promote and sell natural gas and related energy products
- Required an understanding of customer needs; product and service offerings, proposed benefits, as well as negotiating sales and preparing contract documentation for accepted sales proposals

Accomplishments

- Most profitable sales representative in Ohio each month
- Generated more market share than any other sales rep in Ohio

**PaineWebber, Columbus, Ohio
Stock and Commodity Broker (1995-January 1996)**

**Merrill Lynch, Columbus, Ohio
Stock and Commodity Broker (1994-January 1995)**

**OTHER
EXPERIENCE:**

- 1995 Paine Webber's three week sales training in New Jersey
- 1996 Enron's two week sales and product training
- 1996 "Gorilla Sales Training" seminar
- 1997 "Mastering The Art of Selling" seminar with Tom Hopkins
- 1997 "How To Gain, Train & Maintain A Dynamic Sales Force" seminar with Tom Hopkins
- 1999 "How To Upgrade Your Sales Force in Less Than 30 Days" by Dave Hiatt & Dave Kurlan

Attachment A

Jason T. Heinmiller

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Professional Profile

- Experienced operations manager whose previous positions has provided the background and experience to successfully manage any size organizations daily operations
- Solutions-driven professional with extensive experience in data analysis and designing/implementing technical solutions for some of the leading energy providers in the US

Areas of Expertise

- Operations Management
- Vendor/supplier relations
- Communication Skills
- Business Needs Assessment Design
- Project Management
- Business Analysis

Systems Experience and Proficiencies

- MS SQL Server Technologies
- MS Visual Studio
- MS Excel
- MS Word
- SAP R/3 4.6
- MS SQL Reporting Services
- MS Access
- MS Query
- SAP BW 3.0
- Visual Basic

Professional Experience

Aspen Energy Corporation Powell, Ohio Operations Manager

March 2009 - Present

- Manage the day-to-day operations of a natural gas and electricity sales office
- General accounting tasks to include payment of all associated bills, entering of daily expense receipts
- Responsible for daily HR functions to include payroll, new-hire paperwork, general HR questions, benefits coordination
- Track the overall health of the company with daily sales reports, cash-flow reports
- General IT maintenance
- First point-of-contact for all vendors, suppliers and sales representatives
- Maintain excellent working relationships with 8 natural gas and electricity providers
- Maintain the overall appearance of the office to promote a healthy working environment
- Track supplies inventory and maintain acceptable working levels
- Design, set-up, and train employees on new workflow processes
- Converted a paper based business to a digital office requiring the research and acquisition of new technologies, redesigning the initial contact to the final closure of all sales, training on the new processes

Direct Energy, Dublin, Ohio Senior Business Analyst

Nov 2006 – Aug 2008

- Analyze and understand existing systems and suggest improvements
- Design and develop reports including monthly dashboard report as requested by the leadership team
- Lead technical and data contact for the transition of a gas portfolio tool involving interaction from resources in several different geographical locations
- Compose SQL queries, tables, joins, reports, string testing, user acceptance testing, extracts and loads
- Developed an interactive tool to provide monthly gas volume projections

Procurement Analyst

- Create system use case plans and coordinate Procurement team testing efforts and tracking
- Participated in the design, test, implementation and support of an R/3 life cycle
- Resolve production errors and design permanent solutions related to MM processing
- Work with technical developers throughout the East coast to implement and perform user acceptance testing (UAT)
- Produce daily system metrics to ensure batch processing targets met
- Provide functional support to BW team for report design and test efforts
- Develop and distribute functional job aids, documentation for product manuals on new business processes

Reliant Resources, Houston, Texas

Sep 2003 – Dec 2004

Business Operations Analyst

- Analyze and suggest improvements to current business operation practices
- Design and develop reports for upper-management to track employee productivity, employee effectiveness, improvement areas, and monitor system efficiency

Chevron Texaco, Houston, Texas

Dec 2002 – Sep 2003

Stock Controller

- Aviation accountant responsible for the monthly reconciliation of 30 million gallons of Avgas at 15 national airports
- Analyze current business process and procedures and make amendments as needed to improve procedures as necessary

Reliant Resources, Inc., Houston, Texas

Feb 1999 – Dec 2002

Analyst

May 2002 – December 2002

- Reconciled over 6 million records
- Prepare and analyze weekly data for executive management reporting
- Developed and maintained a bill audit tool preventing over 500 thousand incorrect invoices, totaling over \$40 million from reaching customers
- Participate in the analysis and optimization of the process and procedures to improve the accuracy of billing and invoicing

Data Analyst

Apr 2001 – Apr 2002

- Lead a team of four developers in the gathering, design and construction of business unit requirements for end-user reporting
- Implemented SAP BW 2.1 throughout the full software development lifecycle (SDLC)
- Requirements gathering for finance, transaction management, and billing and invoicing business units used to design and build reports

National LDC Coordinator

Jul 2000 – Apr 2001

- Received and analyzed data files as well as enrolled and terminated natural gas customer accounts within 13 separate utilities in Georgia, Ohio, Massachusetts, New Jersey, and New York
- Transitioned over 10 thousand natural gas customer accounts from Reliant Energy to New Power, Inc., and the Amerada Hess corporation

Regional LDC Coordinator

Feb 1999 – Jul 2000

- Received and analyzed data files as well as enrolled and terminated natural gas customer accounts within 4 separate utilities in Ohio
- Designed several databases in Microsoft Access and Microsoft Excel to organize and track the status of natural gas customer accounts

Education

- **The Ohio State University**
- **University of Phoenix**

Aspen Energy Organization Chart

