

# E. Adam Leipold

## Resume

---

### EXECUTIVE SUMMARY

---

Mr. Leipold has over 20 years of experience in Information Technology and software development. His focus is execution of technology infrastructure and quality deployment of energy application software development. He previously worked for FuelQuest Inc. as Director of Product Architecture and Development building on-demand fuel management solutions for suppliers, distributors, buyers, and traders of petroleum products and other energy commodities.

### EDUCATION / CERTIFICATION

---

**Associate of Applied Sciences, Computer Technology**, 1980, CCAF, Ellsworth Air Force Base  
**Object Oriented Architecture with Java Certification**, 2001, IBM Partners in Development, Rochester, MN.  
**Advanced Development with Web Services Certification**, 2000, IBM Partners in Development, Rochester, MN.

### PROFESSIONAL EXPERIENCE

---

TriEagle Energy L.P., The Woodlands, TX 2011 – Present  
**Vice President and CTO**

- Provides both strategic and day to day technical direction, coordination, and overall technology leadership to ensure successful implementation of the company's technology portfolio
- Identifies opportunities for the appropriate and cost-effective investment of financial resources in I.T. systems and resources, including staffing, sourcing, purchasing, and in-house development
- Hires, develops, and retains high quality, state of the art I.T. talent to deliver technical excellence for the company's business applications, data management systems, network infrastructure, and web presence
- Manages software development life cycle and best practices
- Identifies emerging information technologies to be assimilated, integrated, and introduced within the company
- Procures all technology hardware and software along with managing the vendor relationships
- Responsible for ensuring the company's backup and disaster recovery processes

Questia Media Inc., Houston, TX 2009 – 2011  
**Sr. Software Engineer, Chief Architect**

- Provided overall direction, guidance and definition of an enterprise architecture using Java technology, that effectively supported the company business strategy
- Responsibilities included researching, analyzing, and designing, proposing, and delivering solutions that were appropriate for the business and technology strategies
- Responsible for all aspects of engineering and development of Questia.com, the world's leading K-12 online research library
- Performed database modeling and design using Oracle 9i and MySQL
- Designed back end architecture using Web technologies with highly scalable design patterns and coding techniques
- Singularly designed and developed a new Web analytics reporting framework using the Omniture Analytics Suite
- Responsible for Search Engine Optimization, Search Engine Marketing, Social Networking, website landing pages, worked directly with Google to improve the company's organic search ranking.
- Responsible for maintaining scalability and performance for the company commercial website, handling over 500,000 page hits per day.

FuelQuest / Saracen Energy Trading, Houston, TX 2005 - 2009  
**Director of Product Development, Director of Product Architecture**

- Managed all systems and component architecture, technical design, and coding
- Provided technical leadership to development team by setting design and coding standards as well as quality standards and maintaining performance of engineers against these standards reporting monthly with metrics
- Responsible for the detailed work planning of approved projects and own the project through the full software development life cycle to successful completion of User Acceptance Testing
- Responsible and accountable for development task lists and project budgets
- Responsible for ensuring that design concepts were accurately understood by the business owners and analysts, subject matter experts, and development engineers
- Provided oversight on all technical designs
- Implemented and led code reviews as part of the SDLC
- Built team from ground up, hiring additional resources as required
- Performed release quality process, verified that the as-built matches the as-designed functionality

- Participated as necessary in gathering requirements from the client and solution architecture teams
- Maintained appropriate history and notes associated with all aspects of job function
- Worked effectively with the Director of Product Management and the QA manager as well as Operations Management peers
- Facilitated a positive work environment and team atmosphere
- Performed administrative duties such as status reports
- Participated occasionally in sales efforts with customer presentations or customer visits
- Conducted presentations for the management and potential customers at the company's annual Users Group

Mincron Software Systems Inc., Houston, TX

2000 - 2005

**Development Manager, Chief Architect**

- Led the development of JENASYS™, an RPG to Java Application Modernization tool, from start to completion
- Built and led a team of up to 10 developers and 5 contractors through full SDLC from proof of concept to general availability
- Using JENASYS™ successfully completed the modernization of the company's legacy Hard Goods Distribution software system (MSS/HD) from iSeries RPG to cross platform Java.
- Responsible for all aspects of design, development, delivery, and implementation for all of Mincron's Internet applications, including the company's Web Commerce application a web-based order entry system
- Developed Service Oriented Architecture with Web Services
- Successful development of multiple software products using Java J2EE technologies, Design Patterns and Best Practices,
- Provided guidance, technical leadership and mentoring for a group developers
- Performed source code reviews, technical mentoring
- Conducted presentations for the management and potential customers at the company's annual Users Group
- Worked directly with Executive Management, Marketing, and the Board of Directors, as well as customers and prospects, providing reports and presentations to support and develop business strategies

Pentasafe Inc., Houston, TX

1999-2000

**Software Architect, Product Author**

- Worked as Architect to deliver a distributed agent framework, implemented in Java using XML and XSLT to generate a dynamic HTML UI and process services and transactions
- Collaborated IBM Partners in Development, Rochester MN as a product author to develop Safesite, security software that performed audits for all IBM iSeries web servers.
- Performed over 30 technical interviews to help build a competent team of Java developers for the company

Hollywood Marine Inc., Houston, TX

1998-1999

**Sr. Software Developer**

- Developed and maintained client server satellite communications software, providing transaction processing and messaging capabilities to Hollywood Marine's entire tugboat fleet
- Developed and maintained server side programs to decode and process binary satellite data transactions and messages, to a relational database (DB2/400)

Telasoft Data Corporation / O'Brien Budd Inc., Chicago, IL

1995-1998

**Managing Director – Information Systems Consultant**

- Founded Telasoft and partnered with O'Brien Budd Inc., Chicago, IL, to develop Java products for the IBM iSeries
- Worked with IBM Partners in Development, Rochester, MN. to create an electronic catalog solution for the IBM iSeries
- Managed all aspects of O'Brien Budd's Information Systems and Data Processing using IBM's iSeries and Daly & Wolcott's Integrated Distribution software
- Designed and developed a Print shop Purchasing system integrated with Daly & Wolcott Aplus software suite
- Designed and developed a stand-alone serial number tracking system used exclusively to ship and track over 30 million gift certificates worldwide for McDonald's Corp
- Hired, trained, and managed the O'Brien Budd IS staff replacing consultants with permanent employees
- Designed and implemented a project tracking task system to better manage user information systems data processing requests and issues

Mincron Software Systems Inc., Houston, TX

1992 - 1995

**Sr. Programmer Analyst**

- Designed and developed a Job Lot Purchasing / Progressive Billing module in the company's Hard Goods Distribution software system (MSS/HD) for electrical distributors
- Developed the first native windows in the company's MSS/HD software for all of the major search programs
- Responsible for all maintenance and enhancements to the MSS/HD Truck routing module
- Responsible for design and development of EDI interfaces for transaction sets, PO (850), PO acknowledgment (855), PO Change (860), Invoice (810), and ASN (856)
- Participated in the company's annual user group meetings and their Development Advisory Council working with management and users and also giving presentations on the aforementioned projects

ICN Inc., Houston, TX

1991 - 1992

**Programmer Analyst**

- Development leader for the design of ICN's custom developed IMAC system. (Inventory Mgmt. & Accounting Control)
- Worked with users and management converting from existing stand-alone systems (IMREX Neptune and HMA) to a totally integrated solution including Order Processing, RF Inventory Control, Warehouse Management, General Accounting and Lot Control systems

Barbour Consulting Systems, Houston, TX

1990 - 1991

**Programmer Analyst**

- Responsible for developing custom modifications to Daly & Wolcott's Aplus Integrated Distribution Package for the company's clients
- Worked with clients to perform needs analysis, developed detailed design specifications and project estimates
- Designed and implemented a custom developed Order Entry / Inventory Control / Sales Commission system for Houston Cellular Telephone Company
- Provided general consulting to clients on IBM iSeries for installation, communications, and operational issues

Southdown Inc., Houston, TX

1989 - 1990

**Consultant**

- Responsible for the implementation of a cooperative processing network integrating multiple IBM iSeries and System 36 using Software 2000 General Accounting system, with custom developed Billing and Truck Loading systems. Traveled nationwide performing site surveys, analysis, systems implementation, and end-user training

Rich Inc., Houston, TX

1985 - 1988

**Field Service Engineer**

- Solely responsible for the customer facing, technical support, implementation, and maintenance for all Rich Financial Composite Information system clients in the Houston Area

Ford Aerospace Inc., NASA, Houston, TX

1981 - 1985

**Field Service Engineer**

- Worked in NASA's Mission Control Center, building 30, providing critical Space Shuttle Mission support from STS-2 through STS-18 in a high security environment, held an active Secret Security Clearance until 1989

United States Air Force, Ellsworth Air Force Base, SD

1976 - 1981

**B-52 Flight Simulator / Weapon Systems Technician**

- Top Secret Security Clearance, honorable discharge as a Staff Sergeant

# W. Daniel Cook

## Resume

---

### EXECUTIVE SUMMARY

---

Mr. Cook has over 30 years of diverse experience in energy, legal, real estate, and service-related industries. In addition to the solid leadership and strong entrepreneurial spirit he possesses for developing new and successful businesses, Mr. Cook has over 14 years of management experience working for The Southern Company in sales, marketing, and domestic and international economic development. Mr. Cook has served as General Counsel and principal for a variety of successful start-up companies. He was also a principal and the General Counsel of MJ Research & Development, L.P., a research company that specializes in engineering and production of energy conserving products.

---

### EDUCATION / CERTIFICATION

---

**BS in Business Management**, 1977, Mississippi State University  
**Juris Doctorate**, 1989, University of Mississippi School of Law  
**International Law**, 1988, Downing College, Cambridge University

---

### PROFESSIONAL EXPERIENCE

---

- |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|
| <p>TriEagle Energy, L.P., The Woodlands, TX<br/> <b>Chief Executive Officer</b></p> <ul style="list-style-type: none"> <li>• Co-founder of TriEagle Energy, L.P.</li> <li>• Plan, develop, and implement strategies for generating revenues for the company.</li> <li>• Identify acquisition and merger opportunities and direct implementation activities.</li> <li>• Approve company operational procedures, policies, and standards.</li> <li>• Review activity reports and financial statements to determine progress and status in attaining objectives and revise objectives and plans in accordance with current conditions.</li> <li>• Evaluate performance of executives for compliance with established policies and objectives of the company and contributions in attaining objectives.</li> <li>• Promote the company through the development of personal relationships with industry peers and major customers.</li> </ul> | 2003 – Present |
| <p>MJ Research, The Woodlands, TX<br/> <b>Principal &amp; General Counsel</b></p> <ul style="list-style-type: none"> <li>• Co-founder of MJ Research</li> <li>• Plan, develop, and implement strategies for generating revenues for the company.</li> <li>• Oversee and direct product testing.</li> <li>• Design, implement, and manage sales channels.</li> <li>• Identify acquisition and merger opportunities and direct implementation activities.</li> <li>• Approve company operational procedures, policies, and standards.</li> <li>• Promote the company through the development of personal relationships with industry peers and major customers.</li> </ul>                                                                                                                                                                                                                                                                 | 2000 – 2008    |
| <p>Apple Orthodontix, Inc., Houston, TX<br/> <b>Chief Administrative Officer</b></p> <ul style="list-style-type: none"> <li>• Organized and implemented employee policies and procedures.</li> <li>• Worked with Marketing and Training staff to tailor their programs to specific practice goals.</li> <li>• Organized health care and retirement plans.</li> <li>• Assisted in developing employee management systems and manuals.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 1997 - 2000    |
| <p>Apple Orthodontix, Inc., Houston, TX<br/> <b>Co-founder &amp; General Counsel</b></p> <ul style="list-style-type: none"> <li>• Assisted in the organization and development of the company from initial conception to IPO including development of the prospectus and oversight of SEC filings.</li> <li>• Instrumental in identifying, assessing and recruiting 31 orthodontists from 17 states to form the Founders of Apple Orthodontix, which went public in April of 1997.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                            | 1996 - 1997    |
| <p>Private Practice, Gulfport, MS<br/> <b>Attorney at Law</b></p> <ul style="list-style-type: none"> <li>• Broad legal practice in corporate organization and litigation, real estate and contract law.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 1991 - 1996    |

Southern Company, Mississippi Power, Gulfport, MS

1978 – 1991

**Economic Development Representative**

- Planned, managed and undertook industrial recruitment trips throughout the United States, Canada, Europe, and the Far East.
- Developed and presented detailed business location plans for the Executive Management of both domestic and international companies undertaking a new plant expansion within the United States.
- Provided class room instruction for industrial and business representatives with emphasis in Immigration, Business Environment, Corporate Structure and Worker's Compensation.
- Liaison with local, regional, state, and federal economic development agencies and units of government.

# Kasey Cline Resume

---

## EXECUTIVE SUMMARY

---

Industry veteran with 10 years of deregulated electric experience in sales, marketing, operations, contract management, and legal. Responsibility over a portfolio of integrated energy companies, including experience in ERCOT, PJM, and MISO. Prior to energy, I have extensive experience in legal, finance, and operations in highly-competitive and dynamic deregulated industries. Current role requires management of numerous diversified sales channels as well as demand response program management and all mass marketing activities.

---

## PROFESSIONAL EXPERIENCE

---

TriEagle Energy

(April 2010 – Present)

### **Director – Sales & Marketing**

- Oversee sales and marketing managers within the organization.
- Manage all marketing activities, including demand response program.
- Work with Sales Personnel, Account Management, and Retail Pricing to support direct and indirect sales channels.
- Develop processes to improve the efficiency and quality of workflow associated with deal execution, systems, standard forms and document retention.
- Manage and monitor direct and indirect sales channel pipeline for deal flow and cash flow forecasting purposes.
- Create and maintain business relationships with indirect sales channel partners
- Trained personnel in process / workflow / documentation when necessary.
- Worked closely with post-deal operations, enrollments, pricing and credit to develop and maintain consistent, steady work flow and administration of retail commodity sales contracts.

ConEdison Solutions

(March 2009 – April 2010)

### **Channel Development Manager**

- Manage tasks related to the deal closure process. This includes submitting pricing requests, design and constructing sales proposals, obtaining credit approvals, obtaining legal approvals, and making margin decisions based upon observed market movements.
- Provide feedback to internal groups for successes, failures, best practices, and process improvements.
- Worked closely with post-deal operations, enrollments, pricing, credit and finance departments to develop and maintain consistent, steady work flow and administration of retail commodity sales contracts.
- Managed business relationships with indirect sales channel partners.
- Resolve after-the-sale contract administrative issues in effort to preserve good will with customers and indirect sales channel partners.

Liberty Power Corp

(July 2008 – January 2009)

### **Channel Development Manager**

- Create and maintain business relationships with indirect sales channel partners.
- Manage tasks related to the deal closure process. This includes submitting pricing requests, design and constructing sales proposals, obtaining credit approvals, obtaining legal approvals, and making margin decisions based upon observed market movements and competitive landscape.
- Manage and monitor indirect sales channel pipeline for deal flow and cash flow forecasting purposes.
- Provide feedback to internal groups for successes, failures, best practices, and process improvements.
- Resolve after-the-sale contract administrative issues in effort to preserve good will with customers and indirect sales channel partners.

Integritys Energy Services

(October 2006 – July 2008)

### **Channel Development Manager**

- Interfaced between indirect sales channels and internal resources. Included new customer entry, submitting pricing requests, transmitting proposal sheets, market margin decisions, obtaining credit approvals, contract creation, and contract execution.
- Established and maintained quality work relationships with indirect sales channel partners.
- Integrated indirect sales channel pipeline with internal sales management system.

- Managed deal flow from initial customer entry through contract execution.
- Responsible for maintaining and distributing nightly batch run of all deals working with indirect partners.

Integrus Energy Services

(April 2006- Oct 2006)

**Account Manager**

- Worked with Sales Personnel, Account Management, and Retail Pricing to support indirect sales channel.
- Maintained contract verification and error checking process.
- Researched and reconciled missing data and discrepancies with the end use customer or the appropriate internal sales, pricing, credit or structuring personnel.
- Assisted in preparing retail commodity master sales contracts, schedules, related pre-deal documentation and master broker agreements for internal and external legal review and use.
- Worked closely with post-deal operations, enrollments, pricing, credit and finance departments to develop and maintain consistent, steady work flow and administration of retail commodity sales contracts.
- Interacted with internal departments to develop standard checklists and templates used to administer contracts.
- Made recommendations and advised management on how to improve the efficiency and quality of legal process, systems, standard forms and document retention.
- Developed and maintained all material business documents; for example, Transmission and Distribution Agreements, ISO Membership and accreditation Agreements, PUCT applications and reports.
- Preserved all litigation documentation.
- Trained personnel in process / workflow / documentation when necessary.

Constellation New Energy

(April 2004 – April 2006)

**Senior Contract Administration**

- Ensured all information is included and accurate in each contract.
- Responsible for reconciliation of missing or inaccurate data with appropriate internal or external personnel.
- Prepared retail commodity contracts, schedules, confirmations, and broker agreements for review and execution.
- Maintained retail commodity pre-deal contracting process, systems and databases.
- Worked closely with post-deal operations, enrollments, pricing, credit and finance departments to develop and maintain consistent, steady work flow and administration of retail commodity sales contracts and broker contracts/addendums.
- Maintained litigation documentation, schedules and calendars for legal group.
- Coordinated with outside counsel in connection with various legal concerns.
- Made recommendations and advised management on how to improve the efficiency and quality of legal process, systems, standard forms and document retention.
- Maintained outbound and inbound executed Confidentiality Agreements and Parental Guarantees.

# Martin P. Downey Jr.

## Resume

---

### EXECUTIVE SUMMARY

---

Mr. Downey has over 35 years of senior business development and operations management experience with organizations involved in retail electric markets, power marketing, power project acquisition and development, supplying industrial capital equipment and services. Prior to joining TriEagle Energy, Mr. Downey had business development experience in the wholesale electric power industry with PG&E National Energy Group with full requirements supply and power plant acquisition. For 20 years, Mr. Downey worked Wheelabrator Air Pollution Control supplying engineered systems and services to the Electric Power Industry, in positions of increasing responsibility ranging from field Service Engineer to Vice President of Sales.

---

### EDUCATION / CERTIFICATION

---

**BS Electrical Engineering**, Lafayette College, Easton PA

---

### PROFESSIONAL EXPERIENCE

---

TriEagle Energy, L.P., The Woodlands, TX <b>Co-Founder &amp; Director</b>	2014 – Present
TriEagle Energy, L.P., The Woodlands, TX <b>Senior Vice President of Energy Supply</b>	2003 – Present
<ul style="list-style-type: none"> <li>• Power Risk Management</li> <li>• Wholesale electric operations</li> <li>• Load forecasting</li> <li>• Power supply purchasing</li> <li>• Retail electric pricing</li> <li>• System management and development</li> <li>• ISO and regulatory policy</li> </ul>	
PG&E National Energy Group <b>Director Regulatory and Market Policy – West Region</b>	1997 - 2002 (2002)
<ul style="list-style-type: none"> <li>• Responsible for RTO Regulatory Policy development and implementation in ERCOT, RTO West and West Connect to ensure favorable environment for the company’s capital assets and to continual development of functional market structure to facilitate optimization of company’s market and trading activities.</li> </ul>	
<b>Director of Major Accounts</b>	(1997 – 2002)
<ul style="list-style-type: none"> <li>• Wholesale Power Marketing and Business Development to major utilities in ERCOT and SPP. ERCOT Responsibilities include project screening for power plant development, acquisitions and regulatory affairs.</li> </ul>	
Wheelabrator Air Pollution Control <b>Director of Marketing &amp; Sales – Wheelabrator Clean Air Systems</b>	1977 - 1997 (1994 - 1997)
<ul style="list-style-type: none"> <li>• All sales and applications responsibilities in continuous emissions monitoring industry and clean air and clean water systems industry</li> </ul>	
<b>Vice President of Utility Sales - Altech Measurement Division</b>	(1992 - 1994)
<ul style="list-style-type: none"> <li>• All marketing and sales responsibility for continuous emission monitoring equipment</li> </ul>	
<b>Utility Regional Manager - Wheelabrator Air Pollution Control</b>	(1986 - 1992)
<ul style="list-style-type: none"> <li>• Air pollution control product sales responsibilities in the electric utility and industrial markets</li> </ul>	
<b>Project Engineer - Signal Energy Systems</b>	(1984 - 1986)
<ul style="list-style-type: none"> <li>• Project engineering and financial development for Independent Power Projects</li> </ul>	
<b>District Marketing Manager - Pullman Power Products</b>	(1982 - 1986)
<ul style="list-style-type: none"> <li>• All Sales/Marketing responsibilities for Southwest</li> </ul>	
<b>Assistant Product Manager &amp; Applications Engineer - WAPC</b>	(1977 - 1982)
<ul style="list-style-type: none"> <li>• Systems design and proposal preparation on electrostatic precipitation projects: pulp &amp; paper, cement, electric utility and refuse projects</li> </ul>	

Buell Envirotech (General Electric Environmental Systems)

1975 -1977

**Field Service Engineer**

- Responsible for field start up and repair of electrostatic precipitators

# Marta Odom

## Resume

---

### EXECUTIVE SUMMARY

---

As the Director of Operations, it is pivotal that I provide the example that I want my employees to mirror. I have to be precise and exact in all of my duties. I pride myself on being meticulous, articulate and visionary. I offer myself as a leader, but also as a listener. I delegate the jobs that can be shared and spearhead the assignments that rely on my critical thinking abilities. I am an expert in project management, process improvement and automation. I'm a proven leader in training: I have helped establish and manage call centers; provided opportunities for sales growth; and have shown employees, by example, how to provide superior customer service. Part of my development repertoire includes merging multiple companies, mastering their internal systems, and improving the operations of the offices and staff. I set goals, meet them and then raise the bar for myself and my employees.

---

### EDUCATION / CERTIFICATION

---

Krakow, Poland (1997-2001) Economics and Business Management School

- Graduated with a 4-year degree in Economics (Economics and Corporate Management major)
- Fluent in Polish and English

---

### PROFESSIONAL EXPERIENCE

---

TriEagle Energy, L.P., The Woodlands, TX

(November 2010 – Current)

#### DIRECTOR OF OPERATIONS

(2014)

- Responsible for all EDI transactions in TX, PA and NJ markets and development of systems for new territories
- Establish and oversee both commercial and residential call centers
- Manage customer service, operations and billing groups
- Ensure daily duties are performed above expectations
- Institute tasks and projects and make certain they are completed to satisfaction by their deadlines
- Keep close relationships with ERCOT and utilities in all markets to make sure all company procedures and transactions are current and adhere to the market rules
- Work with billing, printing, web design vendors, IT, sales team and brokers to improve and automate internal and external systems
- Reduce costs and promote revenue growth
- Design processes for new business ventures
- Lead multiple projects for different departments and company partners
- Assist with any PUC complaints and MarkeTrak issues

#### DIRECTOR OF OPERATIONS

(2010-2013)

- Responsible for managing operations team and their daily duties: processing residential enrollments; commercial contracts; renewals; account transfers; cancellations; reassignments; e-mail notifications; and answering customer e-mails across TX, PA and NJ markets
- Redesigned enrollment and renewal websites, platforms and batches
- Managed internal meter data and helped upper management with system errors
- Developed multiple processes to improve daily operations work and client communication
- Managed vendors and brokers and followed up with any inquires or issues
- Assisted in creating Power House Energy and transition of billing vendors
- Led the call center move from the corporate office in The Woodlands, TX to outsource in Tampa, FL
  - ❖ Proficient in iSigma, all Windows and Macintosh software, CMS and Access. Work with IVR systems, API keys, if by phone and multiple third-party payment vendors like ACE, EPay and MagicPins

Everyone's Internet/The Planet, Houston, Texas

(September 2002 – August 2008)

**ACCOUNTS RECEIVABLE SENIOR SPECIALIST**

(2004-2008)

Managed mid-size customer service call center and assisted in a merger of two large web-hosting companies.

- Performed large company audit to pinpoint deficits and highlight strengths of company
  - Served as personal accountant for all VIP clients with monthly invoices of over \$250k
  - Involved in several internal projects to help facilitate company growth
  - Implemented and trained staff to better understand accounting procedures and policy changes
  - Performed duties including: Opening accounts; processing large orders; maintaining monthly billing; preparing invoices; assisting with customer inquiries; investigating errors; auditing month-end closing; following up on unpaid accounts and orders; collections; cancellations; and fraud issues
- ❖ Proficient in Great Plains, PayPal Manager, CCM and Prism.

**FRAUD DETECTION REPRESENTATIVE**

(2003-2004)

- Investigated and detected fraudulent activities that occurred on the company website
- Monitored new sales by tracing IP addresses, phone numbers, credit card and server activities upon purchase to detect fraudulent transactions and server use
- Made a large volume of outgoing calls to reach out to the customers and fraud victims
- Reported criminal data and activities to local law enforcement and FBI

**SALES REPRESENTATIVE**

(2002-2003)

- Exceeded expectations and goals in regard to sales
- Handled a large volume of incoming calls
- Provided customers with their options regarding available products and services
- Set up accounts for new customers

# Robert B. Brown III, CPA

## Resume

---

### EXECUTIVE SUMMARY

---

Mr. Brown is a financial executive with broad experience in all aspects of accounting and financial management. Prior to TriEagle, he served as an accounting manager for a large, multi-national energy concern in Houston Texas. Among his responsibilities were managing a debtor-in-possession cash portfolio of \$4.5 billion. Mr. Brown earned his BS and MS in Accounting from Texas A&M University as a member of the Professional Program in Accounting. Mr. Brown is also a licensed CPA in the state of Texas.

---

### EDUCATION / CERTIFICATION

---

**Business Valuations Course**, August 2001, Rice University Jones Graduate School of Mgmt

**MS – Accounting**, May, 1997, Texas A&M University

**BS - Accounting**, December, 1996, Texas A&M University

**Certified Public Accountant**, May, 1998, State of Texas

---

### PROFESSIONAL EXPERIENCE

---

TriEagle Energy, L.P., The Woodlands, TX

(July 2004 – Present)

#### Chief Accounting Officer & Corporate Controller

Oversee the development and implementation of all accounting and accounting-related systems, policies and procedures for this \$48mm/yr. Retail Energy Provider. Developed treasury, collection and financial reporting functions while maximizing limited headcount resources.

- Successfully designed and implemented the revenue and cost recognition models for TriEagle Energy for the Texas deregulated electricity market
- Manage the annual audit process of TriEagle's external auditors resulting in unqualified opinions for TriEagle Energy's financial statements
- Developed all credit and collection policies and procedures for TriEagle Energy resulting in below industry average bad debt percentages and decreased days sales outstanding ratios.

Enron Corp, Houston, TX

(May 2001 – June 2004)

#### Manager – Financial Analysis Group

Promoted from the Associate Program to Manager and tasked with developing cash forecasting models.

- Responsible for managing a debtor-in-possession cash portfolio as part of Enron Corp.'s bankruptcy restructuring. Reviewed and authorized all cash disbursements to third party vendors. Ensured compliance with all court mandated cash management orders
- Designed and implemented a system for reporting and analyzing daily cash flows across all Enron business units. Created and sustained relationships with various accounting leaders to promote and support the daily cash-reporting platform
- Provided analytical support in the review of the performance of existing and potential businesses, including mergers, acquisitions and divestitures.

Enron Corp, Houston, TX

(September 2000 – May 2001)

#### Associate – IT Risk Management

Completed a rotation in the IT Compliance group to manage various projects and enforcement actions within the IT Risk Management Division

- Executed role of project manager for an enterprise-wide data classification project that involved an outside consulting group and a staff of five people. The project deliverables resulted in annual cost savings of \$1.5mm in data storage costs
- Created application context diagrams for Enron trading and risk management systems based in the Houston and London offices. This completed project resulted in efficient change management procedures and shorter application development life cycles

Enron Broadband Services, Houston, TX

(October 1998 – September 2000)

#### Associate – Office of the Chief Accountant

Facilitated the development of accounting and financial reporting systems for Enron Broadband Services

- Managed seamless integration of the accounting organization of a multi-million dollar software development company acquired by Enron Broadband Services

- Created and sustained relationships with bandwidth traders and network engineers for metrics development

Koch Industries, Houston, TX

(June 1997 – October 1998)

**Pipeline Accountant – Koch Gateway Pipeline Company**

Managed the daily accounting process for Koch Gateway Pipeline Company

- Developed controls to ensure accurate tracking of gas purchases that resulted in identifying overpayments made by Koch resulting in recovery of cash of \$330,000
- Introduced a balance sheet reconciliation framework that provided a model for maintaining and ensuring integrity of Koch balance sheet account resulting in increased year-end audit efficiency.

# Robert C. Case

## Resume

---

### EXECUTIVE SUMMARY

---

Mr. Case has over 25 years of comprehensive business experience, the latter being 18 years in the energy and electric utility industries. He has extensive knowledge in electric utility operations and commercial processes and possesses strong business acquisition, development, organizational, and negotiation experience. Prior to joining TriEagle Energy, Mr. Case was working with The Southern Company Marketing Services. His duties there consisted of providing key performance management coaching and counseling to the management team; Strategic Marketing; Marketing Intelligence; Load Research; Pricing & Costing; and Market Forecasting. Other positions and responsibilities with the Southern Company included: Manager, Forecasting and Costing & Pricing; Sales Manager, Residential & Office/Retail; and Economic Development Representative, both Domestic and International.

---

### EDUCATION / CERTIFICATION

---

**MS in Economic Development**, 1983, University of Southern Mississippi  
**BS in Community & Regional Planning**, 1980, University of Southern Mississippi

---

### PROFESSIONAL EXPERIENCE

---

- |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                       |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|
| <p>TriEagle Energy, L.P., The Woodlands, TX<br/> <b>Co-Founder &amp; Director</b></p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | <p>2014 – Present</p> |
| <p>TriEagle Energy, L.P., The Woodlands, TX<br/> <b>Executive VP &amp; Chief Operating Officer</b></p> <ul style="list-style-type: none"> <li>• Co-Founder of TriEagle Energy, L.P.</li> <li>• Developed enterprise business plan and financial forecasts.</li> <li>• Key interface in negotiating vendor agreement terms and conditions, and covenants.</li> <li>• Design, implement, and manage sales channels.</li> <li>• Established policies and procedures, and manage customer service function.</li> <li>• Oversee credit limits, counter party credit functions, and commercial credit policy and procedures.</li> <li>• Successful implementation of a credit sleeve agreement with a major energy company.</li> <li>• Oversee and manage risk management policies and procedures, liquidity measures, and credit practices.</li> <li>• Oversee all operational functions.</li> <li>• Oversee development of strategies and tactics for the purchase and hedging electric power needs.</li> <li>• Established and manage regulatory policies and procedures.</li> <li>• Oversee enterprise risk function across the organization bringing transparency, ownership, and remediation to all major risks.</li> </ul> | <p>2003 – Present</p> |
| <p>Southern Company, Marketing Services, Atlanta, GA<br/> <b>Manager, Forecasting, Costing and Pricing</b></p> <ul style="list-style-type: none"> <li>• Responsible for a team of analysts who developed each Operating Company's Long Term Forecast and Cost of Service Studies.</li> <li>• Oversee all processes to insure each forecast and cost of service study is completed in an accurate and timely fashion to meet regulatory, legal and governmental requirements.</li> <li>• Provided direction relative to other Ad Hoc projects for the Operating Companies and Southern Wholesale Energy, in addition to other System Business Units.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | <p>2001 - 2003</p>    |
| <p>Southern Company, Marketing Services, Atlanta, GA<br/> <b>Assistant to VP, Marketing Services</b></p> <ul style="list-style-type: none"> <li>• Liason between Southern Company Marketing Services and the Executive Management of the five Operating Companies.</li> <li>• Primarily responsible for ensuring the management team is responsible and actionable to the Operating Companies.</li> <li>• Provided key performance management coaching and counseling to the management team.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | <p>2000 - 2001</p>    |

Southern Company, Mississippi Power, Gulfport, MS

1995 – 2000

**Division Sales Manager**

- Develop, implement and manage the unit sales and revenue goals for the Residential & Office/Retail Market for two operating divisions.
- Oversee the daily performance management of a sales staff of fourteen.
- Design, implement and manage the budget, tools, training and other support to implement and carry out the Marketing and Sales Business Plan.

Southern Company, Mississippi Power, Gulfport, MS

1987 – 1995

**Director, International Business Development**

- Planned, managed and undertook industrial recruitment trips throughout the United States, Canada, Europe, Scandinavia, Taiwan, Japan, Korea, Hong Kong and Australia.
- Developed and presented detailed business location plans for the Executive Management of both domestic and international companies undertaking a new plant expansion within the United States.
- Responsible for simultaneously coordinating the activities of internal staff, local, regional, state and federal organizations and units of government to positively influence a company's location.
- Liaison with local, regional, state, and federal economic development agencies and units of government.

Jackson County Economic Development Authority, Pascagoula, MS

1985 – 1987

**Assistant Director**

- Responsible for the successful recruitment of new industry and the expansion of existing industry.
- Successful development of Marketing Plans and innovative Finance Programs to meet new job development goals.
- Responsible for simultaneously coordinating the activities of internal staff, local, regional, state and federal organizations and units of government to positively influence a company's location.
- Liaison with local, regional, state, and federal economic development agencies and units of government.

Southern Mississippi Planning and Development District, Gulfport, MS

1983 – 1985

**Manager, Industry and Business Development**

- Oversee the administration of a 1.6 million dollar Revolving Loan Fund for the expansion of new/existing business and industry.
- Successful preparation of all state and federal grant applications.
- Liaison with local, regional, state, and federal economic development agencies and units of government to ensure the successful implementation of the development goals within the 15 county jurisdiction.

# Robert C. Cantrell

## Resume

---

### EXECUTIVE SUMMARY

---

Mr. Cantrell has extensive strategic marketing experience from the energy, real estate, and telecommunications industries. Prior to TriEagle, he served as President of start-up retail electric provider and VP of Sales and Marketing for two other energy retailers. Mr. Cantrell also served as Vice President for Strategic Development at Simple Communications, a start-up wireless reseller, and Director of Marketing at TXU Communications. Rob earned his BA in Economics from the University of North Carolina and MBA from the University of Georgia.

---

### EDUCATION / CERTIFICATION

---

**MBA – Marketing, Real Estate, Banking**, 1994, University of Georgia  
**BA - Economics**, 1992, University of North Carolina

---

### PROFESSIONAL EXPERIENCE

---

TriEagle Energy, L.P., The Woodlands, TX (January 2014 – Present)

#### **President & Chief Operating Officer**

- Key interface in negotiating vendor agreement terms and conditions, and covenants.
- Design, implement, and manage sales channels.
- Establish policies and procedures, and manage customer service function.
- Oversee credit limits, counter party credit functions, and commercial credit policy and procedures.
- Oversee and manage risk management policies and procedures, liquidity measures, and credit practices.
- Oversee all operational functions.
- Oversee development of strategies and tactics for the purchase and hedging electric power needs.
- Oversee enterprise risk function across the organization bringing transparency, ownership, and remediation to all major risks.

TriEagle Energy, L.P., The Woodlands, TX (January 2010 – December 2013)

#### **Vice President – Marketing and Sales**

Manages all sales channels for this established retail electric provider, including direct sales team, channel partners, and mass market activities. Responsible for corporate marketing plans and execution, including online enrollment, public relations, and sales materials.

- Added new sales and marketing channels to increase corporate exposure in Texas
- Designed sales and channel automation tools via online self-service platforms

Champion Energy, Houston, TX (October 2005 – October 2009)

#### **Senior Vice President – Sales & Marketing**

One of three founding executives to launch new retail electric provider in Texas deregulated market. Created all strategic, sales, and marketing plans, as well as online presence and automation of residential sign-up process. Responsible for management of origination (sales) team for indirect distribution and all third-party relationships.

- Grew customer base 95% through indirect channel to \$800 million in annual revenue
- Expanded third-party channel relationships to over 350 organizations in Texas and Illinois

StarTex Power, Houston, TX (February 2005 – October 2005)

#### **Senior Vice President – Sales & Marketing**

Developed all sales channels within this start-up retail electric provider, including brokers, direct sales team, and strategic partners. Managed creation of all marketing materials and sales tools, including online sales automation. Recruited and maintained broker relationships with top industry consultants. Created pricing tools to automate bid preparation and quotes.

- Sales team negotiated over \$5 million in revenue
- Negotiated broker contracts leading to almost 500,000 MWhs in bid activity

Celluphone, Houston, TX and Los Angeles, CA

(May 2002 – February 2005)

**National Business Development Manager**

Launched three new product lines for this regional wireless reseller. Opened five new markets, training sales forces and recruiting new retailers. Represented company in numerous trade and industry organizations.

- Major accounts generate over \$10 million in quarterly revenues
- Grew e-commerce site from inception to \$7 million per year in revenues

Simple Communications, Houston, TX

(January 2001 – Sept 2001)

**Vice President - Strategic Development**

Managed all company operations -- sales, marketing, customer service, and fulfillment. Executed all business development and corporate alliance activities for wireless start-up, including expansion of retailer distribution channels, website development, and alternate payment locations. Led merger/acquisition and due diligence activities.

- Sales Operations team lowered overall sales costs by 50% at over 2,000 retail locations
- Recruited alternate payment locations generating \$1 million in additional monthly revenue

TXU Communications, Dallas/Houston, TX

(August 1998 – January 2001)

**Director – Market Development**

Coordinated marketing plans for new and existing telecom market areas, including pricing, targeting, project management, and advertising. Member of lead team for mergers, acquisitions, and other business development functions, as well as integration activities. Instituted processes to improve customer satisfaction in billing, sales, and communications. Managed affiliations with co-marketing partners, and built eight-person Marketing team from ground up.

- Instrumental in closing \$167 million acquisition of Fort Bend Communications
- Modeled and executed 25 successful promotional campaigns for 11 different services

PrimeCo PCS (now AT&amp;T Wireless), Houston, TX

(October 1995 – August 1998)

**Regional Sales Manager**

Hired, trained, and motivated alternate channel sales team for Houston region. Achieved above assigned quota every month. Performed contract negotiations and new retailer generation, as well as development of sales contests and internal compensation. Managed sales team of 15 salespeople and 3 sales managers.

- 122% average quota attainment
- Promoted four times to become youngest Regional Manager in organization

**Marketing Manager**

Generated strategic plans for initial launch of wireless product in Houston. Managed marketing communications functions such as advertising and market research. Developed new products and distribution channels from inception to implementation. Formulated customer proposition, including pricing, store locations, distribution mix, and calling scope.

- Successfully launched 7 market-wide promotions generating over 35,000 new customers
- Selected to company's first Leadership Council (10 employees out of 1,500 nationwide)

Southeastern Consulting Group, Atlanta, GA

(December 1989 – October 1995)

**Senior Consultant**

Developed financial budgets and forecasts for multi-million dollar commercial properties throughout the Southeast, requiring extensive analysis of financial, social, and market data. Generated loan packages for underwriting and brokerage.

- Completed loan packages totaling \$150 million in value
- Assignments spanned 10 states for over 30 different clients

# Frank L. Bryan

## Resume

---

### EXECUTIVE SUMMARY

---

Mr. Bryan has 9 years of extensive experience in risk management, energy trading, derivative accounting, and wholesale and retail energy pricing. His focus includes designing and implementing hedging strategies, financial modeling, pricing verification and portfolio risk management. He previously has worked for major utilities including The Lower Colorado River Authority and Reliant Energy, in addition to new wholesale and retail market entrants such as Keystone Energy Partners and MP2 Energy respectively.

---

### EDUCATION / CERTIFICATION

---

**BBA in Finance**, 2004, Texas A&M University

---

### PROFESSIONAL EXPERIENCE

---

TriEagle Energy, L.P., The Woodlands, TX 2013 – Present

**Chief Risk Officer & Vice President of Pricing**

- Develop all retail pricing models for customer segments.
- Ensure all pricing models are representative of market data.
- Review activity reports and financial statements to determine progress and status in attaining objectives and revise objectives and plans in accordance with current conditions.
- Implemented and manage risk management policies and procedures, liquidity measures, and credit practices.
- Oversee risk control, deal ticket control, trading / hedging limits, and mitigation of risk exceptions.
- Design and implement options hedging strategies and options products for customers.

Independent Consulting, Houston, TX 2013

**Energy Supply Consultant**

- Served multiple clients as an independent consultant with expertise in risk, trading, pricing, M&A, derivative accounting, and retail market entry for deregulated North American energy markets.
- Assisted in product launch.

MP2 Energy, The Woodlands, TX 2010 - 2013

**Partner & Vice President of Risk**

- Joined the initial team in the creation of retail business and managed the growth of a diverse portfolio of 400 megawatts of retail load and 600 megawatts of generation under management with revenue of over \$100MM.
- Led all functions of hedging strategy, risk, performance reporting, forecasting, and regulatory reporting.
- Designed and implemented hedging strategies that delivered consistently above expectation performance including during the significant market volatility in winter and summer of 2011. Strategy yielded \$2MM in profits.
- Implemented a sophisticated forecasting system that calculated precise short and long-term load forecasts as well as scenario analysis for testing portfolio performance under a wide range of outcomes, with the short term forecasting system achieving over 97% accuracy.

Keystone Energy Partners, Houston, TX 2009 - 2010

**Senior Analyst**

- Built intraday trading tools, database feeds, and user interface for The Electric Reliability Council of Texas (ERCOT) market information.

Reliant Energy, Inc., Houston, TX 2006-2009

**Portfolio Manager, ERCOT Supply**

- Redesigned the retail position calculation and methodology to be more relevant to the current electricity market environment, enabling more effective portfolio risk management.
- Served as quantitative focal point during sale of Reliant retail to NRG including:
  - Built data room files for valuation of load and supply positions;
  - Spearheaded discussions with NRG staff, pre-close, to determine new business processes to enable a seamless transition and early issue identification and resolution.
- Managed a pricing desk of five people.
- Oversaw pricing and structuring calculations for large commercial customers.

- Developed valuation calculations, models and reporting methodology to improve retail valuation from a monthly report with less than 50% accuracy to a daily report with over 95% accuracy.

The Lower Colorado River Authority, Austin, TX

2005 - 2006

**Pricing and Settlement Analyst**

- Built models to approximate total qualified scheduling entities load in the event of a loss of data feed.
- Utilized live weather data and remote interrogation of substation meters to calculate system load in real time.
- Performed retail rate design studies for rural electric utilities and presented findings to city councils.