

APPENDIX 6

Description of Technical and Managerial Qualifications

Park Power currently is currently licensed as an electricity supplier in the states of Pennsylvania, New Jersey, Maryland and Ohio, as evidenced by the licenses and Orders attached hereto. Park Power serves approximately 15,000 residential and small business electricity supply customers in the states in which it is licensed.

Park Power is led by a team of experienced management professionals, and has retained the services of leading energy procurement and EDI transaction firms to support the company's operations and expected growth. Park Power has retained GP Renewables & Trading to provide wholesale power procurement support and to assist Park Power in supervising and managing short and long term scheduling requirements and supply obligations. GP Renewables is an energy management and consulting company that assists Electricity and Gas Suppliers with load forecasting, scheduling, gas nominations and portfolio management throughout the Northeast.

The use of specialized energy consultants is commonplace among Electricity and Gas Suppliers, and GP Renewables provides its energy consulting services to a variety of customers and licensed Alternative Retail Electric Suppliers in Illinois and the rest of the U.S. GP Renewables is strictly a consultant to Park Power and does not purchase or take title to Park's energy. GP Renewables will provide guidance and support to Park Power, but all procurement decisions and executions will be made solely by Park Power.

Park Power is retaining the services of GP Renewables because Park Power is taking a very conservative approach to portfolio management. GP 's president, **Gabriel Phillips** has over seven years' experience working in the electric energy regulation system working in all aspects of the alternative energy supplier industry including as a load scheduler and buying and selling electric energy in wholesale markets. He has worked extensively with both retail electric suppliers and electric generation utilities in various jurisdictions including Connecticut, New Jersey, Pennsylvania, and New York. He advises his clients on all elements of regulatory compliance, including electric system operations and buying selling energy, renewable energy credits, and associated products in wholesale markets. Prior to founding GP Renewables, Mr. Phillips was an energy trader with Sempra Energy. Mr. Phillips is an engineering graduate of Johns Hopkins University. Mr. Phillips' Resume is attached hereto.

GP Renewables & Trading, LLC Director of Operations, **Jonathan Spivak** has over five years' experience working electric procurement and risk management. His experience spans the load scheduling and buying and selling energy products in wholesale markets. In his current capacity his focus is on working with alternative retail electric suppliers in the New England, New York and PJM markets. Mr. Spivak's Resume is attached hereto.

GP Renewables & Trading, LLC Director of Renewables & Environmental Services **Alex Baldassano** has over six years experience in analyzing and procuring wholesale power,

managing environmental credit products, and analyzing Renewable Portfolio Standard market fundamentals. Mr. Baldassano's Resume is attached hereto.

GP Renewables' services and proprietary models will enable Park to keep its prices stable. These models utilize regional, utility, and pipeline supply and demand forecasts, historical portfolio level consumption data, and historical weather and weather forecasts as inputs. GP Renewables and Trading will consult with Park Power on the following matters on an as needed basis:

- Usage Forecasting on a long and short term basis
- Day-ahead Bidding and Nominations
- Energy Trading
- Financial /Physical Hedging Execution
- Trading Control Services
- Compliance Reporting
- ISDA Negotiation
- Collateral Management
- Settlement Tracking

Park Power's primary back-office support consultant is EC Infosystems, which is one of the largest Billing, EDI Transaction Management and Load Forecasting service provider in the Mid-Atlantic. GP Renewables will interface directly with EC Infosystems to monitor load on a real-time basis in order to provide Park with recommendations for portfolio management. EC Infosystems is a leading EDI firm, and currently processes several million transactions for its 150 clients. EC Infosystems currently interfaces with over 70 utility companies on behalf of its clients. The firm's clients range from medium to large energy marketers to utilities across 19 state. EC Infosystems is currently the largest EDI Transaction Management provider in New York serving more than 51 energy marketers and growing. EC Infosystems provides robust transaction processing services throughout the United States with an emphasis on the Northeast markets.

Park Power has contracted with leading vendors Softway Solutions for online customer sign up and Trusted TPV for third party phone verification of customers.

Per Part 451.13, 451.240, 451.340, Park will meet the managerial qualifications for experience with business enterprise, with enterprise financial and administration responsibilities including profit and loss responsibilities, four years' experience buying and selling power and energy in wholesale markets, and four years electric system operational experience.

The managerial qualifications of Park Power's leadership team are outlined below:

Gary DeSanto serves as President of Park Power. Mr. DeSanto has extensive managerial

experience, and is also currently the Chief Executive Officer of DeSanto Realty Group, a nationally recognized real estate investment company. As CEO of DeSanto Realty Group since 2000, Mr. DeSanto has overseen the acquisition and/or management of properties in six states with 925,000-square feet of office/flex space and nearly 2,000 residential units. Mr. DeSanto has led the company through real estate acquisitions and transactions totaling over \$300 million on behalf of 270 investors. Mr. DeSanto manages the cash flow of the DeSanto Realty Group's portfolio properties, oversees the operations of the various properties, and is responsible for quarterly and annual reporting to investors on the performance of the portfolio. Mr. DeSanto has also served as a marketing agent and consultant for an electricity supplier, and successfully built a sales force that generated a combined book of business with 20 million kWh per month in electricity supply. He regularly advises commercial property owners on electricity supply issues and opportunities. Relying on this experience, Mr. DeSanto is managing Park Power's sales and marketing operations.

Joseph Colia is Chief Operating Officer for Park Power. Mr. Colia is also responsible for ensuring Park Power's legal and regulatory compliance. Prior to joining Park Power, Mr. Colia was employed by Boeing and Thomas & Betts, where he was responsible for running operations and staff of up to 125 people with annual budgets of more than \$25 million. Mr. Colia has been COO of DeSanto Realty Group since 2007 overseeing, management and financial reporting for the Real Estate portfolio as well as managing the day to day operation of the parent company. Mr. Colia holds a B.S. Degree in Industrial Engineering and Operations Research from The Pennsylvania State University and also has a M.S. in Industrial Management from Widener University. In his role as COO of Park Power, Mr. Colia is responsible for overseeing the company's day to day operations, including employment issues, legal and regulatory compliance issues, financial controls, and reparation/distribution of legal and financial documents to Associates, Customers, the State and Regulatory Commissions.

Gail DeSanto is Park Power's Vice-President of Customer and Associate Relations. Ms. DeSanto is a licensed realtor and experienced commercial property asset manager. During her role as a commercial asset manager, Ms. DeSanto was also a consultant for an electricity energy supplier and accumulated extensive experience on energy supply products, rates, terms and conditions, and will apply this experience to ensure high quality service to Park Power's residential and commercial customers.

Park Power has also set up an **Advisory Board** consisting of;

- Michael A. Gruin, Esquire, Stevens & Lee
- Kevin P. Thompson, Esquire, Thompson Burton
- Gabriel Phillips, GP Renewables & Trading, LLC (energy consultant)
- Jonathan Spivak, GP Renewables & Trading, LLC (energy consultant)

- Kevin Drobnes, CPA, Siegel & Drossner
- Tom Kolongowski, Marketing Executive, The McIntyre Group (risk management)
- Stephen Tallon, Park Power, LLC Independent Associate
- Christine McTague, Park Power, LLC Independent Associate



**Public Utilities
Commission**

John Kasich, Governor
Todd A. Snitchler, Chairman

Commissioners
Steven D. Lesser
Asim Z. Haque
Lynn Slaby
M. Beth Trombold

PUBLIC UTILITIES COMMISSION OF OHIO

Certified as a Competitive Retail Electric Service Provider

Certificate Number:

14-773E (1)

Issued Pursuant to Case Number(s):

13-2409-EL-CRS

A certificate as a Competitive Retail Electric Service Provider is hereby granted to, **Park Power, LLC** whose office or principal place of business is located at **150 North Radnor Chester Road, Suite A-130, Radnor, PA 19087** to provide retail generation services within the State of Ohio effective **January 18, 2014**.

The certification of competitive retail electric suppliers is governed by Section 4901:1-24-(01-13) of the Ohio Administrative Code, Section 4901:1-21-(01-15) of the Ohio Administrative Code, and Section 4928.08 of the Ohio Revised Code.

This Certificate is revocable if all of the conditions set forth in the aforementioned case(s) are not met.

Subject to all rules and regulations of the Commission, now existing or hereafter promulgated.

Witness the seal of the Commission affixed at Columbus, Ohio.

Dated: January 21, 2014

By Order of

PUBLIC UTILITIES COMMISSION OF OHIO

Barcy F. McNeal, Secretary
Tanowa M. Troupe, Acting Secretary
Holly Karg, Acting Secretary

Certificate Expires: January 18, 2016

COMMISSIONERS

W. KEVIN HUGHES
CHAIRMAN

HAROLD D. WILLIAMS
LAWRENCE BRÄNNER
KELLY SPEAKES-BACKMAN
ANNE E. HOSKINS

STATE OF MARYLAND



PUBLIC SERVICE COMMISSION

#5, 1/29/14 AM; ML#s 150556 and 151632
License Reference No.: IR-3224

January 29, 2014

Michael A. Gruin
Stevens & Lee
17 North Second Street
16th Floor
Harrisburg, PA 17101

Dear Mr. Gruin:

On November 8, 2013, Park Power, LLC ("Company") filed an Application for a License to Supply Electricity or Electric Generation Services in Maryland under COMAR 20.51. The Company proposes to provide electricity supplier services in Maryland for residential, commercial and industrial customers as described in the application. Additional information was filed on January 9, 2014.

After considering this matter at the January 29, 2014 Administrative Meeting, the Commission granted the Company a license to supply electricity or electric generation services in Maryland in accordance with its Application (License Reference Number IR-3224). The license granted by the Commission under this Letter Order is limited solely to electricity supplier services to residential, commercial and industrial customers. Additionally, the Company is directed to provide a final version of the Maryland Compliance Manual as well as marketing and training materials specific to its Maryland operations upon development for Commission and Office of People's Counsel review prior to commencing operations in Maryland.

Finally, the Company is reminded that it is under a continuing obligation to notify the Commission within 30 days of any changes to the information upon which the Commission relied in granting this license. A copy of the supplemental or updated information is required to be filed concurrently with the Office of People's Counsel.

By Direction of the Commission,

/s/ David J. Collins

David J. Collins
Executive Secretary

DJC/st

cc: Phil VanderHeyden, Electricity Division
Obi Linton, Director, External Relations

WILLIAM DONALD SCHAEFER TOWER • 6 ST. PAUL STREET • BALTIMORE, MARYLAND 21202-6806

410-767-8000

Toll Free: 1-800-492-0474

FAX: 410-333-6495

MDRS: 1-800-735-2258 (TTY/Voice)

Website: www.psc.state.md.us

State of New Jersey



Board of Public Utilities

44 S. Clinton Ave., Suite 350, Trenton, New Jersey 08625

HEREBY LICENSES

Park Power, LLC
1200 South Church Street, Suite 23
Mount Laurel, New Jersey 08054

To conduct business in the State of New Jersey as an

Electric Power Supplier

Kristi Izzo
Secretary of the Board

License No. ESL-0144
Effective Date: August 21, 2013
Expiration Date: August 20, 2014

PENNSYLVANIA PUBLIC UTILITY COMMISSION

IN THE MATTER OF THE APPLICATION OF: A-2012-2328664

The Application of Park Power, LLC for approval to begin to offer, render, furnish or supply electric generation supplier services as a supplier of electricity to residential, small commercial (25 kW and under), large commercial (over 25kW) and industrial customers in the electric distribution company service territories of PECO Energy Company, PPL Electric Utilities Corporation, Duquesne Light Company, Metropolitan Edison Company, Pennsylvania Electric Company, Pennsylvania Power Company, West Penn Power Company, UGI Utilities Inc., Pike County Power and Light Company, Citizens' Electric Company and Wellsboro Electric Company throughout the Commonwealth of Pennsylvania.

EFFECTIVE DATE: May 23, 2013

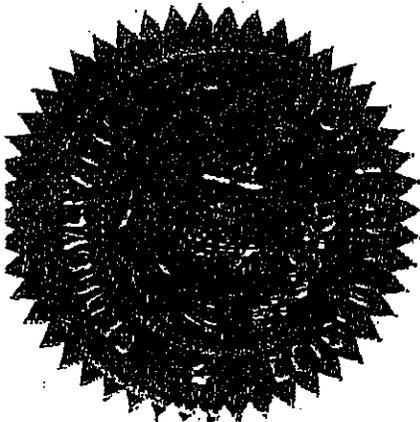
The Pennsylvania Public Utility Commission hereby certifies that after an investigation and/or hearing, it has, by its report and order made and entered, found and determined that the granting of the application is necessary or proper for the service, accommodation, convenience and safety of the public and hereby issues, evidencing the Commission's approval, to the applicant this:

LICENSE FOR ELECTRIC GENERATION SUPPLIER.

In Witness Whereof, the PENNSYLVANIA PUBLIC UTILITY COMMISSION has caused these presents to be signed and sealed, and duly attested by its Secretary at its office in the city of Harrisburg this 23rd day of May 2013.



Secretary



**PENNSYLVANIA
PUBLIC UTILITY COMMISSION
Harrisburg, PA 17105-3265**

Public Meeting held January 24, 2013

Commissioners Present:

Robert F. Powelson, Chairman
John F. Coleman, Jr., Vice Chairman
Wayne E. Gardner
James H. Cawley
Pamela A. Witmer

License Application of Park Power, LLC for
Approval to Offer, Render, Furnish or Supply
Electricity or Electric Generation Services as a
Supplier of Electricity

Docket Number:
A-2012-2328664

ORDER

BY THE COMMISSION:

On October 5, 2012, Park Power, LLC ("Park Power" or "the Applicant") filed an application seeking to become a licensed electric generation supplier ("EGS") in the electric distribution company ("EDC") service territories of PECO Energy Company, PPL Electric Utilities Corporation, and Duquesne Light Company, in the Commonwealth of Pennsylvania. The application was filed pursuant to the Commission's regulations at 52 Pa. Code §§54.31-54.43, which became effective on August 8, 1998, and which were established under Section 2809 of the Public Utility Code, 66 Pa. C.S. §2809.

Section 2809 provides in pertinent part as follows:

License Requirement.—No person or corporation, including municipal corporations which choose to provide service outside their municipal limits except to the extent provided prior to the effective date of this chapter, brokers and marketers, aggregators and other

entities, shall engage in the business of an electric generation supplier in this Commonwealth unless the person or corporation holds a license issued by the Commission.

An electric generation supplier is defined as:

A person or corporation, including municipal corporations which choose to provide service outside their municipal limits except to the extent provided prior to the effective date of this chapter, brokers and marketers, aggregators or any other entities, that sells to end-use customers electricity or related services utilizing the jurisdictional transmission and distribution facilities of an electric distribution company or that purchases, brokers, arranges or markets electricity or related services to end-use customers utilizing the jurisdictional transmission and distribution facilities of an electric distribution company.

66 Pa. C.S. §2803.

Park Power is a limited liability company formed on August 29, 2012, in the state of Pennsylvania. By its application, Park Power proposes to operate as a supplier of electricity to residential and small commercial (25 kW and under demand) customers.

Since Park Power proposes to provide EGS services to residential customers, it is required to comply with, and be governed by, applicable Chapter 56 residential service regulations as set forth in the Commission Order *Guidelines for Maintaining Customer Service at the Same Level of Quality Pursuant to 66 Pa. C.S. § 2807(d), and Assuring Conformance with 52 Pa. Code Chapter 56 Pursuant to 66 Pa. C.S. § 2809(e) and (f)* at Docket No. M-00960890 F0011, Order entered July 11, 1997. Thus, we deem it appropriate to address certain items relating to Chapter 56 of our regulations, particularly with respect to the issue of termination of residential accounts.

Initially, we note that an EGS cannot physically disconnect a residential customer from the electricity grid. Therefore, the rules relating to residential service termination are not directly applicable to EGSs. However, an EGS may seek to terminate its

generation service to a customer through an appropriate written notice to the customer and that customer's EDC. The residential customer can then attempt to repair its relationship with the EGS, seek a new electricity supplier, or return to utility service at default service rates in accordance with the utility's obligations under Section 2807(e) of the Public Utility Code, 66 Pa. C.S. §2807(e). The customer would only be disconnected from the electricity grid pursuant to applicable regulations if the customer failed to meet its obligations to the EDC, or to the EGS that has been designated by the Commission as that customer's DSP, or provider of last resort.

Additionally, we specifically note that the licensee must comply with, and ensure that its employees, agents, representatives and independent contractors comply with the standards of conduct and disclosure for licensees set out in Commission regulations at 52 Pa. Code § 54.43 that were enacted to protect consumers of this Commonwealth. These standards include, *inter alia*, the provision of timely and accurate information about the services offered by the licensee, the practice of nondiscrimination in service in regard to race, color, religion, national origin, marital status, etc., the safeguarding of a consumer's personal information, and compliance with applicable state and federal consumer protection laws. Also, we take this opportunity to remind the licensee of its agreement to abide by, and to ensure that its employees, representatives, agents and independent contractors abide by all applicable federal and state laws, and Commission regulations, procedures and orders, including Emergency Orders, which may be issued verbally or in writing during any emergency situations that may unexpectedly develop from time to time in the course of business in Pennsylvania.

We also note that that the licensee must comply with our decision in Docket No. M-2010-2157431, Motion adopted at the February 11, 2010, Public Meeting, regarding EGS membership in the PJM Interconnection ("PJM"). Specifically, our Motion directed that such EGS applicants must file with the Commission, within 120 days of receiving an EGS license, proof of membership in the PJM as a Load Serving Entity ("LSE") or proof of

a contractual arrangement with an existing PJM LSE that facilitates the applicant's retail operations. Since Park Power is taking title to electricity, it is required to comply with this requirement. Accordingly, Park Power provided proof of membership in the PJM as a LSE with its application.

Finally, should Park Power employ any independent consultants to arrange for the sale of its energy products to end-users, it must inform such independent consultants that they will be required to be licensed as an EGS if they arrange for the sale of energy products to end-users from another supplier or suppliers in addition to Park Power.

Park Power has provided proofs of publication in appropriate Pennsylvania newspapers, and proofs of service to the interested parties as required by the Commission.

In accordance with the financial requirements of the EGS license application, Park Power has supplied financial information in the form of an audited company balance sheet as of September 27, 2012, as well as its insurance information. Park Power also provided documentation on its available lines of credit, complete with terms and rates. With regard to the technical fitness requirements of the EGS license application, Park Power provided a brief description of its intended operations as a licensed retail electric supplier in Pennsylvania, as well as summary descriptions of the qualifications and history of its intended subcontractor, GP Renewables & Trading, who will be consulting in areas such as, but not limited to, load forecasting, scheduling, and portfolio management. The Applicant also provided the professional resumes of its chief officers. We find that sufficient information has been provided by Park Power to demonstrate its financial and technical fitness in order to be licensed as an EGS in the Commonwealth of Pennsylvania.

Park Power has provided a bond in the amount of \$250,000 to ensure its financial responsibilities and obligations as an EGS, as required by the license application.

As of January 14, 2013, no protests to the application have been filed.

In summary, we find that:

1. The Applicant is fit, willing and able to properly perform the service proposed in conformance with applicable provisions of the Public Utility Code and lawful Commission orders and regulations, specifically including 52 Pa. Code Chapter 56 (relating to Standards and Billing Practices for Residential Utility Service).
2. The Applicant has agreed to lawfully abide by all Commission regulations, procedures and orders, including Emergency Orders, which may be issued verbally or in writing during any emergency situations that may unexpectedly develop from time to time in the course of doing business in Pennsylvania.
3. The proposed service, to the extent authorized by the license, will be consistent with the public interest and the policy declared in the Electricity Generation Customer Choice and Competition Act.

Accordingly, upon full consideration of all matters of record, we find that approval of this application is necessary and proper for the service, accommodation and convenience of the public; **THEREFORE,**

IT IS ORDERED:

1. That the application of Park Power, LLC is hereby approved, consistent with this Order.
2. That a license be issued authorizing Park Power, LLC to begin to offer, render, furnish or supply electric generation supplier services as a supplier of electricity to residential and small commercial (25 kW and under demand) customers in the electric distribution company service territories of PECO Energy Company, PPL Electric Utilities Corporation, and Duquesne Light Company, in the Commonwealth of Pennsylvania.
3. That if Park Power, LLC should employ any independent consultants to arrange for the sale of its energy products to end-users, it must inform such independent consultants that they will be required to be licensed as electric generation suppliers if they arrange for the sale of energy products to end-users from another supplier or suppliers in addition to Park Power, LLC.
4. That a copy of this Order be served on the Department of Revenue, Bureau of Corporation Taxes.
5. That this proceeding at Docket No. A-2012-2328664 be closed.

BY THE COMMISSION,



Rosemary Chiavetta
Secretary

(SEAL)

ORDER ADOPTED: January 24, 2013
ORDER ENTERED: January 24, 2013

Gabriel Phillips

Professional History:

GP Renewables & Trading; Founder & CEO- June 2010 - Present; New York, NY

- Managed the daily forecasting, bidding, and scheduling for over 4 ARES with over 500 MW load portfolios in the NYISO, ISO-NE, PJM:
- Created financial hedging strategies for ARES customers
- Executed financial hedging strategies with a variety of counterparties
- Managed daily collateral and P&L for ARES customer with counterparties and ISOs
- Procured RBCs to satisfy ARES customer RPS needs

Sempra Energy Trading; Term Power Trader/Assistant Trader- September 2007 - May 2010; Stamford, CT

- Traded a portfolio of short and long term financial and physical power and natural gas positions spanning four ISO territories, the NYISO, ISO-NE, PJM and the Ontario IMO.
- Priced deals to service customer flow business with an average duration of less than 2 years.
- Managed basis risk to 75 different locations using over the counter basis markets and Financial Transmission rights (FTR) markets to hedge exposure.
- Utilized the virtual market to diversify risk between the day ahead and real time as well as take incremental risk.
- Managed financial tolling deals for two NY power plants totaling 600mws modeled as options driven by various fuel prices and internal option models.
- Utilized the virtual market to diversify risk between the day ahead and real time as well as take incremental risk.
- Gained proficiency in managing and mitigating the financial impact of doing physical and financial direct customer and cleared speculative business in various regions by initiating transactions to reduce ancillary services costs generated by carrying large physical positions and to reduce Original Margin requirements with various exchanges including NYMEX and ICE.
- Built various stack and transmission models for Day Ahead and Term trading; including calibrating the model DAYZER to run in conjunction with internal systems for PJM, and two excel based stack models for NYISO and ISO-NE respectively.

Sempra Energy Trading; Real Time Power Trader- September 2006 - September 2007; Stamford, CT

- Traded day-ahead and hour-ahead financial and physical power in the WECC region, including California Independent System Operator (CAISO) and the Alberta Electric System Operator (AESO).
- Built and capitalized on customer relationships in taking advantage of arbitrage and spread opportunities.
- Took day-ahead transmission positions to be utilized in real time.
- Gained proficiency in creating NERC required tags to represent the flow of energy in Real Time.
- Studied the fundamentals of the power industry as they relate Hour Ahead and Day Ahead trading; including the affect of the generation stack, transmission constraints, congestion, load forecasts and weather on prices at the various trading hubs in the WECC.

Sempra Energy Trading; Day-Ahead Power Scheduler- July 2006-September 2006; Stamford, CT

- Coordinated the flow of long term and day-ahead physical power transactions for the West Coast Power Desk in the WECC region.
- Communicated with a large number of customers daily to search for Bookout opportunities in order to reduce overhead in each of the profit centers on the desk.
- Provided the desk with market intelligence gathered during communication with customers and scheduling/tagging process.
- Learned to make NREC required tags to represent the flow of energy from generator to sink anywhere in the WECC region.

Sempra Energy Trading; Collateral Analyst- December 2005- July 2006; Stamford, CT

- Processed and executed all collateral requests made by and on Sempra Energy Trading Corp, Sempra Energy Europe Ltd and Sempra Oil Trading Sarl, covering all counter parties worldwide.
- Assisted in managing basic liquidity needs by coordinating with CCO and Treasury department in the deployment of cash collateral and letters of credit.
- Reconciled the value of all types of transactions in all of SET's portfolios against the counter parties for the purpose of increasing the coverage of our credit exposure during a margin call dispute resolution. This process must be accomplished in a timely fashion without divulging sensitive information.
- Consistently work towards improved process efficiency and accuracy by increasing automation and enhancing the features of the Java application used as the Margin System.

Sempra Energy Trading; Business Analyst- September 2005-December 2005; Stamford, CT

- Supported the trading floor by interpreting the intricacies of how SET's internal trading and reporting system (Affinity) calculates the value of various deals and stores/displays information for the entire trading staff in Stamford, CT alongside only two other Business Analysts.
- Translated elements of the trading business from settlements and trade entry to P&L calculation to aid the development staff in creating more efficient and accurate systems.
- Coordinated and ensured the accuracy of pricing feeds and reporting updated our systems' information feeds from the nation's ISO's as well as maintained connectivity with data providers such as Reuters and LIM.

JONATHAN SPIVAK

50 Prince st., Apt. 6L New York, NY 10012 • Mobile: (203) 858-0696 • Email: jonspiv@gmail.com

EXPERIENCE

GP Renewables & Trading, LLC, New York, NY

April 2011 – Present

Director

- Provide daily load forecasts for several energy suppliers spanning four states, and three ISOs with a combined client book of over 200,000 customers.
- Schedule power in the day-ahead markets. Forecasted and maintained physical power hedges in the forward market.
- Create daily, weekly, and monthly settlements reports in order to analyze costs to maximize book profitability.

RBS Sempra Commodities, New York, NY

August

2008 – April 2011

Financial Risk Analyst

November 2009 – April 2011

- Scheduled power in the day-ahead market in the New England and PJM ISOs.
- Maintained firm-wide official profit and loss, generating integral and time-sensitive company reports pivotal to all of risk management
- Prepare and maintain excel based reports using various data sources such as pricing, P&L, positions, VaR, stress etc. under rapidly changing requirements
- Verified and corrected in-house trades within various trading platforms, implemented process to verify and track explanations on trades generating substantial revenue, submitted external price reporting of physical basis and fixed natural gas trading activities on regular schedules
- Provide daily profit and loss explanations for physical and financial natural gas revenue

Margin/ Credit Analyst

August

2008 – November 2009

- Responsible for all margin activities including daily calls to over fifty counterparties, confirm settlements, and manage letter of credit activities.
- Primary contact for dispute resolution including exposure, interest rate and contract discrepancies
 - Identify forward pricing issues via excel pivot table analyses
- Generate ideas to improve the efficiency and accuracy of the Credit Management System
- Communicate daily cash flow and letter of credit movements through intraday reports.

Bloomberg LP, New York, NY

January 2007

– August 2008

Analyst/Brokerage Sales Representative

- Completed the Financial Sales Training program at Bloomberg LP:
 - Role as an analyst consisted of providing clients with Bloomberg solutions to help them conduct research as well as utilize the Bloomberg terminal to perform analyses across all market sectors
- Bloomberg Product Specialist
 - API/Excel - Offered clients several solutions for their analytics using the Bloomberg API product to extract data into Excel
 - Commodity/FX - Presented Bloomberg Commodities solutions as well as gained valuable client exposure through client trainings and seminars
- Managed and trained new hires to the Analytics Department as well as spearheaded vital changes to improve the efficiency of the training program

Robb Report, New York, NY

August 2005 –

October 2006

Sales Coordinator

- First point contact for all clients in areas of jewelry, luxury automotive, financial, private aviation, and consumer electronics
- Created Pre-Call Analyses for the president, vice-president, and the advertising sales directors; researched client advertising history, editorial credits, contact information, and prepared demographic analysis models in Excel
- Handled all administrative tasks for supervisors including expenses and preparation for all meeting and events

EDUCATION

Bucknell University, Lewisburg, PA

Fall 2001 – Spring 2005

Degree: Bachelor of Arts, Major: Economics Minor: Political Science

Dean's List: Fall 2004 – Spring 2005

ALEXANDRE BALDASSANO

247 Parkview Avenue, Apt 5S, Bronxville, NY 10708

203.391.4990

aabaldassano@gmail.com

EXPERIENCE

GP Renewables & Trading – Stamford, CT

11/10 – Present

Director, Renewables & environmental Services

- Analyze federal and regional renewable energy and environmental policy
- Create and market compliance and voluntary environmental credit products
- Expand renewable generation project pipeline
- Analyze state Renewable Portfolio Standard market fundamentals
- Develop spot and futures environmental credit trading strategies for managed accounts and proprietary portfolios
- Use proprietary forecasting models to purchase day-ahead hourly wholesale power from PJM and ISO New England

Natsource Asset Management LLC – New York, NY

04/08 – 10/10

Contract Manager

10/09

-- 10/10

- Manage all worldwide institutional relationships for \$500mm carbon commodity fund
- Compose monthly and quarterly investor reports for all hedge funds, managed accounts, and commodity funds
- Supervise ongoing contractual commitments between institutional investors, investment manager, and underlying investment

Operations, Sales, and Risk Associate

04/08-10/09

- Determined end of month beta exposures and asset allocation breakdowns for all portfolios
- Acted as a liaison between existing and potential investors, and the Director of Marketing and Sales
- Researched and grew marketing distribution channels for the Director of Marketing and Sales
- Analyzed and communicated daily carbon and FX beta exposure for largest fund directly to Senior Management
- Identified and rectified daily trade and cash reconciliations while acting as liaison between the trading desk and prime brokerage

Philip Morris USA – Brooklyn, NY & Stowe, VT

05/04 – 04/08

Territory Sales Manager

- Managed over 200 accounts to share growth that exceeded all local and regional objectives
- Analyzed quarterly sales and marketing reports to find new revenue streams and increase marketing pipeline
- Expanded existing customer sales by emphasizing increased profit margins and marketing analytics
- Prospected new accounts

Credit Suisse First Boston, New York, NY

05/01 – 08/01

Private Client Sales Summer Analyst

- Identified industry and company trends and communicated them to retail clients
- Performed cash flow analysis for portfolios of various clients
- Found accounting errors leading to cash leakages in different accounts

EDUCATION

Fordham University Graduate School of Business – New York, NY
M.B.A – Finance and Marketing Concentration (Expected 2012)

Haverford College – Haverford, PA
B.A. – Economics, May 2003

Temple University – Rome, Italy
General Coursework, 8/01-12/01