

AGS Renewal Application

EXHIBIT E – Managerial Requirements



EXHIBIT E: Managerial Qualifications

An applicant shall be deemed to possess sufficient managerial capabilities to serve residential and small commercial customers if it has two or more individuals in management positions with four or more years demonstrated experience in a management position with enterprise financial and administration responsibilities including profit and loss responsibilities and four years natural gas sales experience, and provides the information required in subsections (a) and (b) of Section 551.100 of the Administrative Code.

1. Elly Bernstein, Director of Operations for HIKO Energy, LLC
Please see attached summary of Elly's experience.
2. Bill Glass, Vice President of Enhanced Energy Services of America, On Retainer
Please see attached summary of Bill's experience.
3. Christopher Prejean, President of Enhanced Energy Services of America, On Retainer
Please see attached summary of Christopher's experience.
4. Ronald Lukas, Senior Energy Executive of Enhanced Energy Services of America, On Retainer
Please see attached summary of Ronald's experience.

ELLY BERNSTEIN

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PROFESSIONAL EXPERIENCE

HIKO ENERGY, LLC
DIRECTOR OF OPERATIONS

JANUARY 2013-PRESENT

Primary responsibilities are managing the day to day operations of the company.

DIRECT ENERGY
SENIOR INTEGRATION ANALYST

MAY 2011-JANUARY 2013

ECONNERGY ENERGY CO./GATEWAY ENERGY SERVICES
BILLING MANAGER

FEBRUARY 2000-MAY 2011

BILL GLASS

3 Schwab Lane • Houston, TX 77055
wcglass1970@gmail.com • 713.248.9828

QUALIFICATIONS PROFILE

Performance-driven, insightful **Energy Professional** with a proven ability to achieve and exceed all business-development and revenue-generation goals in high-pressure environments. A solid record of achievement through responsible financial trading positions and asset management.

PROFESSIONAL EXPERIENCE

ENHANCED ENERGY SERVICES

2009-PRESENT

VICE PRESIDENT RISK MANAGEMENT AND ELECTRIC OPERATIONS

I am responsible for the scheduling, forecasting and balancing of electric customers in PJM, NYISO and NEEPOOL. I am also responsible for developing and managing pricing models and risk management strategies for our customer in gas and electric on a daily basis. Currently managing risk for over 30BCF and 500,000 MWH annually.

GEMINI ENERGY

2006 – 2009

Consult on managing gas and electric assets, scheduling, risk for customers in NEPOOL, NYISO and PJM and developed relationships for retail and wholesale consumers of energy throughout all deregulated states in the U.S.

PLATINUM ENERGY RESOURCES - Houston, Texas

2004 – 2011

President OTC (PGRIU.OB)

I am a member of the board of directors in an advisory role to help with optimization and capitalization of our current production and assets.

MIECO INC – Houston, TX

2000 - 2003

Vice President of Gas Operations (2001 to 2003)

Head trader responsible for trading, profitability, physical operations and risk management for all regions. I was continually adapting the trading strategy to the ever changing market conditions. Collaborated with producers to assess individual financial situations and develop strategic solutions for hedging.

Manager of Natural Gas Trading - (2000 to 2001)

I served as key team member of the trading team services group, trading basis for all regions of the U.S. I established and maintained strong relationships with independent producers to continually help them with hedging and derivative strategies.

SOUTHERN COMPANY ENERGY MARKETING – Atlanta, GA

1996 - 2000

Senior Trader:

Continued...

CHRISTOPHER A. PREJEAN

EXPERIENCE:

- Oct. 2010 - present* **Enhanced Energy Services of America, LLC** Sugar Land, TX
President & Trusted Advisor
- Consult for various third party marketers demonstrating new market opportunities;
 - Develop and implement electricity operations and management consulting services to Energy Services Company's (ESCO's) in NYISO, PJM, NE-ISO, and MISO);
 - Develop and implement electricity operationsenergy management consulting services to end-user clients (NY, NJ, TX, OH, MI, MD, MO, KS);
 - Develop and implement natural gas operations and management services to markets along the eastern seaboard (NJ, NY, MD, DC, OH, NC, FL, PA, IL);
 - Implement Energy Consulting Service agreements to market aggregators and end-user clients;
 - Create pricing solutions and hedging strategies tailored to clients' needs;
 - Consistently increase client base and revenue.
- Aug. 2005 – Oct. 2010* **BBPC, LLC d/b/a "Enhanced Energy Services"** Sugar Land, TX
Vice President – Energy Services
- Develop and implement electricity and energy management consulting services to end-user clients (NY, NJ, TX, OH, MI, MD, MO, KS);
 - Develop and implement natural gas operations and management services to markets along the eastern seaboard (NJ, NY, MD, DC, OH, NC, FL);
 - Implement Energy Consulting Service agreements to market aggregators and end-user clients;
 - Create pricing solutions and hedging strategies tailored to clients needs;
 - Consistently increase client base and revenue.
- Feb. 2001 – Aug. 2005* **Quantum Gas & Power Services, Ltd.** Houston, TX
Director – Energy Management Consulting
- Develop and implement electricity and energy management consulting services to end-user clients (NY, NJ, TX, OH, MI, MD, MO, KS);
 - Develop and implement natural gas operations and management services to markets along the eastern seaboard (NJ, NY, MD, DC, OH, NC, FL);
 - Implement Energy Consulting Service agreements to market aggregators and end-user clients;
 - Create pricing solutions and hedging strategies tailored to clients needs;
 - Consistently increase client base and revenue.
- Mar. 1998 – Jan. 2001* **Perry Gas Companies, Inc.** Houston, TX
Manager - Natural Gas Marketing
- Invoiced over \$4.3 million per month to Industrial and National accounts;
 - Developed and implemented natural gas marketing along the eastern seaboard (CT, NJ, NY, MD, DC, NC, FL, GA);
 - Traded market area supply along Texas-Eastern Transmission (TETCO); Transcontinental Gas Pipeline (TRANSCO); Florida Gas Transmission (FGT); Columbia Gas (TCO);
 - Created pricing and hedging strategies tailored to clients needs;
 - Developed and consistently increased client base (Wholesale/Industrial/Commercial).
- Dec. 1996 – Mar. 1998* **Texas-Ohio Gas, Inc.** Houston, TX
Senior Marketing Representative
- Invoiced over \$2.5 million per month to Industrial accounts;
 - Delivered over 900,000 MMBtu per month to multi-million dollar accounts;
 - Designed and presented energy packages targeted to clients needs;
 - Consistently increased client base.
- Dec. 1995 – Dec. 1996* *Director, Commercial Marketing*
- Responsible for developing all commercial marketing efforts in Northeast markets;
 - Supervised three gas marketing teams (totaling 12 members);
 - Analyzed tariffs and developed new markets due to ongoing deregulation;
- 1422 FOREST BROOK • SUGAR LAND, TEXAS 77479 • (713) 725-0777 (cell)
EMAIL: cprejean@enhancedenergyservices.com

CHRISTOPHER A. PREJEAN

- Managed daily nominations/balancing between various LDC's;
- Consistently increased client base.

June 1994 – Dec. 1995

Natural Gas Marketing Representative

- Marketed natural gas to commercial and industrial end-user customers in New Jersey and New York,
- Conducted in-person and telephone presentations reviewing on energy cost analysis for end-user clients.

EDUCATION:

The University of Houston – Downtown
Bachelor of Business Administration, Spring 1994

RONALD G. LUKAS

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Brooklyn, NY 11229

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SENIOR ENERGY EXECUTIVE

Broad expertise in regulated and unregulated electric/gas markets

***Gas & Electric Regulatory/Gas Supply Planning & Acquisition/Risk Management
Wholesale Energy Trading/Retail Commodity Business/Marketing/Change Management***

Comprehensive regulatory, supply procurement and trading management background with distribution and generation affiliates of premier energy company and State regulatory agency. Leadership activities in merger approval; rate increase filings; gas supply planning; negotiation/execution of long-term supply contracts; trading generation assets; revenue forecasting, and marketing. Deep understanding of State/Federal regulatory matters - provided expert testimony at regulatory proceedings. Built viable teams in change-intensive, turnaround atmospheres through hands-on, practical management. Dynamic, persuasive presenter/negotiator with solid reputation for achieving consensus. Highly respected for sound business judgment.

Regulatory Strategy and Relations – provided testimony and directed rate case team - \$350M annual rate relief settlement for NY and LI utilities setting major benchmark to measure public interest benefits related to \$12B acquisition by National Grid. Segmented dual fuel market resulting in pricing efficiencies that doubled net margin to \$100M

Gas Supply Planning & Acquisition – regionalized \$3.5B gas supply portfolio; insourced NY/LI portfolios – \$35M off-system sales gross margin to shareholders. Instituted demanding administrative functions and controls in wake of adverse circumstances which restored credibility with LIPA and NY PSC. Negotiated Millennium path and diversified Canadian supply to include Dawn deliveries

Wholesale Energy Trading & Retail Commodity Business – built specialized team to trade generation assets; physical/financial transactions achieved balance between hedging portion of margins and daily spot market prices. Exceeded annual goals - \$350M gross profits. Repositioned \$300M retail commodity business to eliminate unprofitable market segments

R LUKAS CONSULTING, LLC

2008 to Present

Develop state and federal regulatory strategies for utilities and gas and electric developers for approval of retail pricing mechanisms, project authorization filings and negotiation of rates. Create pricing model for gas and electric ESCO to compete with regulated suppliers. Acquire gas supply for large generation Development Company.

KEYSPAN ENERGY, INC., Brooklyn, NY

1978 to 2007

Fifth largest distributor of natural gas in United States, largest in Northeast, operating regulated utilities in New York, Massachusetts, and New Hampshire, serving 2.6M customers. Largest electric generator in New York State owning 6,500 megawatts generating capacity.

Corporate Vice President, Regulatory Strategy and Relations 2005 to 2007

Led enterprise-wide gas and electric regulatory activities including State rate case filings and NYISO/FERC advocacy. As principal energy supply strategist and acquisition officer, oversaw gas supply planning, negotiating/executing \$3.5B long-term supply contracts and customer choice programs; gas sales/revenue forecasting, and load research concerning \$1.5B of net LDC

margin. Staff: 57; budget: \$8M; report to Senior Vice President, Regulatory Affairs and to President, Asset Optimization Group.

- Directed rate case staff and filed testimony which resulted in comprehensive settlement for \$350M in annual rate relief for NY and LI utilities. Initial settlement provided framework against which to measure synergy savings related to \$12B acquisition by National Grid, an essential component of NY PSC approval process.
- Obtained approval for alliance structure with Merrill Lynch regarding New England gas assets which enabled sharing of off-system sales profits - \$5M shareholder benefit. Negotiated long-term pipeline contracts including multi-leg Millennium, Iroquois path.
- Segmented dual fuel market creating pricing efficiencies resulting in \$50M net margin growth, a major contributing factor in maintaining long-term rate freeze

Corporate Vice President, Energy Trading Services 2003 to 2005

In charge of Energy Management Contract with LIPA, bidding \$1B generation assets under contract into NYISO, as well as purchase of \$1+B of gas & oil for plants. Developed strategy for acquiring \$3.5B gas supply for LDCs; generated \$40+ M off-system sales profit through trading of assets. Staff: 43; budget: \$7.6M; reported to President, Asset Optimization Group.

Senior Vice President, Energy Supply Business 2001 to 2003

Traded unregulated generation assets. Strategies encompassed executing physical and financial transactions toward achieving balance between hedging a portion of margins and receiving daily spot market prices. Exceeded annual goals - \$150M energy and \$200M capacity gross profits.

Various Positions, Rates; Gas Supply; Marketing; Strategic Planning 1978 to 2001

Myriad responsibilities: managed marketing/sales and strategic planning groups; provided expert testimony on a broad array of rate issues including rate design and revenue forecasting.

AMERICAN ELECTRIC POWER, New York 1977 to 1978

Senior Rate Engineer

Performed time-differentiated embedded and marginal cost of service studies.

PUBLIC SERVICE COMMISSION (PSC), New York 1970 to 1977

Regulatory agency working to guarantee safe, secure, and reliable access to energy, telecommunications, and water services for New York's citizens and businesses

Senior Evaluation Engineer

Analyzed and testified on rate and service filings for Water and Electric Companies.

EDUCATION

Bachelor of Science (BS) Degree, Chemical Engineering, City College of New York, 1970

ACTIVITIES/AFFILIATIONS

Chair, Residential & Commercial Demand Task Group, for 2003 National Petroleum Council Report

Numerous speeches before IGT, AGA, Gas Mart, and other groups

Policy Co-Chair, Gas/Electric issues for National Energy Marketers Association

Past Chairman, NY State Rate Group

Secretary and Trustee, Brooklyn Children's Museum Board