

Supplementary Items for
Licensure of Agents, Brokers, and
Consultants under Section 16-115C of the
Public Utilities Act



Prepared for the State of Illinois
Illinois Commerce Commission

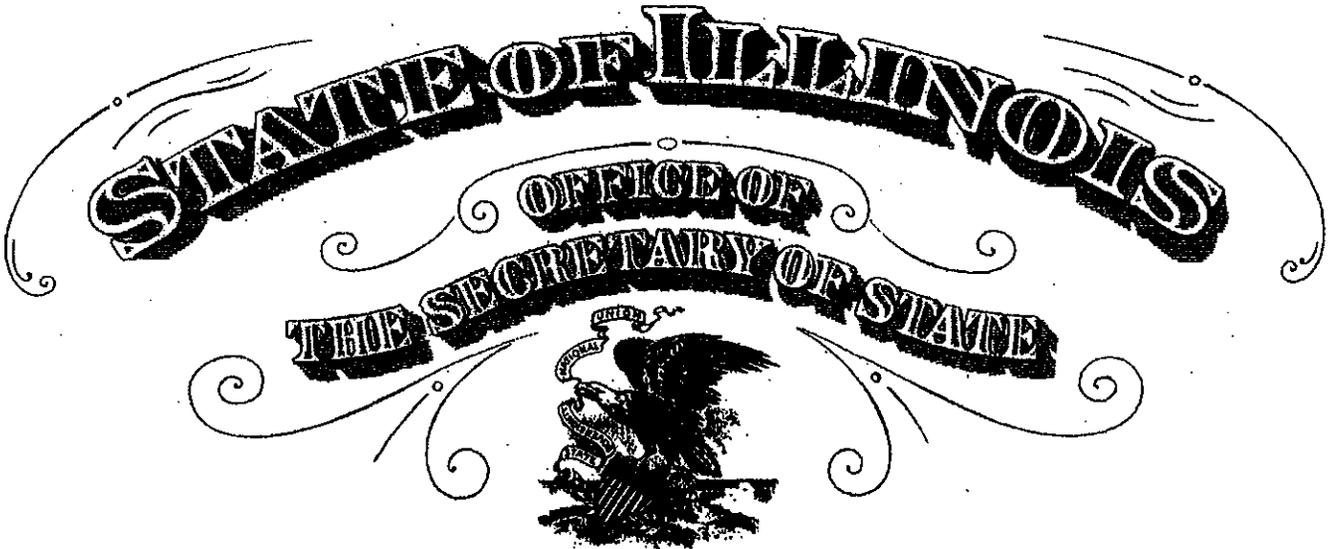
January 2015

Contents

1. Appendix A License to do Business	2
2. Appendix B Organizational Chart	4
3. Appendix C Managerial Licensing Qualifications	6
4. Appendix D Technical Licensing Qualifications.....	18
5. Appendix E License or Permit Bond	23

1. Appendix A

License to do Business in Illinois



To all to whom these Presents Shall Come, Greeting:

I, Jesse White, Secretary of State of the State of Illinois, do hereby certify that I am the keeper of the records of the Department of Business Services. I certify that

THE FOREGOING AND HERETO ATTACHED IS A TRUE AND CORRECT COPY, CONSISTING OF 02 PAGES, AS TAKEN FROM THE ORIGINAL ON FILE IN THIS OFFICE FOR NEXTILITY, INC..*****

In Testimony Whereof, I hereto set

my hand and cause to be affixed the Great Seal of the State of Illinois, this 5TH day of NOVEMBER A.D. 2014

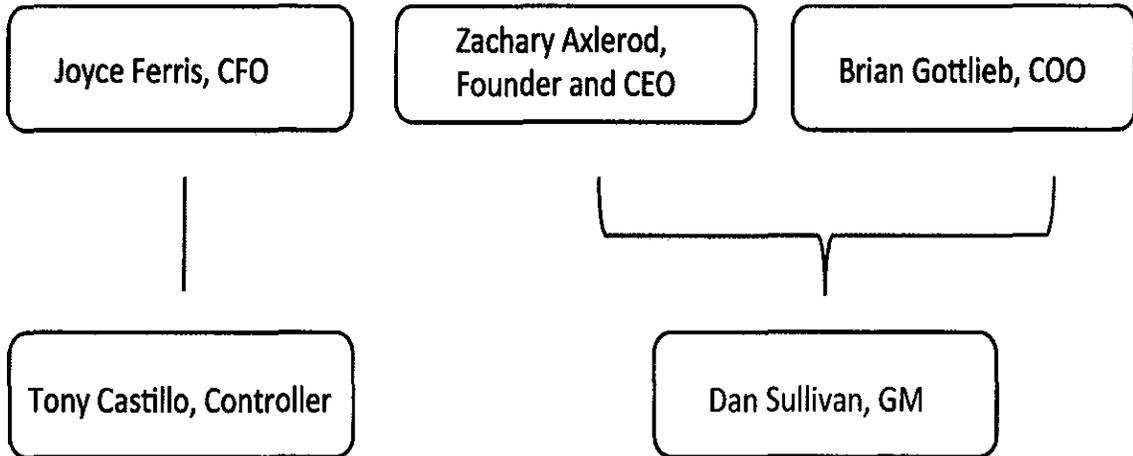


Jesse White

2. Appendix B

Organizational Chart

Nextility – Power and Gas Brokerage



3. Appendix C

Managerial Licensing Qualifications

Managerial Licensing Qualifications [Section 454.60]

The following resumes will show that Nextility meets the managerial qualifications set forth in Part 454.60 (a). The management experience for the persons being used to meet the requirements of Part 454.60(a) are all greater than one year.

Professional Experience

- 08/2009 – Present **SKYLINE INNOVATIONS LLC, Washington DC**
Founder/President and Chief Executive Officer
- Responsible for all aspects of company's strategic direction
 - Led project development company to first deployed asset and revenue within four months
 - Raising funds for commercial-scale deployments in 2010
- 12/2008 – 08/2009 **GRIDPOINT INC., Clarendon VA**
Manager, Market Solutions
- Led two ARRA Stimulus bids, coordinating project teams across multiple vendors and utility partners
 - Responsible for solution development in response to major investor-owned and municipal utility RFPs for demand response and consumer energy efficiency tools
 - Field sales of GridPoint's energy asset management platform, both lead and in support of Sales team.
 - Continued platform valuation from wholesale market and retail utility perspective in support of Product Management and Sales.
- 08/2008 – 12/2008 *Product Manager, Product Management*
- Responsible for leading V2Green's value proposition analysis helping determine future product strategy after acquisition by GridPoint
 - Led build of V2Green's financial model for wholesale and retail energy value of distributed electric vehicle charging control
 - Co-developed comprehensive product roadmap
- 07/2007 – 08/2008 *Associate, Strategy Team*
- Built GridPoint's Smart Grid cost-benefit model
 - Filed patent on trading of energy through computerized controlled of large numbers of distributed resources
 - Created and led non-utility multi-party transactions
- 10/2006 – 07/2007 **ICF INTERNATIONAL, Vienna VA**
Research Assistant, Wholesale Power Division
- Organized and managed process for evaluating Delmarva Power and Light RFP and IRP for new power development
 - Analyzed new wind, coal, and gas bids calculating estimated Delmarva wholesale supply costs under each scenario
 - Helped develop partial bid scenarios for Delmarva to negotiate with suppliers
 - Worked on multiple asset valuations for financial institutions and independent power producers
- 06/2006 – 09/2006 **US TRADE REPRESENTATIVE'S OFFICE, Washington DC**
Office of South Asia Internship
- Prepared report on global and South Asian regional textile trends post-MFA quota agreement
 - Helped draft letters to trade ministers on behalf of U.S. companies
- 01/2006 – 05/2006 **THE CLIFTON GROUP, Minneapolis MN**
Investment Analyst
- Work before futures markets open to prepare client reports for Clifton traders
 - Update pricing information for proprietary database used for trading futures

09/2000 – 05/2003

AXELROD COMMUNICATIONS CORPORATION, Washington DC

Founder/Chief Executive Officer

- Started company and subsidiary PrisonerLife.com to help prisoners connect with the outside world
- Managed the expansion of the company to serving hundreds of clients and thousands of web users
- Left company with a positive cash flow after three years

Education

05/2006

MACALESTER COLLEGE, St. Paul MN

Bachelor of Arts

- Major: Economics
- Minor: Legal Studies
- Honors: Omicron Delta Epsilon: International Economics Honor Society

BRIAN GOTTLIEB

3006 Porter St. NW, Washington D.C. 20008 • 301.768.6767 • brian@briangottlieb.com

Organized and creative MBA with background in business process analysis and project management. Committed to career maximizing efficiency and effectiveness of company operations.

EXPERIENCE

Chief Operating Officer, Skyline Innovations, Washington, DC Sep 2010-Present

- Managed company operations team (seven direct reports).
- Engineered operational processes across company.

Business Process Analyst and Project Manager, GridPoint, Arlington, VA May 2008-Aug 2010

- Managed reengineering of operational processes (sales lead through RMA) for recently acquired company. Project included mapping "as is" processes, assimilating stakeholder input into idealized processes, selecting software, implementing software, training, and managing change process.
- Designed and programmed human resources database that automated creation of documentation, cutting time required to create on-boarding and exit documentation from hours to minutes.

Graduate Assistant, University of Maryland, College Park, MD Sep 2007-May 2009

This was a part-time position I held while pursuing my MBA at the Robert H. Smith School of Business. See education section below.

- Wrote, conducted, and analyzed survey on professorial remuneration across 25 universities.
- Built database to manage course enrollment for study abroad programs.

Business Process Analyst, Courtyard Gallery, Beijing, China 2006-2007

- Reengineered warehousing process and implemented inventory management database, resulting in 0% art damage and reduction of time required to locate inventory from days to minutes.
- Implemented customer relations management system increasing lead development quantity and quality.
- Trained staff, in both English and Mandarin Chinese, in new processes and systems.

Business Process Analyst, Asia Region, APCO Asia Ltd., Beijing, China 2006

- Completed reengineering projects for external clients and internally, including: project management, risk assessment, event management, customer relationship management and human resources management.
- Conducted 20+ trainings on new operational processes in Vietnam, Indonesia, Hong Kong and China.

Business Process Analyst, China Region, APCO Asia Ltd., Beijing, China 2004-2005

- Created model to analyze project risk, aiding in project bidding and reducing unprofitable projects.
- Programmed software to automate creation of contract and proposal boilerplate, cutting production time of contracts in half and reducing need for legal department consultation.
- Built pay-slip software, automating bilingual pay-slips that complied with international tax requirements.
- Researched market entry for companies in education, software, entertainment and mining industries.

Founder, Triangle English Consultants, Beijing, China 2003-2004

- Established consulting business assisting client companies with business process engineering and training of foreign and local staff. We employed a team of five American and Chinese staff.

EDUCATION

MBA, University of Maryland, Robert H. Smith School of Business, College Park, MD 2009

- Awarded Graduate Assistantship, Professional Programs Department; Social Ventures Program Volunteer; Board Fellows Program Selectee; Admissions Ambassador; VP of Marketing for Net Impact Club.

B.A., Chinese Literature, Reed College, Portland, OR 2001

- Held the following positions: Senator, Student Senate (2000-2001); Director, College Renaissance Festival (1999-2000); Student Liaison to Board of Trustees (2001).
- Completed Undergraduate Thesis: *Cultural Studies Reading of Hong Kong Martial Arts Films* (100pp).

ADDITIONAL INFORMATION

- IT skills: Access, Excel, InDesign, MindManager, Photoshop, PowerPoint, Visual Basic, Visio, Word.
- Language skills: Mandarin Chinese: speaking (advanced), reading (intermediate).

TONY CASTILLO
12707 Halyard Place Fort Washington, MD 20744
Home (301) 292-3294 Cell (703) 304-0317
acastillo117@verizon.net

SUMMARY OF QUALIFICATIONS

Over 20 years of corporate accounting and management experience in diverse industries including telecommunication, litigation support, hospitality, manufacturing, import/ export, and non-profit. A recognized hands-on manager with extensive background and expertise in corporate finance, accounting, financial reporting, taxes compliance, budget, payroll, internal auditing, and public accounting. Accomplished manager with strong interpersonal and communication skills and demonstrated leadership among managers and subordinates.

PROFESSIONAL EXPERIENCE

Director of Finance
Worldcell, Inc. (U.S.A)

Rockville, MD
2009-present

IMC Island, ehf. and Alterna Tel, ehf. (Iceland)

- o Assists the CFO manage the financial and accounting operations of this U.S.-based provider of mobile communication service and solutions, its subsidiary, a small size telecommunications company, and its sister company, a licensed GSM mobile operator based in Reykjavik, Iceland.
- o Oversees all entities' accounting related matters, including AP, AR, GL, payroll, inventory, loans, business taxes, and fixed assets. In-charge of month and year end close processes and preparation of consolidated financial statements. Reviews financial reports and P&L trend and variance analyses.
- o Monitors cash receipts and disbursing activities of both U.S. and Iceland operations.
- o Supervises staff of 5 in the U.S. and in Iceland remotely. Reviews and approves accounting entries prepared by staff. Reviews monthly balance sheet analyses, bank reconciliations, and fixed assets ledger. Approves monthly journal entries posted to DK and Great Plains general ledger system.
- o Participates in strategic planning process by preparing budget and forecasts and reviewing budget versus actual results.
- o Works with external auditors on year-end audits.
- o Established and monitors internal controls and ensures strict adherence.
- o Responsible for processing payroll in a timely manner for both U.S. and Iceland companies.
- o Responsible for HR functions including salaries and benefit administration.
- o Coordinates with KPMG in Iceland on filing of VAT returns and annual reports for Alterna Tel and IMC Island.
- o Reviews major costs and expenses specially carrier costs and Iceland vendor invoices to ensure validity of claims and identify areas where savings can be generated.
- o Migrated to DK multi currency accounting system for Iceland operations from costly outsourced accounting functions.
- o Reviews receivables of all entities. Coordinates with Iceland collection agency to increase collectability of overdue accounts.

Controller
On-Site Sourcing, Inc.

Arlington, VA
1999-2009

- o Assisted the CFO manage the financial and accounting operation of this tier-one medium size litigation support service company.
- o Had overall responsibility and accountability for the timely, complete, and accurate preparation of monthly, quarterly, and annual financial statements in accordance with GAAP.
- o Was responsible for the monthly closing of books and financial analysis of operations. Successfully migrated from SBT to ACCPAC accounting system.
- o Designed internal control procedures and ensures strict adherence to support the rapidly growing company.
- o Was responsible for cash management. Monitored cash receipts and disbursing activities. Maintained bank accounts and assisted on matters involving financing, loan modifications, and covenant compliance. Introduced daily cash position reporting and daily reconciliation with the bank to effectively manage cash.
- o Maintained fixed assets using FAS and conducted periodic audits of fixed assets and inventory.
- o Handled preparation for financial and tax audits. Ensured timely submission of all audit requests and serves as key point of contact in all inquiries and discussions. Had overall responsibility and accountability for tax compliance for income, franchise, multi-state sales, use, and property taxes. Was responsible for license registration and renewals with 8 states. Coordinated with PwC on filing and payment of income taxes.
- o Was responsible for GSA contract renewal and compliance.
- o Worked closely with the Accounts Receivable Manager on issues involving commissions, refunds, and review of allowance for doubtful accounts. Assisted in the preparation of monthly borrowing base report as required by the bank.

- Worked closely with the Payroll Manager on payroll processing, taxes, deductions, and generation and distribution of labor cost reports of over 1,300 employees. Assisted in the conversion of payroll system from Cendian to ADP, and then to Ultipro.
- Handled insurance policy renewals, additional coverage, cancellation, and audit.
- Assisted in 2 successful acquisitions. Provided financial reports for due diligence audit in connection with the merger with a private document management service provider and in the equity investment of a leading private equity and venture capital firm.
- Assisted the CFO in the preparation of 10Q, 10K and other SEC reports.
- Directly supervised a staff of 4 and supported 3 department managers in Accounts Receivable, Payroll, and Accounts Payable.

Accounting Manager

Arlington, VA

Electronic Messaging Association

1998-1999

- Assisted the President manage the financial and accounting operations for this non-profit organization.
- Responsibility included timely and accurate transaction processing and monthly closing of books. Prepared financial statements, accounts and variance analysis. Supervised staff of 2 in Billing, collection, and payables. Worked with ADP on the bi-monthly payroll processing.
- Handled successful conversion of ACCPAC accounting system to Great Plains. Assisted in the annual conference of the association. Provided all necessary onsite accounting support during the conferences.

Senior Accountant

Fairfax, VA

Guests Services, Inc.

1992-1998

- Assisted the Accounting Manager in the monthly closing of books. Duties included preparation of journal entries, bank reconciliation, account analysis, preparation of daily cash position report, and credit card reconciliations. Prepared and reviewed internal financial statements of assigned divisions and discussed results with the Division Managers.
- Prepared sales and use returns, property tax returns, and assisted in various license renewals.
- Assisted in the yearly financial audit. Prepared schedules and analyses for the external auditors.
- Responsible for fixed asset accounting using Ross FA System and conducted periodic physical counts.

Other positions held

Manila, Philippines

- **Accounting Manager** of Sea-Land Service Philippines, Inc. Supervised staff in the day to day operation of the terminal's accounting department of this largest U.S. based ocean carrier and leader in the global shipping industry. Was responsible for the timely and accurate submission of terminal accounting reports to the Head office. Assisted in the yearly budget preparation of terminal's cost and expenses. Prepared monthly variance report as required by the regional office in Singapore.
- **Office Manager** of Stayfast Philippines, Inc. Assisted the General Manager manage the Accounting and HR departments of this international export/import company. Accounting responsibilities included monthly closing of books, preparation of financial statements, internal payroll processing, treasury, accounts payable, annual financial audit, and taxes. Supervised the Personnel manager in HR administration. Represented the company in 2 successful collective bargaining negotiations.
- **Internal Audit Supervisor** of Pepsi-Cola Bottling Co. Led a team of auditors in the periodic audit of branches and warehouses. Examined books of accounts, conducted cash and inventory counts, verified receivables, evaluated internal controls and made suggestions for improvement. Prepared audit reports and discussed audit result with the Audit Manager and Plant Controllers.
- **Staff Auditor** of Sycip, Gorres, Velayo & Co., CPAs (Ernst & Young) and assisted in the independent examination of books of accounts of companies in various industries such as manufacturing, banking, and investment firms.

EDUCATION

Bachelor of Science in Business Administration major in Accounting, University of Santo Tomas, Manila, Philippines

Certified Public Accountant, Manila, Philippines

ENTREPRENEURIAL SENIOR FINANCE AND BUSINESS DEVELOPMENT EXECUTIVE

High-energy, seasoned executive skilled in corporate operations and investment management. Passionate about using innovative financial solutions to build companies and projects in the clean energy industry. Collaborative team player who thrives in a fast-paced, entrepreneurial environment. Combines sense of humor, fun, and sensitivity to organizational dynamics with rigor, objectivity, and pragmatism. Life-long learner with strong technical aptitude and endless curiosity about vertical markets, new business models and technical solutions. High EQ and organizational development skills. Deep expertise understanding financial and business issues relating to energy solutions in the built environment including lighting, controls, HVAC, water, solar, storage, waste and on-site generation.

SELECT ACCOMPLISHMENTS**FUND RAISING, DEAL SOURCING, STRUCTURING AND CLOSING:** *Successful track record raising capital and closing deals.*

- ❑ Closed \$500+MM in project finance transactions and \$40+MM of venture, growth and buy-out funding.
- ❑ Raised and managed \$18+MM of investment funds for venture and project transactions.
- ❑ Secured project equity, project debt, leasing, venture capital, private equity, mezzanine debt, tax-exempt bonds and senior debt deals with transaction sizes ranging from \$400,000 to \$300MM.
- ❑ Advised on exit transactions for Encelium, Princeton Energy, Field Diagnostics, and Connected Energy including sales to strategic and financial buyers.
- ❑ Secured \$2+MM of grant funding from government or "public" and sector-specific sources.
- ❑ Managed all aspects of over 30 transactions including sourcing, structuring and negotiations, due diligence, financial modeling, term sheets and legal documentation.
- ❑ Experience and relationships with a broad range of capital sources including conventional lenders, venture, private equity, impact, family office, strategics, clean energy funds, quasi-public, CDFIs, green banks, green bonds, foundations and NGOs.
- ❑ Structured innovative use of tax-exempt bonds with a leveraged lease and interest rate swaps in a project transaction.

FINANCIAL MANAGEMENT: *Pragmatic and resourceful manager of financial needs for emerging companies.*

- ❑ 28+ years of managing accounting, tax, planning and cash management for operating companies, projects and investment funds.
- ❑ Secured Private Letter Ruling that resulted in over \$5MM of after-tax cash to energy project for Reading Energy.
- ❑ Designed and implemented financial tools to provide situational awareness and support fundraising, strategic planning, and board and investor reporting.
- ❑ Assembled and managed small finance teams including controllers, analysts, bookkeepers, business managers, and external accountants.

LEADERSHIP: *High EQ leader passionate about building and supporting vibrant, high-performing cultures and teams.*

- ❑ Active board member at 8 operating companies and 2 non-profits.
- ❑ Recruited over 50 key employees ranging from C-suite positions to analysts and interns.
- ❑ Sought out by executives to coach and support team members including new entrants to energy sector.
- ❑ Talented multi-tasker able to successfully juggle multiple board seats and operating roles.

BUSINESS DEVELOPMENT: *Entrepreneurial rainmaker focused on finding optimized solutions between stakeholders.*

- ❑ Identified and executed strategic partnerships and channel relationships with wide range of parties.
- ❑ Successfully engaged a wide range of customers and channel partners from small local contractors to President's and CFOs of major universities.
- ❑ Wide and deep network of relationships in clean energy, real estate, green buildings, government and relevant non-profits.
- ❑ Thought leadership with credible industry reputation evidenced by numerous speaking engagements at investment and industry events such as ACEEE Energy Efficiency Finance Forum, Labs21, and NREL Growth Forum.

STRATEGIC PLANNING, SPECIAL PROJECTS: *Strategic thinker and problem solver known for developing innovative, actionable, opportunistic solutions.*

- ❑ Provided ongoing strategic guidance to multiple companies and supported strategic pivots for Energy Products of Idaho, Performance Systems Development, Connected Energy, and Princeton Energy.
- ❑ Tackled deep dives for multiple projects regarding vertical markets, policy issues, new markets, competitive landscapes, and strategic acquisitions.
- ❑ Managed critical lawsuit for intensive 6 month period saving over \$300K in legal fees and resulting in successful \$1+MM settlement.
- ❑ Led acquisition and strategic turnaround of Energy Products of Idaho a biomass technology company.

CAREER SUMMARY**BLUE HILL PARTNERS LLC**

1999 to present

*Financial advisory and investment firm in the clean energy industry.***Founder and Managing Partner**

- Invested in seven energy efficiency companies: Aircuity, Performance Systems Development, Field Diagnostics, Encelium, Princeton Energy, Connected Energy and Pace Controls with a range of information-centric energy solutions for commercial and institutional property owners.
- Raised \$18MM assets under management from public and private sources, such as PA Treasury, PA DCED, family offices, and a NY based hedge fund.
- Raised additional \$10+MM of follow on capital for multiple portfolio companies.
- Secured funding to acquire 14,000 sq ft office building, 60% of which sourced from of low-cost economic development funds.
- Financial advisor to project developers with biomass, wind, and cogeneration projects totaling over \$300 million.
- Ran rigorous technical and business diligence on standouts from critical review of 100+ clean energy technology and solution business plans. Deep and broad understanding of clean technology ecosystem with ability to rapidly assess technical and business opportunities and shortcomings. .

ENERGY PRODUCTS OF IDAHO

1994-1999

*Biomass combustion firm recognized as a leader in "inside the fence" biomass and industrial waste fired projects.***Major Shareholder, Vice President Business Development, Treasurer**

- Negotiated complex acquisition of the company from its bankrupt corporate parent, JWP Inc.
- Closed complex transaction for \$12+MM of capital from Heller Financial secured by ownership interests in four operating biomass projects.
- Managed business development, sales, project development and financing.
- Built strategic partnerships with US and European firms, including ventures in Italy, Greece and the UK.

BLUE HILL CAPITAL INC

1993-1994

*Project finance advisory firm.***Founder and Managing Partner**

- Structured and closed complex tax-related transaction that enabled a biomass gasification plant to qualify for Section 29 tax-credit, generating \$1MM in cash with no operating cost.
- Advised three project developers and one investor regarding financing and acquisition of wind and biomass projects.

READING ENERGY COMPANY INC

1985-1993

*Project development firm and early leader in the alternative energy industry specializing in waste fuel fired power plants.***Co-Founder, Vice President Project Finance, Treasurer**

- Member of three-person founding team that built the company from \$0 to \$38MM in revenues in six years.
- Sourced and closed \$500+MM of transactions including: construction loans, permanent loans, bridge loans, subordinated debt, variable and fixed rate municipal bonds, interest rate swaps, leveraged leases, preferred equity and project equity.
- Led internal finance function including accounting, tax and corporate finance. Hired and managed small team including controller, analyst, bookkeeper and business manager.
- Developed seven acre greenhouse to be steam host for 50MW waste coal fired power plant.

Earlier: Founded residential solar hot water company and personally installed two systems, two years as fee-based financial planner for high net worth individuals, shipyard worker at Mystic Seaport.

EDUCATION AND OTHER**BA, History and Philosophy, Reed College (1981)****MS, Energy Management and Policy, Finance Concentration at Wharton School, University of Pennsylvania (1986)**

Mother of grown son, avid salt water sailor, hiker, paddle boarder, wannabe fisherman. Advisor and board member for Philadelphia Outward Bound, Good Company Ventures and numerous Clean Tech organizations.

Dan Sullivan

C: (410) 350.9531 | djsullivan@hotmail.com | 55 North Water Street, B-211| Norwalk, CT 06854

Marketing and Sales Executive

Retail Energy Expertise ▪ **Mass Market and C&I Sales and Marketing** ▪ **Marketing Communications**

Highly committed and influential marketing and sales leader offering 20+ years of success delivering strategic direction, leadership, and vision to the marketing efforts of companies ranging from start-up to Fortune 100. Exceptional ability to optimize budgets and teams, multiple agencies and vendors, and concurrent initiatives related to mass market and C&I sales and marketing, branding, sales collateral, advertising, internet marketing, direct marketing, and events. Broad industry exposure with a recent focus on competitive retail energy, and previous background marketing such technology and consumer products brands as IBM, L'eggs Pantyhose, Planter's Peanuts, and Heinz Baby Food.

Internet Marketing ▪ Social Media ▪ Start-Ups ▪ Branding ▪ Public Relations ▪ Change Management
Strategic Planning ▪ International Business ▪ Profit & Loss (P&L) ▪ Team Management & Motivation
Market Analysis ▪ Market Research ▪ Product Marketing ▪ Strategic Marketing ▪ Lead Generation
Product / Market Launch ▪ Agency / Vendor Relations ▪ Budget Development ▪ Sales Metrics

Career Success

SWITCH ENERGY PARTNERS, NORWALK, CT | 2013 - PRESENT

Sr. Vice President of Business Development

Founding member of executive management team for this start-up retail energy provider focused on residential and small commercial sectors. Utilizing a pragmatic management approach, successfully brought Switch Energy to market in less than six months. Responsible for Sales, Marketing and Market Development and highly involved in all aspects of our company. In two months we have added almost three thousand customers in two OH markets.

Delivered Results:

- Launched fully functioning website with zip code look-up and enrollment journey for less than \$20 thousand. Created all Sales and Marketing materials and scripts needed for new market entry.
- Identified and negotiated agreements with telemarketing, door-to-door and price comparison website sales channels. Performing day-to-day channel management to optimize sales and cost-to-acquire results.
- Led implementation CRM system which integrates with billing and load forecasting platforms and provides detailed reporting and Sales tracking.
- Developed and implement pricing strategies to maximize Sales Channel and financial performance. Creating new product structures to minimize churn.
- Leading development of market entry registration for follow-up markets NY and MD.

DIRECT ENERGY BUSINESS, Pittsburgh, PA | 2012 - 2013

Head of Marketing

Led transformation of overall Marketing function from a Marketing Communication to a Strategic Marketing focused team in this \$9 billion B2B subsidiary of Direct Energy. Utilizing proven methods to change focus and capabilities of seven person Marketing team.

Delivered Results:

- Aligned Marketing organization structure to better match needs of our sales channels by creating four separate Marketing Channel Managers.

Nextility

- Led development and execution of Channel-specific Marketing plans to support +20% sales growth vs. year ago including Marketing-based lead generation programs that generated almost one thousand qualified leads representing over \$39 million in Annual Gross Margin.
- Working with McKinsey Consulting, successfully completed a needs-based customer and prospect segmentation which is providing a roadmap for significant evolution of products and services as well as the overall Direct Energy Business organization structure.
- Led and a key member of a number of Direct Energy Business Transformation Project Teams including Information Management, Employee Engagement and Customer Experience

PACE GLOBAL ENERGY SERVICES, Fairfax, Virginia | 2011-2012

Marketing Director

Design, implement, and monitor a comprehensive marketing strategy for this \$40 million, privately held consulting firm serving Fortune 100 and other global energy companies. Develop a \$200,000 marketing budget around branding, print collateral, website, social media, email marketing, event marketing, and lead generation tools. Lead one direct report providing marketing and sales support to four business segments – Energy Consulting, Renewable Energy Development, Energy and Carbon Management, and Pace Financial Services.

Delivered Results:

- Created an internet marketing strategy with an emphasis on search engine optimization (SEO) and social media, in the U.S., Russia, Europe, and Latin America. Generated a 50% boost to absolute unique visitors.
- Initiated a lead generation effort for the Energy and Carbon Management segment that incorporated direct mail and telemarketing tactics, and produced qualified leads ahead of expectations.
- Launched a public relations campaign, securing an Op Ed in the Washington Times, and a profile of CEO, Tim Sutherland, on Forbes.com.

DJS CONSULTING, ANNAPOLIS, MARYLAND | 2009-2011

Owner / Marketing Executive Consultant

Founded, developed, and managed a thriving consulting practice to serve the marketing needs of large and small energy companies, such as Liberty Power, Clean Markets, and Skyline Innovations. Acted as interim VP of Marketing for Liberty Power overseeing the marketing strategy, budget, and team. Performed market analysis, market segmentation, message and value proposition development, branding, and PR.

Delivered Results:

- Positioned Liberty Power for energy into Pennsylvania, a newly deregulated market, which secured a leading, 25% market share in Pennsylvania Power & Light service area.
- Established a Revenue Management program for Liberty Power, which utilized market analysis and forecasting to form the pricing strategy. Produced more competitive prices and boosted the closing ratio.

GRIDPOINT, INC., ARLINGTON, VIRGINIA | 2008

Senior Vice President of Product Management & Marketing

Spearheaded product planning, implementation, and marketing for a start-up technology company that developed leading-edge smart grid software solutions.

Delivered Results:

- Produced four software product development and launch roadmaps – Load Management, Renewable Energy Integration, Electric Vehicle Management, and Distributed Energy Storage.
- Pioneered strategic partnerships with other smart grid technology companies, which supplemented company marketing, sales, and technology development efforts.

Nextility

CONSTELLATION ENERGY, BALTIMORE, MARYLAND | 2003-2008

Vice President of Marketing

Oversaw the marketing department for the \$6 billion Constellation NewEnergy subsidiary, while also managing the corporate marketing effort for this \$20 billion energy company. Redirected the corporate marketing strategy through expanded television exposure and successful event marketing. Managed a team of 35 marketing professionals.

Delivered Results:

- Planned and orchestrated the Constellation Energy Senior Players PGA Champions Tour, which provided invaluable PR and customer relations. Designed the first-ever Green energy-powered PGA tournament.
- Pioneered the marketing structure, team, and strategy for Constellation NewEnergy, which substantially influenced growth from 6,000 megawatts in 2003 to 16,000 megawatts in 2008.
- Introduced a new sales planning tool – Sales on Demand, which supported the sales team in targeting specific customers, following up on leads, and achieving targeted goals.
- Completed a Brand Image and Customer Satisfaction Market Research Study, which led to the development of a single, powerful corporate brand message for Constellation Energy.
- Established a new website and internet marketing team, which produced over 100% growth in absolute unique visitors to the site.

TRACTEBEL ENERGY SERVICES, INC., WHITE PLAINS, NEW YORK / HOUSTON, TEXAS | 2001-2003

Marketing Director

Designed and executed the marketing plan that facilitated \$200 million in initial contracts for the start-up retail energy business of this North American energy company. Spearheaded strategic planning throughout 2001 and 2002 to define branding, market positioning, pricing, and channels ahead of the September 2002 subsidiary launch. Managed the company website, sales and marketing collateral, advertising, PR, and direct marketing.

Delivered Result:

- Led development, agency selection, and implementation of a \$1 million direct marketing initiative that reached commercial and industrial executives through direct mail, email, seminars, and event marketing.

IBM GLOBAL SERVICES, SOMERS, NEW YORK | 1998-2001

Global Marketing Director

Created the vision and execution plan for IBM Global Services' global marketing strategy, with the aim of driving growth in this leading technology company's \$3 billion e-Business portfolio. Managed 12 direct reports.

Delivered Results:

- Defined new product positioning and brand segmentation using a Classical marketing approach, which drove more than 30% growth in revenues over a three-year period.
- Developed a marketing plan that successfully repositioned four Server Lines under the e-Server brand, along with the new e-Server Support Services program.

Early Career in Product & Brand Management:

Marketing Director – Fragrances and Color Cosmetics, Coty Poland (1996-1998)

Senior Marketing Manager – L'eggs Pantyhose, Sara Lee Hosiery (1993-1996)

Associate Product Manager – Life Savers Candy and Planter's Peanuts, Nabisco Food Group (1990-1993)

Education

Master of Business Administration, Marketing Management

Bachelor of Arts in Business Administration

Michigan State University, East Lansing, Michigan

Nextility

4. Appendix D

Technical Licensing Qualifications

Technical Licensing Qualifications [Section 454.70]

The following resume will show that Nextility meets the technical qualifications set forth in Part 454.70. The resume attached will demonstrate the occupational background information on the person who is being used to meet the requirements of Part 454.70(a). The General Manager has had experience in the electric industry of at least one year.

Dan Sullivan

C: (410) 350.9531 | djsullivan@hotmail.com | 55 North Water Street, B-211 | Norwalk, CT 06854

Marketing and Sales Executive

Retail Energy Expertise ▪ **Mass Market and C&I Sales and Marketing** ▪ **Marketing Communications**

Highly committed and influential marketing and sales leader offering 20+ years of success delivering strategic direction, leadership, and vision to the marketing efforts of companies ranging from start-up to Fortune 100. Exceptional ability to optimize budgets and teams, multiple agencies and vendors, and concurrent initiatives related to mass market and C&I sales and marketing, branding, sales collateral, advertising, internet marketing, direct marketing, and events. Broad industry exposure with a recent focus on competitive retail energy, and previous background marketing such technology and consumer products brands as IBM, L'eggs Pantyhose, Planter's Peanuts, and Heinz Baby Food.

Internet Marketing ▪ Social Media ▪ Start-Ups ▪ Branding ▪ Public Relations ▪ Change Management
Strategic Planning ▪ International Business ▪ Profit & Loss (P&L) ▪ Team Management & Motivation
Market Analysis ▪ Market Research ▪ Product Marketing ▪ Strategic Marketing ▪ Lead Generation
Product / Market Launch ▪ Agency / Vendor Relations ▪ Budget Development ▪ Sales Metrics

Career Success

SWITCH ENERGY PARTNERS, NORWALK, CT | 2013 - PRESENT

Sr. Vice President of Business Development

Founding member of executive management team for this start-up retail energy provider focused on residential and small commercial sectors. Utilizing a pragmatic management approach, successfully brought Switch Energy to market in less than six months. Responsible for Sales, Marketing and Market Development and highly involved in all aspects of our company. In two months we have added almost three thousand customers in two OH markets.

Delivered Results:

- Launched fully functioning website with zip code look-up and enrollment journey for less than \$20 thousand. Created all Sales and Marketing materials and scripts needed for new market entry.
- Identified and negotiated agreements with telemarketing, door-to-door and price comparison website sales channels. Performing day-to-day channel management to optimize sales and cost-to-acquire results.
- Led implementation CRM system which integrates with billing and load forecasting platforms and provides detailed reporting and Sales tracking.
- Developed and implement pricing strategies to maximize Sales Channel and financial performance. Creating new product structures to minimize churn.
- Leading development of market entry registration for follow-up markets NY and MD.

DIRECT ENERGY BUSINESS, Pittsburgh, PA | 2012 - 2013

Head of Marketing

Led transformation of overall Marketing function from a Marketing Communication to a Strategic Marketing focused team in this \$9 billion B2B subsidiary of Direct Energy. Utilizing proven methods to change focus and capabilities of seven person Marketing team.

Delivered Results:

- Aligned Marketing organization structure to better match needs of our sales channels by creating four separate Marketing Channel Managers.

Nextility

- Led development and execution of Channel-specific Marketing plans to support +20% sales growth vs. year ago including Marketing-based lead generation programs that generated almost one thousand qualified leads representing over \$39 million in Annual Gross Margin.
- Working with McKinsey Consulting, successfully completed a needs-based customer and prospect segmentation which is providing a roadmap for significant evolution of products and services as well as the overall Direct Energy Business organization structure.
- Led and a key member of a number of Direct Energy Business Transformation Project Teams including Information Management, Employee Engagement and Customer Experience

PACE GLOBAL ENERGY SERVICES, Fairfax, Virginia | 2011-2012

Marketing Director

Design, implement, and monitor a comprehensive marketing strategy for this \$40 million, privately held consulting firm serving Fortune 100 and other global energy companies. Develop a \$200,000 marketing budget around branding, print collateral, website, social media, email marketing, event marketing, and lead generation tools. Lead one direct report providing marketing and sales support to four business segments – Energy Consulting, Renewable Energy Development, Energy and Carbon Management, and Pace Financial Services.

Delivered Results:

- Created an internet marketing strategy with an emphasis on search engine optimization (SEO) and social media, in the U.S., Russia, Europe, and Latin America. Generated a 50% boost to absolute unique visitors.
- Initiated a lead generation effort for the Energy and Carbon Management segment that incorporated direct mail and telemarketing tactics, and produced qualified leads ahead of expectations.
- Launched a public relations campaign, securing an Op Ed in the Washington Times, and a profile of CEO, Tim Sutherland, on Forbes.com.

DJS CONSULTING, ANNAPOLIS, MARYLAND | 2009-2011

Owner / Marketing Executive Consultant

Founded, developed, and managed a thriving consulting practice to serve the marketing needs of large and small energy companies, such as Liberty Power, Clean Markets, and Skyline Innovations. Acted as interim VP of Marketing for Liberty Power overseeing the marketing strategy, budget, and team. Performed market analysis, market segmentation, message and value proposition development, branding, and PR.

Delivered Results:

- Positioned Liberty Power for energy into Pennsylvania, a newly deregulated market, which secured a leading, 25% market share in Pennsylvania Power & Light service area.
- Established a Revenue Management program for Liberty Power, which utilized market analysis and forecasting to form the pricing strategy. Produced more competitive prices and boosted the closing ratio.

GRIDPOINT, INC., ARLINGTON, VIRGINIA | 2008

Senior Vice President of Product Management & Marketing

Spearheaded product planning, implementation, and marketing for a start-up technology company that developed leading-edge smart grid software solutions.

Delivered Results:

- Produced four software product development and launch roadmaps – Load Management, Renewable Energy Integration, Electric Vehicle Management, and Distributed Energy Storage.
- Pioneered strategic partnerships with other smart grid technology companies, which supplemented company marketing, sales, and technology development efforts.

Nextility

CONSTELLATION ENERGY, BALTIMORE, MARYLAND | 2003-2008

Vice President of Marketing

Oversaw the marketing department for the \$6 billion Constellation NewEnergy subsidiary, while also managing the corporate marketing effort for this \$20 billion energy company. Redirected the corporate marketing strategy through expanded television exposure and successful event marketing. Managed a team of 35 marketing professionals.

Delivered Results:

- Planned and orchestrated the Constellation Energy Senior Players PGA Champions Tour, which provided invaluable PR and customer relations. Designed the first-ever Green energy-powered PGA tournament.
- Pioneered the marketing structure, team, and strategy for Constellation NewEnergy, which substantially influenced growth from 6,000 megawatts in 2003 to 16,000 megawatts in 2008.
- Introduced a new sales planning tool – Sales on Demand, which supported the sales team in targeting specific customers, following up on leads, and achieving targeted goals.
- Completed a Brand Image and Customer Satisfaction Market Research Study, which led to the development of a single, powerful corporate brand message for Constellation Energy.
- Established a new website and internet marketing team, which produced over 100% growth in absolute unique visitors to the site.

TRACTEBEL ENERGY SERVICES, INC., WHITE PLAINS, NEW YORK / HOUSTON, TEXAS | 2001-2003

Marketing Director

Designed and executed the marketing plan that facilitated \$200 million in initial contracts for the start-up retail energy business of this North American energy company. Spearheaded strategic planning throughout 2001 and 2002 to define branding, market positioning, pricing, and channels ahead of the September 2002 subsidiary launch. Managed the company website, sales and marketing collateral, advertising, PR, and direct marketing.

Delivered Result:

- Led development, agency selection, and implementation of a \$1 million direct marketing initiative that reached commercial and industrial executives through direct mail, email, seminars, and event marketing.

IBM GLOBAL SERVICES, SOMERS, NEW YORK | 1998-2001

Global Marketing Director

Created the vision and execution plan for IBM Global Services' global marketing strategy, with the aim of driving growth in this leading technology company's \$3 billion e-Business portfolio. Managed 12 direct reports.

Delivered Results:

- Defined new product positioning and brand segmentation using a Classical marketing approach, which drove more than 30% growth in revenues over a three-year period.
- Developed a marketing plan that successfully repositioned four Server Lines under the e-Server brand, along with the new e-Server Support Services program.

Early Career in Product & Brand Management:

Marketing Director – Fragrances and Color Cosmetics, Coty Poland (1996-1998)

Senior Marketing Manager – L'eggs Pantyhose, Sara Lee Hosiery (1993-1996)

Associate Product Manager – Life Savers Candy and Planter's Peanuts, Nabisco Food Group (1990-1993)

Education

Master of Business Administration, Marketing Management

Bachelor of Arts in Business Administration

Michigan State University, East Lansing, Michigan

Nextility

5. Appendix E

License or Permit Bond

License or Permit Bond

License or Permit Bond No 9169910

Washington International Insurance Company
475 North Martingale Road, Schaumburg, IL 60173

KNOW ALL MEN BY THESE PRESENTS, That we, Nextility, Inc.
as Principal, and Washington International Insurance Company, a New Hampshire
Corporation, and authorized to do business in Illinois, as Surety, are held and firmly bound unto THE
PEOPLE OF THE STATE OF ILLINOIS as Obligee, in the sum of FIVE THOUSAND AND NO/100
Dollars (\$5,000.00), for which sum, we bind ourselves, our heirs, executors, administrators,
successors and assigns, jointly and severally, by these presents.

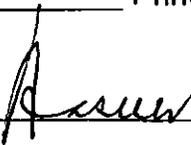
THE CONDITIONS OF THIS OBLIGATION ARE SUCH, That WHEREAS, the Principal has
been or is about to be granted a license or permit to do business to operate as an ABC (Agent,
Broker, or Consultant) under 220 ILCS 5/16-115C and is required to execute this bond under 83
Illinois Administrative Code Part 454.80 by the Obligee.

NOW, Therefore, if the Principal fully and faithfully perform all duties and obligations of the
Principal as an ABC, then this obligation to be void; otherwise to remain in full force and effect.

This bond may be terminated as to future acts of the Principal upon thirty (30) days written
notice by the Surety; said notice to be sent to 527 East Capitol Avenue, Springfield, Illinois 62701, of
the aforesaid State of Illinois, by certified mail.

Dated this 29th day of December, 2014

Nextility, Inc. Principal

by:  TONY CASTILLO / Controller
Name & Title

Washington International Insurance Company Surety

by: 
Anne M. Higginbottom, Attorney-in-Fact

NAS SURETY GROUP

NORTH AMERICAN SPECIALTY INSURANCE COMPANY
WASHINGTON INTERNATIONAL INSURANCE COMPANY

GENERAL POWER OF ATTORNEY

KNOW ALL MEN BY THESE PRESENTS, THAT North American Specialty Insurance Company, a corporation duly organized and existing under laws of the State of New Hampshire, and having its principal office in the City of Manchester, New Hampshire, and Washington International Insurance Company, a corporation organized and existing under the laws of the State of New Hampshire and having its principal office in the City of Schaumburg, Illinois, each does hereby make, constitute and appoint:

WILLIAM L. LABBE, JOHN J. FEITELBERG, CATHERINE H. LAWRENCE, ANNE M. HIGGINBOTTOM, BARRY J. HORGAN and ALYSSA R. MICHAEL

JOINTLY OR SEVERALLY

Its true and lawful Attorney(s)-in-Fact, to make, execute, seal and deliver, for and on its behalf and as its act and deed, bonds or other writings obligatory in the nature of a bond on behalf of each of said Companies, as surety, on contracts of suretyship as are or may be required or permitted by law, regulation, contract or otherwise, provided that no bond or undertaking or contract or suretyship executed under this authority shall exceed the amount of: FIFTY MILLION (\$50,000,000.00) DOLLARS

This Power of Attorney is granted and is signed by facsimile under and by the authority of the following Resolutions adopted by the Boards of Directors of both North American Specialty Insurance Company and Washington International Insurance Company at meetings duly called and held on the 9th of May, 2012:

RESOLVED, that any two of the Presidents, any Managing Director, any Senior Vice President, any Vice President, any Assistant Vice President, the Secretary or any Assistant Secretary be, and each or any of them hereby is authorized to execute a Power of Attorney qualifying the attorney named in the given Power of Attorney to execute on behalf of the Company bonds, undertakings and all contracts of surety, and that each or any of them hereby is authorized to attest to the execution of any such Power of Attorney and to attach therein the seal of the Company; and it is

FURTHER RESOLVED, that the signature of such officers and the seal of the Company may be affixed to any such Power of Attorney or to any certificate relating thereto by facsimile, and any such Power of Attorney or certificate bearing such facsimile signatures or facsimile seal shall be binding upon the Company when so affixed and in the future with regard to any bond, undertaking or contract of surety to which it is attached.



By [Signature] Steven P. Anderson, Senior Vice President of Washington International Insurance Company & Senior Vice President of North American Specialty Insurance Company



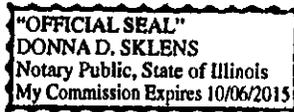
By [Signature] David M. Layman, Vice President of Washington International Insurance Company & Vice President of North American Specialty Insurance Company

IN WITNESS WHEREOF, North American Specialty Insurance Company and Washington International Insurance Company have caused their official seals to be hereunto affixed, and these presents to be signed by their authorized officers this 20th day of June, 2012.

North American Specialty Insurance Company
Washington International Insurance Company

State of Illinois
County of Cook ss:

On this 20th day of June, 2012, before me, a Notary Public personally appeared Steven P. Anderson, Senior Vice President of Washington International Insurance Company and Senior Vice President of North American Specialty Insurance Company and David M. Layman, Vice President of Washington International Insurance Company and Vice President of North American Specialty Insurance Company, personally known to me, who being by me duly sworn, acknowledged that they signed the above Power of Attorney as officers of and acknowledged said instrument to be the voluntary act and deed of their respective companies.



[Signature] Donna D. Sklens, Notary Public

I, Jeffrey Goldberg, the duly elected Assistant Secretary of North American Specialty Insurance Company and Washington International Insurance Company, do hereby certify that the above and foregoing is a true and correct copy of a Power of Attorney given by said North American Specialty Insurance Company and Washington International Insurance Company, which is still in full force and effect.

IN WITNESS WHEREOF, I have set my hand and affixed the seals of the Companies this 29th day of December, 2014.

[Signature] Jeffrey Goldberg, Vice President & Assistant Secretary of Washington International Insurance Company & North American Specialty Insurance Company