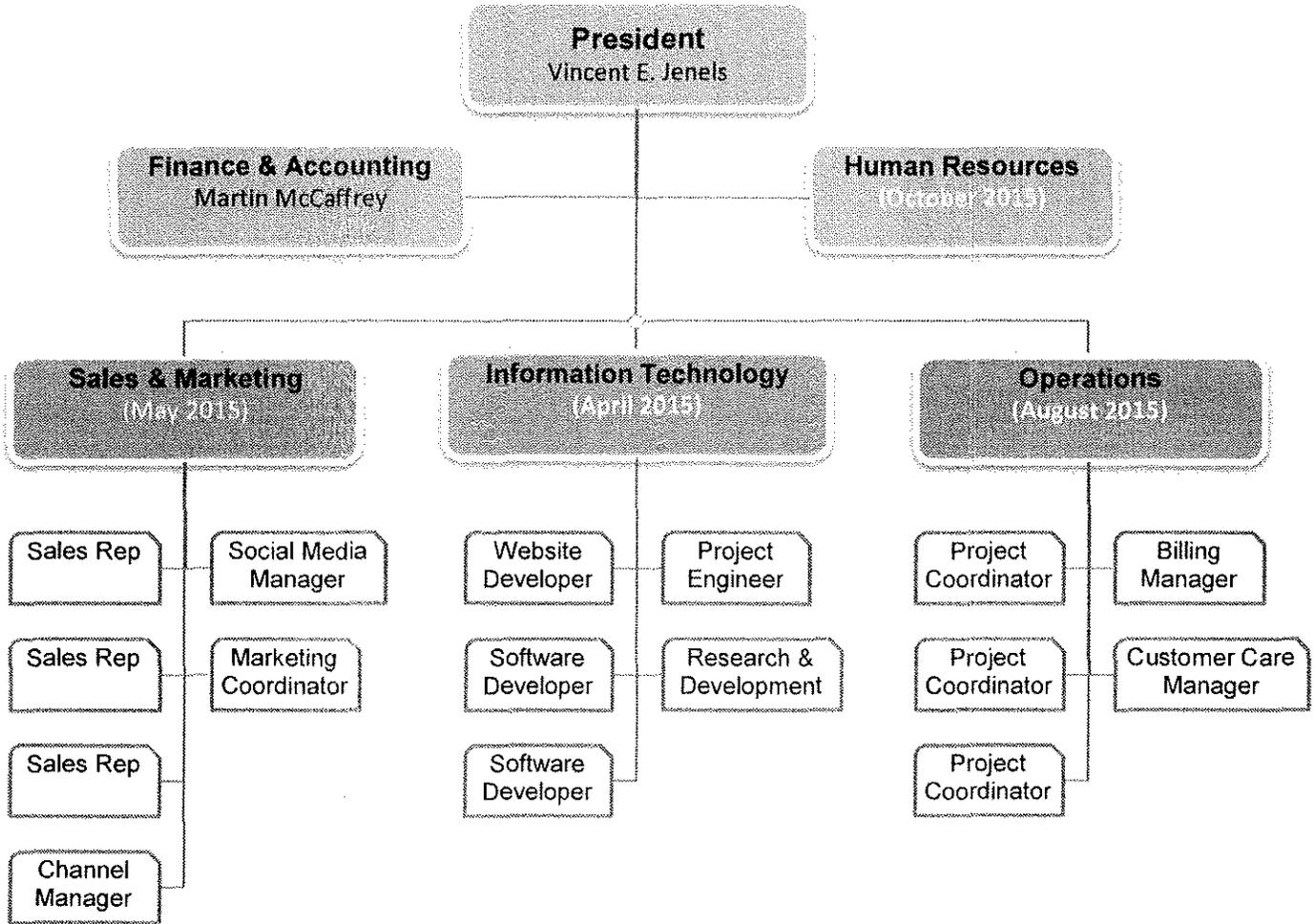


# Nextech Energy Systems

## 2015 Organization Chart

(projected)



## Vincent E. Jenels

February 10<sup>th</sup>, 2015

847.668.8761

vjenels@gmail.com

### **Summary**

Graduated May of 2003 from Northern Illinois University with a Bachelor's Degree of Science in Business, Marketing Major.

**Specialties:** Energy; Technology; Science; Sales Management; Partner Relations; Business Development; Communications - The Internet, VoIP Phone Systems, Computers, Networks, Software and Virtualization

### **Past Company: *AEP Energy***

AEP Energy makes it easy for customers to buy, manage and use energy. A competitive supplier of power since 2004, we have more than 100,000 customers. Nationally, AEP Energy provides solutions to increase efficiency and take control of costs. A subsidiary of American Electric Power, AEP Energy combines an individualized, consultative approach with the resources of a Fortune 200 company. We define success by what makes our customers successful. AEP Energy acquired BlueStar Energy Solutions in March, 2012.

### **Past Company: *BlueStar Energy Solutions***

BlueStar Energy Solutions, Inc. is a retail electricity supplier currently operating in numerous deregulated markets. BlueStar is one of the fastest-growing energy suppliers in the nation and is consistently recognized by Inc. Magazine on its annual Inc. 500 list of fastest-growing private companies. BlueStar offers Fixed-Price and Index Electric Supply, Energy Efficiency Solutions and Green Power.

### **Past Company: *Cbeyond Inc.***

Cbeyond Inc. is a publicly traded, Atlanta-based company (Nasdaq: CBEY) and the world's first 100% Voice over Internet Protocol (VoIP) local phone network. Cbeyond provides managed Internet protocol-based communications services to small businesses in the United States. Its services include local and long distance voice services, broadband Internet access, mobile voice and data, email, voicemail, web-hosting, secure backup and file sharing, fax-to-email, virtual private network, and other communications and information technology services.

### **Past Company: *Enterprise Rent-A-Car***

Enterprise currently operates more than 7,000 rental offices in five countries, with a rental car fleet of more than 713,000 vehicles including more than 120 different makes and models. There is an Enterprise branch within 15 miles of 90% of the U.S. population.

## Experience

### ***Director of Channel Sales***

#### **BlueStar Energy Solutions/AEP Energy**

March 2011 – December 2014

Lead the effort in further developing the BlueStar Channel Sales Program. Primary responsibilities include building and managing the channel sales team to identify, recruit and develop a portfolio of partners to resell BlueStar Energy service offerings including retail electric supply, energy efficiency and renewable energy. Provide regular progress reports to senior management and effectively communicate with all departments regarding the status and objectives of the channel sales division. Additional responsibilities include improving the quality and functionality of the partner portal, creating a partner profile database and the organization of all department legal documents, marketing & training documents and other associated paperwork.

### ***Director, Affinity Sales & Development***

#### **BlueStar Energy Solutions**

January 2010 – June 2011

Brought on to spearhead the expansion of the Partner/Affinity Program for BlueStar Energy. Responsibilities include: organizing and expanding the base of Agents, Brokers and Consultants (ABC's) that promote BlueStar service offerings; create mind-share with Associations, Chambers of Commerce and Affinity Groups within our current markets; complete the sale of Electric and Energy Efficiency offerings to Commercial, Industrial and SMB prospects.

### ***Channel Manager***

#### **Cbeyond**

February 2005 – January 2010

- Establish business relationships with IT Professionals that service small to medium sized businesses.
- Act as the Liaison between Cbeyond, IT Consultants and our Customers. Responsibilities include:
- Finding, building, and maintaining relationships with IT consultants and phone vendors.
- Facilitate trainings and presentations to agents and audiences at tradeshow, orientations and networking events.
- Analyze prospect infrastructures with Engineering; create proposals with cost-benefit analysis, contract preparation and closing the deal.
- Maintaining interdepartmental relationships with Operations, Management, Marketing and IT to ensure effective communication regarding corporate events and policies as well as the successful installation of our customers.
- Ranked 7th in an organization of 500+ sales personnel in 2007. Ranked 4th in 2008. Ranking based on Annual Net Sales.

**Management Trainee****Enterprise Rent-A-Car**

June 2003 – January 2004

- Responsible for setting reservations, writing contracts, attaching additional insurance, vehicle walk-around and cleanliness of fleet.
- A consistent attendee of the Elite Event. Invite based on up-sale and insurance attachment to rental contract (top 20% to qualify). Peak position: 7th of 178.

**Education****Northern Illinois University**

Bachelors' Degree in Marketing Management

May, 2003

*(2002-2003 International Business Seminars Study Abroad Europe)*

Activities and Societies: Phi Kappa Alpha, AMA - American Marketing Association

**Interests**

Energy Industry, Technology, Science, Sustainability, History, Fine Dining, Physical Fitness, Sports, Music, Film and Series, Politics, Society Advancement

# Martin T McCaffrey

4813 N Seeley Avenue  
Chicago, IL 60625

Phone 773-875-1843  
martymccaffrey@gmail.com

## Profile

Self-employed accountant helping small businesses and entrepreneurs understand their accounting needs in order to facilitate proper decision-making for business growth, scalability & industry impact.

## Experience

*March 2013-Current – Ledger General Inc*

**Founder, Principal, Owner**

*www.ledgergeneral.com*

- Founded an accounting, business and tax services company in 2013 to help small business and entrepreneurs navigate the accounting and tax landscape
- Business consulting, including: how to successfully grow profitability, align costs with revenues, maintain a sustainable business, organization documentation, FEIN applications, S-Corp elections, contract review and analysis
- Prepare personal income tax returns (50 for TY2013)
- Advise individuals on personal income tax issues and income tax strategies
- Prepare corporate (S/C-Corp, LLC, Trust, Partnership) tax returns (15 for TY2013)
- Manage all accounting operations for nine (9) corporate clients spanning various industries, including retail, technology, designers and other entrepreneurs – Monthly AP/AR functions, monthly close process with reporting, payroll, reconciliations, models/forecasting

*November 2006-February 2014 – Vibes Media LLC*

**Corporate Controller** – *April 2009-February 2014*

**Senior Accountant** – *November 2006 – April 2009*

- Built and maintained Quickbooks accounting system
- Active member of management of the company, leading business initiatives that allowed the company to go from \$10MM revenues to \$18MM revenues over 7 years.
- Managed and oversaw payroll and benefits administration for 20 employees in 2006 to 100 employees in 2014
- Leader of core office team – Staff Accountant, Office Assistant, HR Coordinator
- Responsible for monthly close process, including all journal entries and adjustments, reconciliation of income, reconciliation of accrual and prepaid accounts
- Accountable for proper reporting of financial statements for the organization in accordance with US Generally Accepted Accounting Principles
- Built reporting tool within Excel for proper Profit & Loss, Balance Sheet, Cash Flow and Variance analysis reporting for Board of Directors
- Oversaw completion of annual GAAP audit by third-party firm during the period 2007-2013
- Oversaw completion of annual federal and state income tax returns by third-party firm for fiscal years 2006-2013
- Led due diligence process from finance perspective that led to a successful raise of a Series A round of capital
- Built controls processes for payroll, credit card transactions, purchasing policy, T&E policy and sales compensation policy

- Successfully managed Salesforce reporting processes to allow for accurate and reliable sales forecasts for planning and budgeting purposes
- Assisted with all sales contracts and billing to ensure clients paid timely and the company had adequate levels of cash flow to meet their objectives
- Created expense reimbursement process in which I uncovered over \$600k in expenses and billings due from customers that were never billed, and subsequently received 100% of unbilled invoices
- Prepared quarterly presentations for company meetings regarding updates in financial reports
- Held multiple learning seminars for all employees to teach proper expense methods, revenue recognition rules, and proper accounting for sales transactions/compensations
- Project Manager for the buildout of a new 23k square foot office space and subsequent move of 100 employees – including choosing new space, designating our designer and contractor, selecting furniture, furnishings and overall design, and managing day-to-day project of the buildout and all relevant decisions
- Identified successor to my role through interviewing and trained incoming Controller upon announcing I was leaving to start my own company

*May 2003 – November 2006, Self-Employed, OnePlusOne, Inc., Chicago, Illinois*

- Built and maintained Quickbooks accounting system for multiple businesses, in real estate, retail, and transportation industries
- Repaired and rebuilt older Quickbooks company files
- Helped entrepreneurs start businesses including Articles, FEIN Applications, and Illinois Business Tax
- Worked with individuals and companies on tax preparation and planning
- Completed Sales Taxes, Quarterly Business and Personal Taxes, Payroll Taxes, and Annual Income Taxes for Corporations, S-Corporations, and Individuals

*October 2001 – May 2003, Hamilton Partners Inc, Itasca, Illinois*

**Real Estate Staff Accountant**

- Managed \$300M property portfolio including eleven office properties and 32 different managing companies using Yardi Software
- Prepared cash flow analyses, budgets, cash distributions, and monthly financial analyses
- Managed weekly A/P and A/R functions
- Reviewed annual audit and taxes for 32 managing companies and joint ventures

*August, 2000 – August 2001, AllYea, Inc DBA The Great Impasta, Champaign, Illinois*

**Bookkeeper**

- Maintained daily cash records for \$2.5M revenue
- Completed payroll for 60 employees
- Handled all A/P, A/R, and inventory functions within company

**Education**

August 1996 – August 2001, University of Illinois – Champaign/Urbana  
 BS – Accountancy  
 Minor in Spanish Language

License or Permit Bond

License or Permit Bond No B30004335

KNOW ALL MEN BY THESE PRESENTS, That we, **Nextech Energy Systems LLC**, as Principal, and **Aegis Security Insurance Company**, a **Pennsylvania** 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 30th day of January, 2015

**Nextech Energy Systems, LLC** Principal

By: *Vincent E. J. O.*, Member  
Name & Title



*Chris Lovero* 2/10/15

**Aegis Security Insurance Company** Surety

By: *Ron Kaihoi*  
Ron Kaihoi, Attorney-in-Fact

**ACKNOWLEDGMENT OF PRINCIPAL (Individual)**

State of \_\_\_\_\_ }  
County of \_\_\_\_\_ }

On this \_\_\_\_\_ day of \_\_\_\_\_, in the year \_\_\_\_\_, before me personally comes \_\_\_\_\_, to me known and known to me to be the person who is described in and executed the foregoing instrument, and acknowledges to me that he/she executed the same.

\_\_\_\_\_  
Notary Public

**ACKNOWLEDGMENT OF PRINCIPAL (Partnership)**

State of \_\_\_\_\_ }  
County of \_\_\_\_\_ }

On this \_\_\_\_\_ day of \_\_\_\_\_, in the year \_\_\_\_\_, before me personally come(s) \_\_\_\_\_, a member of the co-partnership of \_\_\_\_\_, to me known and known to me to be the person who is described in and executed the foregoing instrument, and acknowledges to me that he/she executed the same as the act and deed of the said co-partnership.

\_\_\_\_\_  
Notary Public

**ACKNOWLEDGMENT OF PRINCIPAL (Corporation/LLC)**

State of IL }  
County of Cook }

On this 10 day of Feb, in the year 2015, before me personally come(s) Vincent E Jevic, to me known, who being duly sworn, deposes and says that he/she resides in the City of Chicago that he/she is the Member of the \_\_\_\_\_, the corporation described in and which executed the foregoing instrument, and that he/she signed his/her name thereto by like order.

[Signature]

Notary Public





# ACKNOWLEDGEMENT OF SURETY

STATE OF MINNESOTA

COUNTY OF CHIPPEWA



On this 30th day of January, 2015, before me, a Notary Public within and for said County, personally appeared **Ron Kaihoi** to me personally known, who being by me duly sworn he/she did say that he/she is the attorney-in-fact of **Aegis Security Insurance Company**, the corporation named in the foregoing instrument, and the seal affixed to said instrument is the corporation seal of said corporation, and sealed on behalf of said corporation by authority of its Board of Directors and said **Ron Kaihoi** acknowledged said instrument to be the free act and deed of said corporation.

Kristi Lynn Enevoldsen

**NOTARY PUBLIC**

My Commission Expires 1/31/20

