

**STEVEN J. EGGER**

2556 Covington Place, Avon OH 44011

Cell: (216) 695-4000

Email: steve.egger@lpenergy.com

**EXECUTIVE SUMMARY**

A highly self-motivated sales & management professional with 10 years experience in outside sales, 4 years of experience in management and 3 years experience as Director of Operations. Consistently produced results in the top 5% of companies. Possess a relentless work ethic and desire to exceed at both personal goals and company objectives.

**LEADERSHIP, MANAGERIAL & SALES EXPERIENCE*****LakePoint Energy, LLC***

Lake Point Energy specializes in helping commercial companies reduce their electrical and natural gas costs. As an independent broker and consultant firm we are committed to providing companies with unsurpassed quality and competitively priced electricity through our experience, capabilities, and expert personnel. LakePoint Energy has access to energy resources, information and market intelligence that result in lower energy costs.

**President/Owner – (OH/PA/MI)*****2010 - Present***

Responsible for the sale and marketing of electricity and natural gas to small, medium and large businesses. Hire, train, supervise and support independent contractors to enable them to acquire new customers. Ensure that the company is providing expert advice, up to date information and excellent customer service to our existing client base.

- Acquired 32 million yearly kwh's a month throughout Ohio, PA and MI. (2012)
- Reached 100 customer accounts in an 11 month period. (2011)
- Reached 250 customer accounts (2010 – Present)
- Manage 200 million kWh's and 250,000 mcf's

***Cornerstone Managed Properties, Inc.******11/2006 – 8/2011*****Executive Sales Director – (Midwest)**

Responsible for providing direction and leadership to maximize productivity of the sales force, and to ensure the achievement of sales objectives. Build and develop the talents of Regional Sales Managers, Managers and Sales Agents. Enhance efficiency and profitability through innovative sales and marketing strategies.

- Grew company from 1 to 8 multi-family apartment communities consisting of **2,000 units**. (2007 to Present)
- Increased occupancy from **74% to 90%** on a property of 480 units. (Hunters West Apartments – Flint, MI) (2010)
- Increased occupancy from **40% to 95%** on a property of 278 units. (Columbus Portfolio – Columbus, OH) (2009)
- Increased occupancy from **82% to 96%** on a property of 212 units. (Chesapeake Point – Akron, OH) (2009)
- Increased occupancy from **78% to 100%** on a property of 220 units. (Park Place Apartments – South Park, PA) (2008)
- Increased occupancy from **74% to 96%** on a property of 460 units. (Coliseum Park – Fort Wayne, IN) (2008)
- Increased occupancy from **20% to 100%** on a property of 148 units. (Chamberlain I & II – Dayton, OH) (2007)

***Niederst Management Properties, Inc.******9/2005 – 11/2006*****Regional Manager – Sales Department (Northern, OH)**

Responsible for the day-to-day operations, profitability and efficiency of 575 units in Northern, OH. Prepare, present and monitor the annual operating budget. Monitor capital improvement programs. Maintain a minimum of 92% occupancy.

Hire, train and supervise all on-site staff. Ensure that staff is properly trained and supported to enable them to effectively and efficiently perform the duties that are expected of them. Ensure that on-site staff is providing excellent customer service to residents and prospective residents.

- Increased occupancy from **74% to 95%** on a portfolio of **1,385 units**. (Condor Gardens Apts, Evergreen Village, Lakeshore Colonial Apts, Sunset Townhomes & Highland House Apts, Parma Woods, Valley York, Weeping Cherry). (2006)
- Decreased expenses **15%** on a portfolio of **1,385 units**. (Advertising, marketing, utilities and payroll). (2006)
- Increased occupancy from **68% to 98%** in a 5 month period at Condor Garden Apartments (180 unit complex).
- Increased occupancy from **74% to 95%** in a 5 month period at Evergreen Village Apartments (132 unit complex).

***Opex Corporation******8/2004 – 9/2005*****Sales Engineer - (Cleveland, OH)**

Responsible for the sales and service of automated mailroom products and software integration to a variety of businesses such as banks, mortgage companies, retail/wholesale lockboxes, credit agencies, presort bureaus, utility companies and credit unions. Manage assigned territory; Michigan, Northern Ohio, Western Pennsylvania, Northern Indiana and Western New York. Attain a minimum of yearly quota of \$1.7 million in sales.

- Opex Corporation Sales Engineer Of The Month (March, 2005)
- **Opex Corporation Sales and Service Trip Abroad** achieving 100% of quota (Q4' 04)
- Opex Corporation Certificate of Excellence awarded in Sales Engineer Boot Camp (Q4' 04)

**Celestial Communications, Inc.**

5/2002 – 8/2004

**Operations Manager – Sales Department (Sheffield Village, OH)**

Responsible for entire commercial operation of the company (Finance, Sales, Marketing, and Operations). Determine product & service pricing structure & profit markups. Determine personnel salaries, pay rates, bonus programs & amounts. Ensure good public relations with wireless vendors and mall management.

- Successful Venture - Sold 3 locations leases and assets. (2004)
- Grew company monthly B2B activations 108% from 24 to 50 per month. (2004)
- Grew company locations from 1 to 3. (2003)

**MCI WorldCom**

2/2001 – 5/2002

**Business Sales Manager - (Independence, OH)**

Managed the sales activities of 12 outside Wireless Account Executives (WAE's) and two or more Assistant Sales Managers. Provided leadership and planned sales activities for existing WAE's and trained newly hired WAE's. Motivate and direct sales strategy within assigned sales territory to meet sales goals.

- Achieved 193% increase in gross monthly activations from 92 to 270 a month. (2003)
- Achieved 171% increase in gross monthly activations from 34 to 92 a month. (2002)
- (Q1'02) Ranked #3 of 20 managers in the Great Lakes Region (OH, Chicago, PA, MN, MI, MO).
- Leader's Club award recipient achieving 200% of quota (Q2'01)

**GTE Wireless/Alltel**

5/1997 – 2/2001

**Outside Business Sales Representative - (Cleveland, OH)**

Responsible for the sales service and support of wireless and data applications to corporate businesses. Manage assigned territory. Demonstrate a high level of commitment and customer service to GTE Wireless customers. Attain a minimum 100% of monthly sales quota (48 phones voice and data).

- **2000 GTE Winner's Circle Trip Abroad** recipient ranking in top 5% of 1,500 reps achieving 300% ytd quota.
- 2000 GTE Midwest sales leader achieving 401% of quota (Q1 '00).
- 2000 GTE Balanced Performance top performer scoring 132 of 150 possible points. Scoring based on Net Voice, Net Data, Feature Sales, Upgrades, Compliance and Self-Development.
- **1999 GTE Winner's Circle Trip Abroad** recipient ranking #4 in U.S. of 1,500 reps achieving 189% ytd of quota.
- Ohio Black Belt Program participant, chosen as 1 of 3 out of 20 BAE's for future management positions.
- 1999 GTE Data Presentation Winner out of 20 Business Account Executives and 3 Sales Managers.
- **1998 GTE Winner's Circle Trip Abroad** recipient ranking #3 in the U.S. of 1,500 reps achieving 238% ytd quota.
- **1997 GTE Winner's Circle Trip Abroad** recipient ranking #5 in U.S. of 1,500 reps achieving 231% ytd of quota.
- 1997 GTE Midwest Area Platinum Winner achieving over 225% of ytd quota.

**EDUCATION & TRAINING**

**Bowling Green State University - (Bowling Green, OH)**

8/1995

Bachelor of Arts in Communication

- Member of Dean's List 1994
- Interfraternal Council – Outstanding Sports Chair 1994-1995

**Management Training**

- The Keys To Management Greatness (Toni Blake)
- Executive Brainstorming Sessions (Multifamily Pro Las Vegas, Nevada)
- Apartment All Stars Seminar (Toni Blake, Bill Nye, Mindy Williams, Kate Good in Cleveland, OH)
- Certified Manager of Apartments (CMA Certificate) (Ralph McGreevy President NOAA)
- PEM Positive Employee Management (Hank Larkins Human Resources MCI)
- Interviewing and Selection (John Garza Management/Professional Development Courses MCI)
- Fraud Training (Kathy Chapman Great Lakes Regional Trainer MCI)
- Management Training (Hank Larkins Human Resources MCI)

**Sales Training**

- Direct Energy Choice Program (Richard Suchant Direct Energy)

- Glacial Agent Training (Tony O'Brien Glacial Energy)
- Culture (Al Stevens Founder Opex Corporation)
- Natural Selling Concepts (Carl B. Bromer President Stellar Sales Training Inc.)
- Making "It" Happen (Jeff Bowen President Opex Corp.)
- Nextel Public Sector & Corporate Accounts (Zachary Shields Gov. Account Mgr)
- Verizon Wireless Authorized Agent Training (Debbie Gallard)
- Selling Wireless (Heather Meyer Great Lakes Sales Trainer MCI)
- Business Sales Data (Mike Dybas Data Engineer GTE)
- It's Just Good Business (Heidi Friedberg Human Resources GTE)

**Computer Skills**

Proficient with IBM Windows based systems and Microsoft Word, Excel, Powerpoint and Outlook. Yardi and RealPage integrated solution software for commercial real estate.

ATTACHMENT B

LakePoint  
Energy LLC

Steve Eggers  
(President)



A1SuretyBonds.com

1100 N. GREENHILL RD  
AVONING VALLEY, TX 77122

PHONE 800 737 4880 FAX 800 737 4880

# Surety Bond Receipt

To: Steve Egger, LakePoint Energy

2556 Covington Place

Avon

Ohio

44011

Date: 12/8/2015

Thank you for your recent purchase! Attached you will find your Illinois ENERGY BROKER LICENSE BOND, which you will need to sign if/where indicated and turn into the entity requiring the bond. We highly recommend you keep a copy of the bond for your records.

Bond Number:	5082806
Bond Type:	ENERGY BROKER LICENSE BOND
Bond Amount:	5000
Bond Premium:	150.00
Shipping:	
Payment Received:	150.00

For future reference, when calling our office or in correspondence, please reference your Account ID # 67783

Please help us keep your information up to date by advising if there are any changes to your account (address, phone, email, etc.) Furthermore, if there has been any material change in ownership, business name or bond requirement, please let us know.

Thank you for using A1SuretyBonds.com for all of your bonding needs!



The Surety Syndicate, LLC dba A1SuretyBonds.com is rated A+ by the Better Business Bureau



Effective Date: 12/7/2015 12:00:00 AM

Energy Agent, Broker or Consultants Bond

Bond No. 5082806

KNOW ALL MEN BY THESE PRESENTS, That we, LakePoint Energy LLC  
as Principal, and Great American Insurance Company, a Ohio 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 8th day of, December, 2015.

LakePoint Energy LLC  
Principal

BY: Steven J. Egan



Great American Insurance Company  
Surety

BY: Michael Neschke  
Michael Neschke, Attorney-in-Fact

**GREAT AMERICAN INSURANCE COMPANY®**

Administrative Office: 301 E 4TH STREET • CINCINNATI, OHIO 45202 • 513-369-5000 • FAX 513-723-2740

The number of persons authorized by  
this power of attorney is not more than one

Bond No. 5082806

**POWER OF ATTORNEY**

**KNOW ALL MEN BY THESE PRESENTS:** That the GREAT AMERICAN INSURANCE COMPANY, a corporation organized and existing under and by virtue of the laws of the State of Ohio, does hereby nominate, constitute and appoint the person or persons named below its true and lawful attorney-in-fact, for it and in its name, place and stead to execute on behalf of the said Company, as surety, the specific bond, undertaking or contract of suretyship referenced herein; provided that the liability of the said Company on any such bond, undertaking or contract of suretyship executed under this authority shall not exceed the limit stated below. The bond number on this Power of Attorney must match the bond number on the bond to which it is attached or it is invalid.

Name	Address	Limit of Power
Michael Neschke	4000 S Eastern Ave Suite, #200 Las Vegas, NV 89119	\$5000---

IN WITNESS WHEREOF the GREAT AMERICAN INSURANCE COMPANY has caused these presents to be signed and attested by its appropriate officers and its corporate seal hereunto affixed this 8th day of December, 2015  
Attest GREAT AMERICAN INSURANCE COMPANY



*Atty L C B*  
Assistant Secretary

*David C. Kitchen*  
Divisional Senior Vice President

DAVID C. KITCHIN (877-377-2405)

STATE OF OHIO, COUNTY OF HAMILTON - ss:

On this 8th day of December, 2015, before me personally appeared DAVID C. KITCHIN, to me known, being duly sworn, deposes and says that he resides in Cincinnati, Ohio, that he is a Divisional Senior Vice President of the Bond Division of Great American Insurance Company, the Company described in and which executed the above instrument; that he knows the seal of the said Company; that the seal affixed to the said instrument is such corporate seal; that it was so affixed by authority of his office under the By-Laws of said Company, and that he signed his name thereto by like authority.



**Susan A. Kohorst**  
Notary Public, State of Ohio  
My Commission Expires 05-18-2020

*Susan A Kohorst*

This Power of Attorney is granted by authority of the following resolutions adopted by the Board of Directors of Great American Insurance Company by unanimous written consent dated June 9, 2008.

*RESOLVED: That the Divisional President, the several Divisional Senior Vice Presidents, Divisional Vice Presidents and Divisional Assistant Vice Presidents, or any one of them, be and hereby is authorized, from time to time, to appoint one or more Attorneys-in-Fact to execute on behalf of the Company, as surety, any and all bonds, undertakings and contracts of suretyship, or other written obligations in the nature thereof; to prescribe their respective duties and the respective limits of their authority; and to revoke any such appointment at any time.*

*RESOLVED FURTHER: That the Company seal and the signature of any of the aforesaid officers and any Secretary or Assistant Secretary of the Company may be affixed by facsimile to any power of attorney or certificate of either given for the execution of any bond, undertaking, contract of suretyship, or other written obligation in the nature thereof, such signature and seal when so used being hereby adopted by the Company as the original signature of such officer and the original seal of the Company; to be valid and binding upon the Company with the same force and effect as though manually affixed.*

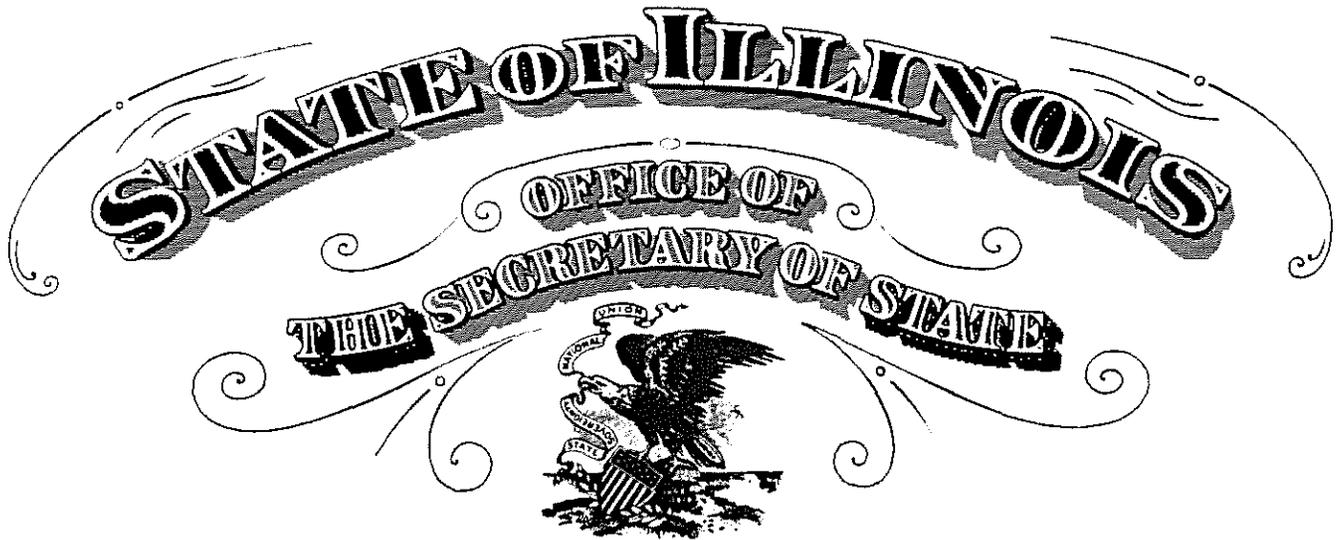
**CERTIFICATION**

I, STEPHEN C. BERAHA, Assistant Secretary of Great American Insurance Company, do hereby certify that the foregoing Power of Attorney and the Resolutions of the Board of Directors of June 9, 2008 have not been revoked and are now in full force and effect.

Signed and sealed this 8th day of December, 2015



*Atty L C B*  
Assistant Secretary



**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*

LAKEPOINT ENERGY LLC, AN OHIO LIMITED LIABILITY COMPANY HAVING OBTAINED ADMISSION TO TRANSACT BUSINESS IN ILLINOIS ON DECEMBER 30, 2015, APPEARS TO HAVE COMPLIED WITH ALL PROVISIONS OF THE LIMITED LIABILITY COMPANY ACT OF THIS STATE, AND AS OF THIS DATE IS IN GOOD STANDING AS A FOREIGN LIMITED LIABILITY COMPANY ADMITTED TO TRANSACT BUSINESS IN THE STATE OF ILLINOIS.



***In Testimony Whereof, I hereto set my hand and cause to be affixed the Great Seal of the State of Illinois, this 25TH day of JANUARY A.D. 2016 .***

*Jesse White*

SECRETARY OF STATE