

# **Attachment A**

## **Managerial Licensing Qualifications (Section 454.60) Resumes & Organizational Chart**

As included in the resumes and organizational chart attached in the following pages, the Managerial Qualifications of Section 454.60 are met by all of the principals of Utility Answers, LLC. Said principals are listed below, along with summaries of their qualifying managerial experience:

Dustin Scarpa – Has served as part owner and Managing Partner at Premiere Energy auctions since 2009.

Paul Shagawat – Has served as the other part owner and Managing Partner at Premiere Energy Auctions Since 2009.

Jeffrey Farber – Has founded and run two separate successful companies and served as senior vice president for another between the years of 1998 and 2012.

# JEFFREY FARBER

2642 Van Ness Avenue, San Francisco, California

jeff.farber@gmail.com

(201) 694-4079

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## PROFESSIONAL EXPERIENCE

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### InMobi (User Acquisition Manager)

July 2012 – June 2013

- Partnered with mobile developers to advise on user acquisition strategies.
- Built internal performance dashboards to visualize sales pipelines and monitor campaigns.
- Influential in adaptation of new hashing types leading to improved network-wide performance.
- Built product enabling real-time callbacks of advertiser-specific user identifiers.
- Contributed to pricing analyses, advertiser integrations, and overall market operations.

### LD Energy (SVP)

2008 – 2012

- Built electricity consulting firm from concept to a respected advisor for medium and large commercial businesses, specializing in intersecting electric usage with market pricing options.
- *Technology*: leveraged Perl/Python/SQL/Excel to run simulations and optimizations, scrape live pricing data, and coded a custom CRM platform within a cloud-based infrastructure.
- *Strategy/Product*: defined business structure and growth opportunities, outlined sales processes, and translated customer needs into customized products.
- *Finance*: used layered hedging strategies and technical/fundamental market analysis to achieve 20% - 25% annual savings for clients.

### Buy PC Supplies, LLC (Founder, Engineer)

2000 – 2008

<http://www.buypcsupplies.com>

- Built e-commerce business focusing on niche computer supplies and accessories targeting businesses, military, law enforcement, and hospitals.
- Sourced products and managed supply chain using automated fulfillment channels and shipment APIs (ie. Amazon and UPS) to automate distribution and tracking.
- Developed BI dashboards to visualize metrics involving performance marketing campaigns, shipment times, and overall sales activity.
- Achieved 115% CAGR from 2003 – 2008.

### Quote Me Insurance, LLC (Founder, Engineer)

1998 – 2008

<http://www.quotemeinsurance.com>

- Network attracting consumers shopping for insurance quotes and linking them with multiple insurance agents in their geographical market.
- Differentiated pricing strategy appealed to insurance agents using a flat-rate monthly cost.

### Liz Claiborne, Inc. (Intern)

Summer 2007

- Helped redesign shipment logistics increasing speed-to-market for 50 million units annually.

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## EDUCATION

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### University of Virginia, McIntire School of Commerce

2004 – 2008

*Overall GPA: 3.73; Graduation With Distinction; Beta Gamma Sigma*  
Bachelor of Science in Commerce (Specialty: Information Technology)  
2<sup>nd</sup> Major: Computer Science  
3<sup>rd</sup> Major: Economics

### Danish Institute for Study Abroad

Spring 2007

- International Business & Economics focused on European business style and culture.

# Paul M. Shagawat

62 Lotz Hill Road ♦ Clifton, NJ 07013 ♦ 201-615-5293

pauls@myenergyauction.com

## Experience

### **Premiere Energy Auctions – Energy Consulting Firm, Fairfield, NJ**

#### *Managing Partner*

August 2009 - Present

- Developed and Co-founded company
- Instrumental in designing complex proprietary software creating reverse open auctions
- Negotiated the acquisition of Transparent Electric LLC and software containing cutting edge technology relating to data management, electronic data interface exchange, weather forecasting, budget forecasting, spend profiles, savings analysis, utility bill simulators, a discrete pricing matrix, and a revolutionary energy timeline
- Maintains relationships with over 70 third party suppliers throughout the country
- Oversees a book of business serving thousands of clients with savings of hundreds of millions of dollars annually
- Manages a staff of over 20 employees
- Responsible for the hiring of energy consultants, pricing desk associates, and middle office assistants
- Grew the company to three branches in five years
- Created a channel partner relationship with other energy consulting firms providing PEA's proprietary software as well as middle and back office support
- Increased company revenue by 6500% in a three year time period
- Consults the largest energy users in the country providing the following services: energy procurement, green energy procurement, price negotiation demand response, contract execution, energy bill auditing, utility data management, market monitoring, market transparency, independent and unbiased cost-effective solutions
- Experience includes but is not limited to working with the following types of clients: universities, board of educations, municipalities, manufacturers, real estate investment trusts, hotels, nonprofit organizations, financial institutions, resorts, and data centers

### **The Baron Financial Group – Wealth Management Firm ♦ Fairlawn, NJ**

#### *Financial Planner*

October 2008 – August 2009

- Prepare tailored investment policy statements derived from data gathering sessions with the client and analysis of their risk tolerance
- Monitor the daily collection of investment transactions by the Chief Financial Officer
- Manage team of interns responsible for the daily operations within the office
- Project lead relating to Roth conversion opportunities and exposure in the upcoming year
- Gather and evaluate various financial statements necessary to transition new clients into the firm
- Coordinate bi-monthly seminars at various venues to attract potential new clients, including developing all marketing materials and necessary advertisements
- Conduct financial projections to meet client's goals based upon the investment strategy and the individual security selections
- Develop Roth conversion criteria to determine the appropriate strategy for each individual client
- Utilize Morningstar software to analyze various funds and create customized financial/retirement plans

## Education

### **Rutgers University – New Brunswick, NJ**

January 2009

B.A. in Economics, Minor in Sociology

Cumulative GPA - 3.76/4.00 - Magna Cum Laude

### **Penn State University – University Park, PA**

September 2004 - January 2005

Smeal School of Business

Overall GPA - 3.80/4.00

## Awards

Rutgers University and Penn State University Dean's List (every semester)

Rutgers College Academic Excellence Award Winner

Intuit Scholarship Foundation Award (awarded \$20,000)

Trust Company Merit Scholarship Award (awarded \$1,000)

# Dustin Scarpa

100 Paterson Plank Road, #510, Jersey City, NJ 07307

(732) 552-4139

Dustin.Scarpa@gmail.com

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## Work Experience

### Premiere Energy Auctions Managing Partner

Fairfield, NJ

2009 - Present

- Provides support and guidance to sales representatives and channel partners in a fast paced environment
- Manages staff of 10 individuals
- Oversees contract and pricing negotiations for the entire company
- Responsible for problem solving with customer issues
- Identify and track market trends
- Works closely with Pricing Desk
- Heavy networking and referral activities

### Troy Marketing Account Executive

White Plains, NY

2008-2009

- Developed approaches and managed marketing campaigns
- Conducted business-to-business sales
- Interviewed and hired potential employees
- Detailed training of new team members as well as ensuring all facets of client satisfaction

## Education:

Rutgers University - New Brunswick

**Major** BA in Communication

**Minor** Economics

Graduation: May, 2009

Major GPA: 3.75

Cumulative GPA: 3.7

## Honors

Dean's List: Fall 2005, Fall 2006, Spring 2007,  
Fall 2007, Spring 2008, Fall 2008

National Honor Society  
Clifton High School

Participating Member of Lambda Pi Eta  
Rutgers University Communication Honor Society

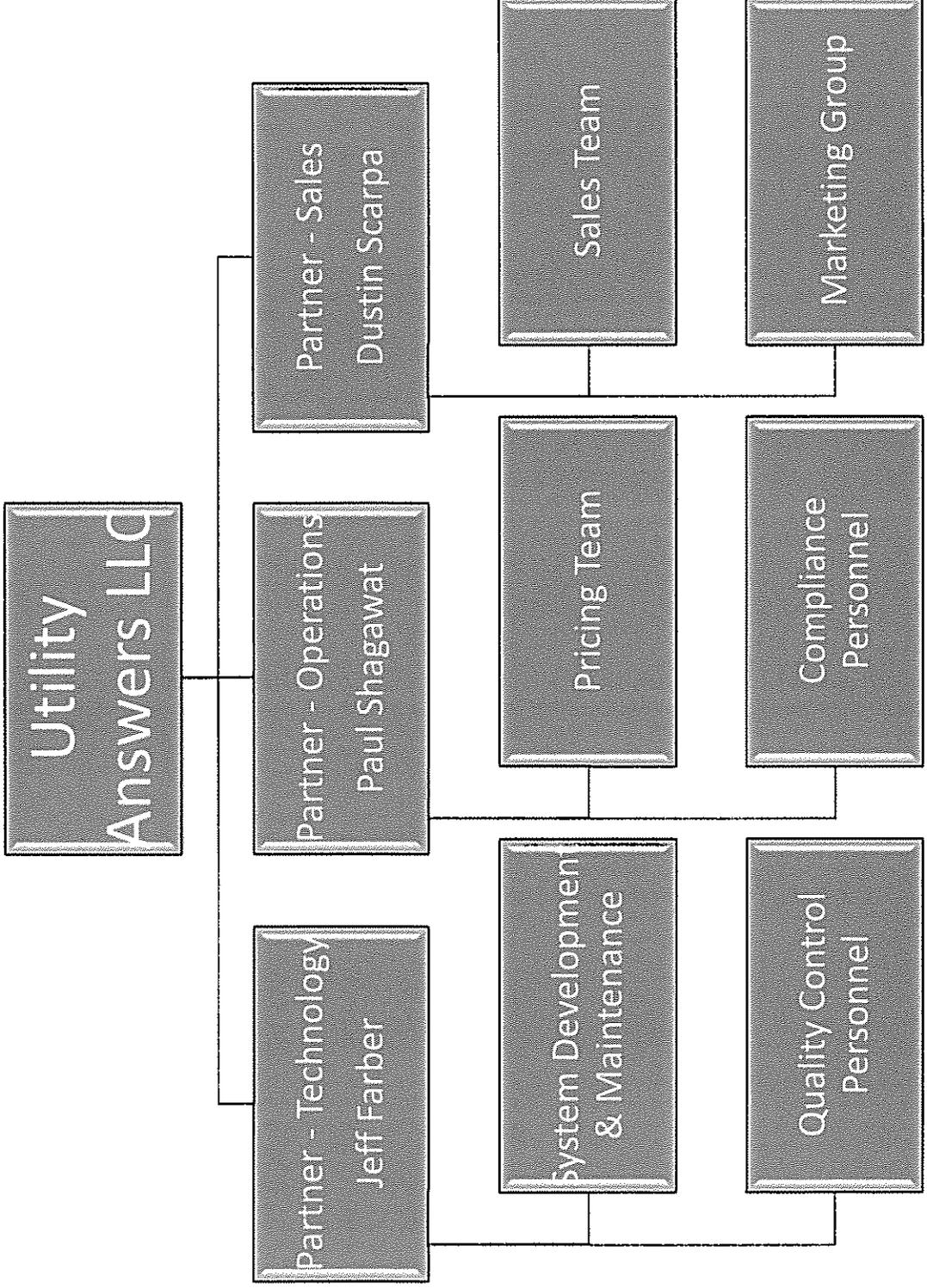
Rutgers University Academics  
Excellence Award

## Related Courses:

Fundamentals of Speech, Introduction to Communication and Information, Persuasive Communications, Introduction to Computers and Applications, Introduction to Media Systems Process, Principles of Public Relations, Communication Theory, Mediated Communication Theory, Interpersonal Communication Processes, Public Relations Management, Communication Research

## Interests

- Skiing, Basketball, Golf, Computer Science



# Attachment B

## Technical Licensing Requirements (Section 454.70)

Utility Answers LLC is using all three of its principals to meet the requirements of this Section 454.70. As included in the resumes appended within Attachment A and in the narrative below, these three individuals possess technical knowledge and experience:

One of these Managing Partners has prior experience co-founding and managing another licensed electric consulting firm licensed in the PJM Market (primary physical location in New Jersey) starting in 2008 through 2012. This firm focused on the New Jersey and Maryland markets within PJM as an electricity and natural gas broker. Clients were generally in the 400 MWh – 5,000 MWh range of annual load, and brokerage services focused around fixed price decisions and block purchase recommendations. This managing partner also brings deep technical knowledge in databases, algorithms, and market/options pricing, with supporting degrees in Computer Science, Commerce, and Economics.

Additionally, the three managing partners have collaborated to operate and integrate two other successful energy consulting/brokering business entities – both of which were licensed in several states – which involved the design, management and operation of two software platforms put to use in service of small to large end users across all sectors, including residential and public.

Other relevant experience of managing partners includes:

- Experience with overseeing a team of 6 analysts for a leading institutional energy brokerage, managing pricing procurement for all North American Energy RFP's in a high intensity, high volume, fast-paced environment
- Managing over 70 Supplier relationships in North America over a 6-year period
- Executing over 2,000 contracts in deregulated energy markets annually
- Building of all RFP formats, reports, and proposal templates
- Analyzing customer usage data, generate over 3,000 RFP's per year, build and populate all reports and proposals used as sales materials in front of customers
- Provision of 360-degree service to customers, including energy procurement, green energy procurement, demand response, energy bill auditing, utility data management, market monitoring, market transparency, independent and unbiased cost-effective solutions

- contract negotiation, price negotiation, maintaining and building supplier relationships, problem solving, contract execution, and identifying market trends
- working with organizations of all types, including: government, distribution, printing, automotive, restaurants, food & beverage, entertainment, hospitality, manufacturing, metals, property management, education, telecom, churches, medical, insurance, and financial services
- Aggregating the accounts of over one dozen entities comprising an annual load of over 60 million kWh.

# **Attachment C**

**Financial Licensing Requirements (Section 454.80)  
\$5,000 Bond in the name of the People of the State of Illinois**

License or Permit Bond

License or Permit Bond No 106453361

Travelers Casualty and Surety Company of America

One Tower Square Hartford, CT 06183

KNOW ALL MEN BY THESE PRESENTS, That we,

PREMIERE MARKETING LLC as Principal, and

Travelers Casualty and Surety Company of America, a CONNECTICUT

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 28 day of January, 2016

PREMIERE MARKETING LLC Principal

by: \_\_\_\_\_

Travelers Casualty and Surety Company of America Surety

by:  \_\_\_\_\_  
John T Page attorney-in-fact



POWER OF ATTORNEY

Farmington Casualty Company
Fidelity and Guaranty Insurance Company
Fidelity and Guaranty Insurance Underwriters, Inc.
St. Paul Fire and Marine Insurance Company
St. Paul Guardian Insurance Company

St. Paul Mercury Insurance Company
Travelers Casualty and Surety Company
Travelers Casualty and Surety Company of America
United States Fidelity and Guaranty Company

Surety Bond No. 106453361

Principal: PREMIERE MARKETING LLC
75 LANE ROAD, SUITE 203 FAIRFIELD, NJ 07004

Obligee: People of the State of Illinois, c/o Illinois Commerce
Commission
527 East Capitol Ave. SPRINGFIELD, IL 62701

KNOW ALL MEN BY THESE PRESENTS: That Farmington Casualty Company, St. Paul Fire and Marine Insurance Company, St. Paul Guardian Insurance Company, St. Paul Mercury Insurance Company, Travelers Casualty and Surety Company, Travelers Casualty and Surety Company of America, and United States Fidelity and Guaranty Company, are corporations duly organized under the laws of the State of Connecticut, that Fidelity and Guaranty Insurance Company is a corporation duly organized under the laws of the State of Iowa, and that Fidelity and Guaranty Insurance Underwriters, Inc. is a corporation duly organized under the laws of the State of Wisconsin (herein collectively called the "Companies"), and that the Companies do hereby make, constitute and appoint John T Page, of the City of Rancho Cordova, State of CA, their true and lawful Attorney(s)-in-Fact, to sign, execute, seal and acknowledge the surety bond referenced above.

IN WITNESS WHEREOF, the Companies have caused this instrument to be signed and their corporate seals to be hereto affixed, this 10th day of September, 2012.

Farmington Casualty Company
Fidelity and Guaranty Insurance Company
Fidelity and Guaranty Insurance Underwriters, Inc.
St. Paul Fire and Marine Insurance Company
St. Paul Guardian Insurance Company

St. Paul Mercury Insurance Company
Travelers Casualty and Surety Company
Travelers Casualty and Surety Company of America
United States Fidelity and Guaranty Company



State of Connecticut

City of Hartford ss.

By: [Signature]
Robert L. Raney, Senior Vice President

On this the 10th day of September, 2012, before me personally appeared Robert L. Raney, who acknowledged himself to be the Senior Vice President of Farmington Casualty Company, Fidelity and Guaranty Insurance Company, Fidelity and Guaranty Insurance Underwriters, Inc., St. Paul Fire and Marine Insurance Company, St. Paul Guardian Insurance Company, St. Paul Mercury Insurance Company, Travelers Casualty and Surety Company, Travelers Casualty and Surety Company of America, and United States Fidelity and Guaranty Company, and that he, as such, being authorized so to do, executed the foregoing instrument for the purposes therein contained by signing on behalf of the corporations by himself as a duly authorized officer.

In Witness Whereof, I hereunto set my hand and official seal.
My Commission expires the 30th day of June, 2016.



Marie C Tetreault
Marie C. Tetreault, Notary Public

This Power of Attorney is granted under and by the authority of the following resolutions adopted by the Boards of Directors of Farmington Casualty Company, Fidelity and Guaranty Insurance Company, Fidelity and Guaranty Insurance Underwriters, Inc., St. Paul Fire and Marine Insurance Company, St. Paul Guardian Insurance Company, St. Paul Mercury Insurance Company, Travelers Casualty and Surety Company, Travelers Casualty and Surety Company of America, and United States Fidelity and Guaranty Company, which resolutions are now in full force and effect, reading as follows:

**RESOLVED**, that the Chairman, the President, any Vice Chairman, any Executive Vice President, any Senior Vice President, any Vice President, any Second Vice President, the Treasurer, any Assistant Treasurer, the Corporate Secretary or any Assistant Secretary may appoint Attorneys-in-Fact and Agents to act for and on behalf of the Company and may give such appointee such authority as his or her certificate of authority may prescribe to sign with the Company's name and seal with the Company's seal bonds, recognizances, contracts of indemnity, and other writings obligatory in the nature of a bond, recognizance, or conditional undertaking, and any of said officers or the Board of Directors at any time may remove any such appointee and revoke the power given him or her; and it is

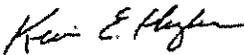
**FURTHER RESOLVED**, that the Chairman, the President, any Vice Chairman, any Executive Vice President, any Senior Vice President or any Vice President may delegate all or any part of the foregoing authority to one or more officers or employees of this Company, provided that each such delegation is in writing and a copy thereof is filed in the office of the Secretary; and it is

**FURTHER RESOLVED**, that any bond, recognizance, contract of indemnity, or writing obligatory in the nature of a bond, recognizance, or conditional undertaking shall be valid and binding upon the Company when (a) signed by the President, any Vice Chairman, any Executive Vice President, any Senior Vice President or any Vice President, the Treasurer, any Assistant Treasurer, the Corporate Secretary or any Assistant Secretary and duly attested and sealed with the Company's seal by a Secretary or Assistant Secretary; or (b) duly executed (under seal, if required) by one or more Attorneys-in-Fact and Agents pursuant to the power prescribed in his or her certificate or their certificates of authority or by one or more Company officers pursuant to a written delegation of authority; and it is

**FURTHER RESOLVED**, that the signature of each of the following officers: President, any Executive Vice President, any Senior Vice President, any Vice President, any Assistant Vice President, any Secretary, any Assistant Secretary, and the seal of the Company may be affixed by facsimile to any Power of Attorney or to any certificate relating thereto appointing Resident Vice Presidents, Resident Assistant Secretaries or Attorneys-in-Fact for purposes only of executing and attesting bonds and undertakings and other writings obligatory in the nature thereof, and any such Power of Attorney or certificate bearing such facsimile signature or facsimile seal shall be valid and binding upon the Company and any such power so executed and certified by such facsimile signature and facsimile seal shall be valid and binding on the Company in the future with respect to any bond or understanding to which it is attached.

I, Kevin E. Hughes, the undersigned, Assistant Secretary, of Farmington Casualty Company, Fidelity and Guaranty Insurance Company, Fidelity and Guaranty Insurance Underwriters, Inc., St. Paul Fire and Marine Insurance Company, St. Paul Guardian Insurance Company, St. Paul Mercury Insurance Company, Travelers Casualty and Surety Company, Travelers Casualty and Surety Company of America, and United States Fidelity and Guaranty Company do hereby certify that the above and foregoing is a true and correct copy of the Power of Attorney executed by said Companies, which is in full force and effect and has not been revoked.

**IN TESTIMONY WHEREOF**, I have hereunto set my hand and affixed the seals of said Companies this 28 day of January, 2016.

  
Kevin E. Hughes, Assistant Secretary



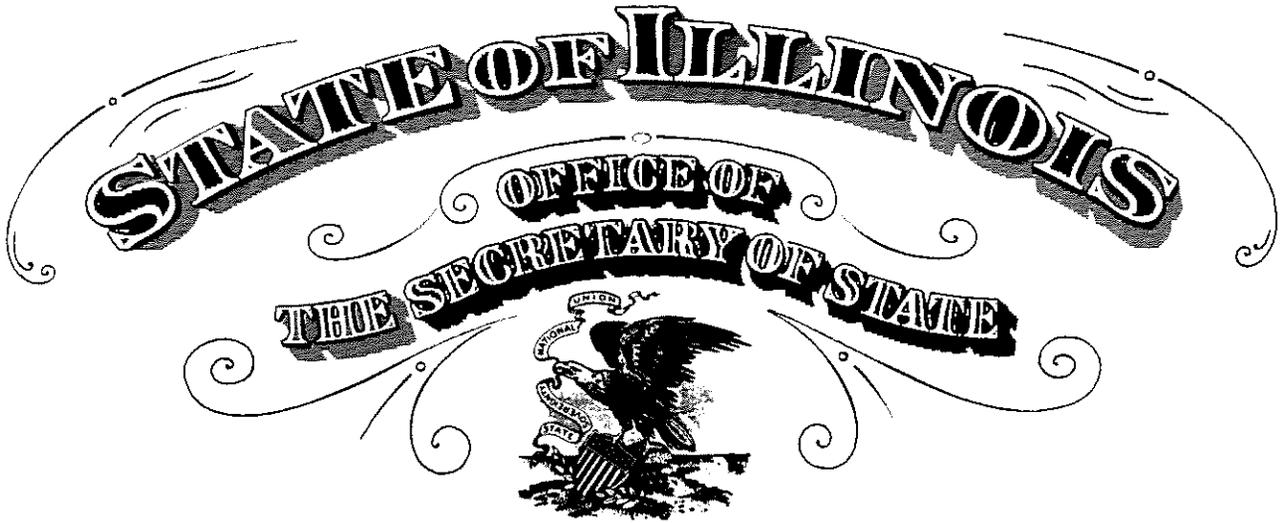
**To verify the authenticity of this Power of Attorney, call 1-800-421-3880 or contact us at [www.travelersbond.com](http://www.travelersbond.com). Please refer to the Attorney-in-Fact number, the above-named individuals and the details of the bond to which the power is attached.**

# **Attachment D**

## **Certificate of Standing**

File Number

0567911-7



**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*

UTILITY ANSWERS LLC, A DELAWARE LIMITED LIABILITY COMPANY HAVING OBTAINED ADMISSION TO TRANSACT BUSINESS IN ILLINOIS ON APRIL 08, 2016, 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 18TH day of MAY A.D. 2016 .***



Authentication #: 1613901696 verifiable until 05/18/2017  
Authenticate at: <http://www.cyberdriveillinois.com>

*Jesse White*

SECRETARY OF STATE