

ATTACHMENT 8a
Illinois License



OFFICE OF THE SECRETARY OF STATE

JESSE WHITE • Secretary of State

JUNE 10, 2016

7072-472-3

EISNER & MAGLIONE CPAS, LLC
66 COMMACK RD, STE 201
COMMACK, NY 11725

RE RPA ENERGY INC.

DEAR SIR OR MADAM:

IT IS OUR PLEASURE TO APPROVE YOUR REQUEST TO TRANSACT BUSINESS IN THE STATE OF ILLINOIS. FEES IN THIS CONNECTION HAVE BEEN RECEIVED AND CREDITED.

THE CORPORATION MUST FILE AN ANNUAL REPORT AND PAY FRANCHISE TAXES PRIOR TO THE FIRST DAY OF ITS ANNIVERSARY MONTH (MONTH OF QUALIFICATION) NEXT YEAR. A PRE-PRINTED ANNUAL REPORT FORM WILL BE SENT TO THE REGISTERED AGENT AT THE ADDRESS SHOWN ON THE RECORDS OF THIS OFFICE APPROXIMATELY 60 DAYS PRIOR TO ITS ANNIVERSARY MONTH.

SECURITIES CANNOT BE ISSUED OR SOLD EXCEPT IN COMPLIANCE WITH THE ILLINOIS SECURITIES LAW OF 1953, 815 ILLINOIS COMPILED STATUTES, 5/1 ET SEQ. FOR FURTHER INFORMATION, CONTACT THE OFFICE OF THE SECRETARY OF STATE, SECURITIES DEPARTMENT AT (217) 782-2256 OR (312) 793-3384.

SINCERELY,

JESSE WHITE
SECRETARY OF STATE
DEPARTMENT OF BUSINESS SERVICES
CORPORATION DIVISION
TELEPHONE (217) 782-6961

FORM **BCA 13.15** (rev. Dec. 2003)
**APPLICATION FOR AUTHORITY TO
 TRANSMIT BUSINESS IN ILLINOIS**
 Business Corporation Act

FILED

JUN 10 2016

**JESSE WHITE
 SECRETARY OF STATE**

Secretary of State
 Department of Business Services
 501 S. Second St., Rm. 350
 Springfield, IL 62756
 217-782-1832
 www.cyberdriveillinois.com

Remit payment in the form of a cashier's
 check, certified check, money order
 or an Illinois attorney's or CPA's check
 payable to the Secretary of State.

SEE NOTE 1 CONCERNING PAYMENT

Filing Fee: \$ 150 Franchise Tax: \$ 25 Penalty/Interest: \$ _____ Total: \$ 175 Approved: BC

-----Submit in duplicate -----Type or Print clearly in black ink-----Do not write above this line-----

1. (a) CORPORATE NAME: RPA Energy Inc.

(Complete item 1 (b) only if the corporate name is not available in this state.)

(b) ASSUMED CORPORATE NAME: _____
 (By electing this assumed name, the corporation hereby agrees NOT to use its corporate name in the
 transaction of business in Illinois. Form BCA 4.15 is attached.)

2. State or Country of Incorporation Delaware ; Date of Incorporation 10/31/2011 ; Period of Duration Perpetual

3. (a) Address of the principal office, wherever located: 111 John Street, Ste 520
New York, NY 10038

(b) Address of principal office in Illinois:
 (If none, so state) None

4. Name and address of the registered agent and registered office in Illinois.

Registered Agent: InCorp Services, Inc

Registered Office:	First Name	Middle Initial	Last Name
<u>901 S 2nd St, Ste 201</u>			
<u>Springfield, IL 62704-7909</u>	<u>Number</u>	<u>Street</u>	<u>Suite #</u>
<u>City</u>	<u>ZIP Code</u>	<u>County</u>	<small>(A.P.O. Box street is not acceptable.)</small>

5. States and countries in which it is admitted or qualified to transact business: (Include state of incorporation)
Maryland, Ohio, New Jersey, Pennsylvania, DELAWARE

6. Name and addresses of officers and directors: (If more than 3 directors and/or additional officers, attach list.)

Name	No. & Street	City	State	ZIP
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Secretary				
Director				
Director				
Director				

7. The purpose or purposes for which it was organized which it proposes to pursue in the transaction of business in this state: (If not sufficient space to cover this point, add one or more sheets of this size)
Reseller of Energy

8. Authorized and issued shares:

Class	Series	Par Value	Number of Shares Authorized	Number of Shares Issued
[REDACTED]				
[REDACTED]				
[REDACTED]				
(If more, attach list)				

9. [REDACTED] ("Paid-in Capital" replaces the terms Stated Capital & Paid-in Surplus and is equal to the total of these accounts.)

10. (a) Give an estimate of the total value of all the property* of the corporation for the following year: \$ [REDACTED]
(b) Give an estimate of the total value of all the property* of the corporation for the following year that will be located in Illinois: \$ [REDACTED]
(c) State the estimated total business of the corporation to be transacted by it everywhere for the following year: \$ [REDACTED]
(d) State the estimated annual business of the corporation to be transacted by it at or from places of business in the State of Illinois: \$ [REDACTED]

11. Interrogatories: (Important - this section must be completed.)

- (a) Is the corporation transacting business in this state at this time? **No**
- (b) If the answer to item 11(a) is yes, state the exact date on which it commenced to transact business in Illinois: _____

12. This application is accompanied by a certified copy of the articles of incorporation, as amended, duly authenticated, within the last ninety (90) days, by the proper officer of the state or country wherein the corporation is incorporated.

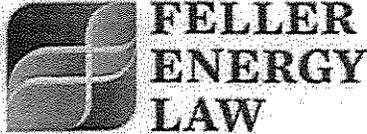
13. The undersigned corporation has caused this application to be signed by a duly authorized officer, who affirms, under penalties of perjury, that the facts stated herein are true. (All signatures must be in BLACK INK.)

Dated [REDACTED] RPA Energy Inc.
(Print Name and Title) (Exact Name of Corporation)

* PROPERTY as used in this application shall apply to all property of the corporation, real, personal, tangible, intangible, or mixed without qualifications.

Note 1: Payment in connection with this application must be in the form of a certified check, cashier's check, Illinois attorney or CPA's check or money order made payable to the "Secretary of State". The minimum fee due upon qualification is \$175. Any additional fees will be billed and must be paid before this application can be filed.

ATTACHMENT 14c
Utility Notification



159 20th St., Suite 1B
Brooklyn, NY 11232

P. 212 590 0145

info@fellerenergylaw.com
www.fellerenergylaw.com

Via FedEx

June 29, 2016

Thomas S. O'Neill
Sr. Vice President & General Counsel
(designated agent of Commonwealth Edison Company)
440 S. LaSalle St., Ste. 3300
Chicago, IL 60605

Re: Alternative Retail Electric Supplier Application of RPA Energy Inc.

Dear Mr. O'Neill,

RPA Energy Inc. intends to apply for a license to serve as an Alternative Retail Electric Supplier ("ARES") for all residential and nonresidential customers in the service area of Commonwealth Edison (subject to its receipt of an ARES license and completion of other requirements).

Please do not hesitate to contact me should you have questions or need additional information.

Sincerely,

A handwritten signature in cursive script, appearing to read 'Lena Golze Desmond', is written over a horizontal line.

Lena Golze Desmond, Esq.
Feller Energy Law Group, PLLC
159 20th St, Suite 1B
New York 11232
Phone: (212) 590-0145
Email: lenadesmond@fellerenergylaw.com
Attorney for RPA Energy Inc.

ORIGIN ID:FBTA (212) 588-0145
 NY AREA REGISTERED MAILER SERVICE LHM GROUP
 150 20TH ST.
 SUITE 18
 BROOKLYN, NY 11222
 UNITED STATES US

SHIP DATE: 20 JUN 18
 ACTIVITY: 10118
 CAD: 10367488JUN181730
 BILL SENDER

TO THOMAS S. O'NEILL
 AMEREN
 440 S. LASALLE ST., STE. 3300

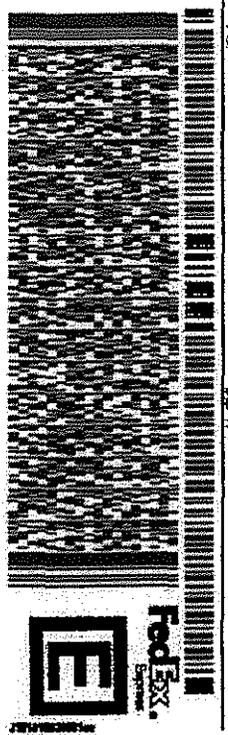
CHICAGO IL 60605

REF: RPALLINOS.BLEC.COMED

540.120060/727F

PO: (909) 483-3228

DEPT:

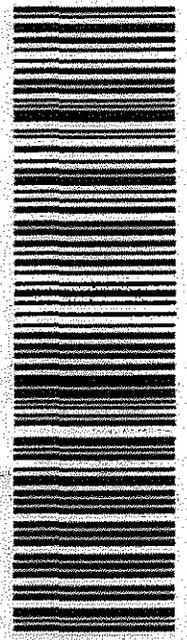


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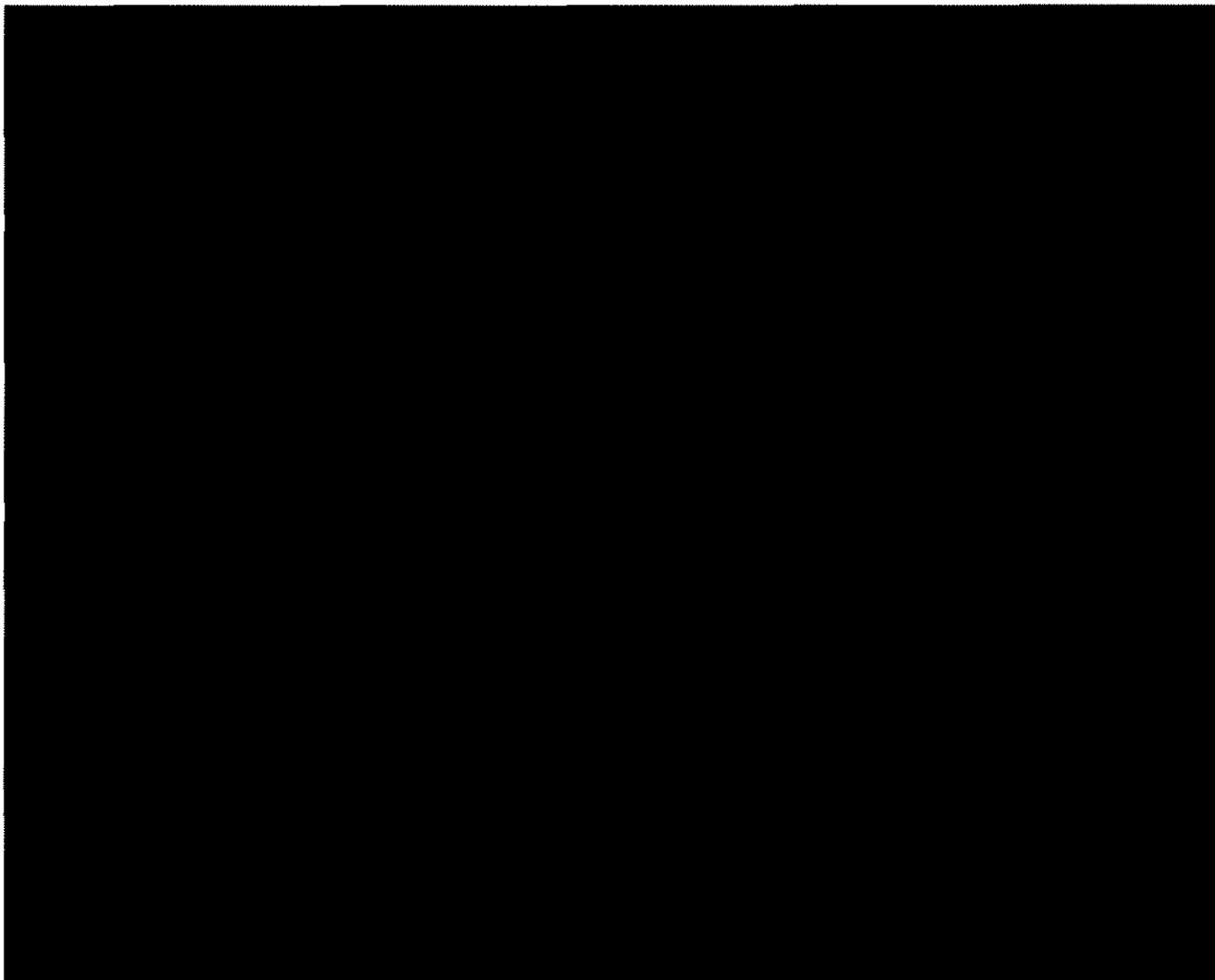
After printing this label:

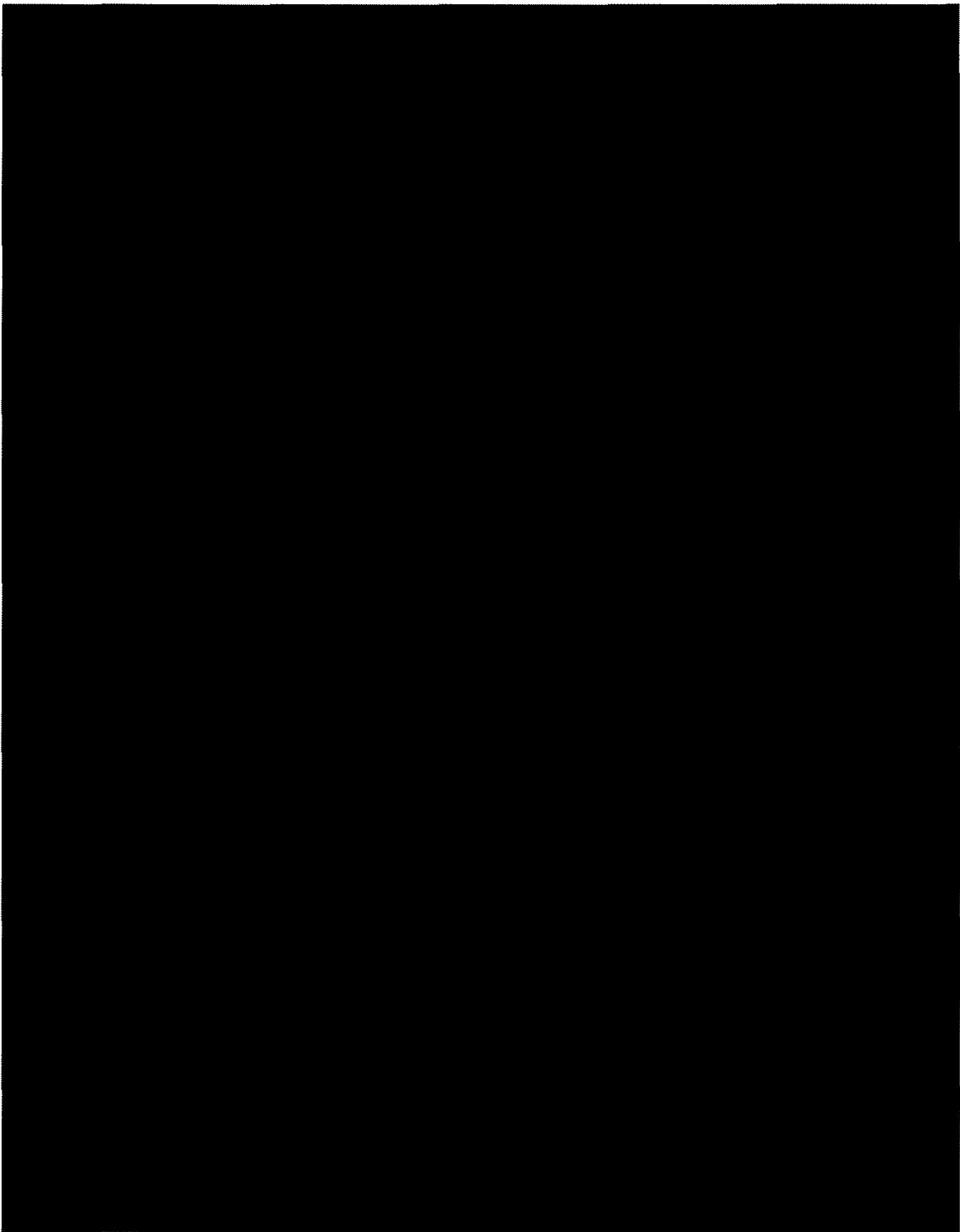
1. Use the "Print" button on this page to print your label to your laser or inkjet printer.
2. Fold the printed page along the horizontal line.
3. Place label in shipping pouch and affix it to your shipment so that the barcode portion of the label can be read and scanned.

Warning: Use only the printed original label for shipping. Using a photocopy of this label for shipping purposes is fraudulent and could result in additional billing charges, along with the cancellation of your FedEx account number.
 Use of this system constitutes your agreement to the service conditions in the current FedEx Service Guide, available on fedex.com. FedEx will not be responsible for any claim in excess of \$100 per package, whether the result of loss, damage, delay, non-delivery, misdelivery, or misinformation, unless you declare a higher value, pay an additional charge, document your actual loss and file a timely claim. Limitations found in the current FedEx Service Guide apply. Your right to recover from FedEx for any loss, including intrinsic value of the package, loss of sales, income interest, profit, attorney's fees, costs, and other forms of damage whether direct, incidental, consequential, or special is limited to the greater of \$100 or the authorized declared value. Recovery cannot exceed actual documented loss. Maximum for items of extraordinary value is \$1,000, e.g. jewelry, precious metals, negotiable instruments and other items listed in our Service Guide. Written claims must be filed within strict time limits, see current FedEx Service Guide.



COPY





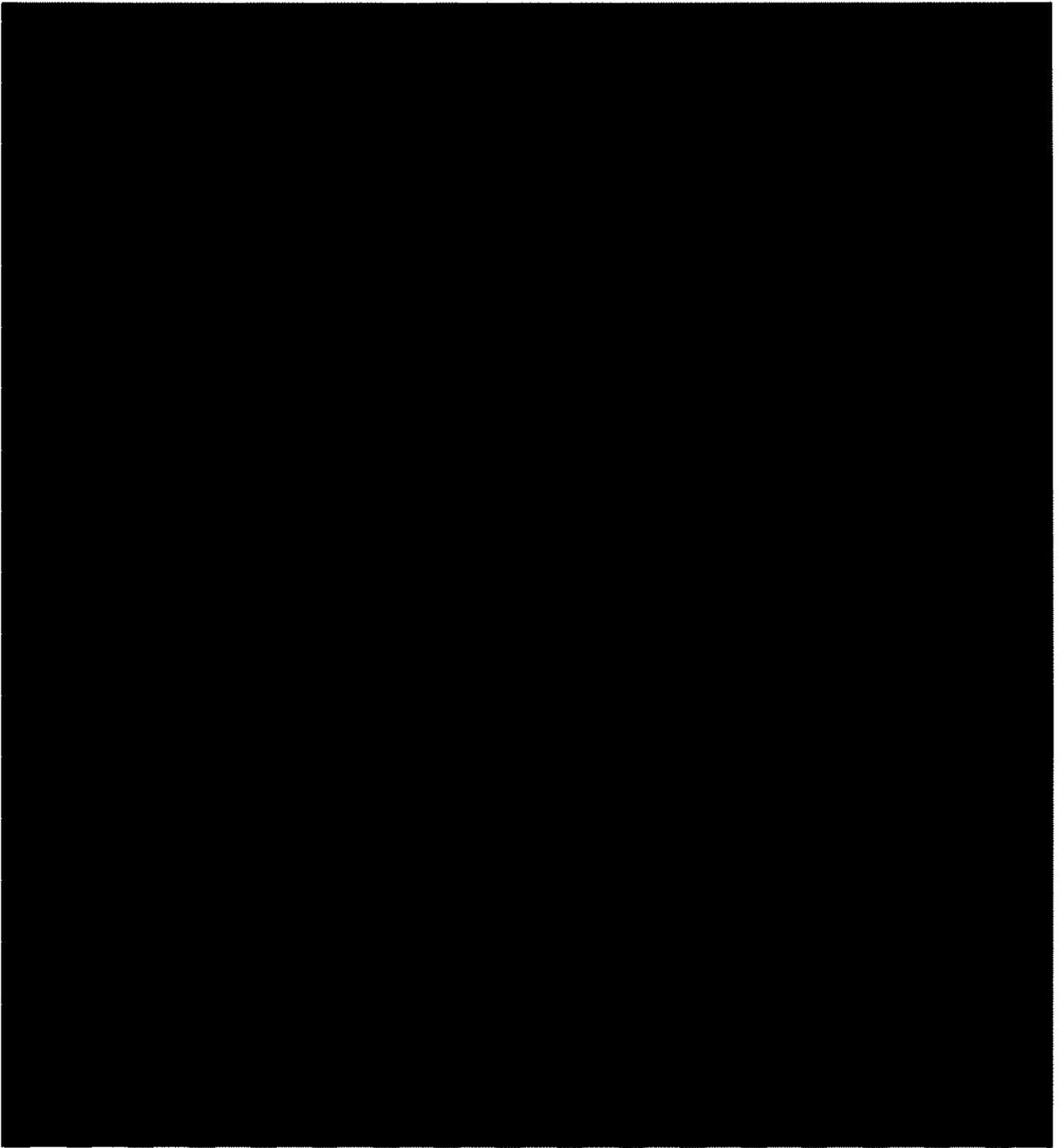
[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

ATTACHMENT 21
Financial Qualifications



ATTACHMENT 23
Technical Qualifications

Attachment 23_Technical Qualifications

451.330(b): An applicant shall be deemed to possess sufficient technical capabilities to serve retail customers identified in this Subpart if it has at least one individual on its staff with at least four years experience buying and selling power and energy in wholesale markets and one year of scheduling experience working for an entity that is either a member of PJM, a market participant in the Midwest ISO, or has a system operator certificate from NERC, or has earned Certified Energy Procurement Professional status by the Association of Energy Engineers or equivalent certification.

451.330(c): The applicant shall designate in its application, and shall agree thereafter to maintain, a telephone number, fax number and address where its staff can be directly reached at all times. Maintenance of an answering service or machine, pager or similar message-taking procedure does not satisfy this requirement.

451.330(d): The applicant shall include in its application an exhibit that identifies, by name and job title, the persons on its staff, and agents or contractors utilized pursuant to Section 451.350, with the technical experience required under Subpart D. The exhibit shall provide a description of the relevant occupational experience for each person, including a description of the duties and the duration of the duties being used to meet each experience requirement of this Section.

Qualifying Persons under 451.330(b) and 451.330(d)

1. Brian Trombino

Title: President & CEO, RPA Energy Inc.

Email: btrombino@rpaenergy.com

Telephone: (516) 858-3352

Qualifications: Brian Trombino has at least four years experience buying and selling power and energy in wholesale markets and one year of scheduling experience working for an entity that is a member of PJM. He is the Founder and Chief Executive Officer of Utility Expense Reduction, UER Energy Services, and Competitive Energy Solutions. Mr. Trombino has been active in the energy space for over six years. Along with starting two New York based ESCO's (UER and UER Energy Solutions) he also owns and operates Competitive Energy Solutions, a national energy brokerage. Prior to his involvement in the energy sector, he worked in the Financial Service industry as a Treasury Bond Broker at ICAP. **Please also see extended resume in Attachment 24_Manual Qualifications.**

2. Kevin LaGuardia

Title: Chief Operating Officer, RPA Energy Inc.

Email: kevin@uerus.com

Telephone: (347) 801-2677

Qualifications: Kevin LaGuardia has over twenty years experience in the energy sector, including buying and selling power in the wholesale markets and more than one year of experience working for an entity that is a member of PJM, including as General Manager of Retail Operations and Asset Optimization for South Jersey Energy, Business Operations Manager at PPL EnergyPlus, LLC, and Retail Electric Operations Manager at Hess Corporation. **Please also see extended resume in Attachment 24_Manual Qualifications.**

Information required under 451.330(c):

Telephone: (800) 685-0960

Fax: (212) 898-1356

Address: RPA Energy / 111 John Street, Suite 520 / New York, NY 10038

ATTACHMENT 24
Managerial Qualifications

Attachment 24_Manageerial Qualifications

451.340 An applicant shall be deemed to possess sufficient managerial capabilities to serve retail customers identified in this Subpart if it has three or more individuals in management positions with four or more years experience with enterprise financial and administration responsibilities including profit and loss responsibilities, four years experience buying and selling power and energy in wholesale markets, and four years electric system operational experience and provides the information required in subsections (a) and (b) of this Section.

451.340(a) The applicant shall include in its application an exhibit that identifies, by name and job title, the persons on its staff, and agents or contractors utilized pursuant to Section 451.350, with the managerial experience required under this Subpart D. The exhibit shall provide a description of the relevant occupational experience for each person, including a description of the duties and the duration of the duties being used to meet each experience requirement of this Section.

Qualifying Persons under 451.340(a):

1. Brian Trombino

Title: President & CEO, RPA Energy Inc.

Email: btrombino@rpaenergy.com

Telephone: (516) 858-3352

Qualifications: Brian Trombino has four or more years experience with enterprise financial administration responsibilities, buying and selling power and energy in wholesale markets, and four years electric system operational experience. He is the Founder and Chief Executive Officer of Utility Expense Reduction, UER Energy Services, and Competitive Energy Solutions. Mr. Trombino has been active in the energy space for over six years. Along with starting two New York based ESCO's (UER and UER Energy Solutions) he also owns and operates Competitive Energy Solutions, a national energy brokerage. Prior to his involvement in the energy sector, he worked in the Financial Service industry as a Treasury Bond Broker at ICAP. **Please also see extended resume in Attachment 24_Manageerial Qualifications.**

2. Kevin LaGuardia

Title: Chief Operating Officer, RPA Energy Inc.

Email: kevin@uerus.com

Telephone: (347) 801-2677

Qualifications: Kevin LaGuardia has four or more years experience with enterprise financial administration responsibilities, buying and selling power and energy in wholesale markets, and four years electric system operational experience. Kevin has over twenty years experience in the energy sector, including buying and selling power in the wholesale markets and more than one year of experience working for an entity that is a member of PJM, including as General Manager of Retail Operations and Asset Optimization for South Jersey Energy, Business Operations Manager at PPL EnergyPlus, LLC, and Retail Electric Operations Manager at Hess Corporation. **Please also see extended resume in Attachment 24_Manageerial Qualifications.**

3. Larry Maglione

Title: Partner, Eisner & Maglione CPAs, LLC

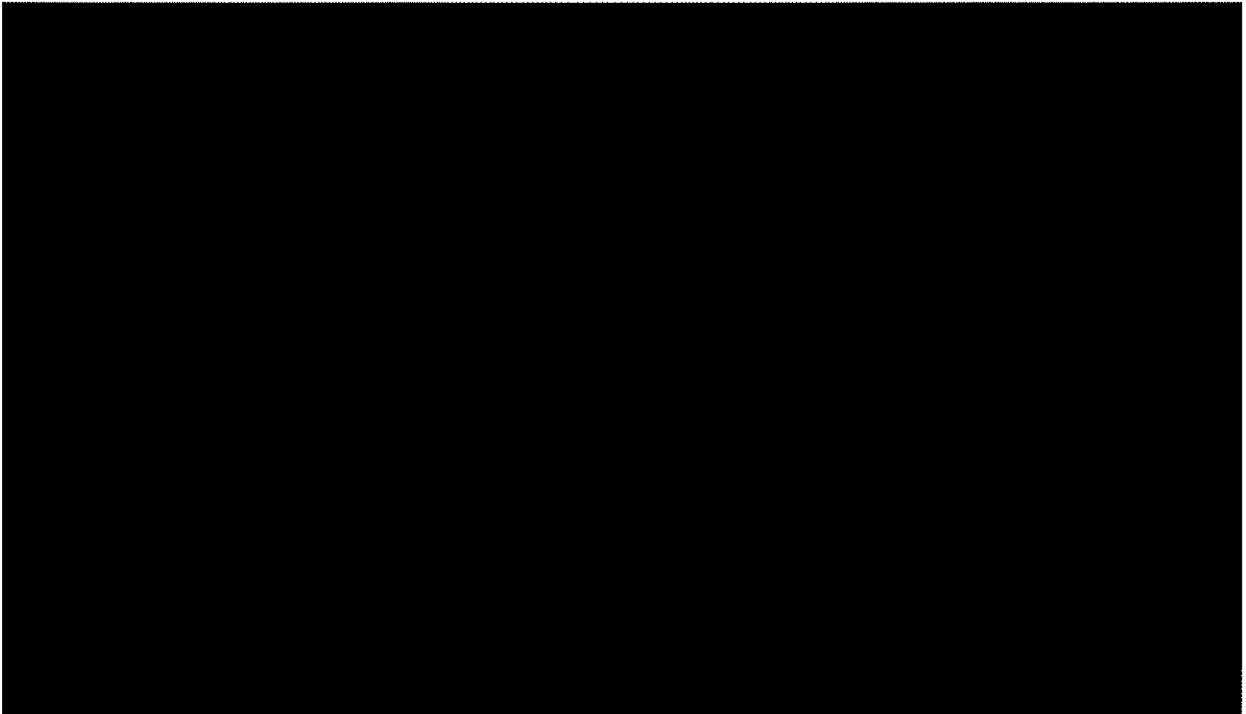
Email: lmaglione@emcpallc.com

Telephone: 631.993.4594

Qualifications: Larry Maglione has four or more years experience with enterprise financial and administration responsibilities including profit and loss responsibilities. Mr. Maglione is a partner in the accounting firm Eisner & Maglione CPAs, LLC. Mr. Maglione, a co-founder of Data Storage Corporation, LLC, is a financial management veteran with more than 24 years of experience. Prior to joining Data

Storage Corporation, LLC Mr. Maglione was a co-founder of North American Telecommunications Corporation, a local phone service provider which provides local and long distance telephone services and data connectivity to small and medium sized businesses. At North American Telecommunications Corporation Mr. Maglione was Chief Financial Officer, Executive Vice President and was responsible for all finance, legal and administration. During his tenor (September 1997-January 2001) Mr. Maglione successfully raised over \$100 million in debt and equity funding for North American Telecommunications Corporation. Prior to North American Telecommunications Corporation Mr. Maglione spent over 14 years in public accounting and he brings a broad range of experience related to companies in the technology, retail services and manufacturing industries. Mr. Maglione is a member of the New York State Society of CPAs. He holds a Bachelor of Science degree in Accountancy, a Masters of Science in Taxation and is a Certified Public Accountant. **Please also see extended resume in Attachment 24_Manageerial Qualifications.**

AGENTS/CONTRACTORS



451.340(b) The applicant shall include in its application an exhibit containing a corporate organizational chart and indicating the position of the persons or agents who are being used to meet the requirements of this Section.



Brian Trombino

Chief Executive Officer and President

Professional Summary

Brian Trombino is the Founder and Chief Executive Officer of Utility Expense Reduction, UER Energy Services, Competitive Energy Solutions and Call Verification Company. Mr. Trombino has been active in the energy space for over eight years. Along with starting two New York based ESCO's (UER and UER Energy Solutions) he also owns and operates Competitive Energy Solutions, a national energy brokerage. Mr. Trombino holds a degree in Business from Hofstra University. Prior to his involvement in the energy sector, he worked in the Financial Service industry as a Treasury Bond Broker at ICAP.

Experience

President and CEO

May 2010 to Present

Utility Expense Reduction, LLC – New York, NY - Garden City, NY

President and CEO

February 2011 to Present

Competitive Energy Solutions Corp. – New York, NY - Garden City, NY

President and CEO

October 2011 to Present

Utility Expense Reduction Energy Services, LLC – New York, NY - Garden City, NY

President and CEO

March 2013 to Present

Call Verification Company – New York, NY

Education

Hofstra University

Hempstead, NY

Business

Lawrence A. Maglione



Director

Contact Information:

Phone: 631.750.7600

Fax: 631.980.6100

Email: lmaglione@emscpa.com

Office Location:

66 Commack Road, Suite 201

Commack, NY 11725

Education

- Bachelor of Science Degree in Accountancy
- Masters of Science Degree in Taxation
- Certified Public Accountant (CPA)

Associations

- New York State Society of CPAs

Profile

Mr. Maglione is a partner in the accounting firm Eisner & Maglione CPAs, LLC.

Mr. Maglione, a co-founder of Data Storage Corporation, LLC, is a financial management veteran with more than 24 years of experience. Prior to joining Data Storage Corporation, LLC Mr. Maglione was a co-founder of North American Telecommunications Corporation, a local phone service provider which provides local and long distance telephone services and data connectivity to small and medium sized businesses.

At North American Telecommunications Corporation Mr. Maglione was Chief Financial Officer, Executive Vice President and was responsible for all finance, legal and administration. During his tenor (September 1997-January 2001) Mr. Maglione successfully raised over \$100 million in debt and equity funding for North American Telecommunications Corporation.

Prior to North American Telecommunications Corporation Mr. Maglione spent over 14 years in public accounting and he brings a broad range of experience related to companies in the technology, retail services and manufacturing industries.

Mr. Maglione is a member of the New York State Society of CPAs. He holds a Bachelor of Science degree in Accountancy, a Masters of Science in Taxation and is a Certified Public Accountant.

SYLVESTER ALLEN

(547) 394-3823 SYLVESTER@UERUS.COM

COMPLIANCE EXECUTIVE

QUALIFICATIONS PROFILE

Highly self-motivated and results-driven professional with more than 10 years providing high-performance compliance management and continuing education in the energy solutions business, telecommunications, and the academe. Detail-oriented, analytical and methodical with critical thinking to resolve work issues even under stressful work conditions. Well-organized with multitasking skills that optimize limited resources to achieve outstanding results from concurrent tasks. Strong people management and interpersonal communication skills that inspire confidence while forging teamwork with colleagues across diverse ethnicities.

KEY EXPERTISE

- Marketing & Sales (Trad. & Online)
- Social Media Marketing
- New Business Development
- Customer Service Management
- B2B/B2C Sales Management
- Relationship Management (Customers, Public, & Suppliers)
- Internal Process Audit
- Service Quality Management
- Process/Workflow Improvement
- Continuous Quality Improvement
- Negotiations & Diplomacy
- Quality Assurance & Compliance
- Policies & Regulatory Compliance (i.e. OSHA, ISO etc.)
- Staff Supervision & Training
- CAPA (Corrective & Preventive Action) Non-Conformity Management
- Instructional Design Models: (Dick & Carey, Robert Gagne's Model, & ADDIE)
- Training Records & Document Management

PROFESSIONAL EXPERIENCE

Director of Compliance, UTILITY EXPENSE REDUCTION, LLC

Feb 2013 – Present

Provided strategic direction, ownership, and motivation in business-aware process management. Oversee document control, records archiving, corrective and preventive action planning, non-compliance management, and process-based staff development. Organize and implement Customer Satisfaction Surveys, analyzing the results and communicating results to management. Interact with customers for improvement proposals. Manage internal management and process audits to reveal non-conformance to standards and policies. Interact with employees on quality issues.

- Conduct process metric analysis to ensure company compliance with all standards and regulations.
- Developed enterprise-wide QA & Compliance Plans and operating manuals.

Corporate Trainer, AEGIS GLOBAL ACADEMY

May 2012 – Feb 2013

Managed daily operations of training programs to ensure seamless delivery of courses and materials, and timely completion of other developmental activities. Conducted needs assessments; designed and developed coursework for all areas of operations and sales. Integrated blended learning solutions into curriculum. Obtained course content through SMEs and other sources. Delivered courses harnessing technology solutions in virtual training, self-study, e-learning, and small group tutorials. Conducted skill assessments. Collaborated with internal and external content experts to ensure accuracy of program content and reflect the latest developments. Collaborated with other departments to establish training needs across the organization. Kept abreast with industry developments in ensure execution of best-of-breed curriculum.

- Ensured quality of coursework and LMS through evaluation and effectiveness measurements of training programs.
- Developed and conducted train-the-trainer programs for contract trainers.

Corporate Trainer/Manager, AT&T

Aug 2005 – May 2012

Developed and delivered a comprehensive, corporate training program addressing organization's needs. Prepared and coordinates training materials. Identified and developed innovative and creative learning techniques such as e-learning, visual aids, etc. Administered training programs directly or authorized trainers. Collaborated with process owners on subject matter relating to specific job responsibility training. Monitored and measured effectiveness of all training programs. Worked with key executives to improve management level training.

EDUCATION & CREDENTIALS

B.A.Sc., Pre-Medicine/Pre-Medical Studies, GPA: 3.8, JACKSONVILLE UNIVERSITY • Jacksonville, FL (2006)

Professional Training & Certifications

- Instructional Technology Certified, Instructional Technology Development NYIT (2012 – 2014)

Community Involvement:

- Trainer: New York City Department of Health and Mental Hygiene (May 2011 – Present)
- House Builder Volunteer: Habitat for Humanity Jacksonville (Aug 2010 – Jun 2011)
- Fundraiser: Jacksonville Symphony Orchestra (Sep 2008 – Jun 2011)

KEVIN LAGUARDIA

3 Cory Court
Mountainside, NJ 07092
908.790.0933-H / 908.623.7286-C
kvnlgd@gmail.com

Seasoned team leader with 20 plus year career track highlighted by rapid advancement based on top-flight performance in operations, supply chain, and sales & marketing. Analytical thinker with talent for identifying business opportunities and challenges and creating innovative plans, programs, processes, and systems that increase operational efficiency, minimize costs, and produce double-digit sales and revenue growth. Strong technical acumen with expert qualifications in forecasting, inventory management, billing, supplier relations and data analysis.

- Regulatory Compliance
- Sales/ Business Development
- Product Structuring / Development
- Client & Vendor Relations
- Channel Partners Management
- Revenue Management
- Negotiations
- Project Management
- Forecasting
- C-level communications
- Procurement
- Leadership
- ETRM/ ERP
- Business Analytics
- Risk Management
- Change Management
- Strategic Planning & Analysis
- P&L / Budget / Cost Control
- Mergers & Acquisitions
- Marketing
- Energy Management

PROFESSIONAL EXPERIENCE

Direct Energy, Woodbridge, NJ 2015 – Present
Direct Energy is fully owned by UK-based Centrica plc, a billion dollar company with over 30 million customers worldwide.

Consultant
November 2015 – Present

Transitioning data management, short-term and long-term forecasting from the Houston office to Woodbridge office, while doing so I'm managing and guiding outside vendors supporting the forecasting processes in streamline and building a scalable forecasting system that integrates into the company's ETRM and ERP systems

May 2015 – November 2015

Managed the Power Spot Market Cash PnL in the risk management business unit, supporting trading operations, IT department, product controls plus providing input to planned system changes with stream lining processes and increasing efficiencies with the following responsibilities:

- Mark to market analysis and reporting
- Forward markets and volatility as it applies to the energy portfolio , physically and financially
- Participate in the design of structured products from billing to proper hedging of the product to minimize risk

Plymouth Rock Energy, Woodmere, NY

2014 – 2015

Chief Operating Officer

Experienced professional with strong leadership and team building skills to execute on the company's strategic short and long term goals set forth by the board of directors plus execute all directives of the CEO, by marshaling resources to the most productive uses with the goal of creating maximum value. Manage day to day retail, supply and sales operations with the following responsibilities

- Develop and establish operating policies consistent with the CEO's broad policies and objectives and ensure their adequate execution
- Appraise and evaluate the results of overall operations regularly and systematically, and report these results to the CEO
- Ensure that all activities and operations are performed in compliance with local, state, and federal regulations and laws governing business operations
- Provided financial and decision support to company owners as well as lead the preparation of financial reporting and executive dashboards
- Train, coach, motivate, recruit and develop sales staff through embracing world-class sales competencies
- Leadership of sales staff to increase revenue and market share through integrated marketing solutions
- Valuation of potential mergers and acquisitions or market entries

- Establish policies to ensure adequate management development and to provide for capable management succession for those functions/business units falling under my responsibility
- Direct the development and establishment of adequate and equitable personnel policies throughout the organization, including compensation policies and employee benefit plans
- The ability to quickly assess situations, establish superior partnerships and relationships with peers, business leaders, and local clients

South Jersey Energy, Hammonton, NJ 2013– 2014

South Jersey Energy plays an integral role in South Jersey Energy Solutions and South Jersey Industries developing energy solutions in the deregulated natural gas and electricity markets.

General Manager, Retail Operations & Asset Optimization

Responsible for the procurement and management of all the fuel requirements at Energenics/Marina owned or partner owned facilities. Primary focus will be to maximize profitability of all natural gas contracts, electric contracts, renewable projects including incremental generation into the appropriate ISO. Additionally, managed the strategic development of the retail gas and electric business segments. Provide direction to South Jersey Energy's energy supply and operational function with the following responsibilities:

- Developed daily and future trading strategy in conjunction with Risk Management Policy in both energy and RECs.
- Accountable for the operational and financial performance of the SJE business unit. Evaluate the profitability of various business segments and potential strategic alliances.
- Lead the strategic planning process for corporate and other business units
- Identified and valued possible mergers and acquisitions in the Retail power and Natural Gas segment
- Responsible for directing sales efforts and coordinating offers with sales and marketing strategies including decisions with respect to price, channels, term, etc.
- Managed resource needs with market opportunities by redirecting or contracting staff levels accordingly.
- Developed long-range gas and electric supply strategies including oversight of functions responsible for executing monthly energy requirements and energy purchasing strategies.
- Tracked market conditions and made decisions with respect to supply, sales and resource management accordingly.
- Directed the annual budgeting/strategic planning process. Prepare annual budget and monitor performance against budget.
- Developed operating procedures for all business segments that ensure separation of duties and internal control.
- Represent South Jersey Energy Company as senior-level manager in various outside organizations

PPL EnergyPlus, LLC, Allentown, PA

2011– 2013

PPL EnergyPlus is the energy marketing and trading subsidiary of PPL Corporation, a Fortune 500 energy company based in Allentown, Pa with operations in Kentucky and the UK.

Manager, Business Operations (2011 -2013)

Manage and support PPL Energy Plus' retail and wholesale power marketing by managing the retail pricing, retail operation process & sales / marketing. This includes but not be limited to customer relationship support, market research analysis, transaction analysis pricing coordination and development, plus managing the operational support for the business, including the areas of customer enrollments/drops, billing, deal capture, management of customer relationship system, development and maintenance of business metrics and business reports, ownership of the development and documentation of the business processes and systems, and other functions as determined by the business unit. Managing 15 plus direct reports.

- Directing the development and execution of a online system to track and manage proposals, tied to the CRM system and retail billing system as well as the development and analysis of a P&L process down to customer level; system is projected to reduce inefficiencies and customer response time plus increase customer satisfaction
- Managed the market entry analysis for all Residential and Commercial segments which include market availability, tariff analysis, head room analysis of EDC's price to compare to better forecast financial impacts and market penetrations; successfully serving load in all PA, NJ, MD and DE which has doubled gross margins.
- Developed the customer acquisition processes for the Residential customer segments which included web services, enrollments, deal capture, customer care, P&L development and reporting, collaborating with other departments to identify key
- Led the development of standardizing transaction reports, transaction summaries and other processes/ procedures to effectively manage market data, transaction opportunities and transaction results plus increase efficiency in the bid to bill process
- Key member of the M&A team for the retail business segment

- Established variance reports to capture pricing and cost components for development of product and pricing structures and marketing strategies for the C&I and Mass Market segment that increased accuracy and profitability by exceeding year end gross margin goals by 16% for 2012

Manager, Retail Operations

Manage and support PPL EnergyPlus' retail and wholesale electric marketing efforts by supervising the operational support for the business, including the areas of customer enrollments, billing, product structuring, deal capture, settlements, management of customer relationship system, government RFPs, development and maintenance of business reports, ownership of the development and documentation of the business processes, reporting management, market / regulatory support and other functions as determined by the business unit.

HESS CORPORATION, Woodbridge, NJ; New York, NY

2001–2011

Global integrated Energy Company operating in the Exploration and Production (E&P) and Marketing and Refining (M&R) segments.

Manager – Utility Sales (2010– 2011)

Managing all default service contracts with Electric Distribution Companies (EDCs) in the deregulated states where Hess currently provides electric service. Primary point of contact between the EDCs and Electric Operations, responsible and accountable for all aspects of serving default service contracts including contract negotiations, pricing, settlement and reporting. Advocate procurement process improvements at the state regulatory level. Coordinate all necessary support within the Retail and Wholesale Electric Operations areas, Credit Support, Legal, and Middle and Back office to ensure that Default Service transactions are managed in an efficient and profitable manner to maximizing P&L and ROCE of this business area.

Manager, Retail Electric Operations (2007–2010)

Promoted to drive electric sales to leading utilities across the New England and mid-Atlantic regions. Direct all facets of daily business including short- and long-term electric load forecasting, product structuring, asset management and P&L reporting to ensure profitability. Hold P&L responsibility of \$30M+ annual gross profit.

- Built EDC (utilities) Sales Program from the ground up, cultivating relationships with regional utilities and negotiating supply master agreements that account for up to 45% of electric volumes and significantly increased profit margins.
- Spearheaded development and execution of online system to track and manage proposals, tied to the CRM system and retail billing system as well as enable analysis of P&L down to customer level; system is projected to reduce expenses by up to 15%.
- Completed acquisition project 2 months ahead of schedule and 8% under budget as Transition Manager, evaluating and migrating high performance staff, processes, data, and software to enhance product structuring, billing, and wholesale supply.

Manager – ISO Services (2006–2007)

Managed all RTO requirements, advocated issues of interest related to retail and wholesale markets, monitored rule changes and communicated to the structuring group with the necessary input and resources to improve confidence and accuracy, collaborated across business units by providing knowledge of policy changes. Tracked transmission and capacity outages which have basis impacts for better view of the markets to get some competitive pricing advantage

- Supported the advocacy of retaining reasonable levels of unsecured credit for LSEs in the ISO markets with collaboration of internal business units
- FERC advocacy: promoted the Business interests and developed Hess' profile at the FERC by submitting regulatory filings with the assistance of Legal and Commercial operations

Senior Product Logistics Coordinator (2004–2006)

Managed logistics for ordered product including vessel lift/load scheduling and import/export documentation to ensure timely deliveries that met production schedules. Oversaw refinery finished product inventory levels and served as primary point of contact for all vessel, quality, inventory, and security clearance matters.

- Championed \$875K annual demurrage cost reduction – minimizing tank inventory levels 10% and administrative work by 50% – by building an in-house system capable of communicating with SAP and other software to establish inventory, cost, and scheduling accountability.

Manager, Electric Operations (2001–2004)

Tasked with leading penetration of new electric retail markets, analyzing P&L, reconciling electric and wholesale portfolios, and creating tactical programs to ensure success. Controlled electric commodity retail pricing desk.

- Utilized company's strong financial standing and industry contracts to capitalize on power auction buy/sell opportunity, negotiating back-to-back \$25M deal that generated a windfall net profit.

- Established and expanded market presence in New York, mid-Atlantic, and the northeast by designing and leading strategic electric retail marketing program. Created competitive pricing structures, provided key support to sales and marketing team, and hired and trained additional staff to triple electric commodity sales.
- Generated \$500K annual revenue growth by replacing antiquated in-house forecasting and scheduling, pricing, and billing programs with a single database, decreasing over scheduling of power at peak times while simultaneously reducing reconciliation time 50% and billing errors 10%.

PUBLIC SERVICE ENTERPRISE GROUP (PSEG), Newark, NJ 1999–2001
Publicly held diversified energy company and one of the nation's 10 largest electric companies with \$13.3B in annual revenue.

Energy Buyer (2000–2001)

Determined strategy and plan to secure lowest optimal price paid throughout customer portfolios by balancing risk strategy against market pricing. Fostered strong customer relationships, meeting one-on-one to evaluate portfolios for opportunities and risks, provide market condition updates, and recommend upcoming procurement prospects. Discussed potential savings with suppliers and coordinated contract negotiations, commodity and services sourcing, and proposal requests to meet all business requirements.

Rates Analyst (1999–2001)

Monitored and reported on state regulatory activity impacting company, working closely with state and federal agencies. Assisted in preparation of state regulatory filings and tariffs including submitted testimony and exhibits. Participated in development of regulatory strategy by conducting analysis to support business objectives in the area of rates, rate design, and tariff services.

- Streamlined procedures through the development of a cost of service analysis for rate cases and risk assessment model.

BOC GASES, Murray Hill, NJ 1997–1999
A company of The Linde Group supplying industrial, medical, and scientific gases and equipment in 30 countries; \$13B in revenue.

Operations / Distribution Financial Analyst

Held full oversight of \$150M budget, developing integrated revenue/expense analyses, projections, reports, and presentations for 75 distribution depots to encourage top financial performance. Worked in collaboration with all organizational units to ensure consistent reporting, guidelines, policies, and procedures.

SUN CHEMICAL, Staten Island, NY 1994–1997
World's largest producer of printing inks and pigments; more than \$3.5B in annual sales.

Buyer

Assured alignment of raw materials inventory with production plan. Organized shipping to internal and external customers, from obtaining necessary documentation and certifications for hazardous shipments through procuring packaging materials and laboratory supplies. Negotiated chemicals and transportation purchasing contracts as well as all freight contracts.

- Formulated and executed new procurement strategy for domestic and international raw materials, securing new vendors and negotiating new pricing and terms and conditions to decrease costs by \$1.5M – a 10% reduction.
- Advanced inventory control by instigating implementation of warehouse locator system, reducing stock-outs 50% and minimizing over-purchasing of raw materials.

PUBLIC SERVICE ENTERPRISE GROUP (PSEG), Newark, NJ 1986–1994
One of the nation's leading publicly traded diversified energy companies.

Customer Service Representative

Orchestrated key initiatives to improve business processes. Implemented marketing programs, conducted extensive account and billing analysis, and worked closely with field staff.

Bookkeeper

Collection Representative

LICENSES & CERTIFICATES

New Jersey Insurance License – Property, Casualty, Life and Health

EDUCATIONAL CREDENTIALS

MBA, Business, Fairleigh Dickinson University, Teaneck, NJ

BS, Accounting / Finance, St. Peter's College, Jersey City, NJ

Coursework & Training

- AGA Rates Course, University of Wisconsin
- NYISO Market Training
- PJM Market Training
- Managing People and Processes
- Logistics Seminar – CPE Credited Course, Penn State University
- Fundamentals of Cost Accounting, AMA (18 CPE Credit Hours)
- NE-ISO Market Training
- Six Sigma

TECHNOLOGY PROFILE

Systems & Tools

- Endur – Trading Position Reporting Tool
- NirvanaSoft – Retail Commodity Billing System
- ISO/ RTO – NYISO, PJM, NE-ISO
- MicroStrategy Business Intelligence
- SAFARI – Ensite Billing System
- Aligne – Back office software
- Social Media
- Northstar
- nMarkets – Power Pool Reporting Tool
- Salesforce CRM
- Vessel Positioning System (VPS)
- Zainet
- SAP
- Allegro – Energy Trading Risk Management tool
- Google AdWords
- Ventyx