

DIS Case Number: 14-1734-EL-AGG

Section A: Application Information

Section B: Applicant Managerial Capability and Experience

B-1. Jurisdiction of operations

List all jurisdictions in which the applicant or any affiliated interest of the applicant is certified, licensed, registered or otherwise authorized to provide retail natural gas service or retail/wholesale electric service as of the date of filing the application..

Jurisdiction of Operation: All Ohio jurisdictions that are served by a deregulated natural gas utility. Bright Power is currently authorized to conduct retail natural gas and electricity procurement in NY, MA, CA, DC, MD & IL.

B-5. Disclosure of certification, denial, curtailment, suspension or revocation

Has the applicant, affiliate, or a predecessor of the applicant had any certification, license, or application to provide retail natural gas or retail/wholesale electric service denied, curtailed, suspended, revoked, or cancelled or been terminated or suspended from any of Ohio's Natural Gas or Electric Utility's Choice programs within the past two years?

No

Section C: Applicant Financial Capability and Experience

Section D: Applicant Technical Capacity

D-1. Operations

Power brokers/aggregators: Include details of the applicant's business operations and plans for arranging and/or aggregating for the supply of electricity to retail customers.

File(s) attached



Public Utilities
Commission

Application Attachments

ANDREW V. KERN

23 Winchester Drive, Jackson, NJ 08527
609-529-8826 (c) andrewvkern@gmail.com

Multifaceted advocate and results driven professional having a unique background and proven success in business development and fiscal operations with the ability to strategically problem solve, increase customer satisfaction, and motivate as both a team player and effective leader through tenacious follow-up and continuous communication.

PROFESSIONAL EXPERIENCE

Director of Energy Markets, Bright Power, 2019-present

- ◆ Guide large, multi-location real estate portfolio managers through Energy Supply Management decisions;
- ◆ Prepare supply recommendations, Conduct RFPs and Reverse Auctions and Negotiate contract terms
- ◆ Administer extensive Bulk Purchasing Aggregation consisting of hundreds of locations operated by nonprofit housing organizations throughout NYC.
- ◆ Provide reports and sales support for the National Portfolio Account Management Team

Councilman, Jackson Township, 2019-present

- ◆ Led Recreation and Parks committee, completely audited all township owned playground equipment resulting in 4 locations being completely renovated within the first year.
- ◆ Chairman of the following subcommittees: Board of Education; Community Development & Land Use; Open Space Preservation; Private Residential Communities; Jackson Township Municipal Court
- ◆ Member of the CentraState Healthcare System Legislative Affairs Committee

Managing Principal, KVA Power Management, 2016-2019

- ◆ Pilot C&I and MUSH clients comprehensive energy supply purchasing strategies and acquired \$6.5M in financing, grants and incentives for Energy related Capital Improvement Projects;
- ◆ Directed the company's NJ DCA approved State Contractor status;
- ◆ Established channel partnerships for Solar, LED Lighting, HVAC and Energy Efficiency projects;
- ◆ Developed web-based portal to utilize client data maximize ROI on energy efficiency efforts.

Senior Business Development Manager, Nextility, 2015-2016

- ◆ Expanded Washington D.C. based start-up firm into the northeast metro region including PA, NY & NJ;
- ◆ Developed the sales support team transforming them into relentless negotiators dealing with suppliers;
- ◆ Increased average sale by 165% company-wide through training and mentoring sales team.

Regional Director Mid-Atlantic, Taylor Consulting and Contracting, 2012-2015

- ◆ Led the Philadelphia office sales team, marketing strategy and support staff while creating a personal book of business that resulted in more than \$13m worth of energy supply contracts and \$850,000 in yearly company revenue by creating and cultivating business relationships generating channel partners;
- ◆ Managed energy consortium purchasing over 600,000 MWhs of electricity for more than 1,500 clients

Director Mid-Atlantic, RGS Energy, 2009-2012

- ◆ Led the company's expansion into Mid-Atlantic region through strategic planning and marketing efforts.
- ◆ Developed \$38M of renewable energy projects for C&I and MUSH clients.
- ◆ Quarterbacked the development process from prospecting /origination through permit and construction
- ◆ Member of the New Jersey Clean Energy Council - Solar Transition Working Group.

Sales and Marketing, Corbin Solar Solutions, 2009

- ◆ Coordinated the regional Home Depot Solar Program, conducting in-store presentations and external event participation to develop solar energy projects for commercial and residential clients;
- ◆ Member of the NJ Renewable Portfolio Standards Rule Revisions Stakeholder Group.

Project Manager, BH Homes, 2006-2008

- ◆ Revitalized a custom, high-end adult community project resulting in \$21m in sales during real estate market collapse by providing luxury in-home options such as elevators and basement lap pools.
- ◆ Re-negotiated all subcontractor and supplier contracts to achieve optimum service and shareholder return, authored scopes of work for all vendors and material suppliers and directed all civil, road and utility site work including engineering revisions, permitting and approvals.

Store Management, Home Depot, 1994-2006

- ◆ Full responsibility for the management of a \$62 million P&L at #3 store in the company. Exceeded metrics for sales, gross margin, inventory turns and net profit.
- ◆ Managed all aspects of HR (recruiting, hiring, training & evaluating) and Directed a leadership team of 21 Assistant and Department Managers to supervise 40 Professional Sales Associates on teams with varied sales life cycles and a staff of 325 full and part-time associates. Developed and evaluated department and individual associate sales goals through CRM follow-up, vendor management and product training;
- ◆ Completed multiple Lean Six Sigma projects for logistics, special order appliance management and as Regional Safety Manger, created new programs for hazardous materials handling and disposal;
- ◆ Acted as Regional Captain of the Team Depot community and associate-action volunteer program helping veterans, handicapped individuals, communities in need and 9-11 cleanup.

Store Manager, Retail Apparel Service Corporation, 1991-1994

- ◆ Managed the highest volume location of an 84-store specialty retail clothing chain.
- ◆ Full staffing, human resources, budget, forecasting and P&L responsibility

VOLUNTEER

- ◆ Board Member, Ocean County Board of Social Services, 2021-present
- ◆ Planning Board Vice Chairman, Jackson Township, 2013-2018
- ◆ Member - Monmouth Ocean Development Council (MODC) Energy and Environment Committee
- ◆ Big Hearts to Little Hearts, Regional Congenital Heart Defect Charity
- ◆ Manager/Coach - Holbrook Little League Softball and Jackson Recreation Basketball

EDUCATION

Bachelor of Business Administration Rider University 1990

- ◆ President, Student Government Association 1989
- ◆ Student Justice, Disciplinary Review Board
- ◆ Chaplain, Theta Chi Fraternity

Riana Erickson, LEED GA

315 W 86th St #14B | New York, NY 10024
riana.erickson@gmail.com | (917)-715-4575

RELATED EXPERIENCE:

Energy Procurement Analyst – NY Sector

February 2021 – Present

Bright Power Inc., Manhattan, NY

- Liaised with Director of Procurement to make decisions for operational activities and set strategic goals
- Evaluated the efficiency of reconciliation procedures according to organizational objectives and initiated a Salesforce strategy for Account Manager commissions and commission tracking
- Supervised Energy Procurement Team training for Salesforce, Confluence, SQL, Excel and *EnergyScoreCards*
- Automated and tracked large scale Procurement Initiatives
- Proactive creation of legal and outreach document templates
- Reconciliation of third-party commissions

Energy Analyst - NY Sector

April 2019 – February 2021

Bright Power Inc., Manhattan, NY

- Expertise in benchmarking for local laws: 33, 84, 87, 97 and compliance programs: HPD, HCR, MPP, EGC
- Identified and communicated energy-saving opportunities for large portfolios directly to decision-makers
- Communicated daily with multimillion-dollar property management companies
- Collaborated cross functionally with the Audit Team, Software Team, Tech Team, Energy Procurement Team and Accounts Receivable Team to deliver holistic analysis services to clients
- Experienced in working with Federal Green Loan compliance, outreach, data manipulation and reporting.
- Utilized customized dashboards in *Cluvio* for data management, data analysis and tracking

Retail Operations Coordinator/Office Manager

November 2018 - April 2019

Graze - Nature Delivered Inc., Manhattan, NY

- Managed and controlled costs of third-party fulfillment, dispatch, and delivery of *Graze* snacks
- Coordinated shipments and marketing requests with the warehouse and retail team
- Acted as Accounts Receivable for all NY office invoices
- Managed warehouse staff remotely
- Human Resources advisor for NY employees, utilized *BambooHr* and *InsperityHR* software

Horticulturist

July - November 2018

John Mini Distinctive Landscapes LLC, Manhattan, NY

- Acted as a liaison between John Mini and our clientele
- Educated clients on plant identification and optimal care techniques
- In charge of plant replenishment based on arrangement and performance of plants
- Analyzed replenishment data by species type and location

Teaching Assistant

September 2015 - May 2018

Department of Forest and Natural Resources Management, SUNY-ESF

- Assisted grading of Algebra, Pre-Calculus and Calculus homework, including excel labs
- Provided student consultation regarding homework and Excel lab reports

EDUCATION:

State University of New York College of Environmental Science and Forestry (SUNY-ESF)

May 2018

Bachelor of Science: *Environmental Science; Earth and Atmospheric System Science*

Minors: *Mathematics and Environmental Writing and Rhetoric*

GPA: 3.436

QUALIFICATIONS SUMMARY:

MS Suite, G Suite, SQL, Salesforce, EnergyStar Portfolio Manager, Cluvio, R, Edge on Demand, ArcGIS

This foregoing document was electronically filed with the Public Utilities

Commission of Ohio Docketing Information System on

9/8/2021 5:49:12 PM

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Summary: In the Matter of the Application of Bright Power, Inc