



scioto energy

November 19, 2013

Rosemary Chiavetta, Secretary
Pennsylvania Public Utility Commission
P.O. Box 3265
Harrisburg, PA 17105-3265

Ms. Chiavetta,

Per your written request dated November 8, 2013, New River Group, LLC d/b/a Scioto Energy is pleased to provide the professional resumes of our chief officers. In accordance with 52 Pa Code § 1.36 I have provided the following verification statement.

I, Susanne Buckley, hereby state that the facts above set forth are true and correct to the best of my knowledge, information and belief, and that I expect to be able to prove the same at a hearing held in this matter. I understand that the statements herein are made subject to the penalties of 18 Pa. C.S. § 4904 (relating to unsworn falsification to authorities).

If you have any further question or concerns please do not hesitate to contact me at 614-888-8805 or sbuckley@sciotoenergy.com.

Best Regards,

Susanne Buckley
Managing Partner
New River Group, LLC d/b/a Scioto Energy

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SUSANNE J. BUCKLEY

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PA PUBLIC UTILITY COMMISSION
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PROFESSIONAL EXPERIENCE

August 2009 to present: Scioto Energy

Managing Partner

Share in full responsibility of Scioto Energy business planning, operations, execution, customer service and staffing.

- Business has grown to over 6500 commercial and industrial accounts
- Employee six full time employees and over seventy independent consultants
- Oversaw the development of internal programs to manage accounts
- Recognized by Business First as one of the top 50 growing companies in Central Ohio

January 2005 to August 2009: Integrys Energy Services

Ohio Direct Mass Markets Income Stream Leader (June 2007 to Aug 2009)

Responsible for the business planning, execution and profit and loss statement of the Ohio mass markets business unit. Target market is end-use customers (typically residential and small commercial), obtained through direct and indirect marketing including governmental aggregation.

- Full accountability for realized performance results of the \$10 MM Ohio mass markets business unit which is comprised of approximately 85,000 natural gas and power customers
- Develop and convey financial forecasts and budgets to the upper management team and analyze all monthly realized margin results versus budget
- Lead cross functional teams where not direct reporting relationship exists

Director Regional Sales – Retail C&I Great Lakes Region (Jan 2005 through May 2007)

Responsible for the overall strategic and tactical leadership for the Great Lakes region by driving up volume, margin and market share for all available business lines. [Region included state of Ohio, Michigan and surrounding utilities in WVa, Ky and Illinois.]

- Responsible for over \$10 MM of top line gross margin via the growth of five product lines (natural gas, power, governmental aggregation, EMS and demand response)
- Directly managed and coached sales team of ten and numerous indirect sales channels
- Responsible for resolution of customer disputes, inquiries, conflicts, etc.
- In November 2007, role was expanded to develop demand response business for all company regions which included MISO, PJM, ERCOT and NE-ISO and NYISO.

January 2003 to December 2004: Cardinal Health

Positron Emission Tomography (PET) Sales Engineer – Northern Region (OH, PA, WVA, KY)

Solely responsible for the business development of two cyclotron pharmacies that manufacture radiopharmaceuticals for PET imaging. Responsibilities include all aspects of sales pipeline including marketing, lead generation, proposal development, customer presentations, close of sales, contract negotiations and customer relations. Customers include hospitals, freestanding imaging clinics and mobile scanning companies.

- Significantly expanded market penetration in the radiopharmaceutical market, increasing customer base by 37% and total monthly revenue by 46%. This increase in sales captured the majority market share of the PET radiopharmaceutical market.
- Closed numerous long-term contracts to increase future revenue by an estimated \$2.5M. .

February 1998 to November 2002: American Electric Power Energy Services Incorporated

Wholesale Power Originator - NE and SE Territory (NY, NJ, MD, DE, VA, PA, NC) (04/00 – 11/02)

Responsible for the origination of long term wholesale power supply transactions. Customers include electric utility companies, electric cooperatives and large industrial facilities.

- Closed numerous wholesale electricity supply transactions totaling over \$26MM in sales.
- Implemented hedging strategies for utility and industrial companies.
- Negotiated and maintained financially complex contracts.
- Led organization to understanding ISO market rules and negotiated a rule change that increased profitability by over \$10M. (Capacity via firm transmission)

Natural Gas Mid-Marketer – Northeast Territory (NY, NJ, MD, DE, WV, PA) (4/99 – 2/01)

Responsible for the development of short term natural gas transactions. Customers include natural gas utilities, natural gas retail supplier and other energy marketing companies.

Susanne Buckley

- Closed numerous wholesale natural gas supply transactions with sales totaling over \$100MM in a mature market driven by strong customer relationships.
- Developed northeast wholesale natural gas business from less than \$18 MM per year to over \$100 MM per year in revenue.
- Significantly expanded market penetration increasing customer base from eight to over fifty.
- Structured and determined economic value of asset acquisition transactions (storage, capacity and asset management)

Energy Associate (2/98 – 4/99)

A rotational position providing an introduction to the various disciplines within the energy trading and marketing business.

- Short-term wholesale natural gas trader for the gulf coast region managing nine trading positions on five pipelines.
- Evaluated long term natural gas supply contracts for hidden economic value/optionality on newly acquired pipeline assets.
- Traded power in the short-term power market to meet native load requirements and to arbitrage market opportunities.
- Structured and valued commodity transactions having various option complexities.

August 1992 to February 1998 American Electric Power Service Corporation

Engineer - Environmental Engineering Division

Responsible for the environment compliance of various business units including four coal-burning power plants.

- Developed training programs that targeted over five thousand employees to satisfy the Department of Transportation (DOT) Hazardous Materials Regulations.
- Trained over two hundred employees on environmental and DOT regulations.
- *Provided technical support in the area of water quality and hazardous waste management to power plant and field operations.*
- Successfully negotiated numerous environmental permits with Local, State and Federal regulators.
- Negotiated and maintained corporate contracts with outside vendors.

EDUCATION

The Ohio University
Bachelor of Science in Civil Engineering

Athens, Ohio
1992

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PROFESSIONAL EXPERIENCE

Scioto Energy, Columbus, Ohio, 2009 – Present

Founder/Managing Partner 2009 – Present

- Responsible for managing the day-to-day operations of Scioto Energy's business activities in Michigan and Ohio.
- Assisting in the recruitment and training of independent agents responsible for marketing Scioto Energy's services
- Assisting in the selection and review of wholesale suppliers to add to Scioto Energy's portfolio of wholesale suppliers
- Grown the portfolio of qualified wholesale suppliers nearly 700%, dramatically increasing product and pricing options for Scioto Energy's clients
- Assisted in providing direction to its agents resulting in nearly 6,500 commercial and industrial accounts under management, and over 700 MW in peak demand
- Assisted in the design and rollout of "Orbit", a custom designed CRM and contract management platform which manages all of Scioto Energy's client information in one location.
- Provided direction in the development of Scioto Energy's commission platform for its network of agents. Shortened commission process in which each month over 40,000 commission data points from over 20 wholesale suppliers are electronically separated into each agency/agents.
- Directing the development of auditing platform which will ensure agents that suppliers are properly enrolling signed deals and paying commissions correctly and accurately.

Constellation NewEnergy, Columbus, Ohio, 2003- 2009

MANAGER- GREAT LAKES REGION 2005 – 2009

Manager of both Ohio and Illinois electric markets, focusing on new business development

- Team lead for Ameren electric campaign, assisting in the development of training material for sales reps, marketing material, and setting individual sales goals
- Guided team to a total achievement of over 200% of gross margin goal in Illinois in 2006
- Selected by executive team to represent sales channel in the development and rollout of new CRM platform (Siebel)
- Nominated by executive team to represent the interests of sales amongst other regional business line leaders, focusing on financial forecasting, developing sales plans, setting regional goals, etc.
- In 2008, was asked to join new business segment as lead for a group of representatives focusing on new commercial and industrial power users behind ComEd
- Directed the hiring and training of all new sales reps, reporting and tracking material, and management of sales pipeline
- Led weekly training sessions for team members focusing on selling value instead of price via role play and interactive discussions
- Expanded the initial team of 2 to 8 representatives
- Increased average term more than 33% in 2008
- Increased unit margin 91% in 2008

BUSINESS DEVELOPMENT MANAGER – OHIO – 2003 –2004

Responsible for development of electric retail power market throughout Ohio

- Increased new business 37% by implementing new marketing campaign and sales channels
- Creation and implementation of all field presentations, proposals, savings and comparison analysis material
- Achieved a 98% retention rate of existing client base
- Tripled average unit margin
- 2005 Presidents Club Winner

GREGORY F. BECHERT

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Shell Energy Services, Columbus, Ohio, 2003

MANAGER - OHIO 2003

Responsible for pioneering Shell Energy's Commercial & Industrial ("C&I") Ohio natural gas sales expansion with first Ohio office

- Co-developed a comprehensive marketing campaign with The Ohio Manufacturers Association (OMA) resulting in a Shell endorsement by OMA reaching over 2,300 Ohio industrial members
- Directed home office (Houston) tariff analysis and transportation rate reviews, establishing pricing and modeling procedures
- Creation and implementation of all field presentations, proposals, savings and comparison analysis material
- Development of successful sales template and overall C&I framework now ready for replication behind other utilities and states
- Responsible for generating 43% of all new business within Ohio

Sempra Energy Solutions, Columbus, Ohio, 2002

DIRECTOR OF SALES – MIDWEST, 2002

Responsible for development of energy outsourcing solutions, including commodity management, engineering, construction, and capital structuring, for the Fortune 1000 and municipalities throughout the Midwest.

- Developed market analysis and business plan for Sempra Energy Solutions initial commodity campaign
- Acting ambassador working directly with Detroit Edison, Consumers Energy, and the Michigan Public Service Commission to help facilitate positive working relationship
- Assisted in Sempra's successful licensing and certification process to become an Alternative Electric Supplier (AES) for the State of Michigan
- Successfully negotiated multi-year contracts with Fortune 500 entities totaling over \$10MM in revenue and \$1.5MM in origination within two months of initial campaign

Enron Energy Services, Dublin, Ohio, 1995 – 2001

MANAGER – POWER, 2001

Responsible for new business development targeting industrial (Fortune 500 - 1000) and municipal entities within the New England (NEPOOL) region.

- Increased Enron's retail presence in the New England (NEPOOL) market 180%
- Successfully negotiated new contracts with Fortune 500 entities and municipalities representing \$20 MM in revenues
- Successfully executed Massachusetts's first "Opt-In" aggregation program for several cities including Easthampton and Haverhill as well as the Boston Chamber of Commerce
- Recognized as Enron's top sales and team leader Q2, and achieved 200% of goal by end of Q3

ACCOUNT MANAGER, 1998 - 2000

Created and presented high value energy and technical business solutions to executive level management (Fortune 500 - 1000) within a 4-state region (Ohio, Indiana, Michigan, and Illinois), while fostering relationships and customer satisfaction among existing clientele.

- Integral team member responsible for increasing revenues from \$13.4 MM to \$35.6 MM
- Maintained client retention of 96% by building strong client relationships through consultative, solution-focused sales approach
- Successfully negotiated new contracts with Fortune 500 companies including Navistar International, Sara Lee Corporation, Columbia HCA, and Masco Corporation
- Consistently outperform sales goals, averaging over 250% of quota - recognized in 1998 as top Account Manager in USA, Q1

DIRECT SALES REPRESENTATIVE, 1995 - 1998

Specialist in marketing business solutions to commercial and industrial (Fortune 1000+) throughout Midwest Region. Created and maintained relationships with over 15 utility companies in order to open and facilitate access to new and existing markets.

- Selected to develop/establish Enron's retail marketing efforts in Indiana and Michigan

- Increased company's sales volume 350% in Indiana, and 380% in Michigan
- Actively pursued alternative pricing structures resulting in a 35% margin increase
- Developed, trained, and managed alternate sales channels
- Consistently outperformed sales goal by an average of 190%

Stenger Graphics, Columbus, Ohio 1992 - 1995

DIRECTOR OF SALES 1992 - 1995

Developed and planned implementation of all sales strategies for marketing design services to Fortune 1000 companies. Several key accounts managed include Bank One, Ashland Chemical, and Abbott Laboratories.

EDUCATION

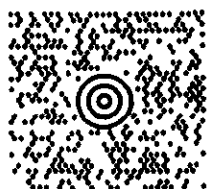
B.A. in Journalism The Ohio State University

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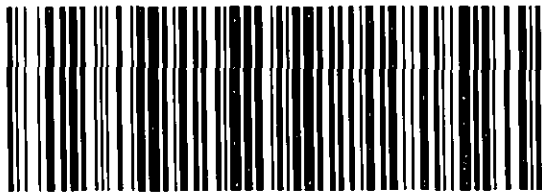
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