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October 31, 2017

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PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

Attn: Rosemary Chiavetta
Commonwealth of Pennsylvania
Pennsylvania Utility Commission
400 North Street
Harrisburg, PA 17120

Dear Ms. Chiavetta:

I am in receipt of your letter of October 18, 2017 stating that our Electric Generation Supplier License Application was incomplete.

Regarding Financial Fitness Section 8.e., enclosed are the professional resumes of all three partners.

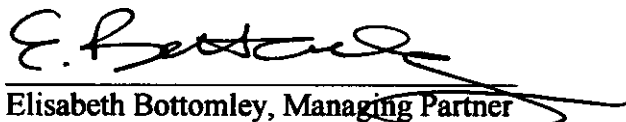
A copy is also being emailed to Lee Yalcin at lyalcin@pa.gov as requested.

Please feel free to contact me if you need any additional information.

Respectfully submitted,

Elisabeth Bottomley
Managing Partner

I, Elisabeth Bottomley, 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).


Elisabeth Bottomley, Managing Partner

Elisabeth Bottomley

136 Munn Road
Monson, MA 01057

(508) 612-1788
ebottomley@yolonenergy.com

PROFESSIONAL EXPERIENCE

Yolon Energy, LLC

Jun 2015 – Present

Managing Partner - Operations

- Run company operations, including strategic management of pricing opportunities and supplier relationships
- Provide back-office support to over 50 channel partners supporting over 1,400 energy contracts for natural gas and electricity
- Develop marketing, IT, and sales initiatives with company leadership to promote growth and efficiency

World Energy Solutions, Inc.

\$40mm North American market leader in energy procurement and efficiency; acquired by EnerNOC, Inc. in January 2015

Consultant – Product Marketing

Sept 2014 – Jan 2015

Develop training programs, videos, and guides for internal and external users of World Energy's proprietary procurement software

Director of Operations

Jan 2012 – Jun 2014

- Directed delivery of \$25mm energy procurement business through proprietary auction platform and energy market expertise
- Developed and led a team of 22 market directors and analysts across five operations functions and two office locations
- Restructured deal flow process to scale the operations team and absorb a 30% increase in deals with minimal investment
- Formed professional development programs to increase job satisfaction and decrease turnover of entry level employees by 50%
- Integrated two operations teams post-acquisition, increasing capacity and profitability through automation and cost reduction
- Served as subject matter expert on Product Development team for 18-month project to migrate procurement transaction platforms
- Recipient of President's Award

Wholesale Market Director

Nov 2007 – Dec 2011

- Structured and executed procurement strategies for high-profile utility customers across North America
- Built World Energy's wholesale business line from pilot program to \$2mm business over a four year period
- Led a team of analysts and account managers to support a growing pipeline of over 50 customers and 300 suppliers
- Implemented strategic restructuring of retail analyst group to streamline operations and improve productivity
- Won Award for Corporate Excellence, nominated by peers and selected by senior management for exemplifying the company's core values to respect the customer, empower the employee, enrich the stakeholder, and honor our responsibilities

Retail Market Director

Apr 2007 – Nov 2007

- Delivered procurement services for retail electricity customers in TX, including the Fortune 500, government, and large utilities
- Created multiple models and reports to analyze and track market trends and historical pricing results
- Established relationships with customers, suppliers and partners to increase World Energy's exposure in the marketplace

Market Analyst

Jun 2005 – Apr 2007

- As key member of IPO team, performed financial analyses and created reports for regulatory filings, including 10Q, 10K and 8K
- Supported World Energy's market intelligence and market directors to facilitate retail and wholesale energy procurements
- Acted as interim Accountant responsible for accounts receivable

EDUCATION

Babson College – Franklin W. Olin Graduate School of Business

MBA, June 2014 – Entrepreneurship

The College of the Holy Cross

BA Mathematics, May 2005 – Phi Mu Epsilon Honor Society

Timothy S. Lockwood

40 Denise Lane, Feeding Hills, MA 01030 | 860-331-9747 | tlockwood@yolonenergy.com

Education

BACHELOR OF ARTS | 1986-1990 | ASSUMPTION COLLEGE

- Major: Business Management
- Related coursework: Marketing; Accounting; Computer Science

Experience

MANAGING PARTNER | YOLON ENERGY | JUNE 2015 - PRESENT

- Responsible for helping to attract and train Energy Consultants to represent Yolon Energy
- Sales and Marketing initiatives
- Ongoing training and regulatory updates
- Day to day activities needed to operate the business

DIRECTOR OF SALES | WORLD ENERGY/NEP | SEPTEMBER 2001 – MARCH 2014

- Responsible for the hiring and training of the mid-market sales team
- Monthly sales reporting to upper management
- Monthly sales meetings and ongoing regulatory training
- Day to day responsibilities in helping to run and grow the organization
- President's Club Award Winner - 2012

Skills & Abilities

MANAGEMENT

- Over 20 years of direct management experience

SALES

- Direct Sales experience at all levels
- Responsible for initial and ongoing training of entire sales teams

LEADERSHIP

- Founder of the Brian Litz Memorial Scholarship Fund – a charity formed to raise college scholarship money in memory of a fallen police officer

Russell A. Monroe

Experience

2015–Current Yolon Energy East Windsor, CT

Managing Member

- As a Managing Partner of Yolon Energy my main focus is to build the absolute best energy brokerage firm in the industry by helping our clients implement strategies to control and reduce their energy costs and provide them with the expertise and transparency necessary to make informed business decisions.

2012–2014 World Energy Solutions Enfield, CT

Vice President of Sales

- As Vice President of Sales, Northeast Region, for World Energy Solutions, Russ led the sales and operations team of twenty one people, as well as area channel partners, intent on delivering the best in energy procurement – including electricity and natural gas – to area customers. His mandate included the mid-market segment, serving small and mid-sized businesses, and large commercial and industrials.

2001–2012 Northeast Energy Partners Enfield, CT

President

- Hired and trained an energy sales force from the ground floor.
- Responsible for the development and implementation of products that increased earnings by 33%.
- Responsible for creating and maintaining Supplier and vendor relationships.

At Northeast Energy Partners, Russ was instrumental in developing quality assurance in its systems and products, facilitating the Company's rapid growth and evolution into one of the largest energy brokers serving the Northeast and Mid Atlantic regions.

1997–2001 AllEnergy Marketing Company Windsor, CT

Director of Sales- New England

- Increased regional sales from \$1.5 million to over \$7 million.
- Managed 25 sales representatives throughout the New England states.
- Implemented training course for new recruits — speeding profitability.

1997–1997 AllEnergy Marketing Company Glastonbury, CT
Sales Representative

- Expanded territorial sales by 400%.
- Received company's highest sales award.

1986–1992 Air National Guard Westfield, MA
Intelligence Operations Specialist/Sergeant

- Performed oral presentations to pilots, ground crews, and for internal training groups.
- Maintained security of classified materials and served as librarian for the Intelligence section.

Education

1991 Western New England College Springfield, MA

- B.S. Degree in Business Administration with a Marketing Major.
- Graduated Cum Laude.

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