



Company Overview



Power Markets



Demand Response



Natural Gas Markets



Renewable Energy



Energy Technology



Energy Management

Market Assessment

Strategy Development

Strategy Implementation

Energy Training

Talent Management

Outsourced Services

1. About Skipping Stone

A. History

Skipping Stone is an energy consulting firm helping clients navigate market changes, capitalize on opportunities and manage business risks. Established in 1996, Skipping Stone's model of deploying only energy industry veterans has delivered measurable bottom-line results for over 230 clients.

Founded with the vision of offering "experience-based consulting" Skipping Stone believes that the perspective and expertise gained from having worked in the energy industry is invaluable. As such, all 40 employees and 350 independents in our bullpen have worked a minimum of five years in an energy industry job. Our senior leadership has held C-level positions in our focus areas.

B. Leadership

Peter Weigand, Chairman & CEO

Mr. Weigand has been a successful entrepreneur in the deregulated energy markets for over 25 years. Peter was CEO of energy retail marketer, Commerce Energy Group, which he took public and grew into the largest public retail energy marketing company in the U.S. Peter has also been COO of an energy technology company and COO of a European services company. Under his leadership Peter's companies have been listed several times in various fastest growing lists, including the Inc. 500.

Peter founded Skipping Stone in 1996 and has honored as an Entrepreneur of the Year by Ernst & Young, named to the Top 50 Influential People in Energy by Pennwell and written 3 books on natural gas, power and risk management topics.

Greg Lander, President

Mr. Lander is an original founder of GISB (now NAESB) and was the CEO of TransCapacity, a natural gas software and data services company he founded. Greg has over 25 years of energy markets experience and is an expert in market rules interpretation for strategic planning and regulatory proceedings. Greg oversees the company's M&A services, market modeling and regulatory support areas in addition to his responsibilities as President.

Greg is also President of our wholly owned subsidiary, CapacityCenter.com, a data services and technology company which tracks all the interstate pipeline capacity release transactions and provides that information to the major gas trading companies.

Ross Malme, Partner

Mr. Malme is a world renowned expert in the demand response, power markets and meter data areas. Ross was the CEO of RETX, a company he founded and grew into a leading demand response market operations technology company prior to its being acquired by Schneider Electric. Ross also launched the International Energy Agency's demand response resources project with global participation. As Chairman of the Peak Load Management Alliance (PLMA) Ross led the industry effort to broaden participation and adoption of demand response.

Ross is the inventor of the first successful RF wireless automatic meter reading system deployed in North America and was awarded the Most Innovative Product of the Year by the National Communications Forum.

C. Values

Our guiding values have been the same for 15 years:

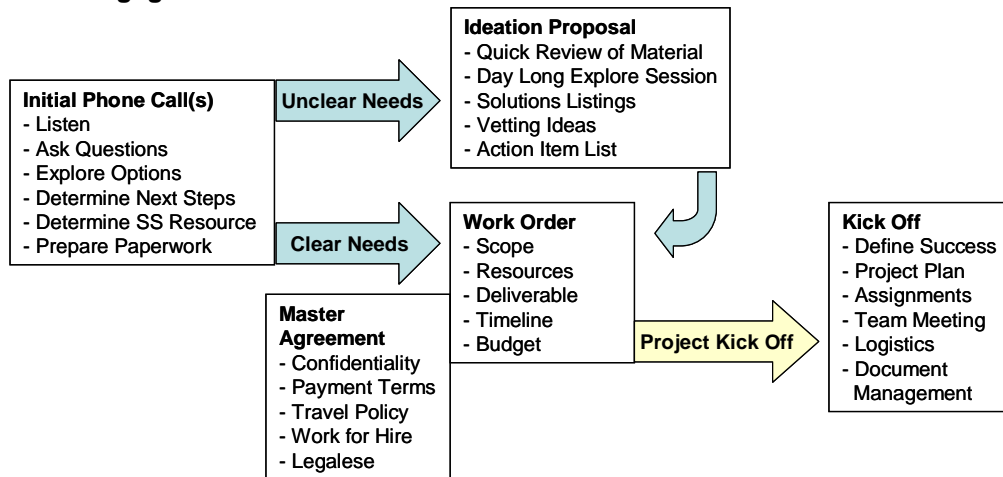
- ✓ Measure our results based on client success
- ✓ Deliver strategies that can actually be implemented
- ✓ Have a beginning and an end to every assignment
- ✓ Transfer knowledge to our clients
- ✓ Introduce clients to our industry contacts
- ✓ Treat client budgets as if they were our own

D. Methodology

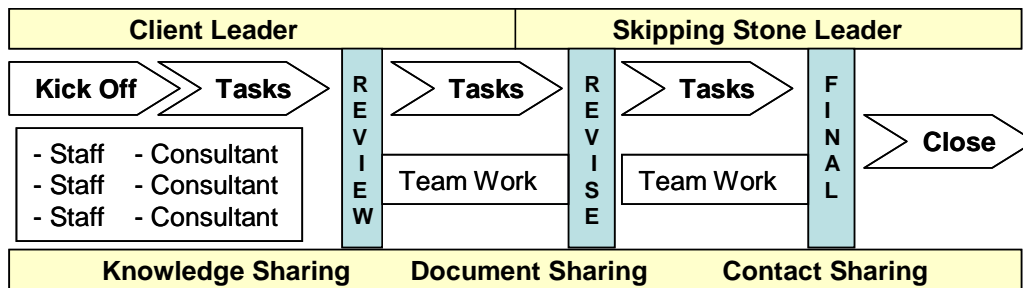
Since its inception, Skipping Stone has successfully performed over 1,700 consulting engagements for more than 230 clients globally.

We excel at customizing our services to fit the specific needs of each client’s unique situation. In general our methodologies fall into two basic categories:

1. Pre Engagement



2. During Engagement



This high level depiction of our methodologies does not mean that we use the same approach for every client. Rather, we recognize that each client is different and has unique requirements and preferred working methods. With our experience-based approach, we have the ability to adapt to whichever method is most successful for the client.

2. Services and Market Focus

| Power Market Services | | | | |
|--|--|---|--|---|
| Market Assessment | Strategy Development | Strategy Implementation | Managed Services | Talent Management |
| <ul style="list-style-type: none"> Market Viability Studies Price Forecasts Competitive Benchmarking Market Rules Assessments Target Market Surveys | <ul style="list-style-type: none"> Brainstorming Sessions Buy, Build, Partner Option Evaluations Value Proposition Creation Go-To-Market Planning Business Case Development | <ul style="list-style-type: none"> Project SWAT Teams Regulatory Support Merger & Acquisition Services Channel Partner Programs Merger Transition Services | <ul style="list-style-type: none"> Market Launch Outsourcing Business Development Teams Transaction Processing/Clean Up Channel Partner Management | <ul style="list-style-type: none"> Talent Acquisition Interim/Contract Resources Power 101 Training Organizational Assessments Executive Retainers |

| Demand Response Services | | | | |
|--|---|---|---|--|
| Market Assessment | Strategy Development | Strategy Implementation | Managed Services | Talent Management |
| <ul style="list-style-type: none"> Market Viability Studies Economic Analysis Competitive Benchmarking Market Rules Assessments Target Market Surveys | <ul style="list-style-type: none"> Brainstorming Sessions Buy, Build, Partner Option Evaluations DR Program Design Go-To-Market Planning Business Case Development | <ul style="list-style-type: none"> Project SWAT Teams Regulatory Support Merger & Acquisition Services Channel Partner Programs Pilot Rollout Planning LEED Credit Processing | <ul style="list-style-type: none"> Market Launch Outsourcing Business Development Teams Pilot Program Management Channel Partner Management | <ul style="list-style-type: none"> Talent Acquisition Interim/Contract Resources DR 101 Training Organizational Assessments Executive Retainers |

| Renewable Energy Services | | | | |
|--|---|---|---|---|
| Market Assessment | Strategy Development | Strategy Implementation | Managed Services | Talent Management |
| <ul style="list-style-type: none"> RPS Market Studies Market Trends Price Forecasts Competitive Benchmarking Market Rules Assessments | <ul style="list-style-type: none"> Brainstorming Sessions Deal Structuring Support Go-To-Market Planning SWOT Analysis Asset Management Planning | <ul style="list-style-type: none"> Project SWAT Teams PPA Development M & A Target Development Deal Support Operational & Asset Management | <ul style="list-style-type: none"> Project Development Programs Go-To-Market Teams Asset Management Services Business Process Outsourcing | <ul style="list-style-type: none"> Talent Acquisition Interim/Contract Resources Basics of Power Markets Training Organizational Assessments Executive Retainers |

| Energy Technology Services | | | | |
|---|--|---|--|---|
| Market Assessment | Strategy Development | Strategy Implementation | Managed Services | Talent Management |
| <ul style="list-style-type: none"> Market Viability Studies Market Trend Analysis Competitive Benchmarking User Satisfaction Assessments Target Market Surveys | <ul style="list-style-type: none"> Brainstorming Sessions Buy, Build, Partner Option Evaluations Application Design Reviews Go-To-Market Planning Business Case Development | <ul style="list-style-type: none"> Project SWAT Teams Requirements & Design Projects Merger & Acquisition Services VAR Partner Programs Version Migration Projects Documentation Services | <ul style="list-style-type: none"> Market Launch Outsourcing Business Development Teams Implementation Outsourcing VAR Program Management User Group Management | <ul style="list-style-type: none"> Talent Acquisition Interim/Contract Resources Training Classes Organizational Assessments Executive Retainers |

| Natural Gas Market Services | | | | |
|--|--|---|--|---|
| Market Assessment | Strategy Development | Strategy Implementation | Managed Services | Talent Management |
| <ul style="list-style-type: none"> Market Viability Studies Price Forecasts Competitive Benchmarking Market Rules Assessments Target Market Surveys | <ul style="list-style-type: none"> Brainstorming Sessions Buy, Build, Partner Option Evaluations Value Proposition Creation Go-To-Market Planning Business Case Development | <ul style="list-style-type: none"> Project SWAT Teams Regulatory Support Merger & Acquisition Services Channel Partner Programs Merger Transition Services | <ul style="list-style-type: none"> Market Launch Outsourcing Business Development Teams Transaction Processing/Clean Up Channel Partner Management | <ul style="list-style-type: none"> Talent Acquisition Interim/Contract Resources Basics of Natural Gas Training Organizational Assessments Executive Retainers |



In addition to our market focus areas, Skipping Stone offers services through its wholly owned subsidiary CapacityCenter.com. CapacityCenter's proprietary technology platform and data center is the only all-in-one Capacity Release and Operational Notice information source that is synced with all the Interstate natural gas pipeline systems in the U.S. Our database not only collects the data as it occurs, it stores all the historical Capacity Release transactions for the past fifteen years. We also track shipper entity status and all the pipeline receipt and/or delivery points.

Utilizing our proprietary technology we offer daily deal summary reports, capacity transaction alerts and system notices, as well as custom research and reports. We also offer compliance auditing and ongoing monitoring services to assist in avoiding penalties and staying within Sarbanes, FERC or internal risk policy guidelines.

3. Client List (partial)

North America

A

AEP
Allegheny
Alliance Data Systems
Amerex
Amoco Pipeline
Anadarko
ANR Pipeline Company
Aquila
Arizona Public Service
Aurora Natural Gas

B

Babcock & Brown
Baltimore Gas & Electric
Boardwalk Pipelines
Boston Gas
Burlington Resources
Business Week

C

Cabot LNG
Calpine
Cargill
CenterPoint Energy
Central Illinois Light Company
Cinergy
Citibank
Citizens Energy
City of Glendale Water & Power
Cleco Midstream Resources
Colorado Springs Utilities
Columbia Energy
Columbia Gas Transmission
Columbia Gulf Transmission
Commerce Energy Group
Conectiv Energy
Conning Capital
ConocoPhillips
Consolidated Edison
Consolidated Fuels
Constellation
Coral

D

Davis Wright Tremaine
Deloitte
Denbury
Detroit Edison
Direct Energy
Distrigas of Massachusetts
Dominion
Duke

E

El Paso
Entergy
Ernst & Young
Eurus
Exelon

F

Federal Energy Regulatory
Commission (FERC)
FirstEnergy
Florida Power & Light
Freeport McMoRan

G

Gamesa
General Electric
Glencore LTD
GlobalView Software
Goldman Sachs

H

Hansen USA
Hess
Hydro One

I

IAC
Idacorp
Invensys
IPALCO
Itron

J

Jacksonville Electric

K

Kerr-McGee
Keyspan
KN Interstate Gas
Koch

L

Levitan & Associates
Lockheed Martin

M

MASCO
McKinsey
Mieco
Minute Maid
Mirant
Morgan Stanley
Mx Energy

N

Natl Asso of Regulatory Utility
Commissioners
National Fuel Gas Supply New
York State Electric & Gas
Nicor Gas
Nisource
NRG

O

Occidental Energy

Occidental Energy Marketing
Oklahoma Gas & Electric
OneOK Energy Resources
Oracle
Oregon PUC

P

Pacific Gas & Electric
PacifiCorp
Paiute Pipeline Company
PanCanadian
Peoples Gas
PEPCO Connections
Phelps Dodge
Portland General Electric
PPM Energy
Proliance
PSEG Energy Resources
Public Service New Mexico

R

Reliant

S

Salt River Project
Sempra
Shell
South Jersey Energy Company
South Star Energy Services
Southern Company
Suez GDF
Sungard
Sunoco

T

Tenaska
Tennessee Valley Authority
Texaco
Texas Gas Transmission
Texas-New Mexico Power
The Peoples Gas Company
Triad Energy Resources
TXU

U

U.S. Department of Energy
Union Pacific Fuels
US Green Building Council

V

Vectren
Virginia Power

W

Washington Gas Light
Wexford Capital
Williams
Wisconsin Electric Power
World Energy Exchange

International

Alstom
Amerex Energy
Areva
British Energy
Dong
Electricite De France
Electricity Direct
Elf Trading
ENI SNAM
Eastern Power & Energy Trading

Fortis Bank/Meespierson NV
Gaz de France
Gerling Security Reinsurance
Global Energy Decision
Humber Power
Hungarian Oil & Gas Company
Korea Electric Power Company
Kotka Energy Ltd.
McGraw-Hill
Norsk Hydro

OMV
Oracle
Osaka Gas
Statoil
The European Power Source
Company
Tohoku Electric Power
Tokyo Electric Power Company
Tokyo Gas
Tractebel



To discuss how we can assist you contact:

866.892.2369

www.skippingstone.com

Atlanta

6 Concourse Parkway, Suite 2130
Atlanta, GA 30328

Boston

83 Pine Street, Suite 101
W. Peabody, MA 01960

Houston

7011 Amber Court
Houston, TX 77069

Los Angeles

10061 Talbert Avenue, Suite 350
Fountain Valley, CA 92708