### Resume of Mr. James Habberfield

### RELEVANT CREDENTIALS

Experienced **Energy Consultant and Executive** with a demonstrated history of **managing energy** portfolios and trading, working with distributed generation and renewable energy, and leading complex regulatory programs. Demonstrated history of working with utilities, stakeholders, and public interest groups, and leading energy innovation. Strong **Business Development and Project Management** background with a passion for energy and emerging energy technologies.

### SELECTED Energy Industry Expertise

* Extensive energy industry knowledge, including state regulations, Public Utility Commission filings and approval processes, regional and national energy market rules and standards, and federal energy regulation and legislation.
* Leading Regulatory Filings and Project Management, heading compliance efforts, and designing and implementing innovative energy programs.
* Served on industry committees such as PJM, NERC, and Pennsylvania state collaboratives.
* Worked in wholesale and retail markets, including pricing, trading, and program design.

#### Energy Market Trading and Portfolio Risk Management

* Including Bilateral Contracts, Options and Forward Contracts.
* Daily Spot Market trading on regional electricity markets including PJM, NYISO, MISO, ERCOT, ISO-NE, exchange trading such as NYMEX and CME.
* Managing commodity portfolios, open positions, Value at Risk (VaR) analysis, price forecasting and volatility analysis.
* Hosted RFP’s and Online Auctions to fulfill utility commodity supply needs.

#### Distributed Generation and Renewable Energy

* Developed energy infrastructure plans and projects, including microgrids, renewable energy such as wind and solar, geothermal, and biogas.
* Worked with power plants and wind farms to increase revenue in regional electricity markets.
* **WGL Energy;** Washington, DC - Developing energy investment opportunities for WGL Energy. Focused on distributed generation, renewable energy, geothermal, fuel cells, and energy storage opportunities in Pennsylvania. Leading efforts to construct the energy system for the Hazelwood Green development in Pittsburgh.

#### Business Planning and Strategy

* Crafted business plans, Investor Pitches, and Marketing Plans.
* Responsible for Budgeting, Forecasting, and analysis.

#### Sales, Business Development, and Project Development

* Drove Sales and Business Development, prospecting and networking.
* Developed relationships with Stakeholders.
* Managed accounts for Customers, Suppliers, Vendors, and Partners.
* Extensive Pricing and Contract Negotiation experience.

#### IMG Energy Solutions Business Development Manager

* Developing natural gas and solar power plants across the Northeast and Texas.
* Designing both behind-the-meter and utility-scale projects.

#### Scalo Solar Solutions Business Development Manager

* Developed solar energy projects in Pennsylvania and Ohio.
* Helped commercial customers and non-profit organizations achieve green energy goals.
* Utilized Power Purchase Agreements and unique financing structures to win business.
* Signed several million dollars in behind-the-meter solar projects in first year.

#### WGL Energy Business Development Consultant

* Developed energy investment opportunities for WGL Energy. Focused on distributed generation, solar and renewable energy, natural gas and CHP, and energy storage opportunities in Pennsylvania.
* Led efforts to construct the energy system for the Hazelwood Green development in Pittsburgh.
* Proposal Manager for multiple high-profile gas-generation and microgrid projects.

#### kWantera, Inc. Senior Vice President of Commercial Operations

* Recruited to join kWantera, a technology start-up that used artificial intelligence technology to make specific trading and operational recommendations to energy market decision-makers.
* Quickly promoted to executive level and acted as a member of the five-person leadership team that determined all strategic business decisions for the company.
* Doubled Revenue within one year of being put in charge of Commercial Operations.
* Improved Customer Satisfaction by 50% by building strong customer and partner relationships.
* Created an improved Commercial Strategy and grew the Sales Pipeline by 400%.
* Won a major deal by signing GE as a partner. Developed a product for renewable generators and then fully licensed it to GE as part of their Digital Wind Farm in 2016.

#### Duquesne Light Company

**Supervisor, Forecasting and Supply Procurement**

* Led strategic projects including multiple successful regulatory outcomes in front of the Public Utility Commission.
* Responsible for all power supply needs for the company, including wholesale trading and conducting auctions.
* Successfully testified as a company witness in multiple successful rate hike proceedings in front of the Public Utility Commission.
* As project leader, led the company’s default service team to a successful outcome in our regulatory filings to the Public Utility Commission. Submitted written testimony, multiple rounds of rebuttal testimony, and worked with the legal team to draft briefs and petitions.
* Designed and won approval from the PUC for the utility’s first Time of Use rate plan for customers who have received smart meters. Drafted program rules and supply contracts for retail suppliers.

**Education**

* **University of Pittsburgh, Pittsburgh, PA**, Bachelor of Science - Dual Major: Economics and Business