

Date: September 13, 2010  
To: Leigh Bullock  
From: Alan Ackerman  
Re.: BIC Vice Chair Position

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I would like to express my interest in volunteering for the position of BIC Vice Chair for the December 2010 – November 2011 term. Please find below my answers to the questions that you provided in the solicitation email. I have also attached my resume for your review.

*Please describe all experience you have had in chairing groups or committees of diverse interests, with a list of such groups.*

I currently am the chair of the Price Responsive Load Working Group and have just accepted Bart Franey's offer to continue in this role next year.

I am involved as a volunteer with the Catholic Schools of Broome County. I served as the chair of a committee of parents and educators that evaluated school buildings to either remain open or be slated for closure.

*Please describe the support of your organization for your assuming the position of Vice-Chairperson, and describe your ability to make the necessary time commitment.*

I have the complete support of Customized Energy Solution's leadership. I am able to make the necessary time commitment to serve as Vice Chair and ultimately Chair of the BIC.

*Please describe any training or experience you have had in mediation, ADR or consensus building.*

As the Price Responsive Load Working Group chair I facilitated a meeting between Dave Lawrence, Donna Pratt and the Demand Response community to attempt to reach consensus on the SCR baseline issue. Though no overall position was reached, the meeting gave individual Demand Response providers the opportunity work with their colleagues to arrive at a more limited number of consensus positions.

I have what I consider to be a non-traditional background compared to other Market Participants in the stakeholder process. A large part of my career was spent in pharmaceutical sales and sales management. In those roles I received extensive training in what is essentially consensus building; taking multiple points of view and synthesizing them down to one.

*Please describe briefly why you would like to have this job.*

I think that the decisions reached by consensus in the NYISO's shared governance process result in better overall outcomes for the market. I have enjoyed my role as Price Responsive Load

Working Group chair and would like to continue contributing to the success of the stakeholder process by volunteering as the BIC Vice Chair and ultimately Chair.

*Please describe briefly your organizations actual and/or potential business interests in the Northeast and New York State, including the sector in which your organization participates for purposes of NYISO governance.*

Customized Energy Solutions participates as a non-voting member in the NYISO governance. Galt Power, an affiliate of Customized, participates in the Other Suppliers sector. Once the required paperwork is complete I will be authorized to vote for Galt Power.

Customized is in all of the organized markets consulting with clients to optimize their individual business activities. Our clients represent a broad spectrum of the market including strictly financial players, wind developers, demand response providers, LSEs and traditional generators. In PJM, Customized is directly involved in managing Demand Response and in working with other Demand Response providers to manage their portfolios. Customized has a 24 hour desk and is currently dispatching generation in PJM. In New York, Customized is involved in energy storage activities, including working with NYSEG on a compressed air project. Galt Power participates in the TCC Market.