

Andrew R. Fellon

3 Overbrook Road
Louisville, KY 40207

dfellon@outlook.com

C: (502) 727-6598
H: (502) 897-1478

Executive Summary

- **Successful entrepreneur, president & CEO**
- **Created and grew 2 businesses, organically & through acquisition, to \$3.5BN in revenues**
- **Completed profitable equity sale of 2 businesses, 3 times, to meet industry changes**
- **Deep understanding of energy industry globally**

Business leader with a successful track record in developing and operating profitable businesses providing energy supply services, energy procurement and management, and sustainability consulting services to clients globally. These businesses deliver physical, financial, regulatory, and legislative products and services for clients including K-12 schools, restaurants, hospitality firms, universities, cities, municipalities, industrials, and power generation providers.

Successfully led the energy consulting services and energy supply sales business through private, joint-venture, and multi-owner structures (private parties, Consumers Power, Conoco, Allegheny Energy, Constellation Energy Group, R.W. Baird, and Ingersoll Rand/Trane) to meet changing customer needs and technology developments. Leveraged business operating systems, human resource platforms, and cultural integration initiatives to create high performance customer and business results.

Professional Experience

Alliance Advisory Services – Louisville, KY

2020-Present

Executive management consulting and employee search services to global organizations with energy intensive products.

Founder/Owner/President & CEO

- Corporate supply chain, energy sustainability, and executive search advisory to business:
 - Support the integration of new and existing executive energy procurement, sustainability and management employees/teams with a newly developed comprehensive energy management and sustainability programs
 - Review and analysis of global customer sales contracts to assess energy pass-thru and related risk mitigation opportunities
 - Corporate Energy and Sustainability personnel search and recruitment
 - Serving Global Clients such as: The Carlyle Group's Nouryon Chemicals, LLC

Fellon-McCord & Associates, LLC d/b/a Trane Energy Supply Services – Louisville, KY

2014-2020

Wholly owned business unit of Trane U.S., Inc./Ingersoll Rand (NYSE:IR)

President/Business Leader

- Responsible for integrating acquired business into Ingersoll Rand/ Trane U.S., Inc.
- Managed executive team / day-to-day operations of business
- Developed and executed team/leadership succession plan

Andrew R. Fellon

3 Overbrook Road
Louisville, KY 40207

dfellon@outlook.com

C: (502) 727-6598
H: (502) 897-1478

Fellon-McCord & Associates, LLC

2008-2014

Global Provider of Energy Supply Procurement Consulting & Management Services

President & CEO and Co-Owner

- Acquired Fellon-McCord from Constellation taking it private to create market differentiation
- Acquired DaCott Power, creating a 24/7 Power Control Center allowing customers to buy directly from the U.S. wholesale power market
- Developed global energy procurement and management consulting services partners in UK, EU, Australia, and South America to serve customers' non-North American facilities

Fellon-McCord & Associates, Inc.

2003 - 2008

President & CEO

and

Constellation NewEnergy – Gas Division (CNEG)

President & CEO

- Provided transitional executive work required by Constellation's acquisition of both the Fellon-McCord and Alliance Gas Services businesses until awarded full-time leadership position with Constellation
- Led these two North American energy service providers for Constellation Energy Group (2007 sales: \$3.5 billion):
 - Instrumental in CNEG's key growth acquisitions (Encana, Nicor Energy, Kaztek Energy Management, Blackhawk Energy Services, NOCO Energy Marketing, LLC; EnerCon Energy Consulting; Cornerstone Energy)
 - Supervised multiple systems integrations
 - Maintained and grew organic customer base

Allegheny Energy Services, Inc. (NYSE: AYE)

2001-2003

Fellon-McCord & Associates, Inc.

President & CEO

and

Alliance Gas Services, Inc.

Authorized Representative

- Performed transition and integration work upon Allegheny's acquisition of both the Fellon-McCord and Alliance Gas Services businesses until forced sale to Constellation Energy Group created by the demise of Enron
- Alliance Energy Services was the cornerstone acquisition of Constellation NewEnergy – Gas Division (CNEG)

Alliance Energy Services Partnership

1995-2001

General Partnership of Conoco, Inc. and Alliance Gas Services, Inc.

Co-Owner/Business Leader & Authorized Partnership Representative

- Negotiated Conoco general partnership agreement which included sale of 50% of Alliance Gas Services, Inc.
- Led Alliance Energy Services to become one of the largest natural gas marketing companies in NA

Alliance Gas Services, Inc.

1993-2001

North American Natural Gas Marketing Company

Co-Founder/Owner, President & CEO

- Natural gas marketing joint-venture business with the non-regulated subsidiary of Consumers Power

Andrew R. Fellon

3 Overbrook Road
Louisville, KY 40207

dfellon@outlook.com

C: (502) 727-6598
H: (502) 897-1478

Fellon-McCord & Associates, Inc. – Louisville, KY

1992-2001

North American Provider of Energy Procurement, Consulting & Management Services

Co-Founder/Owner, President & CEO

- Created Fellon-McCord which is today “Trane Energy Supply Services”
- Developed multi-decade relationships with global customers and their leadership including: Axalta Performance Coatings, Carlyle Group, Church & Dwight, Colgate-Palmolive, Constellium, Cornell University, Goodyear, Kimberly-Clark, Lexmark, PQ Corporation, The Carlyle Group, and Toyota Motor North America

Centran Corporation – Louisville, KY

1987-1992

Senior Vice President National Accounts

- Company realized increase in annual sales from \$4 million to \$119 million during this time
- Management responsibilities for the sales, marketing, supply, transportation, scheduling and accounting functions of the company’s eastern U.S. operations
- Developed Centran’s Appalachian natural gas procurement and trading function

Columbia Gas System – Lexington, KY

1986-1987

Industrial Marketing Engineer

- Managed large commercial and industrial customer supply relationships and sales agreements
- Lead for Toyota Motor Manufacturing North America’s first U.S. plant in Georgetown, KY

Education

BS, Industrial & Management Systems Engineering, Pennsylvania State University

Leadership

Ursuline Campus Schools - Board of Trustees	1998-2005
The Aluminum Association - Associate Member	2006-2020
The Aluminum Association - Board of Directors	2011-2014
The Aluminum Association - Member of Finance Committee	2012-2020
The Aluminum Association - Chairman, Associate Member Committee	2013-2014
Second Presbyterian Church – Board of Trustees	2009–2012
The American Life & Accident Insurance Company of Kentucky – Board of Directors, Chair - Audit Committee	2011-Present
Hardscuffle, Inc. - Board of Directors, Chair - Audit Committee	2011-Present
United Fresh Produce Association – Supply Chain Logistics Council	2017
U.S. Department of Energy (DOE) - Electric Advisory Committee (EAC)	2018 to Present
Industrial Energy Consumers of America (IECA) - Member	2019-Present
Regency Properties, LLC - Board of Managers, Chair - Audit Committee	2019-Present