



SkippingStone[™]
We Know Energy.

**Celebrating
over**

**20 YEARS
OF INNOVATION**



**FOCUSED ON
CLIENT SUCCESS**

Our Services Include:

- Idea Creation
- Strategy Development
- Market Assessment
- Business & Growth Planning
- Incubation & Launch Services
- Merger & Acquisition Services
- International Business Services

Atlanta | Boston | Houston | London | Los Angeles | Tokyo

www.skippingstone.com | www.skippingstone.jp

Our 20-Year Milestones:

- 2017** Skipping Stone Celebrates 20th Anniversary at DistribuTECH 2017the best is yet to come
- 2016** John Brown joins as Partner, expands technology services
- 2015** Reached 300 employee and contract consulting resources
- 2014** Expanded into developing international markets through US Trade & Development Agency; and Opened Tokyo office; Sam Matsumoto joined as Managing Director, Japan
- 2013** Signed contract with 250th client and launched a campaign to synchronize natural gas pipeline and wholesale power markets
- 2012** In partnership with the US Green Building Council and Environmental Defense Fund, launched a new LEED credit for automated demand response for commercial buildings and expanded to serve clients in 20 countries
- 2011** Opened Atlanta office, Ross Malme joins as Partner
- 2010** Expanded into smart grid and demand response markets
- 2009** Opened California office, expanded into renewable energy field
- 2008** Peter Weigand and Greg Lander acquire Skipping Stone back from Commerce Energy
- 2007** Capacity Center expands to all interstate pipelines in the U.S.
- 2006** Signed contract with 100th Client
- 2005** Operated as wholly owned subsidiary of Commerce with Greg Lander President
- 2004** Merged with Commerce Energy Group, took company public and moved Skipping Stone Head quarters to Boston
- 2003** Signed contract with 50th client
- 2002** Peter Weigand named Entrepreneur of the Year by Ernst & Young
- 2001** Created the first retail energy credit sleeve deal for a client, now standard for 80% of retailers
- 2000** Named to Top 10 Fastest Growing Company list by Philadelphia Business Journal
- 1999** Acquired TransCapacity (now Capacity Center) and opened Boston Office
- 1998** Opened Houston office, expanded to serve wholesale trading companies
- 1997** Moved into Philadelphia office with 6 employees serving retail gas and electric companies
- 1996** Peter Weigand founded Skipping Stone in June at his home office

