

Frontier Utilities Acquired by Group Led by Quintana Infrastructure & Development, Targets Growth (AEG Affiliated Energy Group's Team Represented Frontier)

<http://www.energychoicematters.com/stories/20120201a.html>

January 31, 2012

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Frontier Utilities, LLC, has been acquired by a group of independent Texas-based investors led by Quintana Infrastructure & Development LLC and Jay D. Hellums, an industry veteran.

Terms were not disclosed.

Frontier Utilities serves residential and small commercial customers in all major deregulated areas of ERCOT. Prior to the acquisition, the company also served customers in New York, but under the transaction, the New York operation will continue under a new entity, and it was not acquired by the group led by Quintana and Hellums.

Hellums, who will serve as CEO of Frontier, told EnergyChoiceMatters.com that Frontier had a "full service" business in ERCOT, with a well balanced mix of both postpay and prepay customers. While not disclosing the size of the book, Hellums described it as "good sized."

Hellums was formerly Senior Vice President, Head of NA Gas and Power at Direct Energy and spent nearly seven years with the company. Previously, he held a variety of positions with several competitive energy companies.

"We look forward to leading the business, accelerating growth and providing customers with an even greater level of service, innovation and value," said Hellums, who said that while initial growth will be in ERCOT, Frontier will eventually expand to other markets.

"Our investment in Frontier Utilities will support a major expansion of the retail business. In the coming years, we envision the company becoming a first class service provider in competitive energy markets throughout North America," said William K. Robertson, Managing Member of Quintana Infrastructure & Development.

Notably, an affiliate of Quintana Infrastructure & Development previously acquired from FirstEnergy Corp., in October 2011, two peaking generation units: the Richland Plant in Defiance, Ohio, and the Stryker Plant in Stryker, Ohio.

"Frontier customers will experience a seamless and uninterrupted transition along with increased product offerings as a result of the transaction," added Hellums.

“The Frontier Utilities business in Texas has demonstrated growth over the past three years and, with its proven Agility Orion data management and utility billing system, has a strong and expandable technology platform capable of serving millions of customers with reliable and competitive energy choices,” said Donald Cheesman, co-founder of Frontier Utilities.



Frontier Utilities was represented by the team of AEG Affiliated Energy Group. The acquisition has been approved by the Public Utility Commission of Texas.

Quintana Infrastructure & Development is part of Quintana Capital Group LP, a private equity fund focused on

investments across the oil and gas and coal and power industries managed by, among others, Corbin J. Robertson, Jr. and his family.

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