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The Public Utilities Commission of Ohio**RETAIL NATURAL GAS SUPPLIER/GOVERNMENTAL AGGREGATOR****FILING COVER FORM****POST INITIAL CERTIFICATION**RECEIVED-DOCKETING DIV
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PUCO

In the Matter of the Application of)
 Good Energy Consulting Services L.P. (Good Energy, L.P.))
)
 to: Provide Competitive Retail Natural Gas Service in Ohio)

Case No. 16 - 0716 -GA- AGGName of Applicant: Good Energy Consulting Services L.P. (Good Energy, L.P.)Applicant's Address: 232 Madison Ave. Third Fl. New York, NY 10027Contact Person or Counsel: Jean Ketchandji Telephone Number: 646-588-5777

Mark the reason for filing this form, application, and supporting information. Check only one of the six main categories. Use separate copies of this form for each type of application.

1. ☒ Certification Renewal Application (to be filed 30 to 120 days prior to expiration of current certificate) per Rules 4901:1-27-09 and 4901:1-27-04 of the Ohio Administrative Code.

2. ☐ Notification of Material Change in Business (to be filed in the initial or most recent certification docket and within 30 days of the material change occurring) per Rule 4901:1-27-10 of the Ohio Administrative Code. Please check the following material change(s) that is(are) involved with this filing:

- ☐ Change in ownership of five percent or more
- ☐ Affiliation with public utility or change in affiliation with a public utility in this state
- ☐ Retirement or other long-term changes to supply sources
- ☐ Revocation, restriction, or termination of interconnection or service agreement with pipeline company or natural gas company
- ☐ Fall of bond rating below BBB-
- ☐ Fall of bond rating below Baa3
- ☐ Filed or intend to file for some form of bankruptcy
- ☐ Receipt of judgment, finding, or ruling that could affect fitness or ability to provide service
- ☐ Other (please describe):

3. ☐ Certificate Transfer Application per Rule 4901:1-27-11 of the Ohio Administrative Code.

4. ☐ Abandonment Application (to be filed at least 90 days prior the effective date of the abandonment) per Rule 4901:1-27-11 of the Ohio Administrative Code. Please indicate which of the following two situations applies to the proposed abandonment:

- ☐ Seek to abandon operations with no existing customers
- ☐ Seek to abandon operations with existing customers

5. ☐ Name/Address/Telephone Change ☐ Regulatory Contact Change (See Item 3 above if ownership has changed.)

6. ☐ Other application (please describe): This is to certify that the images appearing are an accurate and complete reproduction of a case file document delivered in the regular course of business.

Technician bmm Date Processed 04/30/18



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Date Received	Renewal Certification Number	ORIGINAL AGG Case Number
		16 - 0716 - GA-AGG

RENEWAL CERTIFICATION APPLICATION COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS

Please **type or print** all required information. Identify all attachments with an exhibit label and title (*Example: Exhibit A-15 - Company History*). All attachments should bear the legal name of the Applicant. Applicants should file completed applications and all related correspondence with the Public Utilities Commission of Ohio, Docketing Division, 180 East Broad Street, Columbus, Ohio 43215-3793.

This PDF form is designed so that you may directly input information onto the form. You may also download the form by saving it to your local disk.

SECTION A - APPLICANT INFORMATION AND SERVICES

A-1 Applicant intends to renew its certificate as: (check all that apply)

☒ Retail Natural Gas Aggregator ☒ Retail Natural Gas Broker

A-2 Applicant information:

Legal Name Good Energy, L.P.
Address 232 Madison Avenue, Third Floor, New York, NY 10016
Telephone No. (866) 955-2677 Web site Address www.goodenergy.com
Current PUCO Certificate No. 16-511G(1) Effective Dates 05/05/2016 through 05/05/2018

A-3 Applicant information under which applicant will do business in Ohio:

Name Good Energy Consulting Services, LP dba Good Energy, L.P.
Address 232 Madison Avenue, Third Floor, New York, NY 10016
Web site Address www.goodenergy.com Telephone No. (866) 955-2677

A-4 List all names under which the applicant does business in North America:

Good Energy
Good Energy Consulting Services
Good Energy Consulting Group

A-5 Contact person for regulatory or emergency matters:

Name Jean F. Ketchandji Title Director, Pricing & Operations
Business Address 232 Madison Avenue, Third Floor, New York, NY 10016
Telephone No. (212) 792-0222 Fax No. (212) 792-0223 Email Address certification@goodenergy.com

A-6 Contact person for Commission Staff use in investigating customer complaints:

Name Javier Barrios

Title Managing Partner

Business address 232 Madison Avenue, Third Floor, New York, NY 10016

Telephone No. (866) 955-2677

Fax No. (866) 275-3083

Email Address info@goodenergy.com

A-7 Applicant's address and toll-free number for customer service and complaints

Customer service address 232 Madison Avenue, Third Floor, New York, NY 10016

Toll-Free Telephone No. (866) 955-2677

Fax No. (866) 275-3083

Email Address info@goodenergy.com

A-8 Provide "Proof of an Ohio Office and Employee," in accordance with Section 4929.22 of the Ohio Revised Code, by listing name, Ohio office address, telephone number, and Web site address of the designated Ohio Employee

Name Incorp Services, Inc

Title Registered Agent

Business address 9435 Watestone Blvd., #140, Cincinnati, OH 45249

Telephone No. 800-246-2677

Fax No. 702-866-2689

Email Address status@incorp.com

A-9 Applicant's federal employer identification number 432003973

A-10 Applicant's form of ownership: (Check one)

☐ Sole Proprietorship

☒ Partnership

☐ Limited Liability Partnership (LLP)

☐ Limited Liability Company (LLC)

☐ Corporation

☐ Other

A-11 (Check all that apply) Identify each natural gas company service area in which the applicant is currently providing service or intends to provide service, including identification of each customer class that the applicant is currently serving or intends to serve, for example: *residential, small commercial, and/or large commercial/industrial (mercantile) customers*. (A mercantile customer, as defined in Section 4929.01(L)(1) of the Ohio Revised Code, means a customer that consumes, other than for residential use, more than 500,000 cubic feet of natural gas per year at a single location within the state or consumes natural gas, other than for residential use, as part of an undertaking having more than three locations within or outside of this state. In accordance with Section 4929.01(L)(2) of the Ohio Revised Code, "Mercantile customer" excludes a not-for-profit customer that consumes, other than for residential use, more than 500,000 cubic feet of natural gas per year at a single location within this state or consumes natural gas, other than for residential use, as part of an undertaking having more than three locations within or outside this state that has filed the necessary declaration with the Public Utilities Commission.)

<input checked="" type="checkbox"/> Columbia Gas of Ohio	<input checked="" type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Dominion East Ohio	<input checked="" type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Duke Energy Ohio	<input checked="" type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Vectren Energy Delivery of Ohio	<input checked="" type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial

A-12 If applicant or an affiliated interest previously participated in any of Ohio's Natural Gas Choice Programs, for each service area and customer class, provide approximate start date(s) and/or end date(s) that the applicant began delivering and/or ended services.

☒ Columbia Gas of Ohio

<input type="checkbox"/> Residential	Beginning Date of Service		End Date	
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	11/01/2007	End Date	Present
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	11/01/2007	End Date	Present
<input checked="" type="checkbox"/> Industrial	Beginning Date of Service	11/01/2007	End Date	Present

☒ Dominion East Ohio

<input type="checkbox"/> Residential	Beginning Date of Service		End Date	
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	11/01/2007	End Date	Present
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	11/01/2007	End Date	Present
<input checked="" type="checkbox"/> Industrial	Beginning Date of Service	11/01/2007	End Date	Present

☒ Duke Energy Ohio

<input type="checkbox"/> Residential	Beginning Date of Service		End Date	
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	04/01/2010	End Date	Present
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	04/01/2010	End Date	Present
<input checked="" type="checkbox"/> Industrial	Beginning Date of Service	04/01/2010	End Date	Present

☐ Vectren Energy Delivery of Ohio

<input type="checkbox"/> Residential	Beginning Date of Service		End Date	
<input type="checkbox"/> Small Commercial	Beginning Date of Service		End Date	
<input type="checkbox"/> Large Commercial	Beginning Date of Service		End Date	
<input type="checkbox"/> Industrial	Beginning Date of Service		End Date	

A-13 If not currently participating in any of Ohio's four Natural Gas Choice Programs, provide the approximate start date that the applicant proposes to begin delivering services:

<input type="checkbox"/>	Columbia Gas of Ohio	Intended Start Date	
<input type="checkbox"/>	Dominion East Ohio	Intended Start Date	
<input type="checkbox"/>	Duke Energy Ohio	Intended Start Date	
<input type="checkbox"/>	Vectren Energy Delivery of Ohio	Intended Start Date	

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

- A-14 Exhibit A-14 "Principal Officers, Directors & Partners,"** provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.
- A-15 Exhibit A-15 "Company History,"** provide a concise description of the applicant's company history and principal business interests.
- A-16 Exhibit A-16 "Articles of Incorporation and Bylaws,"** provide the articles of incorporation filed with the state or jurisdiction in which the applicant is incorporated and any amendments thereto, *only if the contents of the originally filed documents changed since the initial application.*
- A-17 Exhibit A-17 "Secretary of State,"** provide evidence that the applicant is still currently registered with the Ohio Secretary of the State.

SECTION B - APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED

- B-1 Exhibit B-1 "Jurisdictions of Operation,"** provide a current list of all jurisdictions in which the applicant or any affiliated interest of the applicant is, at the date of filing the application, certified, licensed, registered, or otherwise authorized to provide retail natural gas service, or retail/wholesale electric services.
- B-2 Exhibit B-2 "Experience & Plans,"** provide a current description of the applicant's experience and plan for contracting with customers, providing contracted services, providing billing statements, and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4929.22 of the Revised Code and contained in Chapter 4901:1-29 of the Ohio Administrative Code.
- B-3 Exhibit B-3 "Summary of Experience,"** provide a concise and current summary of the applicant's experience in providing the service(s) for which it is seeking renewed certification (e.g., number and types of customers served, utility service areas, volume of gas supplied, etc.).
- B-4 Exhibit B-4 "Disclosure of Liabilities and Investigations,"** provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocations of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational

status or ability to provide the services for which it is seeking renewed certification since applicant last filed for certification.

- B-5 Exhibit B-5 "Disclosure of Consumer Protection Violations,"** disclose whether the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant has been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws since applicant last filed for certification.

☒ No ☐ Yes

If Yes, provide a separate attachment labeled as Exhibit B-5 "Disclosure of Consumer Protection Violations," detailing such violation(s) and providing all relevant documents.

- B-6 Exhibit B-6 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation,"** disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail natural gas or retail/wholesale electric service denied, curtailed, suspended, or revoked, or whether the applicant or predecessor has been terminated from any of Ohio's Natural Gas Choice programs, or been in default for failure to deliver natural gas since applicant last filed for certification.

☒ No ☐ Yes

If Yes, provide a separate attachment, labeled as Exhibit B-6 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation," detailing such action(s) and providing all relevant documents.

SECTION C - APPLICANT FINANCIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED

- C-1 Exhibit C-1 "Annual Reports,"** provide the two most recent Annual Reports to Shareholders. If applicant does not have annual reports, the applicant should provide similar information, labeled as Exhibit C-1, or indicate that Exhibit C-1 is not applicable and why.
(This is generally only applicable to publicly traded companies who publish annual reports.)
- C-2 Exhibit C-2 "SEC Filings,"** provide the most recent 10-K/8-K Filings with the SEC. If applicant does not have such filings, it may submit those of its parent company. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 whether the applicant is not required to file with the SEC and why.
- C-3 Exhibit C-3 "Financial Statements,"** provide copies of the applicant's two most recent years of audited financial statements (balance sheet, income statement, and cash flow statement). If audited financial statements are not available, provide officer certified financial statements. If the applicant has not been in business long enough to satisfy this requirement, it shall file audited or officer certified financial statements covering the life of the business. If the applicant does not have a balance sheet, income statement, and cash flow statement, the applicant may provide a copy of its two most recent years of tax returns (with social security numbers and account numbers redacted).

- C-8 Exhibit C-8 “Bankruptcy Information,”** provide a list and description of any reorganizations, protection from creditors or any other form of bankruptcy filings made by the applicant, a parent or affiliate organization that guarantees the obligations of the applicant or any officer of the applicant in the current year or within the two most recent years preceding the application.
- C-9 Exhibit C-9 “Merger Information,”** provide a statement describing any dissolution or merger or acquisition of the applicant within the two most recent years preceding the application.
- C-10 Exhibit C-10 “Corporate Structure,”** provide a description of the applicant’s corporate structure, not an internal organizational chart, including a graphical depiction of such structure, and a list of all affiliate and subsidiary companies that supply retail or wholesale electricity or natural gas to customers in North America. If the applicant is a stand-alone entity, then no graphical depiction is required and applicant may respond by stating that they are a stand-alone entity with no affiliate or subsidiary companies.

SECTION D – APPLICANT TECHNICAL CAPABILITY

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

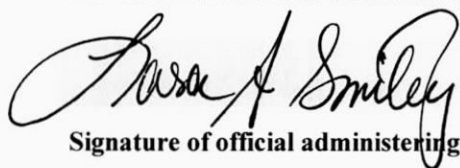
- D-1 Exhibit D-1 “Operations,”** provide a current written description of the operational nature of the applicant’s business functions.
- D-2 Exhibit D-2 “Operations Expertise,”** given the operational nature of the applicant’s business, provide evidence of the applicant’s current experience and technical expertise in performing such operations.
- D-3 Exhibit D-3 “Key Technical Personnel,”** provide the names, titles, email addresses, telephone numbers, and background of key personnel involved in the operational aspects of the applicant’s current business.

Good Energy L.P., By: Good Offices Technology Partners, LLC, its General Partner

Applicant Signature and Title



Sworn and subscribed before me this 03 day of April Month 2018 Year



Signature of official administering oath

Tara A. Smiley, Notary Public

Print Name and Title

My commission expires on

February 17, 2021

TARA A. SMILEY
 Notary Public, State of New York
 Registration #01SM6201262
 Qualified In Kings County
 Commission Expires Feb. 17, 2021



The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service Affidavit Form (Version 1.07)

In the Matter of the Application of

Good Energy Consulting Services L.P. (Good Energy, L.P.)

for a Certificate or Renewal Certificate to Provide Competitive Retail Natural Gas Service in Ohio.

Case No. 16 - 0716 -GA-AGG

County of New York

State of NY

Maximilian Hoover

[Affiant], being duly sworn/affirmed, hereby states that:

- (1) The information provided within the certification or certification renewal application and supporting information is complete, true, and accurate to the best knowledge of affiant.
- (2) The applicant will timely file an annual report of its intrastate gross receipts and sales of hundred cubic feet of natural gas pursuant to Sections 4905.10(A), 4911.18(A), and 4929.23(B), Ohio Revised Code.
- (3) The applicant will timely pay any assessment made pursuant to Section 4905.10 or Section 4911.18(A), Ohio Revised Code.
- (4) Applicant will comply with all applicable rules and orders adopted by the Public Utilities Commission of Ohio pursuant to Title 49, Ohio Revised Code.
- (5) Applicant will cooperate with the Public Utilities Commission of Ohio and its staff in the investigation of any consumer complaint regarding any service offered or provided by the applicant.
- (6) Applicant will comply with Section 4929.21, Ohio Revised Code, regarding consent to the jurisdiction of the Ohio courts and the service of process.
- (7) Applicant will inform the Public Utilities Commission of Ohio of any material change to the information supplied in the certification or certification renewal application within 30 days of such material change, including any change in contact person for regulatory or emergency purposes or contact person for Staff use in investigating customer complaints.
- (8) Affiant further sayeth naught. Good Energy, L.P., By: Good Offices Technology Partners, LLC, its General Partner

Affiant Signature & Title

Sworn and subscribed before me this 03 day of April Month 2018 Year

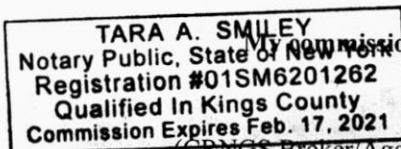
Signature of Official Administering Oath

Tara A. Smiley, Notary Public

Print Name and Title

Notary

Seal



Commission expires on

February 17, 2021

Exhibit A-14 – “Principal Officers, Directors, & Partners

Applicant: Good Energy Consulting Services, LP (Good Energy, LP)

- I. Maximilian Hoover
President
Good Energy, L.P.
232 Madison Ave. Third Fl
New York, NY 10016
Max@goodenergy.com
(212) 792-0222 Ext. 3007
- II. Charles de Casteja
Managing Partner
Good Energy, L.P.
232 Madison Ave. Third Fl
New York, NY 10016
Charles@goodenergy.com
(212) 792-0222 Ext. 3106
- III. Javier Barrios
Managing Partner
Good Energy, L.P.
232 Madison Ave. Third Fl
New York, NY 10016
Javier@goodenergy.com
(212) 792-0222 Ext. 3103
- IV. Scott Heath
Managing Partner
Good Energy, L.P.
1011 S. Broadway St. Suite 100
Carrollton, TX 75006
Scott@goodenergy.com
(972) 200-9770 Ext. 1772

Exhibit A-15 - Company History

Applicant: Good Energy Consulting Services, LP. (Good Energy, LP)

Good Energy, LP has been in existence and active in a variety of different levels of the energy industry since before deregulation came into being in the State of Ohio. This includes Procurement for Electricity, Natural Gas, Heating Oil, Renewable Power, Lighting Management, Lighting Store: GoodMart.com, Demand Response (Energy Curtailment), Power Factor Correction and Engineering Studies. As a result, Good Energy brings an enormous amount of experience from all areas of the energy industry, adding to the insights which guide our decision making processes. Good Energy is active in all deregulated markets within the continental U.S. and Canada.

Good Energy's principal business interests are in serving as a consultant and/or broker and/or aggregator of electricity and natural gas in order to help our Public and Private sector clients achieve energy cost savings and maximize energy efficiencies. We also offer renewable energy strategies. With extremely strong relationships with over 50 national suppliers of energy, Good Energy is in a unique position for intelligence gathering, adding significantly to our negotiating strength with these suppliers. In addition, because of the ongoing affinity and aggregation programs now administered by Good Energy in several states, suppliers understand the extent of our footprint and are now far more likely to concede various contract terms and provide very competitive pricing.

In addition, Good Energy is certified by the center of Resource Solutions as a Green-e Energy Marketer selling retail and wholesale RECs (Renewable Energy Certificates) in all states. Good Energy also received partnership status with ENERGY STAR. As the government-backed, trusted symbol for energy efficiency, ENERGY STAR was created to help consumers easily identify products and practices that save energy and money, and help protect the environment.

Exhibit A-16 - Articles of Incorporation and Bylaws

Applicant: Good Energy Consulting Services, LP. (Good Energy, LP)

See attached documents labeled Exhibit A-16 along with a motion for protective order for this exhibit.

Exhibit A-17 - Secretary of State

Applicant: Good Energy Consulting Services, LP. (Good Energy, LP)

Please see attached documents labeled Exhibit A-17

UNITED STATES OF AMERICA
STATE OF OHIO
OFFICE OF THE SECRETARY OF STATE

I, Jon Husted, do hereby certify that I am the duly elected, qualified and present acting Secretary of State for the State of Ohio, and as such have custody of the records of Ohio and Foreign business entities; that said records show GOOD ENERGY CONSULTING SERVICES, L.P. (GOOD ENERGY L.P.), a Delaware Limited Partnership, Registration Number 1904646, filed on January 4, 2010, is currently in FULL FORCE AND EFFECT upon the records of this office.



Witness my hand and the seal of the Secretary of State at Columbus, Ohio this 26th day of April, A.D. 2018.

A handwritten signature in cursive script that reads "Jon Husted".

Ohio Secretary of State

Validation Number: 201811602252

Exhibit B-1 - Jurisdictions of Operations

Applicant: Good Energy Consulting Services, LP. (Good Energy, LP)

California

Connecticut

Illinois

Maine

Maryland

Massachusetts

New Hampshire

New Jersey

New York

Ohio

Pennsylvania

Rhode Island

Texas

Exhibit B-2 - Experience & Plans

Applicant: Good Energy Consulting Services, LP. (Good Energy, LP)

Good Energy has long experience working with commercial, industrial and municipal clients to achieve energy cost savings goals through procurement and demand side management. Whether the goals are budget certainty, long-term purchasing, flexibility, demand reduction, we create solutions to fit these objectives. Good Energy has shepherded many clients through the evolution of energy products with special consideration to levels of risk tolerance. We develop graphs and charts profiling current and historic energy consumption prior to any meeting with a client and point out any anomalies outside of any usual seasonal changes. If during the term of our management we perceive any out-of-the-ordinary usage patterns we immediately notify the client.

By generating competition between qualified retail electricity providers, ensuring a level playing field, keeping a careful watch on wholesale energy prices and effectively finding and comparing the available rates and contracts, Good Energy can help Customers choose the retail energy provider or a wholesale market entry strategy and product structure most advantageous to customers. We offer an energy assessment designed to keep things simple. This assessment includes a detailed history of customers' existing energy consumption, a complete summary of the competitive supply offers and the necessary information needed to make an informed decision, including information about the capabilities of the qualified energy providers, current market conditions, historical trends, and more.

Upon election to switch providers, we will work with customers from start to finish, and ensure that the experience is a positive one for customers, although the process by no means ends with the consummation of the commodity contract. Good Energy will continue to monitor the monthly bills to ensure accuracy, and we monitor the wholesale market to identify opportunities to issue new and improved RFPs for contract renewal or extension.

We think it is critical to view energy procurement in a different way than other types of procurement, because taking advantage of major market movements in wholesale energy supply can mean very significant savings for customers. For example, while it might be good practice to issue an annual RFP at the same time each year for employee health insurance, this would not be a good idea when procuring energy due to the fact that the market will dictate the best times to issue RFPs.

Properly armed with the buying tools provided by Good Energy, the financial risk associated with commodity procurement will be mitigated. For example, if the market is unseasonably high, but still yielding a price advantage over the standard offer, we might recommend a product consisting of a three month block of energy to fix the near-term price, while floating the last nine months of the contract price, with the expectation that the market might soften between now and three months from now, permitting the later procurement of an additional block to fix the price for the latter part of the contract.

Good Energy can model scenarios for customers to assist in the evaluation of these complex product structures, which can have the effect of minimizing risk and price at the end of the final analysis. While we fully understand that many customers only want firm-fixed pricing, we want to demonstrate to them the myriad alternatives.

Good Energy currently buys energy products for many clients, nationally, with our strategy based on budgetary certainty. Our plans usually include a ratio of fixed and floating strategies in order to maintain maximum flexibility. Good Energy takes an active approach when it comes to hedging. Our proprietary database-driven energy management system, "goodenergy.net", constantly notifies our staff as to changes in market conditions, which may influence strategies currently in place. Energy cost hedging is an everyday process at Good Energy.

Exhibit B-3 - Summary of Experience

Applicant: Good Energy Consulting Services, LP. (Good Energy, LP)

Good Energy is currently the retained energy consultant to the Middlesex Regional Educational Services Commission ("MRESC") in New Jersey, a public agency that provides shared service opportunities to its public sector membership. The MRESC is the largest public sector purchasing cooperative in New Jersey and the second largest energy purchasing consortium within the State. Good Energy has successfully aggregated over 200 + public sector entities that include several Cities and Townships, 45 Boards of Education made up of 200 schools, multiple sewer districts and three counties. The MRESC Cooperative has prosperously initiated millions of dollars in savings for the State and the local governmental bodies. The estimated load of the MRESC cooperative is in excess of 375 million kWh annually with over 4,000 actual accounts included and close to a BCF of Natural Gas.

Good Energy was engaged by the MRESC to assist in developing an energy aggregation program that included bidding and procurement management services. This program took considerable time to develop in evaluating the New Jersey energy markets in order to provide cost savings to its participants.

Good Energy is proud to claim that as a result of implementing this program, the aggregation is saving money and out-performing all other public sector aggregations in New Jersey with over \$17 million in savings.

When the program began, default (or tariff) rates were still the best low-priced option if a customer decided a fully fixed product was the only option available. Based on historical index markets, both day-ahead and real-time, Good Energy developed purchasing strategies that took full advantage of market conditions while providing budget certainty and security to the aggregation members. The strategy Good Energy recommended and that was subsequently embraced by our public clients was to purchase the energy in bulk, with a certain percentage of the aggregated load fixed and the remainder on the index markets. Potentially under correct market conditions this "pooling concept" has other benefits which include the ability to drop and add accounts, add new members, and facilitate on-going purchasing to best manage the group's energy costs. The flexibility of this managed approach allows members to participate in the settlement of the index markets with upside protection through hedging. Lastly, our members have found it politically expedient to have the option to invite new members post initial purchasing.

News of this success has spread and Good Energy is receiving serious interest from nearly 800 million kWh of new additional annual loads. Good Energy's level of customer service dedicated to the aggregation is a top daily commitment from our analysts. The program is innovative and shows how well Good Energy understands the energy industry and the US deregulated electricity markets. Good Energy's service to the MRESC continues with an aggregated demand response bid that resulted in maximum dollars for eligible members.

As stated earlier, Good Energy is the largest and most successful municipal and public sector aggregation consultant in the country, having successfully executed over 400 municipal and public sector aggregation bids (all of which 100% subsequently renewed) for more than 550,000 residential households representing close to two million people for a combined procurement of over twelve billion kWh of electricity with combined savings in excess of \$200 million through 2014. Good Energy clients have obtained the lowest pricing compared to any of our competitors through our municipal and public sector aggregation programs. Good Energy brings the sophisticated and innovated methodologies and practices from across the country and combines these with considerable local experience and expertise.

Good Energy has relationships with approximately 65 national energy wholesalers and suppliers and their senior executives. The strength and depth of these relationships is critical to the administration of the RFP process and obtaining the best energy prices for our clients. The advantages of municipal and public sector, as opposed to remaining with the local utility, reside in the flexibility to run highly competitive bids at strategically determined times in the market with appropriately qualified suppliers seeking for high volume energy loads. The management of this RFP/ RFQ process is as much an art as a science; matching the needs of the municipalities and public sector clients and its members with the financial and procedural realities of the suppliers all within the context of the regulatory realities of the market.

Good Energy has been in existence and active in a variety of different levels of the energy industry since before electricity deregulation came into being in the U.S. This includes procurement for electricity, natural gas, heating oil, renewable power, lighting management, demand response, energy curtailment, power factor correction and engineering studies. As a result, Good Energy brings an enormous amount of experience from all areas of the energy industry, adding to the insights that guide our decision-making processes.

Good Energy has the most sophisticated public education and media team of any aggregation consultant. We are experts in community outreach and education campaigns, perfected over time through hard earned experience in other states. For example In the Midwest, where a referendum is required for the passage of municipal and public sector aggregation, we had to run an all-encompassing outreach campaigns through all media platforms while also making personal presentations to every type of grassroots organizations from religious groups to senior citizens. We are proud to say we were involved with over 150 successful referenda.

As a Green-e certified Renewable Energy Certificate (REC) marketer, Good Energy has helped 62 communities, encompassing almost 390,000 households and totaling approximately 3.3 billion kWh annually, offset the negative environmental characteristics of their energy usage by including fuel-free Green-e certified RECs into their municipal and public sector aggregation programs.

Exhibit B-4 - Disclosure of Liabilities and Investigations

Good Energy Consulting Services, LP. (Good Energy, LP) does not have any existing, pending or past due rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational status or ability to provide the services it is seeking to provide.

Exhibit C-1 - Annual Reports

Good Energy Consulting Services, LP. (Good Energy, LP) is a privately held company. Thus, this report is not applicable.

Exhibit C-2 - SEC Filings

Good Energy Consulting Services, LP. (Good Energy, LP) is a privately held company. Thus, this filing is not applicable.

Exhibit C-3 - Financial Statements

Applicant: Good Energy Consulting Services, LP. (Good Energy, LP)

CONFIDENTIAL INFORMATION: See attached officer certified financial statements.

This requires Good Energy to disclose confidential and privileged information not otherwise available to the public. See attached supporting documentation in a motion of protective order.

Exhibit C-4 - Financial Arrangements

Applicant: Good Energy Consulting Services, LP. (Good Energy, LP)

This is not applicable. Good Energy is not a CRNGS and does not conduct business activity as a CRNGS provider and will not take title to the electricity or natural gas.

Exhibit C-5 - Forecasted Financial Statements

Applicant: Good Energy Consulting Services, LP. (Good Energy, LP)

CONFIDENTIAL INFORMATION UNDER SEAL: See attached forecasted financial statements in exhibit C-5.

This requires Good Energy to disclose confidential and privileged information not otherwise available to the public. See attached supporting documentation in a motion of protective order.

Exhibit C-6 - Credit Rating

Applicant: Good Energy Consulting Services, LP. (Good Energy, LP)

Not Applicable.

Exhibit C-7 - Credit Report

Applicant: Good Energy Consulting Services, LP. (Good Energy, LP)

See attached Dun & Bradstreet Credit Report in exhibit C-7.

Exhibit C-7 "Credit Report"

Jessica Zou My Profile Help Sign Out

Risk Management

Go

Dashboard Companies Monitoring Account Manager Decision Maker Portfolio Risk Manager Admin

Search

Enter Company Name or D-U-N-S Number

Enter City

Select State/Province







☒ Include Snapshot

More Options

Search

You are in: Search Results » Live Report : GOOD ENERGY LP

Live Report : GOOD ENERGY LP

 Add to Folder  Remove from Folder  Print  E-Mail  PDF  Preferences

D-U-N-S® Number: 96-577-8470 - GOOD ENERGY LP No trade names for this company.

D&B Address

Address 232 Madison Ave Ste 405
New York, NY, US - 10016
Phone 212 792-0222
Fax

Location Type Headquarters
Web

Map using Google

Added to Portfolio: 10/17/2017

Last View Date: 10/17/2017

Endorsement : jessica@goodmart.com

In Folders: View >

Save a Snapshot

Order Investigation

Company Summary

Detailed Trade Risk Insight

Small Business Risk Insight

Corporate Linkage

Predictive Scores

Trade Payments

Public Filings

Special Events

History & Operations

Financials

Notes

Your Information

View Snapshots

How helpful was the D&B information for this company?

Company Summary

 Customize

Currency: Shown in USD unless otherwise indicated

Score Bar

PAYDEX®



Paying 2 days past due

Commercial Credit Score Percentile



Low Risk of severe payment delinquency.

Financial Stress Score National Percentile



Low to Moderate Risk of severe financial

stress.

D&B Viability Rating



View More Details

Bankruptcy Found

No

Customize Score Bar

Detailed Trade Risk Insight™ To learn more, Click here

Days Beyond Terms Past 3 Months



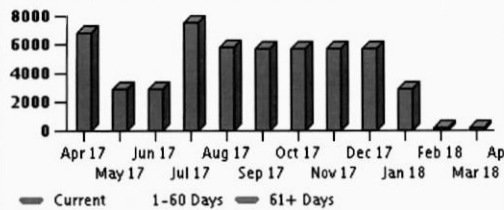
Dollar-weighted average of 10 payment experiences reported from 3 Companies

Recent Derogatory Events

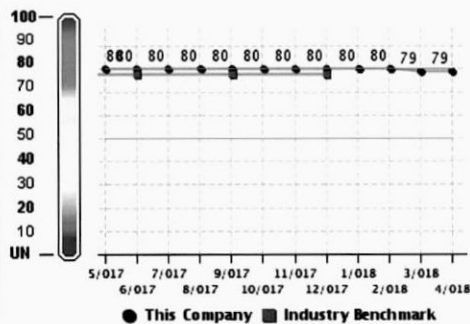
Jan-18 Feb-18 Mar-18

Placed for Collection	-	-	-
Bad Debt Written Off	-	-	-

Total Amount Current & Past Due - 12 Month Trend



View Details

PAYDEX® Trend Chart

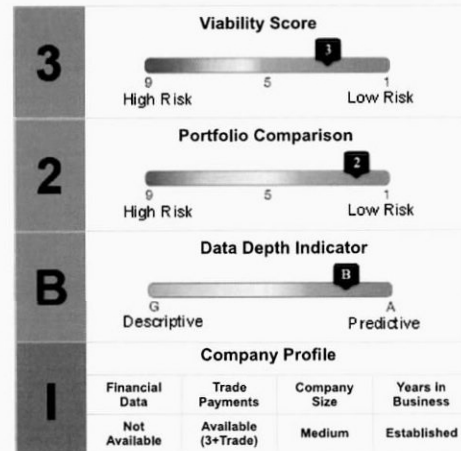
View Details

News & Alerts

There are no alerts for this company in the last 30 days.

Corporate Linkage

No parent company found. To view the full family tree, which may include branches, subsidiaries and affiliates, click on View Details.

D&B Viability Rating

View Details

D&B Company Overview

This is a headquarters location

Branch(es) or Division(s) exist	Y
Manager	DEAN PRENTICE, CFO
Year Started	2003
Employees	16 (10 Here)
SIC	1731, 8711
Line of business	Electrical contractor, engineering services
NAICS	238210
History Status	CLEAR

FirstRain Company News

New York regulators greenlight 3rd CCA program
Jan 25, 2018 at 5:33 PM-Utility Dive

PSC approves aggregation plan Greene County
Jan 18, 2018 at 2:35 PM-MidHudsonNews.Com

Hearing set for Hadley electrical aggregation plan
Dec 28, 2017 at 11:48 PM-GazetteNet.com

Powered by FirstRain

Commercial Credit Score Class

View Details

Financial Overview

Based on your financial statement preference setting and the availability of financial data from the sources, no financial statements are available.

[View Details](#)

Public Filings

The following data includes both open and closed filings found in D&B's database on this company.

[View Details](#)

Record Type	Number of Records	Most Recent Filing Date
Bankruptcies	0	-
Judgments	0	-
Liens	0	-
Suits	0	-
UCCs	4	05/30/17

The public record items contained herein may have been paid, terminated, vacated or released prior to today's date.

[View Details](#)

D&B PAYDEX®



When weighted by amount, Payments to suppliers average 2 days beyond terms

[View Details](#)

Help



QuickTour

Exhibit C-8 - Bankruptcy Information

Good Energy Consulting Services, LP. (Good Energy, LP) has never sought protection from creditors or any other form of bankruptcy filings made by the applicant, a parent or affiliate organization that guarantees the obligations of the applicant or any officer of the applicant in the current year or within the two most recent years preceding the application.

Exhibit C-9 - Merger Information

This is not applicable to **Good Energy Consulting Services, LP. (Good Energy, LP)**

Exhibit C-10 - Corporate Structure

Applicant: Good Energy Consulting Services, LP. (Good Energy, LP)

Good Energy is stand-alone entity with a partnership structure as defined in: Exhibit A-16, Articles of Incorporation and Bylaws.

The general partner of Good Energy, L.P. is Good Offices Technology Partners, LLC

The manager and authorized signatory of Good Offices Technology Partners, LLC is Maximilian Hoover

There are no subsidiaries.

Good Energy is not an energy supplier or equipment vendor and does not supply retail or wholesale electricity or natural gas to customers in North America.

Exhibit D-1 - Operations

Applicant: Good Energy Consulting Services, LP. (Good Energy, LP)

ENERGY PROCUREMENT: OUR PHILOSOPHY

Good Energy has long experience working with commercial and industrial (C&I) clients to achieve energy cost savings goals through procurement and demand side discipline. Whether the goals are budget certainty, long-term purchasing, flexibility, demand reduction, we create solutions to fit these objectives. Good Energy has shepherded many clients through the evolution of energy products with special consideration to levels of risk tolerance. We develop graphs and charts profiling current and historic energy consumption prior to any meeting with a client and point out any anomalies outside of any usual seasonal changes. If during the term of our management we perceive any out-of-the-ordinary usage patterns we immediately notify the client.

By generating competition between qualified retail electricity providers, ensuring a level playing field, keeping a careful watch on wholesale energy prices and effectively finding and comparing the available rates and contracts, Good Energy can help Customers choose the retail energy provider or a wholesale market entry strategy and product structure most advantageous to customers.

We offer an energy assessment designed to keep things simple. This assessment includes a detailed history of customers' existing energy consumption, a complete summary of the competitive supply offers and the necessary information needed to make an informed decision, including information about the capabilities of the qualified energy providers, current market conditions, historical trends, and more.

Upon election to switch providers, we will work with customers from start to finish, and ensure that the experience is a positive one for customers, although the process by no means ends with the consummation of the commodity contract. Good Energy will continue to monitor the monthly bills to ensure accuracy, and we monitor the wholesale market to identify opportunities to issue new and improved RFPs for contract renewal or extension.

We think it is critical to view energy procurement in a different way than other types of procurement, because taking advantage of major market movements in wholesale energy supply can mean very significant savings for customers. For example, while it might be good practice to issue an annual RFP at the same time each year for employee health insurance, this would not be a good idea when procuring energy due to the fact that the market will dictate the best times to issue RFPs.

Properly armed with the buying tools provided by Good Energy, the financial risk associated with commodity procurement will be mitigated. For example, if the market is unseasonably high, but still yielding a price advantage over the standard offer, we might recommend a product

consisting of a three month block of energy to fix the near-term price, while floating the last nine months of the contract price, with the expectation that the market might soften between now and three months from now, permitting the later procurement of an additional block to fix the price for the latter part of the contract.

Good Energy can model scenarios for customers to assist in the evaluation of these complex product structures, which can have the effect of minimizing risk and price at the end of the final analysis. While we fully understand that many customers only want firm-fixed pricing, we want to demonstrate to them the myriad alternatives.

Good Energy currently buys energy products for many clients, nationally, with our strategy based on budgetary certainty. Our plans usually include a ratio of fixed and floating strategies in order to maintain maximum flexibility. Good Energy takes an active approach when it comes to hedging. Our proprietary database-driven energy management system, “goodenergy.net” constantly notifies our staff as to changes in market conditions, which may influence strategies currently in place. Energy cost hedging is an everyday process at Good Energy.

Exhibit D-2 - Operations Expertise

Applicant: Good Energy Consulting Services, LP. (Good Energy, LP)

ENERGY PROCUREMENT: HOW IT WORKS

Good Energy will obtain the key data, including Letters of Authorization, (“LOA”), for each of the accounts. LOA forms will be filled out by Good Energy, requiring only customers review and signature.

Upon receipt of the LOAs, Good Energy will immediately request historical data from the utility and verify that the data received matches the account profile, service address, etc. The electronic format of historical usage data will be uploaded to goodenergy.net. Armed with this data, Good Energy will be perfectly positioned to make intelligent recommendations with quantifiable benefits to advice customers.

We look at trends on a year over year basis and on an increasing/decreasing slope basis. Either way these consumption patterns influence our final decision regarding purchasing strategies. Each month, usage data is loaded into our goodenergy.net, our proprietary database from which detailed reports can be produced.

The consolidation of this pricing is a critical first step to negotiating with suppliers. Armed with a clear understanding of the contents of the various offers, we are best prepared to achieve customers’ desired goals.

Good Energy participates actively with energy suppliers at every level. Goodenergy.net is used to assemble historical usage data from multiple accounts in preparation for pricing requests to be sent to multiple retail electricity providers. This means that Good Energy can very quickly act on buying opportunities and RFPs.

Below is a sample report showing usage trends and patterns.

GoodEnergy

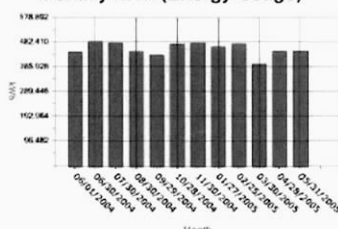
Electricity Billing and Consumption History

Scott Heath
scott@goodenergy.com
(866)292-2501

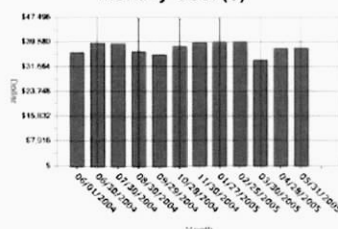
Customer Name:	Utility Supplier:	Aggregate Energy \$/kWh: \$0.06200
Account Number:	Service Address:	Aggregate Cost \$/kWh: \$0.08278

Start Date	End Date	Days	LF	kWh	Energy \$	Energy \$/kWh	kW	Delivery \$	Delivery \$/kWh	Late \$	Other \$	Total Bill \$	Total \$/kWh
06/01/2004	06/29/2004	28		441,679	\$27,384.18	\$0.06200		\$5,277.68	\$0.01195	\$0.00	\$3,449.32	\$36,111.18	\$0.08176
06/30/2004	07/29/2004	29		482,413	\$29,909.68	\$0.06200		\$5,426.22	\$0.01125	\$0.00	\$3,726.79	\$39,062.67	\$0.08097
07/30/2004	08/29/2004	30		477,555	\$29,608.10	\$0.06200		\$5,597.24	\$0.01166	\$0.00	\$3,709.63	\$39,085.29	\$0.08143
08/30/2004	09/28/2004	29		444,573	\$27,563.58	\$0.06200		\$5,323.98	\$0.01198	\$0.00	\$3,471.63	\$36,359.19	\$0.08178
09/29/2004	10/27/2004	28		430,610	\$26,697.87	\$0.06200		\$5,286.30	\$0.01228	\$0.00	\$3,377.91	\$35,362.09	\$0.08212
10/28/2004	11/29/2004	32		472,091	\$29,269.69	\$0.06200		\$5,280.16	\$0.01114	\$0.00	\$3,582.30	\$38,132.15	\$0.08075
11/30/2004	12/28/2004	28		477,757	\$29,520.98	\$0.06200		\$5,068.04	\$0.01070	\$0.00	\$3,701.16	\$39,390.18	\$0.08245
01/27/2005	02/24/2005	28		463,114	\$28,713.12	\$0.06200		\$7,074.59	\$0.01528	\$0.00	\$3,771.08	\$39,558.79	\$0.08542
02/25/2005	03/29/2005	32		473,843	\$29,378.08	\$0.06200		\$5,426.19	\$0.01157	\$0.00	\$3,774.87	\$39,581.15	\$0.08353
03/30/2005	04/27/2005	28		395,982	\$24,550.91	\$0.06200		\$5,022.43	\$0.01271	\$0.00	\$3,231.37	\$33,805.29	\$0.08537
04/28/2005	05/30/2005	32		446,270	\$27,668.78	\$0.06200		\$5,265.45	\$0.01404	\$0.00	\$3,576.61	\$37,510.82	\$0.08405
05/31/2005	06/28/2005	28		446,940	\$27,710.28	\$0.06200		\$5,323.92	\$0.01415	\$0.00	\$3,586.83	\$37,621.03	\$0.08417
Totals:		352		5,452,824	\$338,075.54	\$0.06200		\$70,324.15	\$0.01290	\$0.00	\$42,960.09	\$451,359.78	\$0.08278

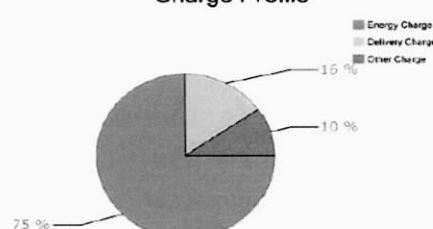
Monthly kWh (Energy Usage)



Monthly Cost (\$)



Charge Profile



Good Energy is proud to be an ENERGY STAR partner. ENERGY STAR was created to help consumers easily identify products, homes, and buildings that save energy and money, and help protect the environment. ENERGY STAR is a government-backed, trusted symbol for energy efficiency. Contact your Good Energy representative to learn more about ENERGY STAR products and services.

Good Energy: A Smarter Way to Buy Energy



Good Energy has contracts in place with over three dozen of the most reliable and responsible retail energy providers servicing customers within the United States, including Hess Corporation, Exelon Energy, Green Mountain Energy, SUEZ Energy Corporation, Integrys Energy, Con Ed Solutions, Constellation NewEnergy, Direct Energy, TransCanada Power, Sempra Energy Solutions and many more. Good Energy communicates with these retail electricity providers and other fuel oil and natural gas providers on a daily basis, and we are constantly soliciting pricing, expediting contract execution, facilitating meter readings for supplier change, handling customers' billing concerns and performing other tasks that permit us regularly to exceed our customers' and our suppliers' expectations. Good Energy's excellent business relationships with these retail energy providers and our first-class technology solutions will enable us to handle the entire energy procurement process for customers, while maintaining absolute process transparency and constant access to detailed electricity account and other information. Importantly, customers will benefit from Good Energy's economy of scale and excellent relationships with the key retail electricity providers because Good Energy will be able to extract pricing proposals from these and other retail electricity providers chosen by customers **quickly** and **accurately**.

Upon contract execution, Good Energy will upload the signed contract to goodenergy.net, and the winning retail electricity provider will be asked to confirm back to Good Energy that the contract has been accepted and hedged. Good Energy will verify that original documents are circulated between the retail electricity provider and customers, and Good Energy will follow up

with the retail electricity provider to make sure the meters are switched on a timely basis pursuant to the contract. Goodenergy.net has built-in features that will make it easy for Good Energy personnel to follow up with the retail electricity provider chosen to serve customers accounts to ensure that each account has been switched on a timely basis.

WRITING THE RFP

Develop and write energy (electric and natural gas) bid specifications

Good Energy has written RFPs for a large number of C&I clients nationally and several municipalities with a populations over 1,000,000 persons, with great overall success in this area. We tailor RFPs to suit a particular client's needs and will not hesitate to throw away existing stale versions, and start over from scratch. There are so many different types of bids to choose from. We tailor procurement protocols to the organizational behavior of our clients. We understand clearly the importance of organization timelines, policies and practices, and make our best recommendations on how to accommodate them into efficient procurement processes.

Good Energy's experience in contract negotiations will benefit customers because we are aware of a very broad array of contract concessions available from various retail electricity providers upon request. While the retail electricity providers never volunteer these concessions, Good Energy routinely extracts retail electricity provider contract concessions for the benefit of an end-user, including for example, **contract termination right** upon facility sale or closure, (ideally without potential economic burden of mark-to-market calculation and penalty), removal of **bandwidth** penalty, (permitting the end-user to use as much or as little power as they wish, without economic penalty), and **blend & extend** provisions, (permitting extension of contract term at an overall reduction in price upon market decline).

Good Energy with the input of customers will come up with the best policies and procedures in order to facilitate timely purchasing through a disciplined process.

Good Energy has identified the action-related waypoints on the path to energy supply contract execution, and we have built goodenergy.net to help us navigate from one waypoint to the next. The key waypoints in the process are:

1. Account List Assembly;
2. LOA Completion;
3. Historical Usage Data Compilation;
4. Pricing Analysis;
5. Approval of an Energy Supply Contract, Price and Term;
6. Execution of the Contract;
7. Follow Up;
8. Renewal – Repeat the Process when market conditions warrant.

The dates of every waypoint completion for are recorded in goodenergy.net, along with a future follow-up date. When the follow-up date is reached, the Good Energy account manager will

receive a reminder, triggering a phone call, fax or email designed to solicit a response from customers, and movement of the process to the next waypoint. Every communication with customers is recorded in [goodenergy.net](http://www.goodenergy.net), and [goodenergy.net](http://www.goodenergy.net) continually prompts the Good Energy user to enter a follow-up date to *keep the process moving forward*.

1. Account List Assembly;
Deliverable: Account list will be accessible at all times on www.goodenergy.net
Account list can be transmitted in Excel format for review and manipulation
2. Letter of Authorization Completion;
Deliverable: Letters of Authorization will be completed by Good Energy, and submitted to customers for signature. Signed Letters of Authorization will be transmitted to customers, and filed on www.goodenergy.net. Letters of Authorization will be accessible 24/7/365 by authorized parties.
3. Historical Usage Data Compilation;
Deliverable: Historical energy usage data for electricity and natural gas will be drawn from the utility. Historical energy usage data will be gathered by a review of the customers' billing statements. All of the historical usage data will be input into www.goodenergy.net and will be accessible at all times by authorized parties.
4. Pricing Analysis;
Deliverable: After qualified suppliers are vetted for customers, historical energy usage data will be transmitted to the suppliers, and bids for future energy supply will be solicited in the form of RFP issuance. All qualified suppliers will be actively encouraged to participate in the RFP process.
5. Approval of an Energy Supply Contract, Price and Term;
Deliverable: All Energy Supply Contracts proposed by the qualified suppliers will be complied by Good Energy and presented to customers. Suppliers with the most attractive products, contract pricing and other terms will be focused on, and the contract forms provided by those suppliers will be vetted by Good Energy and customers to advance the process. Upon selection of the most desirable product and term, the leading suppliers will be asked to refresh their price offers until a target execution date is set. All pertinent documents and price offers will be recorded in www.goodenergy.net.
6. Execution of the Contract;
Deliverable: Good Energy will circulate hard copies of all final approved contracts for execution between customers and the winning supplier(s). Good Energy will ensure final contract documents are delivered to all authorized parties, and the contracts themselves will be stored on www.goodenergy.net, with access granted to authorized parties at all times.
7. Follow Up;
Deliverable: Good Energy will follow up with the winning suppliers to ensure that the accounts are in fact being switched to the new service on a timely basis. After the contracts go into effect, the monthly bills will be input into www.goodenergy.net and monthly reports will be delivered to customers.
8. Renewal – Repeat the Process when market conditions warrant.

DEVELOPMENT OF SUPPLIER CRITERIA

In most cases, Good Energy will require that all suppliers meet minimum standards fiscally, professionally, and have proven track record with large C&I clients.

Good Energy will assist customers in obtaining an uninterrupted COST for supply of electricity, where full or partial hedges are required, (notwithstanding grid failures), by pre-qualifying the financial wherewithal of retail energy suppliers invited to quote customers' energy supply needs. Because retail electricity and natural gas contracts are purely financial instruments, the price guarantee afforded by the contract itself is only as strong as the supplier behind the contract. Financial statements of all suppliers will be made available to customers.

Good Energy will also develop a chart of the energy supplier's criteria (matrix) so it may assist customer's decision making while determining the strength of each competitive energy bid.

Upon receipt of pricing from the various retail electricity providers, the pricing is input into goodenergy.net. Each of the pricing proposals must match a pre-authorized product, and the products themselves are meticulously verified for consistency. For example, if Supplier A's offer does not include congestion charges, while offers from Supplier B do include congestion charges, then Supplier A will be required to modify their quote to include congestion to allow for a true **apples-to-apples** price comparison. This comparison including full detail of price components for each proposal will be generated by goodenergy.net, and can then be presented to each customer, along with draft contract forms as appropriate and summary analysis of savings when compared to other available prices and the price to beat.

Good Energy has over 50 ESCO partners nationally and often suppliers from one region will open for business in a new territory with great initial pricing. We are often asked by suppliers to take them into emerging markets. We are on the executive boards of TEPA (Texas Electricity Professionals Association) and ILEPA (Illinois Electricity Professionals Association) where we serve on the ethics committee in the former and on the new membership committee in the latter. We are also a RIP (responsible interface party) for the NYISO (New York Independent System Operator). The energy suppliers are also members of these organizations which gives us instant access to the national executives of these ESCOs.

We negotiate every day for clients against suppliers and employ various strategies apropos to the current situation and client. We keep our clients abreast of the updates with regard to on-going negotiations. This is our core competency.

OTHER SERVICES: POST COMMODITY PURCHASING

Budgeting and Tracking

- All data collected will be input into goodenergy.net as it is received. For quality control purposes, one Good Energy point of contact will be responsible for all data entry.
- We develop management reports that measure the variation between actual performance and goals.
- We create progress reports which are given to our current client base on a regular basis. Again through www.goodenergy.net we are able to generate variation reports among many other reports and analyses.
- We provide analytical and quantitative support in the development of tools, reports, and procedures for use in customers' energy management process.
- The goodenergy.net features a reporting section which will permit us to generate dynamic reports at any time showing key energy usage data and costs, among other things.

Exhibit D-3 - Key Technical Personal

Applicant: Good Energy Consulting Services, LP. (Good Energy, LP)

CHARLES DE CASTEJA – MANAGING PARTNER AND DIRECTOR OF MASS
MARKETS AND AGGREGATION

Phone: (212) 691-9467

Email: Charles@GoodEnergy.com

Mr. de Casteja is responsible for strategic acquisition and management of all of Good Energy's aggregations across US deregulated energy markets. He is a recognized expert on government energy aggregation in the United States and is frequently a panelist at retail energy conferences and a guest on industry conference calls. In 2011, Mr. de Casteja and his team successfully entered the Illinois market with an aggressive campaign to pool municipalities seeking municipal electricity aggregation into a formidable buying group. These efforts have resulted in Good Energy's municipal aggregations having more communities than any other company of its kind. Mr. de Casteja is a decorated Marine of the Gulf War with a BA in East Asian Studies from George Washington University. He currently serves as Secretary of Safe and Reliable Energy Future, Inc. and Board Secretary of the United States Court Tennis Preservation Foundation.

JAVIER BARRIOS – MANAGING PARTNER

Phone: (212) 741-3052

Email: Javier@GoodEnergy.com

Mr. Barrios brings over 20 years of experience in Business Strategy and Marketing. As one of the original founders, he has developed the firm's commodity products and offerings of electricity, natural gas, renewable energy, and demand response across 21 states. He has solidified over 60 wholesale energy supplier relationships throughout the U.S., Canada and Europe. Mr. Barrios is involved in the management of all strategic, financial and operational functions of the company. Mr. Barrios is a graduate of the Zicklin School of Business at Bernard Baruch College in New York City and lives in Oyster Bay, Long Island with his wife and three children. Mr. Barrios also serves as President of TEPA: The Energy Professionals Association Northeast region. TEPA is a 300-member organization that helps promote a standardized code of conduct for energy aggregators, brokers and consultants nationwide.

<http://www.tepausa.org/tepa-northeast-board>

PHILIP CARR – DIRECTOR OF BUSINESS DEVELOPMENT

Phone (212) 352-3143

Email: Philip.Carr@GoodEnergy.com

Mr. Carr is Business Development Director for Good Energy. Mr. Carr works full-time on energy aggregation projects throughout the country and was instrumental in building Good Energy's successful Midwest programs for 151 municipalities and counties. Mr. Carr is now engaged full time in developing Massachusetts communities for municipal aggregation, speaking publicly and in the media in order to increase the size of the aggregation for the benefit of all participating communities. Mr. Carr is a former World Bank communications consultant who also served as a tank platoon commander in the British Army achieving the rank of Captain; he graduated from the Royal Military Academy Sandhurst.

JEFF FEITH – MARKETING MANAGER

Phone: (718) 502 3099

Email: Jeff@GoodEnergy.com

Jeff Feith is a talented graphic design professional with over 20 years of experience. He has an intimate understanding of digital design as well as print media. Mr. Feith provides creative vision, project management and motivation with a strong hands-on approach and helps Good Energy recreate and improve its existing and municipal client's website design and image. He's a great team player, working collaboratively with community leaders to help municipalities improve their page ranking with regard to their Municipal Energy Programs by understanding what search engines 'see' and optimizing content related information. Mr. Feith graduated from Adelphi University with a BA degree in Business and Graphic Design.

JEAN KETCHANDJI – DIRECTOR OF PRICING & OPERATIONS

Phone: (646) 588-5777

Email: Jean@GoodEnergy.com

Mr. Ketchandji is Director, Pricing and Operations for Good Energy. Mr. Ketchandji manages all pricing is the most competitive; working with competitive retail electric providers to ensure Good Energy is able to obtain the lowest costs with the most attractive pricing strategies for its clients. Mr. Ketchandji's department also manages all customer contracts and regulatory compliance for Good Energy, ensuring that all is in order and easily retrievable and verifiable. Mr. Ketchandji is a graduate of the University of Oklahoma with a BAA from Michael F. Price College of Business with a dual major in Energy Management and Finance. Mr. Ketchandji

started his professional career with Good Energy and has held several positions spanning 10 years with the firm. Mr. Ketchandji also holds a CEP (Certified Energy Procurement Professional) credential.

VICKI BROWNING – ACCOUNT MANAGER & CUSTOMER SUPPORT

Phone: (713) 259-0222

Email: Vicki@GoodEnergy.com

Ms. Browning has been a Good Energy employee for nine years, though she began her career in the energy industry twelve years ago when she first worked for Spark Energy in direct sales, quickly moving to the position of sales manager. Ms. Browning functions both as sales representative and account management representative for many multi-account, multi-state and municipal Good Energy customers, these being some of the most challenging accounts to manage. These include national retail chains, property management companies, and homeowners' associations. Here, Ms. Browning has particular expertise in managing new municipal location openings, closures, and other customer service issues.