

FAX

FILE

FAX COVER SHEET

TO	
COMPANY	
FAX NUMBER	16144660313
FROM	EricBrunhammer
DATE	2018-11-26 18:36:28 GMT
RE	Forms for Ohio PUC

COVER MESSAGE

Case number – 10-2685-EL-AGG

From: Eric Brunhammer <eric@clearenergysolutions.org>
Sent: Wednesday, November 21, 2018 5:18 PM
To: 'melissa.scarberry@puco.ohio.gov' <melissa.scarberry@puco.ohio.gov>
Subject: Melissa: Forms for Ohio PUC

Melissa,

Sorry, here they are.

Eric Brunhammer | Executive
Clear Energy Solutions LLC
A+ Better Business Bureau Rating
21 West End Ave. | New York, NY 10023
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Technician A Date Processed 11/26/18

RECEIVED-DOCKETING DIV
2018 NOV 26 PM 2:09
PUCO

Career Highlights

- Entrepreneur that developed a start-up Energy Brokerage to a market based value of \$3,000,000. Accomplished this with no financial backing, start-up fees or debt financing.
- While at Glacial Energy was ranked in the top 5% of the sales force and achieved the largest sales pipeline of 30 reps.

WORK EXPERIENCE

President

Clear Energy Solutions

<http://www.clearenergysolutions.org>

Wilmington, DE (June 2010-Present)

- President and Founder of Clear Energy Solutions. Electricity and Natural Gas procurement to medium and large corporations in every deregulated market.
- Has assisted numerous clients with negotiating third party electric supply agreements representing over 120,000,000 kilowatt hours of electricity valued at roughly \$12 million and 200,000 dekatherms of gas valued at \$1 million.
- Total yearly sales equal \$13,000,000 and currently have no debt.
- Developed company from scratch with no financial backing, start-up fees or debt financing to \$300,000 of residual net revenues. Revenues are locked in long term contracts.
- Current business has an estimated EBITDA valuation of \$3,000,000.
- Client base includes - Major Hospitals, Surgical Centers, Property Managers and Real Estate Developers.
- Some current clients include: EJF Real Estate (Voted Best Property Management firm in D.C. - 2009, 2010, 2012, 2013 and 2017), Wills Eye Hospital / Surgical Center (Oldest and most established surgical center in the U.S.)
- 98% retention rate of over 500 clients as well as an A+ Better Business Bureau Rating.
- Brokered major power agreements for some of the largest energy companies in North America: Constellation New Energy, Hess, Washington Gas, MidAmerican, Direct Energy, Exelon, Suez and Blue Star Energy.
- Maintained strong client relationships by providing consulting services on demand response, efficiency, risk management and forecasting. Developed a high level of expertise in forecasting and modeling the PJM market.
- Expanded operations of business to now include solar energy in the Southern California area.
- 1099s, tax returns and references are available upon request.

Business Development Manager

Glacial Energy

Wilmington, DE (Feb 2009-May 2010)

- Responsible for new client development. Sold Electricity contracts to medium and large corporations in the MD/DC/DE deregulated markets.
- Combination of inside and outside sales. Sold over 23 million kilowatt hours to 52 clients after 16 months achieving 95% of yearly quota. Ranked in top 5% of the sales force. Generated roughly \$2.5 million of gross revenue and \$875,000 of net revenue.
- Was July sales rep of the month with over 7 million kilowatt hours sold. Developed one of the largest sales pipelines of all 30 BDMS for Glacial with over 125 million kilowatts and over 250 new sales leads.
- Acquired pricing and bid on some of the largest potential customers for Glacial Energy including DuPont.
- Maintained strong client relationships by providing after sale consulting services on risk management, and forecasting. Developed a high level of expertise in forecasting and modeling the PJM market, including peak/off peak load and time of use.

EDUCATION

University of Delaware (May 2000)

B.S.H.R. Degree in Consumer Economics

- Related course work: Economics; Marketing; Statistical Analysis; Business information systems; Organizational and management behavior
- Four-year academic scholarship recipient
- The University of Delaware is academically ranked in the upper 97th percentile of National Universities and is the 6th oldest University in the U.S. The University is currently ranked 69th out of 1900 National U.S. Universities by the U.S. News and World Report and is considered a Public Ivy League University.

1320 Delaware Ave. Wilmington, DE

ericbrunhammer@gmail.com

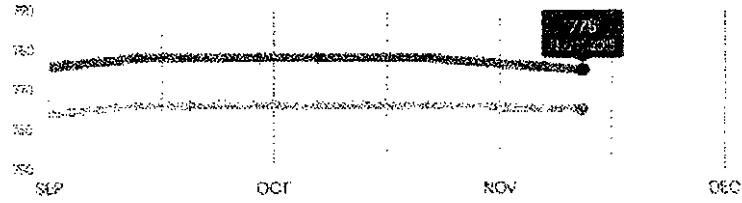
You have excellent credit, Eric.

TransUnion Equifax



Calculated using VantageScore 3.0

See what's changed



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CLEAR ENERGY SOLUTIONS

Our business plan for Clear Energy Solutions is to gradually grow our portfolio. We currently have \$61,000 of net revenue. By the end of 2010 we anticipate to have about \$150,000 of net revenue in sales.

We want to grow the business internally and gradually add salaried sales reps. I have a example below of how we plan to expand and grow.

150K--2 Employee

Me--55k

First Salesman--35k + 30% commission

Reserves--60k / 10k-Google adwords / Benefits--5k

TOTAL RESERVES--45K (reinvested)

250K--3 Employees

Me--60k

First Salesman--45k / 30% commission

Second Salesman--45k / 30% commission

Reserves--100k minus 20k-- / Google adwords--15k / Benefits--5k / Bonding--\$500 / goldmine--\$180

TOTAL RESERVES--80k (reinvested)

400k--4 Employees

Me--65k

Sales Staff--3 sales people (45kx3)=135k + 30% commission

Reserves--200k minus 61k-- / Google adwords--25k / Benefits--20k / Bonding--5k / goldmine--\$240 / Office (\$7200), utilities (\$1440), phones (\$1920), computers/outlook

TOTAL RESERVES--140K (reinvested)

Loan--Start to look at loans for more growth

500k--5 Employees

Me--75k--Move into another market

Sales Manager--75k + Their Commissions + Percentage of all sales reps commissions (promote this person from within)--Also acts as marketing director for google ad words, receptionist and pricing analyst for index products

Sales Staff--3 sales people (45kx3)=135k + 30% commission

Reserves--215k minus 66k-- / Google adwords(marketing)--25k / Benefits--25k / Bonding--5k / goldmine--\$240 / Office (\$7200), utilities (\$1440), phones (\$1920), computers/outlook

TOTAL RESERVES--150K (reinvested)

Take out a 500k loan--