

FILE

**Ohio****Public Utilities  
Commission**

PUCO USE ONLY - Version 1.08		
Date Received	Renewal Certification Number	ORIGINAL AGG Case Number
		17 - 2426 - GA-AGG

27

## 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 Global Energy, LLC  
 Address 214 Saint Paul St., Ste. #1, Westfield, NJ 07090  
 Telephone No. 718-303-9630 Web site Address www.globalenergyllc.net  
 Current PUCO Certificate No. 17-631G(1) Effective Dates December 30, 2017 - December 30, 2019

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

Name Global Energy Electric & Gas LLC  
 Address 214 Saint Paul St., Ste #1, Westfield, NJ 07090  
 Web site Address www.globalenergyllc.net Telephone No. 718-303-9630

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

Global Energy, LLC NYC Clean Energy  
 Global Energy Electric & Gas LLC Global Energy E&G LLC

**A-5 Contact person for regulatory or emergency matters:**

Name John Kim Title President  
 Business Address 214 Saint Paul St., Ste #1, Westfield, NJ 07090  
 Telephone No. 718-303-9630 Fax No. 718-408-4923 Email Address jkim@globalenergyllc.net

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.  
 (CRNGS Broker/Aggregator Renewal-Revised May 2016)

RECEIVED-DOCKETING DIV  
 2019 NOV 13 PM 12:15  
 PUCO

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

Name John Kim

Title President

Business address 214 Saint Paul St., Ste #1, Westfield, NJ 07090

Telephone No. 718-303-9630

Fax No. 718-408-4923

Email Address jkim@globalenergyllc.net

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

Customer service address 214 Saint Paul St., Ste #1, Westfield, NJ 07090

Toll-Free Telephone No. 800-385-7893

Fax No. 718-408-4923

Email Address

**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 Agent

Business address 9435 Waterstone Blvd., Ste #140, Cincinnati, OH 45249

Telephone No. 702-866-2689

Fax No.

Email Address

**A-9 Applicant's federal employer identification number 94-3484109**

**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 type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Dominion East Ohio	<input type="checkbox"/> Residential	<input type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Duke Energy Ohio	<input 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 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 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

☐ Dominion East 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

☐ Duke Energy 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

☐ 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-4 Exhibit C-4 “Financial Arrangements,”** provide copies of the applicant's financial arrangements to satisfy collateral requirements to conduct retail electric/gas business activity (e.g., parental or third party guarantees, contractual arrangements, credit agreements, etc.).

Renewal applicants can fulfill the requirements of Exhibit C-4 by providing a current statement from an Ohio local distribution utility (LDU) that shows that the applicant meets the LDU's collateral requirements.

First time applicants or applicants whose certificate has expired as well as renewal applicants can meet the requirement by one of the following methods:

1. The applicant itself stating that it is investment grade rated by Moody's, Standard & Poor's or Fitch and provide evidence of rating from the rating agencies.
2. Have a parent company or third party that is investment grade rated by Moody's, Standard & Poor's or Fitch guarantee the financial obligations of the applicant to the LDU(s).
3. Have a parent company or third party that is not investment grade rated by Moody's, Standard & Poor's or Fitch but has substantial financial wherewithal in the opinion of the Staff reviewer to guarantee the financial obligations of the applicant to the LDU(s). The guarantor company's financials must be included in the application if the applicant is relying on this option.
4. Posting a Letter of Credit with the LDU(s) as the beneficiary.

If the applicant is not taking title to the electricity or natural gas, enter “N/A” in Exhibit C-4. An N/A response is only applicable for applicants seeking to be certified as an aggregator or broker.

**C-5 Exhibit C-5 “Forecasted Financial Statements,”** provide two years of forecasted income statements for the applicant's **NATURAL GAS related business activities in the state of Ohio Only**, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer. The forecasts should be in an annualized format for the two years succeeding the Application year.

**C-6 Exhibit C-6 “Credit Rating,”** provide a statement disclosing the applicant's current credit rating as reported by two of the following organizations: Duff & Phelps, Fitch IBCA, Moody's Investors Service, Standard & Poor's, or a similar organization. In instances where an applicant does not have its own credit ratings, it may substitute the credit ratings of a parent or an affiliate organization, provided the applicant submits a statement signed by a principal officer of the applicant's parent or affiliate organization that guarantees the obligations of the applicant. If an applicant or its parent does not have such a credit rating, enter “N/A” in Exhibit C-6.

**C-7 Exhibit C-7 “Credit Report,”** provide a copy of the applicant's current credit report from Experion, Dun and Bradstreet, or a similar organization. An applicant that provides an investment grade credit rating for Exhibit C-6 may enter “N/A” for Exhibit C-7.

- 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.

Applicant Signature and Title

*[Signature]* President

Sworn and subscribed before me this

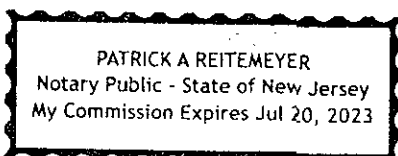
7<sup>th</sup> day of November Month 2019 Year

*[Signature]*  
Signature of official administering oath

Patrick Reitemeyer / Notary Public  
Print Name and Title

My commission expires on

07/20/2023





# The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service  
Affidavit Form  
(Version 1.07)

In the Matter of the Application of )

Global Energy, LLC )

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

Case No. 17 - 2426 -GA-AGG

County of Union

State of NJ

John Kim

[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.

Affiant Signature & Title

*[Signature]* President

Sworn and subscribed before me this

6<sup>th</sup>

day of

November

Month

2019

Year

*[Signature]*

Signature of Official Administering Oath

Patrick Reitemeyer / Notary Public

Print Name and Title

PATRICK A REITEMEYER  
Notary Public - State of New Jersey  
My Commission Expires Jul 20, 2023

My commission expires on

07/20/2023

**Exhibit A-14 "Principal Officers, Directors & Partners"**

John Kim, Managing Partner  
214 Saint Paul St., Ste #1  
Westfield, NJ 07090

Alex Weiss, Partner  
97-77 Queens Blvd., Ste 620  
Rego Park, NY 11374

## **Exhibit A-15 “Company History”**

Global Energy, LLC was formed in 2004 and has been actively marketing natural gas and electricity in NY since 2009. Global Energy’s goal is to craft long-term cost-reducing energy strategies for its customers. These products are designed to give the customer more control over their operating expenses. Although Global Energy’s principal target area has been New York, New Jersey, and other Northeastern markets, we are slowly expanding in other markets. Many of Global Energy’s customers have been gained through independent contractors who have been working with the company for almost 10 years, as well as by word of mouth and inbound sales. Global currently has 15 agents and brokers actively selling on its behalf.

Global Energy, LLC is known in the industry for its honest business practices, commitment to transparency, and desire to aid its customers in any way they need. The company was founded on the belief that electric and gas supply contracts should be simple and constructed to protect the customer in both the short and long term. With over 3,000 electric and gas customers, Global Energy has never had a compliance issue or complaint issued against it.

**Exhibit A-16 “Articles of Incorporation and Bylaws”**

Remains unchanged from previous filing

**Exhibit A-17 "Secretary of State"**

**Entity#:** 4068312  
**Filing Type:** FOREIGN LIMITED LIABILITY COMPANY  
**Original Filing Date:** 09/01/2017  
**Location:** --  
**Business Name:** GLOBAL ENERGY ELECTRIC & GAS LLC (GLOBAL ENERGY, LLC)  
**Status:** Active  
**Exp. Date:** -

## Agent/Registrant Information

INCORP SERVICES, INC.  
9435 WATERSTONE BOULEVARD SUITE 140  
CINCINNATI OH 45249  
09/01/2017  
Active

## Filings

Filing Type	Date of Filing	Document ID
REG. OF FOR. PROFIT LIM. LIAB. CO.	09/01/2017	201724400588

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

*I, Frank LaRose, Secretary of State of the State of Ohio, do hereby certify that this is a list of all records approved on this business entity and in the custody of the Secretary of State.*



*Witness my hand and the seal of the  
Secretary of State at Columbus,  
Ohio this 5th of November, A.D. 2019*

Ohio Secretary of State

A handwritten signature in black ink, appearing to read "Frank LaRose".

## **Exhibit B-1 “Jurisdictions of Operation”**

Global Energy maintains broker licenses in the following states:

DC, Gas and Electric

IL, Electric

MA, Gas and Electric

MD, Gas and Electric

ME, Gas and Electric

NH, Gas and Electric

NJ, Gas and Electric

OH, Gas and Electric

OR, Electric

PA, Gas and Electric

RI, Gas and Electric

TX, Gas and Electric

Global Energy, LLC currently serves residential, commercial, and industrial customers in other jurisdictions that do not have licensing requirements as well.

## **Exhibit B-2 “Experience & Plans”**

Global Energy, LLC plans to operate in full compliance with the Commission rules adopted pursuant to Section 49.22 of the Revised Code and contained in Chapter 4901:1-29 of the Ohio Administrative Code. Global Energy, LLC will take the time to understand the business plans, billing requirements, energy cost history and pain points for prospective customers and then match them with corresponding energy suppliers that can meet their needs. Global Energy will collect bids on the customer's behalf, and present pricing strategies to customers along with advice on expected market changes and operating expense impacts over time.

Global Energy, LLC will maintain a toll-free phone number, as well as email and fax support for customer inquiries and complaints. Global will assign specific account representatives for each customer who are personally responsible for the maintenance of those accounts and for dealing with any and all issues customers may have.

### **Exhibit B-3 “Summary of Experience”**

Global Energy, LLC was formed in 2004 and has been actively marketing natural gas and electricity in NY since 2009. Global Energy’s goal is to craft long-term cost-reducing energy strategies for its customers. These products are designed to give the customer more control over their operating expenses. Although Global Energy’s principal target area has been New York, New Jersey, and other Northeastern markets, we are slowly expanding in other markets. Many of Global Energy’s customers have been gained through independent contractors who have been working with the company for almost 10 years, as well as by word of mouth and inbound sales. Global currently has 15 agents and brokers actively selling on its behalf.

Global Energy, LLC is known in the industry for its honest business practices, commitment to transparency, and desire to aid its customers in any way they need. The company was founded on the belief that electric and gas supply contracts should be simple and constructed to protect the customer in both the short and long term. With over 3,000 electric and gas customers, Global Energy has never had a compliance issue or complaint issued against it.

Global Energy’s customer base consists mostly of commercial customers (95%) and some residential accounts (5%). Global Energy’s goal is to expand the commercial and industrial customer base that it serves to include areas outside of the Northeast.

**Exhibit B-4 “Disclosure of Liabilities and Investigations”**

Global Energy, LLC does not have any existing, pending or past findings, judgements, contingent liabilities or revocation of authorities, regulatory investigations, or any other matter that could adversely impact the financial or operational status or ability to provide the services it is seeking to be certified to provide.

**Exhibit C-1 “Annual Reports”**

Global Energy, LLC is not a publicly traded company who publishes annual reports.

## **Exhibit C-2 “SEC Filings”**

The SEC does not requirement Global Energy, LLC to file 10-K/8-K reports because we do not meet the criteria necessary for such filings.

**Exhibit C-4 “Financial Arrangements”**

Not applicable as broker

**Exhibit C-6 "Credit Rating"**

N/A

**Exhibit C-8 “Bankruptcy Information”**

N/A

**Exhibit C-9 “Merger Information”**

N/A

## **Exhibit C-10 “Corporate Structure”**

Global Energy, LLC is a stand-alone entity with no affiliate or subsidiary companies.

## **Exhibit D-1 “Operations”**

Global Energy, LLC’s operations are simple and straightforward. Global Energy, LLC uses networking, referrals, and passive marketing in order to obtain new commercial electric and gas broker customers. Global Energy takes the time to understand the business plans, billing requirements, energy suppliers that can meet their needs. We collect bids from energy suppliers on the customer’s behalf, and present pricing strategies to customers along with advice on expected market changes.

Global Energy, LLC tracks its customers on a robust CRM designed for maximum customer retention and personalized attention. All customers have personal account representatives to handle any and all issues, complaints, or renewal requests.

## **Exhibit D-2 “Operations Expertise”**

Global Energy, LLC has close to 3,000 customers situated with over 15 supplier partners throughout the US. The personnel representing Global Energy have extensive experience in both retail energy supply and energy brokering activities. They understand the various cost components and pricing structures that are unique to each utility region in each deregulated market. Global’s goal is to craft long-term energy strategies that lower operating expenses. Global Energy has completed over 10,000 customer contract since 2010 and enjoys a retention rate of over 90%.

### **Exhibit D-3 “Key Technical Personnel**

John Kim

President

(718) 303-9630

[jkim@globalenergyllc.net](mailto:jkim@globalenergyllc.net)

Since taking over as President of Global Energy in 2010, John has grown Global’s customer base from 17 to the 3,000 it proudly represents today. John’s uncompromising commitment to the principles of honesty, transparency, and customer value form the foundation of Global Energy’s business model. The outstanding reputation that Global Energy enjoys can largely be derived from this ethical foundation John has mandated.

As President, John oversees all aspects of Global Energy’s growth, team, and customer experience. John makes sure that all initiatives are being orchestrated in harmony and with the proper commitment to the overarching principles to ensure long term satisfaction for customers and employees alike.

Previously, John operated his own family business in the laundromat industry. His experience with energy suppliers as a customer allowed him to recognize the gaps in customer service and lack of sound business ethics that are too often the norm in the energy industry. Together with his partner, Alex Weiss, John set out to improve the energy purchasing experience of hard working business owners of all shapes and sizes.