

Entity#: 1904646

Filing Type: FOREIGN LIMITED PARTNERSHIP

Original Filing Date: 01/04/2010

Location: --

Business Name: GOOD ENERGY CONSULTING SERVICES, L.P. (GOOD

ENERGY L.P.)

Status: Active

Exp. Date:

Agent/Registrant Information

INCORP SERVICES, INC.
9435 WATESTONE BLVD. - #140
CINCINNATI OH 45249
01/04/2010
Active

Filings

Filing Type	Date of Filing	Document ID
REGISTRATION OF FOREIGN LIMITED PARTNERSHIP	01/04/2010	201000400559

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 23rd of June, A.D. 2020

Ohio Secretary of State

Fred Johne

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.

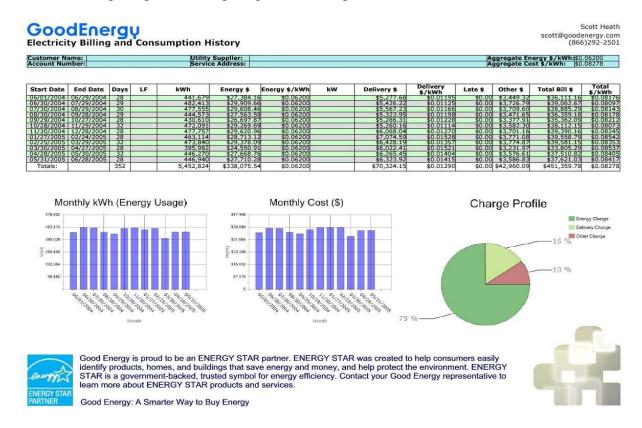
Upon receipt of the LOAs, Good Energy will immediately request historical data from the utility and verify that the data received matches the account profile, service address, etc. The electronic format of historical usage data will be uploaded to goodenergy.net. Armed with this data, Good Energy will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



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 AEP Energy, AP Gas & Electric, Champion Energy Services, Constellation Energy, Continuum Energy, Direct Energy, Dynegy Energy Services, FreePoint Energy Solutions, Tiger Natural Gas, Plymouth Rock Energy, Volunteer Energy and many more. Good Energy communicates with these retail energy 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 many C&I clients nationally and several municipalities with a population over 1,000,000 persons, with great overall success in this area. We tailor RFPs to suit a 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 clearly understand 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 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 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, and 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 changes, 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 regarding 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.

D-2. Key Technical Personal

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 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 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 is 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 can 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 11 years with the firm. Mr. Ketchandji also holds a CEP (Certified Energy Procurement Professional) credential.



LIVE REPORT

Currency: Shown in USD unless otherwise indicated

GOOD ENERGY LP

Trade Names: No trade names for this company.

ACTIVE HEADQUARTERS

D-U-N-S Number: 96-577-8470

Company: GOOD ENERGY LP

Summary

D&B Address

Address: 232 MADISON AVE STE 405

NEW YORK, NY, US - 10016

Location HEADQUARTERS

Type:

Phone: 212-792-0222

Fax:

Web:

Added to Portfolio: 10/17/2017

Endorsement: jessica@goodmart.com

Last View Date: 06/30/2020

Company Summary

PAYDEX®	•	52	Paying 29 days past due
Commercial Credit Score Percentile	•	9	High Risk of severe payment delinquency.
Financial Stress Score National Percentile	•	32	Moderate to High Risk of severe financial stress.
D&B Viability Rating		4 6 B	View More Details
Bankruptcy Found		N	
D&B Rating		1R2	1R indicates 10 or more Employees, Credit appraisal of 2 is good

DETAILED TRADE RISK INSIGHTTM

3 months from Feb-20 to Apr-20

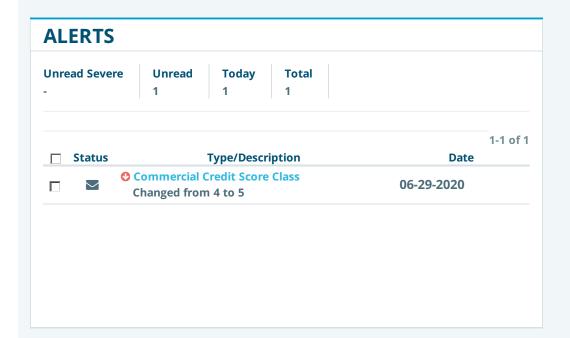
Days Beyond Terms Past 3 months: 27 Days

Days Beyond Terms Past 3 months: 27

Low Risk:0; High Risk:120+

Dollar-weighted average of **7** payment experiences reported from **2** companies.

PAYDEX® TREND CHART



PUBLIC FILINGS

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

Record Type	Number of Records	Most Recent Filing Date
Bankruptcies	0	
Judgments	0	
Liens	0	
Suits	0	
UCCs	3	05/16/2018

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

D&B PAYDEX®

D&B PAYDEX®: 520

Low Risk (100); High Risk (1)

When weighted by amount, Payments to suppliers average 29 days beyond terms

D&B VIABILITY RATING SUMMARY

Viability Score

Viability Score: 4

Low Risk:1; High Risk:9

Data Depth Indicator

Data Depth Indicator : B

Predictive: A; Descriptive: G

Portfolio Comparison

Portfolio Comparison: 6

Low Risk:1; High Risk:9

Company Profile:

1

FinancialTradeCompanyYears inDataPaymentsSizeBusinessNotAvailableMediumEstablished

Available (3+Trade)

D&B COMPANY OVERVIEW

This is a headquarters location

Branch(es) or Division(s) exist Manager

Y DEAN PRENTICE, CFO

Employees History Status

16 (10 Here) CLEAR

Line of business

Electrical contractor, engineering **NAICS**

services <u>238210</u>

Age (Year Started)

17 years (2003)

SIC

<u>1731 ,8711</u>

COMMERCIAL CREDIT SCORE CLASS

Commercial Credit Score Class: 50

Low Risk:1; High Risk:5

Predictive Scores

D&B VIABILITY RATING SUMMARY

The D&B Viability Rating uses D&B's proprietary analytics to compare the most predictive business risk indicators and deliver a highly reliable assessment of the probability that a company will go out of business, become dormant/inactive, or file for bankruptcy/insolvency within the next 12 months. The D&B Viability Rating is made up of 4 components:

Viability Score

Portfolio Comparison

Compared to All US Businesses within the D&B Database:

- Level of Risk:Low Risk
- Businesses ranked 4 have a probability of becoming no longer viable: 5 %
- Percentage of businesses ranked 4: 14 %
- Across all US businesses, the average probability of becoming no longer viable:14 %

Compared to All US Businesses within the same MODEL SEGMENT:

- Model Segment : **Established Trade Payments**
- Level of Risk: Moderate Risk
- Businesses ranked 6 within this model segment have a probability of becoming no longer viable:
 5 %
- Percentage of businesses ranked 6 with this model segment:9 %
- Within this model segment, the average probability of becoming no longer viable:5 %

Data Depth Indicator Data Depth Indicator:

- √ Rich Firmographics
- ▼ Extensive Commercial Trading Activity
- Basic Financial Attributes

Greater data depth can increase the precision of the D&B Viability Rating assessment.

To help improve the current data depth of this company, you can ask D&B to make a personalized request to this company on your behalf to obtain its latest financial information. To make the request, click the link below. Note, the company must be saved to a folder before the request can be made.

Request Financial Statements

Reference the FINANCIALS tab for this company to monitor the status of your request.

Company Profile Details:

- Financial Data: Not Available
- Trade Payments: **Available: 3+Trade**
- Company Size: Medium: Employees: 10-49 or
 Sales: \$100K-\$499K
- Years in Business: Established: 5+



Financial	Trade	Company	Years in
Data	Payments	Size	Business
Not	Available:	Medium	Established
Available	3+Trade		

This information may not be reproduced in whole or in part by any means of reproduction.

©Dun & Bradstreet, Inc. 2005-2020. All rights reserved <u>US Government Employee Disclaimer</u>

Competitive Retail Natural Gas Service Affidavit

County of New York:					
State of New York:					
Maximilian Hoover, Affiant, being duly sworn/affirmed, hereby states that:					
 The information provided within the certification or certification renewal application and supporting information is complete, true, and accurate to the best knowledge of affiant, and that it will amend its application while it is pending if any substantial changes occur regarding the information provided. 					
 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. 					
 The applicant will timely pay any assessment made pursuant to Sections 4905.10 and 4911.18(A), Ohio Revised Code. 					
 Applicant will comply with all applicable rules and orders adopted by the Public Utilities Commission of Ohio pursuant to Title 49, Ohio Revised Code. 					
 Applicant will cooperate fully with the Public Utilities Commission of Ohio and its staff on any utility matter including the investigation of any consumer complaint regarding any service offered or provided by the applicant. 					
 Applicant will comply with Section 4929.21, Ohio Revised Code, regarding consent to the jurisdiction of the Ohio courts and the service of process. 					
 Applicant will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions. 					
8. Applicant will inform the Public Utilities Commission of Ohio of any material change to the information supplied in the application within 30 days of such inaterial change, including any change in contact person for regulatory purposes or contact person for Staff use in investigating consumer complaints.					
9. The facts set forth above are true and accurate to the best of his/her knowledge, information, and belief and that he/she expects said applicant to be able to prove the same at any hearing hereof.					
10. Affiant further sayeth naught. Signature of Affiant & Title					
Sworn and subscribed before me this 8th day o July , 2020 Month Year					
Signature of official administering oath Tara A. Smiley 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

This foregoing document was electronically filed with the Public Utilities

Commission of Ohio Docketing Information System on

7/9/2020 10:21:36 AM

in

Case No(s). 16-0716-GA-AGG

Summary: In the Matter of the Application of Good Energy Consulting Services LP