

FILE



# Public Utilities Commission

Competitive Retail Electric Service (CRES)  
Provider Application

Case Number: 11 2348 -EL-AGG

Please complete all information. Identify all attachments with a label and title (example: Exhibit C-2 Financial Statements). For paper filing, you can mail the original and two complete copies to the Public Utilities Commission of Ohio, Docketing Division, 180 East Broad Street, Columbus, Ohio 43215-3793.

## A. Application Information

### A-1. Provider Type.

Select the competitive retail electric service (CRES) provider type(s) for which the applicant is seeking certification. Please note you can select more than one.

Aggregator

☐

Power Broker

☒

Power Marketer

☐

Retail Electric  
Generation Provider:

☐

2021 FEB 05 PM 1:38

### A-2. Applicant's legal name and contact information.

Provide the name and contact information of the business entity.

Legal Name: Optimum Group, LLC  
Street Address: 34 Ellis Ct  
City: Morganville State: NJ Zip: 07751  
Telephone: 347-219-8834 Website: openenergy.net

### A-3. Names and contact information under which the applicant will do business in Ohio.

Provide the names and contact information the business entity will use for business in Ohio. This does not have to be an Ohio address and may be the same contact information given in A-2.

Name: Optimum Energy Solutions, L.L.C.  
Street Address: 34 Ellis Ct  
City: Morganville State: NJ Zip: 07751  
Telephone: 347-219-8834 Website: openenergy.net

### A-4. Names under which the applicant does business in North America.

Provide all business names the applicant uses in North America. You do not need to include the names provided in A-2 and A-3.

Name(s): Optimum Group, LLC Optimum Energy Solutions

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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 82 Date Processed 2.26.21

**A-5. Contact person for regulatory matters.**

Name: Darren Reed Title: EVP  
Street Address: 34 Ellis Ct  
City: Morganville State: NJ Zip: 07751  
Telephone: 347-219-8834 Email: dreed@openenergy.net

**A-6. Contact person for PUCO Staff use in investigating consumer complaints.**

Name: Darren Reed Title: EVP  
Street Address: 34 Ellis Ct  
City: Morganville State: NJ Zip: 07751  
Telephone: 347-219-8834 Email: dreed@openenergy.net

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

Street Address: 34 Ellis Ct  
City: Morganville State: NJ Zip: 07751  
Toll-free Telephone: 347-219-8834 Email: dreed@openenergy.net

**A-8. Applicant's federal employer identification number.**

FEIN: 03-0540861

**A-9. Applicant's form of ownership (select one).**

Sole Proprietorship <input type="checkbox"/>	Limited Liability Partnership (LLP) <input type="checkbox"/>	Corporation <input type="checkbox"/>	Partnership <input type="checkbox"/>
Limited Liability Company (LLC) <input checked="" type="checkbox"/>	Other: _____		

**A-10. Identify current or proposed service areas.**

Identify each service area in which the applicant is currently providing service or intends to provide service and identify each customer class that the applicant is currently serving or intends to serve.

**Service area selection:**

AEP Ohio <input checked="" type="checkbox"/>	DP&L <input checked="" type="checkbox"/>	Duke Energy Ohio <input checked="" type="checkbox"/>	FirstEnergy – Cleveland Electric Illuminating <input checked="" type="checkbox"/>
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FirstEnergy – Ohio  
Edison



FirstEnergy – Toledo  
Edison



**Class of customer selection:**

Commercial



Industrial



Mercantile



Residential



**A-11. Start Date.**

Indicate the approximate start date the applicant began/will begin offering services.

Date: June 1, 2011

**A-12. Principal officers, directors and partners.**

Please provide an attachment for all contacts that should be listed as an officer, director or partner.

**A-13. Company history.**

Provide an attachment with a concise description of the applicant's company history and principal business interests.

**A-14. Secretary of State.**

Provide evidence that the applicant is currently registered with the Ohio Secretary of State.

## **B. Managerial Capability**

Provide a response or attachment for each of the sections below.

**B-1. Jurisdiction of operations.**

List all jurisdictions in which the applicant or any affiliated interest of the applicant is certified, licensed, registered or otherwise authorized to provide retail natural gas service or retail/wholesale electric service as of the date of filing the application.

**B-2. Experience and plans.**

Describe the applicant's experience in providing the service(s) for which it is applying (e.g., number and type of customers served, utility service areas, amount of load, etc.). Include the 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 Sections 4928.10 and/or 4929.22 of the Ohio Revised Code.

**B-3. Disclosure of liabilities and investigations.**

For the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant, describe all existing, pending or past rulings, judgments, findings, contingent liabilities, revocation of authority, regulatory investigations, judicial actions, or other formal or informal notices of violations, or any other matter related to competitive services in Ohio or equivalent services in another jurisdiction.

**B-4. Disclosure of consumer protection violations.**

Has the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years? If yes, attach a document detailing the information.

Yes

☐

No

☒

**B-5. Disclosure of certification denial, curtailment, suspension, or revocation.**

Has the applicant, affiliate, or a predecessor of the applicant had any certification, license, or application to provide retail natural gas or retail/wholesale electric service denied, curtailed, suspended, revoked, or cancelled or been terminated or suspended from any of Ohio's Natural Gas or Electric Utility's Choice programs within the past two years? If yes, attach a document detailing the information.

Yes

☐

No

☒

**B-6. Environmental disclosure.**

This section is only applicable if power marketer or retail electric generation provider has been selected in A-1.

Provide a detailed description of how the applicant intends to determine its generation resource mix and environmental characteristics, including air emissions and radioactive waste. Include the annual projection methodology and the proposed approach to compiling the quarterly actual environmental disclosure data. See 4901:1-21-09 of the Ohio Administrative Code for additional details of this requirement.

**C. Financial Capability**

Provide a response or attachment for each of the sections below.

**C-1. Financial reporting.**

Provide a current link to the most recent Form 10-K filed with the Securities and Exchange Commission (SEC) or attach a copy of the form. If the applicant does not have a Form 10-K, submit the parent company's Form 10-K. If neither the applicant nor its parent is required to file Form 10-K, state that the applicant is not required to make such filings with the SEC and provide an explanation as to why it is not required.

**C-2. Financial statements**

Provide copies of the applicant's two most recent years of audited financial statements, including a 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, provide 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 bank account numbers redacted.

If the applicant is unable to meet the requirement for two years of financial statements, the Staff reviewer may request additional financial information.

**C-3. Forecasted financial statements.**

Provide two years of forecasted income statements based solely on the applicant's anticipated business activities in the state of Ohio.

Include the following information with the forecast: a list of assumptions used to generate the forecast; a statement indicating that the forecast is based solely on Ohio business activities only; and the name, address, email address, and telephone number of the preparer of the forecast.

The forecast may be in one of two acceptable formats: 1) an annual format that includes the current year and the two years succeeding the current year; or 2) a monthly format showing 24 consecutive months following the month of filing this application broken down into two 12-month periods with totals for revenues, expenses, and projected net incomes for both periods. Please show revenues, expenses, and net income (revenues minus total expenses) that is expected to be earned and incurred in business activities only in the state of Ohio for those periods.

If the applicant is filing for both an electric certificate and a natural gas certificate, please provide a separate and distinct forecast for revenues and expenses representing Ohio electric business activities in the application for the electric certificate and another forecast representing Ohio natural gas business activities in the application for the natural gas certificate.

**C-4. Credit rating.**

Provide a credit opinion disclosing the applicant's credit rating as reported by at least one of the following ratings agencies: Moody's Investors Service, Standard & Poor's Financial Services, Fitch Ratings or the National Association of Insurance Commissioners. If the applicant does not have its own credit ratings, substitute the credit ratings of a parent or an affiliate organization and submit 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 "Not Rated".

**C-5. Credit report.**

Provide a copy of the applicant's credit report from Experian, Equifax, TransUnion, Dun and Bradstreet or a similar credit reporting organization. If the applicant is a newly formed entity with no credit report, then provide a personal credit report for the principal owner of the entity seeking certification. At a minimum, the credit report must show summary information and an overall credit score. Bank/credit account numbers and highly sensitive identification information must be redacted. If the applicant provides an acceptable credit rating(s) in response to C-4, then the applicant may select "This does not apply" and provide a response in the box below stating that a credit rating(s) was provided in response to C-4.

**C-6. Bankruptcy Information.**

Within the previous 24 months, have any of the following filed for reorganization, protection from creditors or any other form of bankruptcy? If yes, attach a document detailing the information.

Applicant

Parent company of the applicant

Affiliate company that guarantees the financial obligations of the applicant

Any owner or officer of the applicant

Yes

☐

No

☒

**C-7. Merger information.**

Is the applicant currently involved in any dissolution, merger or acquisition activity, or otherwise participated in such activities within the previous 24 months? If yes, attach a document detailing the information.

Yes

☐

No

☒

**C-8. Corporate structure.**

Provide a graphical depiction of the applicant's corporate structure. Do not provide an internal organizational chart. The graphical depiction should include all parent holding companies, subsidiaries and affiliates as well as 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 the applicant may respond by stating that it is a stand-alone entity with no affiliate or subsidiary companies.

**C-9. Financial arrangements.**

This section is only applicable if power marketer or retail electric generation provider has been selected in A-1.

Provide copies of the applicant's financial arrangements to satisfy collateral requirements to conduct retail electric/natural gas business activities (e.g., parental guarantees, letters of credit, contractual arrangements, etc., as described below).

Renewal applicants may provide a current statement from an Ohio local distribution utility (LDU) that shows that the applicant meets the LDU's collateral requirements. The statement or letter must be on the utility's letterhead and dated within a 30-day period of the date the applicant files its renewal application.

First-time applicants or applicants whose certificate has expired must meet the requirements of C-9 in one of the following ways:

1. The applicant itself states that it is investment grade rated by Moody's Investors Service, Standard & Poor's Financial Services, or Fitch Ratings and provides evidence of rating from the rating agencies. If you provided a credit rating in C-4, reference the credit rating in the statement.

2. The applicant's parent company is investment grade rated (by Moody's, Standard & Poor's, or Fitch) and guarantees the financial obligations of the applicant to the LDU(s). Provide a copy of the most recent credit opinion from Moody's, Standard & Poor's or Fitch.
3. The applicant's parent company 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 parent company's financials and a copy of the parental guarantee must be included in the application if the applicant is relying on this option.
4. The applicant can provide evidence of posting a letter of credit with the LDU(s) listed as the beneficiary, in an amount sufficient to satisfy the collateral requirements of the LDU(s).

## **D. Technical Capability**

Provide an attachment for each of the sections below.

### **D-1. Operations.**

Power brokers/aggregators: Include details of the applicant's business operations and plans for arranging and/or aggregating for the supply of electricity to retail customers.

Power Marketers/Generators: Describe the operational nature of the applicant's business, specifying whether operations will include the generation of power for retail sales, the scheduling of retail power for transmission and delivery, the provision of retail ancillary services, as well as other services used to arrange for the purchase and delivery of electricity to retail customers.

### **D-2. Operations expertise and key technical personnel.**

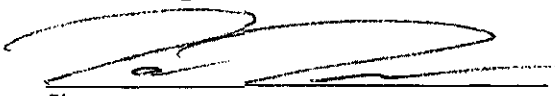
Provide evidence of the applicant's experience and technical expertise in performing the operations described in this application. Include the names, titles, e-mail addresses, telephone numbers and background of key personnel involved in the operational aspects of the applicant's business.

### **D-3. FERC power marketer authorization.**

This section is only applicable if power marketer or retail electric generation provider has been selected in A-1.

Provide the FERC docket granting the applicant power marketer authority.

**As authorized representative for the above company/organization, I certify that all the information contained in this application is true, accurate and complete. I also understand that failure to report completely and accurately may result in penalties or other legal actions.**

  
Signature

2/02/21  
Date

Managing Member

Title

## **Competitive Retail Electric Service Affidavit**

County of Monmouth :

State of New Jersey :

Darren Dingfelder, 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, and that it will amend its application while it is pending if any substantial changes occur regarding the information provided.
2. The applicant will timely file an annual report of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Sections 4905.10(A), 4911.18(A), and 4928.06(F), Ohio Revised Code.
3. The applicant will timely pay any assessment made pursuant to Sections 4905.10, 4911.18, and 4928.06(F), Ohio Revised Code.
4. The 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. The 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.
6. The applicant will fully comply with Section 4928.09, Ohio Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
7. The applicant will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
8. The applicant will use its best efforts to verify that any entity with whom it has a contractual relationship to purchase power is in compliance with all applicable licensing requirements of the Federal Energy Regulatory Commission and the Public Utilities Commission of Ohio.
9. The applicant will cooperate fully with the Public Utilities Commission of Ohio, the electric distribution companies, the regional transmission entities, and other electric suppliers in the event of an emergency condition that may jeopardize the safety and reliability of the electric service in accordance with the emergency plans and other procedures as may be determined appropriate by the Commission.
10. If applicable to the service(s) the applicant will provide, it will adhere to the reliability standards of (1) the North American Electric Reliability Council (NERC), (2) the appropriate regional reliability council(s), and (3) the Public Utilities Commission of Ohio.
11. The 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 material change, including any change in contact person for regulatory purposes or contact person for Staff use in investigating consumer complaints.

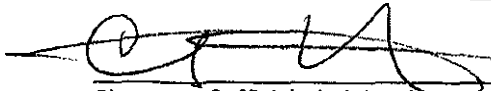


12. The facts set forth above are true and accurate to the best of his/her knowledge, information, and belief and that he/she expects said applicant to be able to prove the same at any hearing hereof.

13. Affiant further sayeth naught.

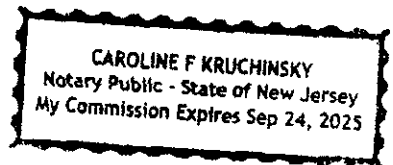
  
MANABEN MEMSON  
Signature of Affiant & Title

Sworn and subscribed before me this 23<sup>rd</sup> day of February, 2021  
Month Year

  
Signature of official administering oath

Caroline Kruchinsky / Teller  
Print Name and Title

My commission expires on September 24<sup>th</sup> 2025



**Exhibit A-12 "Principal Officers, Directors & Partners"**

- 1) Darren Reed , Executive Vice President, 34 Ellis Ct, Morganville, NJ 07751, 347-219-8834

**Exhibit A-13 "Company History"**

Optimum Group was formed in April 2004 in New Jersey. With over 19 years of experience in the energy markets, we have provided consulting services to over 100 companies in deregulated markets. We have successfully procured over \$100 million in energy supply contracts with about 17 different suppliers in several states. Our dedicated staff of energy professionals and our extensive network of energy partners have a proven track record in supply and demand side management to many of the leading companies in retail, healthcare, hospitality, manufacturing, education and real estate. We are dedicated to providing world-class customer service and are committed to developing long lasting customer relationships.

We plan on providing consulting services to our clients that have operations in the State of Ohio. We will assist our clients with purchasing electricity and natural gas and we will facilitate the purchase of electricity and natural gas with the energy supplier. We do not take title to the energy and we do not provide billing services. We are always available to our clients to assist them in resolving any issues and complaints in accordance with rules adopted pursuant to Section 4928.10 of the Revised code

A-14

EXHIBIT A-14

# STATE OF OHIO CERTIFICATE

Ohio Secretary of State, Jon Husted

2003509

It is hereby certified that the Secretary of State of Ohio has custody of the business records for

**OPTIMUM ENERGY SOLUTIONS L.L.C. (OPTIMUM GROUP L.L.C.)**

and, that said business records show the filing and recording of:

Document(s)

**REG. OF FOR. PROFIT LIM. LIAB. CO.**

Document No(s):

**201106901015**



United States of America  
State of Ohio  
Office of the Secretary of State

Witness my hand and the seal of  
the Secretary of State at Columbus,  
Ohio this 7th day of March, A.D.  
2011.

*Jon Husted*

Ohio Secretary of State

**Exhibit B-1 "Jurisdictions of Operation"**

- 1) California
- 2) Connecticut
- 3) Illinois
- 4) New Jersey
- 5) New York
- 6) Texas
- 7) Pennsylvania
- 8) Maryland
- 9) DC

**Exhibit B-2 "Experience and Plans"**

With over 19 years of experience in the energy markets, we have provided consulting services to over 100 companies in deregulated markets. We have successfully procured over \$100 million in energy supply contracts with about 17 different suppliers in several states. Our dedicated staff of energy professionals and our extensive network of energy partners have a proven track record in supply and demand side management to many of the leading companies in retail, healthcare, hospitality, manufacturing, education and real estate. We are dedicated to providing world-class customer service and are committed to developing long lasting customer relationships.

We plan on providing consulting services to our clients that have operations in the State of Ohio. We will assist our clients with purchasing electricity and natural gas and we will facilitate the purchase of electricity and natural gas with the energy supplier. We do not take title to the energy and we do not provide billing services. We are always available to our clients to assist them in resolving any issues and complaints in accordance with rules adopted pursuant to Section 4928.10 of the Revised code

**Exhibit B-3 "Disclosure of Liabilities and Investigations"**

None to disclose.

**Exhibit C-1 "SEC Filings"**

We are not required to file with the SEC. We are a consulting company and we do not take title or get involved in any commodity transactions.



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Company Details

Page 1 of 1

C-4

EXHIBIT C-4 "CREDIT RATING"

OPTIMUM GROUP

Dun & Bradstreet  
CREDIBILITY CORP



VIEW MY PRODUCTS / SERVICES

[Product List](#) | [D&B Data Quality](#) | [Glossary](#) | [FAQs](#) | [Refund Policy](#)

**OPTIMUM GROUP, LLC**  
34 ELLIS CT  
MORGANVILLE, NJ 077512852  
  
D-U-N-S Number: 96-545-2548

Company Details - Last Updated on:

3/28/2011

3/28/2011

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PAYDEX Score

Lower  
Risk



Higher  
Risk

Risk of Late  
Payment

These scores are based on your original report purchase.  
Please refer to the Alerts Summary section for changes to scores.

#### Purchased Reports

##### Available Until

Available until 09/26/2011

##### Report Type

Credit eValuator Plus Report

Purchase D&B's most up-to-date Credit eValuator Plus Report on OPTIMUM GROUP, LLC.

#### Alerts Summary

#### Alerts Detail

You have no alerts issued on this company in the last 60 days.

[Home](#) • [Products](#) • [Partner Programs](#) • [D&B International](#) • [About Us](#) • [Contact Us](#) • [Privacy Policy](#) • [Terms and](#)

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<https://smallbusiness.dnb.com/ePlatform/>

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C-4

## D&amp;B Credit eValuator Plus Report: OPTIMUM GROUP, LLC

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C-4

EXTREME C-4 "CREDIT REPORT"

Credit Limit: \$2,500

HIGH MODERATE LOW

Aggressive  
Credit Limit: \$10,000

Risk is assessed using D&B's scoring methodology and is one factor used to create the recommended limits. See [Help](#) for details.

## Company Profile

<b>Chief Executive:</b>	Darren Dingfelder, Mng	<b>Line of business:</b>
<b>Type of business:</b>	Mbr	Management Consulting
<b>Years in business:</b>	Partnership	Services
<b>Employees total:</b>	7	Business Services, Nec
	1	

## Legal Filings and Other Important Information

<b>Bankruptcies:</b>	None
<b>Judgments:</b>	None
<b>Liens:</b>	None
<b>Suits:</b>	None
<b>Negative Payment Experiences:</b>	None
<b>Payments Placed for Collection:</b>	None

\*\*Included with this Payment Trend Report are continuous tracking of key business changes and free Alert messages in the View My Reports/Alerts page. You can also choose to receive e-mail notifications of the important changes. IMPORTANT NOTE: You will not receive e-mail alerts if you have opted out of receiving communications from D&B.

## Summary

**OPTIMUM GROUP, LLC**  
34 Ellis Ct  
Morganville, NJ 07751

D-U-N-S Number: 96-545-2548

Primary Industry SIC: 8742

This is a single location.

Description: Management consulting services

## PAYMENT ACTIVITY:

<b>Total Payment Experiences in D&amp;B's File:</b>	5
<b>Payments Within Terms:</b> (not dollar weighted)	100%
<b>Total Placed For Collection:</b>	0
<b>Average Highest Credit:</b>	\$270
<b>Largest High Credit:</b>	\$500

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C-5 D&amp;B Credit eValuator Plus Report: OPTIMUM GROUP, LLC

Page 1 of 7

EXHIBIT C-5 "CREDIT REPORT"

**Credit eValuator Plus Report****Optimum Group, LLC**

34 Ellis Ct  
Morganville, NJ 7751  
Phone: 347 219-8834  
D-U-N-S Number: 96-545-2548

Report as of : March 28, 2011 \*\*



Want the most **up-to-date** information? **Upgrade** to Auto-Refresh and keep this report current for a year.



Need more in-depth information and analysis?  
**Upgrade** to the Comprehensive Insight Plus Report and receive the credit for the amount of your evaluator purchase

[>Learn more](#)

Credit Information

Payment Trend

\*\*Included with this Credit eValuator Report are continuous tracking of key business changes and free Alert messages in the View My Reports/Alerts page. You can also choose to receive e-mail notifications of the important changes. **IMPORTANT NOTE:** You will not receive e-mail alerts if you have opted out of receiving communications from D&B.

**Risk Summary**

Lower Risk

Higher Risk

**Risk of Late Payment**

Risk of late payment is based on the following prioritized factors in addition to other information in D&B's files:

- No factors available

Indications of slowness can be the result of disputes over merchandise, skipped invoices, etc.

- Unavailable -

**Payment Performance Trend**

The payment performance trend for this company is Unavailable. The most recent payment information in D&B's files is:

- Payments currently: on terms.
- Payments 3 months ago: Unavailable.
- Industry average: on terms.

\*Note: Payments to suppliers are averaged weighted by dollar amounts.

**Credit Limit Recommendation**

Recommendation **MAR 28**  
Date: **2011**

**D&B's Recommendations:**

Conservative

Risk category for this business: **LOW**

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**Exhibit C-8 "Corporate Structure"**

Optimum Group is a New Jersey, LLC that was formed in 2004. We have a managing member, one executive assistant and one sales representative. We do not have any affiliate or subsidiary companies.

**Exhibit D-1 "Operations"**

With over 19 years of experience in the energy markets, we have provided consulting services to over 100 companies in deregulated markets. We have successfully procured over \$100 million in energy supply contracts with about 17 different suppliers in several states. Our dedicated staff of energy professionals and our extensive network of energy partners have a proven track record in supply and demand side management to many of the leading companies in retail, healthcare, hospitality, manufacturing, education and real estate. We are dedicated to providing world-class customer service and are committed to developing long lasting customer relationships.

We plan on providing consulting services to our clients that have operations in the State of Ohio. We will assist our clients with purchasing electricity and natural gas and we will facilitate the purchase of electricity and natural gas with the energy supplier. We do not take title to the energy and we do not provide billing services. We are always available to our clients to assist them in resolving any issues and complaints in accordance with rules adopted pursuant to Section 4928.10 of the Revised code

**DARREN REED**

34 Ellis Ct, Morganville, NJ 07751  
(P) 347-219-8834 (F) 732-970-3810 (E) [dreed@openenergy.net](mailto:dreed@openenergy.net)

**EXPERIENCE**

**OPTIMUM GROUP, LLC**

**Executive Vice President/Managing Member**

**New Jersey**  
2004 - Present

Responsible for the day to day operations and management of over 100 commercial accounts in several states. Successfully procured over \$200 million in electricity supply contracts with over 15 different suppliers. Our dedicated staff of energy professionals and our extensive network of energy partners have a proven track record in supply and demand side management to many of the leading companies in retail, healthcare, hospitality, manufacturing, education and real estate. We are dedicated to providing world-class customer service and are committed to developing long lasting customer relationships.

**STRATEGIC ENERGY**

**Business Development Manager**

**New York, NY**  
2002 - 2004

Through an extensive training program, I learned all aspects of the retail electricity business and I was responsible for a sales quota of 200,000 Mwh per year. My customers included commercial and industrial users of electricity in several states. Increased market share by 20%, profit by \$1,000,000 and revenue by \$30 million. Ranked top sales rep for new account acquisition in the eastern region. Developed channel partners and strategic alliances with multiple vendors and corporations.

**SPRINT**

**Data Sales Manager**

**New York, NY**  
2000 - 2002

- \* Increased revenue every month and exceeded yearly revenue target of \$6 million by 10%
- \* Developed VAR channel and alliance program from 1 company to 15 in less than a year
- \* Responsible for acquiring and managing Fortune 1000 accounts
- \* Sales Manager for a sales team consisting of 25 sales reps and 15 partners

**AT&T**

**Data Sales Director**

**New York, NY**  
1998 - 2000

- \* Increased data sales revenue by 20% on a \$500,000 per month sales objective
- \* Presented and designed complex data and integration services to the Fortune 1000
- \* Responsible for data networking sales management for 50 sales reps

**Regional Sales Manager**

- \* Proven track record in meeting and exceeding monthly branch sales goals, 222% of quota.
- \* Built a team of 10 sales reps responsible for selling voice, data and video applications.
- \* Won numerous awards for sales performance to the Fortune 1000, Top Sales Manager

**MCI TELECOMMUNICATIONS CORP.**

**Business Development Manager/Global Markets**

**New York, NY**  
1995 - 1998

- \* Proven track record of success: Rookie of the Year 1995-1996, Presidents Club 1996, 1997  
Top Revenue Producer, Team Leader and Best Presentation Skills.
- \* Ranked third in the region out of 100 reps and 10th in the country out of 300 reps.
- \* Responsible for developing, acquiring and managing National Accounts.
- \* Consulted on complex Data, Voice, Video and Internet applications.

Attachment 1

ELIZABETH D-2

**MANHATTEN AND QUEENS FUEL CORP. (CITGO)**  
**Regional Sales Manager**

**New York, NY**  
**1994 - 1995**

In 1994 I began my energy career working for CITGO as a Regional Sales Manager in New York. My responsibilities were to manage and increase the sales revenue for the New York division. I managed a staff of three sales reps and 5 customer service reps that were responsible for about \$50 million a year in heating oil revenue. I was trained in all aspects of #2, #4 and #6 heating oil to residential and commercial accounts. We had over 10,000 customers and I was successful in putting together aggregation programs for select neighborhoods, associations and commercial business. I learned how to trade commodities and we got involved in the early stages of Natural gas deregulation.

**EDUCATION**

**ST. JOHN'S UNIVERSITY**  
**MBA**

**New York**  
**1994**

**STONY BROOK UNIVERSITY**  
**Bachelor of Science in Business Management**

**New York**  
**1992**