Ohio | Public Utilities Commission

DIS Case Number: 14-1350-EL-AGG

Section A: Application Information

A-1. Provider type:

☒ Power Broker ☒ Aggregator ☐ Retail Generation Provider ☐ Power Marketer

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

Legal Name: Good Energy, LP
Phone: 2127920222 **Extension (if applicable):**
Website (if any): www.goodenergy.com

Country: United States
Street: 232 Madison Ave Third Floor
City: New York **Province/State:** NY
Postal Code: 10016

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	Type	Address	Active?	Proof
Good Energy, LP	Official Name	232 Madison Avenue Third Floor New York, NY 10016	Yes	File

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

Provide all business names the applicant uses in North America, including the names provided in A-2 and A-3.

Name	Type	Address	Active?	Proof
Good Energy Consulting Services	DBA	232 Madison Avenue. Third Floor New York, NY 10016	Yes	File
Good Energy Consulting Group	DBA	232 Madison Avenue. Third Floor New York, NY 10016	Yes	File

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Good Energy, LP	Official Name	232 Madison Avenue Third Floor New York, NY 10016	Yes	File

A-5. Contact person for regulatory matters

Jean Ketchandji
232 Madison Ave Third Floor
New York, NY 10016
US
jean@goodenergy.com
6465885777

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

Javier Barrios
232 Madison Ave
New York, NY 10016
US
javier@goodenergy.com
2127920222

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

Phone: 866-955-2677 **Extension (if applicable):** **Country:** United States
Fax: 866-275-3083 **Extension (if applicable):** **Street:** 232 Madison Ave., Third Fl
Email: info@goodenergy.com **City:** New York **Province/State:** NY
Postal Code: 10016

A-8. Applicant's federal employer identification number

432003973

A-9. Applicant's form of ownership

Form of ownership: Partnership

A-10. Identify current or proposed service areas

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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

Duke Energy Ohio
FirstEnergy - Cleveland Electric Illuminating
FirstEnergy - Ohio Edison
FirstEnergy - Toledo Edison
AES Ohio
American Electric Power (AEP)

Class of customer selection

Commercial
Industrial

A-11. Start date

Indicate the approximate start date the applicant began/will begin offering services: 11-01-2007

A-12. Principal officers, directors, and partners

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

Name	**Email**	Title	Address
Maximilian Hoover	max@goodenergy.com	President	232 Madison Avenue Third Floor New York, NY 10016 US
Charles de Casteja	charles@goodenergy.com	Managing Partner	232 Madison Avenue Third Floor New York, NY 10016 US
Scott Health	scott@goodenergy.com	Managing Partner	3010 LBJ Freeway Suite #1256 Dallas, TX 75234 US
Javier Barrios	javier@goodenergy.com	Managing Partner	232 Madison Ave. Third Fl New York, NY 10016 US

A-13. Company history

Good Energy, LP has been in existence and active in a variety of different levels of the energy industry since before deregulation came into being in the State of Ohio. This includes Procurement for Electricity, Natural Gas, Heating Oil, Renewable Power, Lighting Management, Lighting Store: GoodMart.com, Demand Response (Energy Curtailment), Power Factor Correction, and Engineering Studies. As a result, Good Energy brings an enormous amount of experience from all areas of the energy industry, adding to the insights which guide our decision-making processes. Good Energy is active in all deregulated markets within the continental U.S. and Canada. Good Energy's principal business interests are in serving as a consultant and/or broker and/or aggregator of electricity and natural gas in order to help our Public and Private sector clients achieve energy cost savings and maximize energy efficiencies. We also offer renewable energy strategies. With extremely strong relationships with over 50 national suppliers of energy, Good Energy is in a unique position for intelligence gathering, adding significantly to our negotiating strength with these suppliers. In addition, because of the ongoing affinity and aggregation programs now administered by Good Energy in several states, suppliers understand the extent of our footprint and are now far more likely to concede various contract terms and provide very competitive pricing. In addition, Good Energy is certified by the center of Resource Solutions as a Green-e Energy Marketer selling retail and wholesale RECs (Renewable Energy Certificates) in all states. Good Energy also received partnership status with ENERGY STAR. As the government-backed, trusted symbol for energy efficiency, ENERGY STAR was created to help consumers easily identify products and practices that save energy and money, and help protect the environment.

A-14. Secretary of State

Secretary of State Link:

Section B: Applicant Managerial Capability and Experience

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..

Jurisdiction of Operation: Connecticut, Illinois, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Ohio, Rhode Island, Texas, Virginia

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.

Application Experience and Plan Description: Good Energy has long experience working with commercial, industrial, and municipal clients to achieve energy cost savings goals through procurement and demand-side management. Whether the goals are budget certainty, long-term purchasing, flexibility, demand reduction, we create solutions to fit these objectives. Good Energy has shepherded many clients through the evolution of energy products with special consideration to levels of risk tolerance. We develop graphs and charts profiling current and historic energy consumption prior to any meeting with a client and point out any anomalies outside of any usual seasonal changes. If during the term of our management we perceive any out of–the-ordinary usage patterns we immediately notify the client. By generating competition between qualified retail electricity providers, ensuring a level playing field, keeping a careful watch on wholesale energy prices and effectively finding and comparing the available rates and contracts, Good Energy can help Customers choose the retail energy provider or a wholesale market entry strategy and product structure most advantageous to customers. We offer an energy assessment designed to keep things simple. This assessment includes a detailed history of customers' existing energy consumption, a complete summary of the competitive supply offers, and the necessary information needed to make an informed decision, including information about the capabilities of the qualified energy providers, current market conditions, historical trends, and more. Upon election to switch providers, we will work with customers from start to finish, and ensure that the experience is a positive one for customers, although the process by no means ends with the consummation of the commodity contract. Good Energy will continue to monitor the monthly bills to ensure accuracy, and we monitor the wholesale market to identify opportunities to issue new and improved RFPs for contract renewal or extension. We think it is critical to view energy procurement in a different way than other types of procurement because taking advantage of major market movements in wholesale energy supply can mean very significant savings for customers. For example, while it might be good practice to issue an annual RFP at the same time each year for employee health insurance, this would not be a good idea when procuring energy due to the fact that the market will dictate the best times to issue RFPs. Properly armed with the buying tools provided by Good Energy, the financial risk associated with commodity procurement will be mitigated. For example, if the market is unseasonably high, but still yielding a price advantage over the standard offer, we might recommend a product consisting of a three-month block of energy to fix the near-term price, while floating the last nine months of the contract price, with the expectation that the market might soften between now and three months from now, permitting the later procurement of an additional block to fix the price for the latter part of the contract. Good Energy can model scenarios for customers to assist in the evaluation of these complex product structures, which can have the effect of minimizing risk and price at the end of the final analysis. While we fully understand that many customers only want firm-fixed pricing, we want

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

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..

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

B-4. Disclosure of consumer protection violations

Has the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant been convicted orheld liable for fraud or for violation of any consumer protection or antitrust laws within the past five years?

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?

No

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Section C: Applicant Financial Capability and Experience

C-1. Financial reporting

Provide a current link to the most recent Form 10-K filed with the Securities and Exchange Commission (SEC) or upload 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.

Does not apply

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.

Preferred to file this information confidentially

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.

Preferred to file confidentially

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'.

This does not apply

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.

File(s) attached

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?

- Applicant
- Parent company of the applicant
- Affiliate company that guarantees the financial obligations of the applicant
- Any owner or officer of the applicant

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?

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.

Stand-alone entity with no affiliate or subsidiary companies

Section D: Applicant Technical Capacity

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.

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Operations Description: Good Energy has long experience working with commercial and industrial (C&I) clients to achieve energy cost savings goals through procurement and demand-side discipline. Whether the goals are budget certainty, long-term purchasing, flexibility, or demand reduction, we create solutions to fit these objectives. Good Energy has shepherded many clients through the evolution of energy products with special consideration to levels of risk tolerance. We develop graphs and charts profiling current and historic energy consumption prior to any meeting with a client and point out any anomalies outside of any usual seasonal changes. If during the term of our management we perceive any out of–the-ordinary usage patterns we immediately notify the client. By generating competition between qualified retail electricity providers, ensuring a level playing field, keeping a careful watch on wholesale energy prices, and effectively finding and comparing the available rates and contracts, Good Energy can help Customers choose the retail energy provider or a wholesale market entry strategy and product structure most advantageous to customers. We offer an energy assessment designed to keep things simple. This assessment includes a detailed history of customers' existing energy consumption, a complete summary of the competitive supply offers, and the necessary information needed to make an informed decision, including information about the capabilities of the qualified energy providers, current market conditions, and historical trends, and more. Upon election to switch providers, we will work with customers from start to finish, and ensure that the experience is a positive one for customers, although the process by no means ends with the consummation of the commodity contract. Good Energy will continue to monitor the monthly bills to ensure accuracy, and we monitor the wholesale market to identify opportunities to issue new and improved RFPs for contract renewal or extension. We think it is critical to view energy procurement in a different way than other types of procurement because taking advantage of major market movements in

wholesale energy supply can mean very significant savings for customers. For example, while it might be good practice to issue an annual RFP at the same time each year for employee health insurance, this would not be a good idea when procuring energy due to the fact that the market will dictate the best times to issue RFPs. Properly armed with the buying tools provided by Good Energy, the financial risk associated with commodity procurement will be mitigated. For example, if the market is unseasonably high, but still yielding a price advantage over the standard offer, we might recommend a product consisting of a three-month block of energy to fix the near-term price, while floating the last nine months of the contract price, with the expectation that the market might soften between now and three months from now, permitting the later procurement of an additional block to fix the price for the latter part of the contract. Good Energy can model scenarios for customers to assist in the evaluation of these complex product structures, which can have the effect of minimizing risk and price at the end of the final analysis. While we fully understand that many customers only want firm-fixed pricing, we want to demonstrate to them the myriad alternatives. Good Energy currently buys energy products for many clients, nationally, with our strategy based on budgetary certainty. Our plans usually include a ratio of fixed and floating strategies in order to maintain maximum flexibility. Good Energy takes an active approach when it comes to hedging. Our proprietary database-driven energy management system, goodenergy.net constantly notifies our staff as to changes in market conditions, which may influence strategies currently in place. Energy cost hedging is an everyday process at Good Energy.

D-2. Operations Expertise & Key Technical Personnel

Given the operational nature of the applicant's business, provide evidence of the applicant's experience and technical expertise in performing such operations. Include the names, titles, e-mail addresses, and background of key personnel involved in the operations of the applicant's business.

File(s) attached

Ohio | Public Utilities Commission

Ohio | Public Utilities Commission

Application Attachments

Frank LaRose
Ohio Secretary of State

Wed Jul 06 2022

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 6th of July, A.D. 2022

Ohio Secretary of State

D&B Finance Analytics

Printed By: Jessica Zou

Date Printed: 07/07/2022

LIVE REPORT

GOOD ENERGY LP

Tradestyle(s): -

ACTIVE HEADQUARTERS

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

Phone: +1 212 792 0222

Address: 232 Madison Ave Ste 405, New York, NY, 10016, United States Of America

Endorsement: jessica@goodmart.com

Exclude from Portfolio Insight:

Summary

KEY DATA ELEMENTS (Formerly: SCORE BAR)

KDE Name		Current Status	Details
PAYDEX®	↑	71	14 days beyond terms
Delinquency Score	↑	12	Moderate to High Risk of severe payment delinquency.
Failure Score	↓	23	Moderate to High Risk of severe financial stress.
D&B Viability Rating		6 8 B I	View More Details
Bankruptcy Found		N	
D&B Rating		1R3	1R indicates 10 or more Employees, Credit appraisal of 3 is fair

DETAILED TRADE RISK INSIGHT™

Days Beyond Terms
24 Days

3 Months
From May-22 to Jul-22

Days Beyond Terms Past 3 months : 24

Low Risk:0 ; High Risk:120+

Dollar-weighted average of **3** payment experiences reported from **2** companies.

PAYDEX® TREND CHART

This Company Industry Benchmark

ALERTS

Unread Severe	Unread	Today	Total
-	10	-	10

1-5 of 10

Status	Type/Description	Date

Status	Type/Description	Date
	Payment Information (paydex) Changed from 52 to 71	06/22/2022
	Delinquency Risk Level Changed from High to Moderate-High	06/20/2022
	Delinquency Risk Level Changed from Moderate to High	05/25/2022
	Delinquency Risk Level Changed from Moderate-High to Moderate	04/25/2022
	Delinquency Risk Level Changed from High to Moderate-High	03/23/2022

OWNERSHIP

Subsidiaries	Branches	Total Members
1	1	3

This company is a Global Ultimate, Domestic Ultimate, Headquarters, Parent.

	Global Ultimate	Domestic Ultimate
Name	GOOD ENERGY LP	GOOD ENERGY LP
Country	UNITED STATES	UNITED STATES
D-U-N-S	96-577-8470	96-577-8470
Others	-	-

LEGAL EVENTS

Events	Occurrences	Last Filed
Bankruptcies	0	-
Judgements	0	-
Liens	0	-
Suits	0	-
UCC	3	05/16/2018

VIABILITY RATING SUMMARY

Viability Score

6

High Risk (9) — Low Risk (1)

Data Depth Indicator

B

Descriptive (G) — Predictive (A)

Portfolio Comparison

8

High Risk (9) — Low Risk (1)

Financial Data	Unavailable
Trade Payments	Available: 3+Trade
Company Size	Medium: Employees: 10-49 or Sales: $100K-$499K
Years in Business	Established

COMPANY PROFILE

D-U-N-S	Mailing Address	Employees
96-577-8470	UNITED STATES	16 (10 here)
Legal Form	**Telephone**	**Age (Year Started)**
Partnership	+1 212 792 0222	19 Years (2003)
History Record	**Present Control Succeeded**	**Named Principal**
Clear	2003	Dean Prentice, CFO
Date Incorporated		**Line of Business**

03/05/2003

State of Incorporation

NEW YORK

Ownership

Not publicly traded

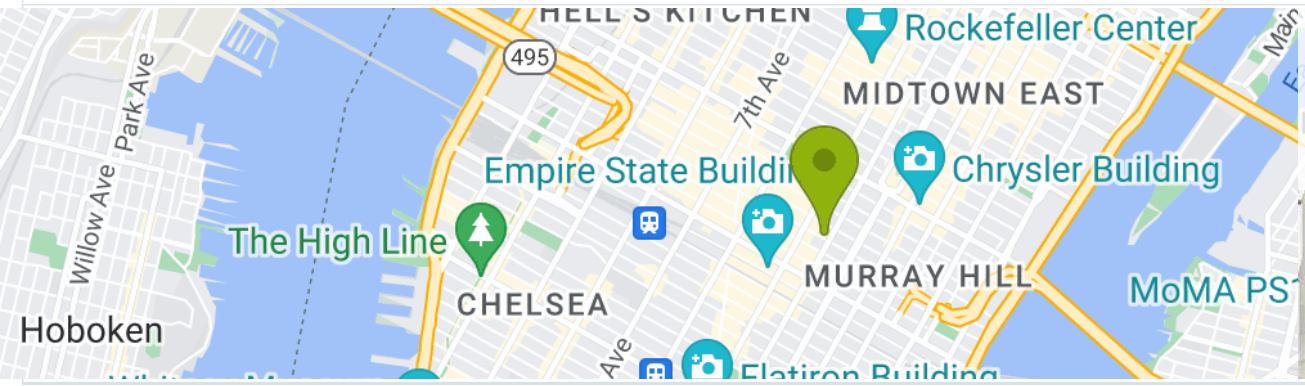
Electrical contractor

SIC

17310202

NAICS

238210



Street Address:

232 Madison Ave Ste 405,
New York, NY, 10016,
United States Of America

STOCK PERFORMANCE

History

Daily High

52-Week High

Performance

P/E:

EPS:

Div/Yield

WEB & SOCIAL POWERED BY FIRSTRAIN

- Wood River Township Residents Protected From Rising Energy Costs RiverBender.com 29-Jun-2022
- Morton alerts residents to watch out for large energy ... cproud.com 12-May-2022

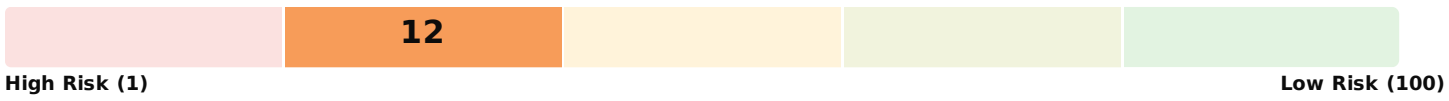
DELINQUENCY SCORE (Formerly Commercial Credit Score)

Company's Risk Level

MODERATE-HIGH

Probability of delinquency over the next 12 months

11.44 %



Past 12 Months

Low Risk

High Risk

FINANCIAL OVERVIEW - PROFIT AND LOSS

No Data Available

FINANCIAL OVERVIEW - BALANCE SHEET

No Data Available

FINANCIAL OVERVIEW - KEY BUSINESS RATIOS

No Data Available

The scores and ratings included in this report are designed as a tool to assist the user in making their own credit related decisions, and should be used as part of a balanced and complete assessment relying on the knowledge and expertise of the reader, and where appropriate on other information sources. The score and rating models are developed using statistical analysis in order to generate a prediction of future events. Dun & Bradstreet monitors the performance of thousands of businesses in order to identify characteristics common to specific business events. These characteristics are weighted by significance to form rules within its models that identify other businesses with similar characteristics in order to provide a score or rating.

Dun & Bradstreet's scores and ratings are not a statement of what will happen, but an indication of what is more likely to happen based on previous experience. Though Dun & Bradstreet uses extensive procedures to maintain the quality of its information, Dun & Bradstreet cannot guarantee that it is accurate, complete or timely, and this may affect the included scores and ratings. Your use of this report is subject to applicable law, and to the terms of your agreement with Dun & Bradstreet.

Risk Assessment

D&B RISK ASSESSMENT

OVERALL BUSINESS RISK

HIGH	MODERATE-HIGH	MODERATE	LOW-MODERATE	LOW

Dun & Bradstreet thinks...

- Overall assessment of this organization over the next 12 months: **STABILITY CONCERNS**
- Based on the predicted risk of business discontinuation: **HIGHER-THAN-AVERAGE-RISK-OF-DISCONTINUED-OPERATIONS-OR-BUSINESS-INACTIVITY**
- Based on the predicted risk of severely delinquent payments: **HEIGHTENED POTENTIAL FOR SEVERELY DELINQUENT PAYMENTS**

MAXIMUM CREDIT RECOMMENDATION

US$ 10,000

The recommended limit is based on a moderately high probability of severe delinquency or business failure.

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

- Level of Risk:**Moderate Risk**
- Businesses ranked **6** have a probability of becoming no longer viable: **13** %
- Percentage of businesses ranked **6: 30** %
- Across all US businesses, the average probability of becoming no longer viable:**14** %

Portfolio Comparison
Compared to All US Businesses within the same MODEL SEGMENT:

- Model Segment :**Established Trade Payments**
- Level of Risk:**High Risk**
- Businesses ranked **8** within this model segment have a probability of becoming no longer viable: **11** %
- Percentage of businesses ranked **8** with this model segment: **13** %
- 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:

Company Profile Details:

- Financial Data: **False**
- Trade Payments: **Available: 3+Trade**
- Company Size: **Medium: Employees: 10-49 or Sales: $100K-$499K**
- Years in Business: **Established: 5+**

I

Financial Data	Trade Payments	Company Size	Years in Business
False	Available: 3+Trade	Medium	Established

FAILURE SCORE FORMERLY FINANCIAL STRESS SCORE

23

High Risk (1) — Low Risk (100)

- Low proportion of satisfactory payment experiences to total payment experiences
- Low Paydex Score
- Unstable Paydex over last 12 months

Level of Risk	Raw Score	Probability of Failure	Average Probability of Failure for Businesses in D&B Database	Class
Moderate-High	1421	0.64 %	0.48	4

Business and Industry Trends

FAILURE SCORE — Industry Median Quartile

BUSINESS AND INDUSTRY COMPARISON

Selected Segments of Business Attributes

Norms	National %
This Business	23
Region:(MIDDLE ATLANTIC)	25
Industry:CONSTRUCTION	34
Employee range:(10-19)	54
Years in Business:(11-25)	49

DELINQUENCY SCORE FORMERLY COMMERCIAL CREDIT SCORE

12

High Risk (1) — Low Risk (100)

- Evidence of negative trade
- Recent amount past due
- Proportion of slow payment experiences to total number of payment experiences reported

Level of Risk	Raw Score	Probability of Delinquency	Compared to Businesses in D&B Database	Class
Moderate-High	458	11.44 %	10.2 %	4

Business and Industry Trends

DELINQUENCY SCORE — Industry Median Quartile

BUSINESS AND INDUSTRY COMPARISON

Selected Segments of Business Attributes

Norms	National %
This Business	12
Region:(MIDDLE ATLANTIC)	32
Industry:CONSTRUCTION	33
Employee range:(10-19)	78
Years in Business:(11-25)	43

D&B PAYDEX

71

High Risk (1) **Low Risk (100)**

When weighted by amount, Payments to suppliers average 14 days beyond terms

- High risk of late payment (Average 30 to 120 days beyond terms)
- Medium risk of late payment (Average 30 days or less beyond terms)
- Low risk of late payment (Average prompt to 30+ days sooner)

Industry Median 78
Equals 3 Days Beyond Terms

D&B 3 MONTH PAYDEX

73

High Risk (1) **Low Risk (100)**

Based on payments collected 3 months ago.
When weighted by amount, Payments to suppliers average 11 days beyond terms

- High risk of late payment (Average 30 to 120 days beyond terms)
- Medium risk of late payment (Average 30 days or less beyond terms)
- Low risk of late payment (Average prompt to 30+ days sooner)

Industry Median 78
Equals 3 Days Beyond Terms

Business and Industry Trends

1731 - Electrical contractor

PAYDEX **Industry Lower Quartile** **Industry Median Quartile** **Industry Upper Quartile**

Equals

D&B RATING

Current Rating as of 09/01/2020

Employee Size	Risk Indicator
1R : 10 employees and over	**3** : Moderate Risk

Previous Rating

Employee Size	Risk Indicator
1R : 10 employees and over	**2** : Low Risk

History since 12/03/2010

Date Applied	D&B Rating
12/09/2011	1R2
12/03/2010	--

Trade Payments

TRADE PAYMENTS SUMMARY (Based on 24 months of data)

Overall Payment Behaviour
14
Days Beyond Terms

Highest Now Owing:
US$ 7,500

% of Trade Within Terms
58%

Total Trade Experiences:
13

Largest High Credit:
US$ 7,500

Average High Credit:
US$ 1,306

Highest Past Due
US$ 250

Total Unfavorable Comments :
0

Largest High Credit:
US$ 0

Total Placed in Collections:
0

Largest High Credit:
US$ 0

D&B PAYDEX

D&B 3 MONTH PAYDEX

71

High Risk (1) **Low Risk (100)**

When weighted by amount, Payments to suppliers average 14 days beyond terms

- High risk of late payment (Average 30 to 120 days beyond terms)
- Medium risk of late payment (Average 30 days or less beyond terms)
- Low risk of late payment (Average prompt to 30+ days sooner)

Industry Median 78
Equals 3 Days Beyond Terms

73

High Risk (1) **Low Risk (100)**

Based on payments collected 3 months ago.
When weighted by amount, Payments to suppliers average 11 days beyond terms

- High risk of late payment (Average 30 to 120 days beyond terms)
- Medium risk of late payment (Average 30 days or less beyond terms)
- Low risk of late payment (Average prompt to 30+ days sooner)

Industry Median 78
Equals 3 Days Beyond Terms

BUSINESS AND INDUSTRY TRENDS

Based on 24 months of data

1731 - Electrical contractor

PAYDEX **Industry Lower Quartile** **Industry Median Quartile** **Industry Upper Quartile**

	8/20	9/20	10/20	11/20	12/20	1/21	2/21	3/21	4/21	5/21	6/21	7/21	8/21	9/21	10/21	11/21	12/21	1/22	2/22	3/22	4/22	5/22	6/22	Current 2022
This Business	52	52	55	58	58	54	55	55	73	73	73	80	73	73	73	72	73	65	61	56	53	52	71	71
Industry Quartile																								
Upper	-	80	-	-	80	-	-	80	-	-	80	-	-	80	-	-	80	-	-	80	-	-	80	-
Median	-	78	-	-	79	-	-	79	-	-	79	-	-	78	-	-	78	-	-	78	-	-	78	-
Lower	-	68	-	-	70	-	-	70	-	-	70	-	-	69	-	-	68	-	-	67	-	-	68	-

TRADE PAYMENTS BY CREDIT EXTENDED (Based on 12 months of data)

Range of Credit Extended (US$)	Number of Payment Experiences	Total Value	% Within Terms
100,000 & over	**0**	**US$ 0**	**0**
50,000 - 99,999	**0**	**US$ 0**	**0**
15,000 - 49,999	**0**	**US$ 0**	**0**
5,000 - 14,999	**1**	**US$ 7,500**	**100**
1,000 - 4,999	**2**	**US$ 2,000**	**0**
Less than 1,000	**5**	**US$ 950**	**11**

TRADE PAYMENTS BY INDUSTRY (BASED ON 24 MONTHS OF DATA)

Collapse All | Expand All

Industry Category	Number of Payment Experiences	Largest High Credit (US$)	% Within Terms (Expand to View)	1 - 30 Days Late (%)	31 - 60 Days Late (%)	61 - 90 Days Late (%)	91 + Days Late (%)
48 - Communications	**6**	**7,500**	**55**	**31**	**0**	**14**	**0**
4813 - Telephone communictns	**4**	**250**	**22**	**50**	**0**	**28**	**0**
4833 - Television station	**2**	**7,500**	**88**	**12**	**0**	**0**	**0**
59 - Miscellaneous Retail	**1**	**1,000**	**0**	**100**	**0**	**0**	**0**
5999 - Ret misc merchandise	**1**	**1,000**	**0**	**100**	**0**	**0**	**0**
93 - Public Finance Taxation and Monetary Policy	**1**	**500**	**0**	**100**	**0**	**0**	**0**
9311 - Public finance	**1**	**500**	**0**	**100**	**0**	**0**	**0**

TRADE LINES

Date of Experience	Payment Status	Selling Terms	High Credit (US$)	Now Owes (US$)	Past Due (US$)	Months Since Last Sale
06/22	Pays Promptly	-	7,500	7,500	0	1
06/22	Pays Slow 30+	-	1,000	0	0	Between 6 and 12 Months
05/22	Pays Promptly	-	50	0	0	1
05/22	Pays Promptly	-	50	0	0	1
05/22	Pays Slow 30+	-	1,000	500	250	1
05/22	Pays Slow 30+	-	100	0	0	Between 4 and 5 Months
05/22	Pays Slow 30-90+	-	250	100	100	Between 2 and 3 Months
04/22	-	Cash account	50	0	0	1
02/22	Pays Slow	-	500	0	0	1
12/21	-	Cash account	100	0	0	Between 6 and 12 Months
11/21	-	Cash account	100	0	0	1
06/21	-	Cash account	50	0	0	1
09/20	-	Cash account	0	0	0	1

OTHER PAYMENT CATEGORIES

Other Payment Categories	Experience	Total Amount
Cash experiences	5	US$ 300
Payment record unknown	0	US$ 0
Unfavorable comments	0	US$ 0
Placed for collections	0	US$ 0
Total in D&B's file	13	US$ 10,750

Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed. Payment experiences reflect how bills are met in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices etc. Each experience shown represents a separate account reported by a supplier. Updated trade experiences replace those previously reported.

Corporate Linkage

Increase your understanding of the links and risks between your customers and suppliers with D&B's Interactive Global Family Tree

SUBSIDIARIES (INTERNATIONAL)

Company	City , Country or Region	D-U-N-S® NUMBER
FBR ENERGY LTD	**LONDON , UNITED KINGDOM**	**22-420-9151**

BRANCHES (DOMESTIC)

Company	City , State	D-U-N-S® NUMBER
GOOD ENERGY LP	**CARROLLTON , Texas**	**96-932-5005**

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Legal Events

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

Bankruptcies	Judgements	Liens	Suits	UCCs
No	**0** Latest Filing: -	**0** Latest Filing: -	**0** Latest Filing: -	**3** Latest Filing: 05/16/2018

EVENTS

UCC Filing - Original

Filing Date	05/16/2018
Filing Number	2018 3346695
Received Date	06/15/2018
Collateral	All Inventory and proceeds - All Account(s) and proceeds - All General intangibles(s) and proceeds - All Equipment and proceeds - All Chattel paper and proceeds
Secured Party	JPMORGAN CHASE BANK, NA, LOUISVILLE, KY
Debtors	GOOD ENERGY L.P.
Filing Office	SECRETARY OF STATE/UCC DIVISION, DOVER, DE

UCC Filing - Continuation

Filing Date	01/13/2016
Filing Number	20160247914
Received Date	03/04/2016
Original Filing Date	04/26/2011
Original Filing Number	2011 1547143
Secured Party	STEELCASE FINANCIAL SERVICES INC., GRAND RAPIDS, MI
Debtors	GOOD ENERGY, L.P.
Filing Office	SECRETARY OF STATE/UCC DIVISION, DOVER, DE

UCC Filing - Original

Filing Date	04/26/2011
Filing Number	2011 1547143
Received Date	05/18/2011
Collateral	Leased Equipment and proceeds - Leased Fixtures and proceeds
Secured Party	STEELCASE FINANCIAL SERVICES INC., GRAND RAPIDS, MI
Debtors	GOOD ENERGY, L.P.
Filing Office	SECRETARY OF STATE/UCC DIVISION, DOVER, DE

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed. This information may not be reproduced in whole or in part by any means of reproduction.

There may be additional UCC Filings in D&Bs file on this company available by contacting 1-800-234-3867.

Special Events

SPECIAL EVENTS

Date	Event Description
12/16/2020	GOOD ENERGY LP was reported by the SBA as a recipient of a loan for $521,627 from JPMorgan Chase Bank, National Association on 05/01/2020 under the Paycheck Protection Program as authorized under the CARES Act of 2020.
09/01/2020	On July 6, 2020, the SBA announced that this business was approved for a loan between $350K - $1M from JPMorgan Chase Bank, National Association through the SBA's Paycheck Protection Program, as part of the CARES Act, in response to the COVID-19 pandemic. The amount of the actual loan may vary from the approved amount.

Financials - D&B

A detailed financial statement is not available from this company for publication.

A detailed financial statement is not available from this company for publication.

D&B currently has no financial information on file for this company

D&B currently has no financial information on file for this company.

D&B currently has no financial information on file for this company

D&B currently has no financial information on file for this company

Company Profile

COMPANY OVERVIEW

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

Mailing Address
UNITED STATES

Employees
16 (10 here)

Legal Form
Partnership

Telephone
+1 212 792 0222

Age (Year Started)
19 Years (2003)

History Record
Clear

Present Control Succeeded
2003

Named Principal
Dean Prentice, CFO

Date Incorporated
03/05/2003

SIC
17310202

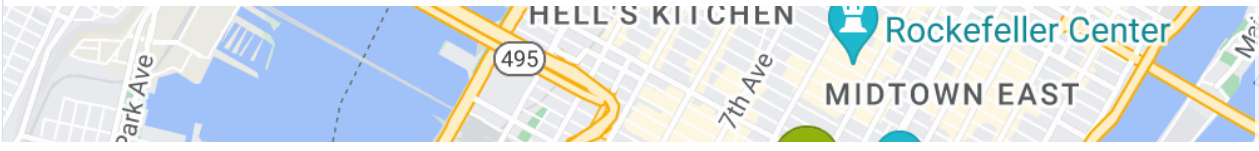
Line of Business
Electrical contractor

Business Commenced On
2003

NAICS
238210

State of Incorporation
NEW YORK

Ownership
Not publicly traded



Street Address:
232 Madison Ave Ste 405,
New York, NY, 10016,

BUSINESS REGISTRATION

Corporate and business registrations reported by the secretary of state or other official source as of: 2022-06-07
This data is for informational purposes only, certification can only be obtained through the Office of the Secretary of State.

Registered Name	GOOD ENERGY LLC
Corporation Type	Partnership
State of Incorporation	NEW YORK
Registration ID	2877190
Registration Status	INACTIVE
Date Status Attained	01/31/2013
Filing Date	03/05/2003
Where Filed	SECRETARY OF STATE/CORPORATION DIVISION

PRINCIPALS

Officers

DEAN PRENTICE, CFO

COMPANY EVENTS

The following information was reported on: 12/16/2020

The New York Secretary of State's business registrations file showed that Good Energy LP was registered as a limited partnership on July 14, 2003.

Ownership information provided verbally by Dean Prentice, CFO, on Aug 31 2011.

Business started 2003.

DEAN PRENTICE. Antecedents not available.

BUSINESS ACTIVITIES AND EMPLOYEES

The following information was reported on: 12/16/2020

Business Information

Description	Operates as a contractor of electrical work, specializing in energy management controls and provider of engineering services, specializing in energy conservation.
Employees	16 which includes partners. 10 employed here.
Financing Status	Unsecured
Facilities	Occupies premises in a building.

Related Concerns

SIC/NAICS Information

Industry Code	Description	Percentage of Business
1731	Electrical contractor	-

Industry Code	Description	Percentage of Business
17310202	Energy management controls	-
87119906	Energy conservation engineering	-

NAICS Codes	NAICS Description
238210	Electrical Contractors and Other Wiring Installation Contractors
541330	Engineering Services

GOVERNMENT ACTIVITY

Activity Summary	
Borrower(Dir/Guar)	No
Administrative Debt	No
Contractor	No
Grantee	No
Party excluded from federal program(s)	No

Associations

All Credit Files Created from this D&B Live Report

All Credit Files with Same D-U-N-S® Number as this D&B Live Report

ALL CREDIT FILES CREATED FROM THIS D&B LIVE REPORT

Company Name	Type	Status	Date Created
No data found			

ALL CREDIT FILES WITH SAME D-U-N-S® NUMBER AS THIS D&B LIVE REPORT

Company Name	Type	Status	Date Created
GOOD ENERGY LP	**Snapshot D-U-N-S Number 96-577-8470**	**Saved**	**10/17/2017**
GOOD ENERGY LP	**Snapshot D-U-N-S Number 96-577-8470**	**Saved**	**04/05/2018**
GOOD ENERGY LP	**Snapshot D-U-N-S Number 96-577-8470**	**Saved**	**06/30/2020**

Your Information

Record additional information about this company to supplement the D&B information.

> Note: Information entered in this section will not be added to D&B's central repository and will be kept private under your user ID. Only you will be able to view the information.

In Folders: View

Account Number

Endorsement/Billing Reference *
jessica@goodmart.com

Sales Representatives

Credit Limit
0

Total Outstanding
0

Last Login : 07/07/2022 02:19:56 PM

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D-2. Operations Expertise

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

ENERGY PROCUREMENT: HOW IT WORKS

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

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

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

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

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

Below is a sample report showing usage trends and patterns.

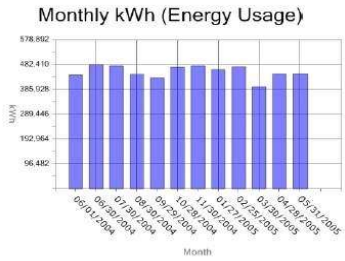
GoodEnergy

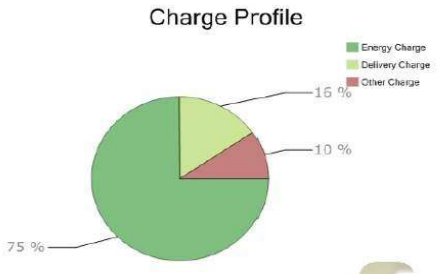
Electricity Billing and Consumption History

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

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

Start Date	End Date	Days	LF	kWh	Energy $	Energy $/kWh	kW	Delivery $	Delivery $/kWh	Late $	Other $	Total Bill $	Total $/kWh
06/01/2004	06/29/2004	28		441,679	$27,384.16	$0.06200		$5,277.68	$0.01195	$0.00	$3,449.32	$36,111.16	$0.08176
06/30/2004	07/29/2004	29		482,413	$29,909.66	$0.06200		$5,426.22	$0.01125	$0.00	$3,726.79	$39,062.67	$0.08097
07/30/2004	08/29/2004	30		477,555	$29,608.46	$0.06200		$5,567.23	$0.01166	$0.00	$3,709.60	$38,885.29	$0.08143
08/30/2004	09/28/2004	29		444,573	$27,563.58	$0.06200		$5,323.95	$0.01198	$0.00	$3,471.65	$36,359.18	$0.08178
09/29/2004	10/27/2004	28		430,610	$26,697.87	$0.06200		$5,286.31	$0.01228	$0.00	$3,377.91	$35,362.09	$0.08212
10/28/2004	11/29/2004	32		472,091	$29,269.69	$0.06200		$5,260.16	$0.01114	$0.00	$3,582.30	$38,112.15	$0.08073
11/30/2004	12/28/2004	28		477,757	$29,620.96	$0.06200		$6,068.04	$0.01270	$0.00	$3,701.16	$39,390.16	$0.08245
01/27/2005	02/24/2005	28		463,114	$28,713.12	$0.06200		$7,074.59	$0.01528	$0.00	$3,771.08	$39,558.79	$0.08542
02/25/2005	03/29/2005	32		473,840	$29,378.09	$0.06200		$6,428.19	$0.01357	$0.00	$3,774.87	$39,581.15	$0.08353
03/30/2005	04/27/2005	28		395,982	$24,550.91	$0.06200		$6,022.41	$0.01521	$0.00	$3,231.97	$33,805.29	$0.08537
04/28/2005	05/30/2005	32		446,270	$27,668.76	$0.06200		$6,265.45	$0.01404	$0.00	$3,576.61	$37,510.82	$0.08405
05/31/2005	06/28/2005	28		446,940	$27,710.28	$0.06200		$6,323.92	$0.01415	$0.00	$3,586.83	$37,621.03	$0.08417
Totals:		352		5,452,824	$338,075.54	$0.06200		$70,324.15	$0.01290	$0.00	$42,960.09	$451,359.78	$0.08278





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

Good Energy: A Smarter Way to Buy Energy

Good Energy has contracts in place with over three dozen of the most reliable and responsible retail energy providers servicing customers within the United States, including 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.

Competitive Retail Electric Service Affidavit

County of New York **:**

State of New York **:**

Maximilian Hoover, Affiant, being duly sworn/affirmed, hereby states that:

1. The information provided within the certification or certification renewal application and supporting information is complete, true, and accurate to the best knowledge of affiant, 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.

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

Signature of Affiant & Title
Manager

Sworn and subscribed before me this 12 day of July, 2022
Month Year

Signature of official administering oath

Tara A. Smiley, Notary Public
Print Name and Title

My commission expires on February 17, 2025

Tara A. Smiley
NOTARY PUBLIC, STATE OF NEW YORK
Registration No. 01SM6201262
Qualified in Kings County
Commission Expires February 17, 2025

This foregoing document was electronically filed with the Public Utilities Commission of Ohio Docketing Information System on

8/8/2022 1:05:49 AM

in

Case No(s). 14-1350-EL-AGG

Summary: In the Matter of the Application of Good Energy, LP