

FILE



Public Utilities Commission

14-1350-EL-AGG 24

Original AGG Case Number	Version
14-1350-EL-AGG	May 2016

RENEWAL APPLICATION FOR ELECTRIC AGGREGATORS/POWER BROKERS

Please print or type all required information. Identify all attachments with an exhibit label and title (Example: Exhibit C-10 Corporate Structure). All attachments should bear the legal name of the Applicant. Applicants should file completed applications and all related correspondence with the Public Utilities Commission of Ohio, Docketing Division; 180 East Broad Street, Columbus, Ohio 43215-3793.

This PDF form is designed so that you may input information directly onto the form. You may also download the form, by saving it to your local disk, for later use.

A. RENEWAL INFORMATION

A-1 Applicant intends to be certified as: (check all that apply)

☐ Power Broker ☐ Aggregator

A-2 Applicant's legal name, address, telephone number, PUCO certificate number, and web site address

Legal Name Good Energy L.P.

Address 232 Madison Avenue, Third Floor, New York, NY 10016

PUCO Certificate # and Date Certified 14-864E (1)

Telephone # (212) 792-0222 Web site address (if any) www.goodenergy.com

A-3 List name, address, telephone number and web site address under which Applicant will do business in Ohio

Legal Name Good Energy Consulting Services, L.P. (Good Energy, L.P.)

Address 232 Madison Avenue, Third Floor, New York, NY 10016

Telephone # (866) 955-2677 Web site address (if any) www.goodenergy.com

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

Good Energy, L.P.

Good Energy Consulting Services LP

Good Energy Consulting Group, LP

A-5 Contact person for regulatory or emergency matters

Name Jean Ketchandji

Title Manager, Pricing & Operations

Business address 232 Madison Avenue, Third Floor, New York, NY 10016

Telephone # (646) 588-5777 Fax # (646) 514-9677

E-mail address jean@goodenergy.com

PUCO
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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 SW Date Processed AUG 02 2016

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

Name Javier Barrios
Title Managing partner
Business address 232 Madison Avenue, Third Floor, New York, NY 10016
Telephone # (212) 792-0222 Fax # (212) 792-0223
E-mail address info@goodenergy.com

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

Customer Service address 232 Madison Avenue, Third Floor, New York, NY 10016
Toll-free Telephone # (866) 955-2677 Fax # (866) 275-3083
E-mail address info@goodenergy.com

A-8 Applicant's federal employer identification number # 432003973

A-9 Applicant's form of ownership (check one)

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

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- A-10 Exhibit A -9 "Principal Officers, Directors & Partners"** provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.

B. APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- B-1 Exhibit B-1 "Jurisdictions of Operation,"** provide a list of all jurisdictions in which the applicant or any affiliated interest of the applicant is, at the date of filing the application, certified, licensed, registered, or otherwise authorized to provide retail or wholesale electric services including aggregation services.
- B-2 Exhibit B-2 "Experience & Plans,"** provide a description of the applicant's experience and plan for contracting with customers, providing contracted services, providing billing statements, and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4928.10 of the Revised Code.

B-3 **Exhibit B-3 "Disclosure of Liabilities and Investigations,"** provide a description of all existing, pending or past 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 be certified to provide.

B-4 Disclose whether the applicant, a predecessor of the applicant, or any principal officer of the applicant have ever been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years.

☒ No ☐ Yes

If yes, provide a separate attachment labeled as **Exhibit B-4 "Disclosure of Consumer Protection Violations"** detailing such violation(s) and providing all relevant documents.

B-5 Disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail or wholesale electric service including aggregation service denied, curtailed, suspended, revoked, or cancelled within the past two years.

☒ No ☐ Yes

If yes, provide a separate attachment labeled as **Exhibit B-5 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation"** detailing such action(s) and providing all relevant documents.

C. FINANCIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

C-1 **Exhibit C-1 "Annual Reports,"** provide the two most recent Annual Reports to Shareholders. If applicant does not have annual reports, the applicant should provide similar information in Exhibit C-1 or indicate that Exhibit C-1 is not applicable and why. (This is generally only applicable to publicly traded companies who publish annual reports.)

C-2 **Exhibit C-2 "SEC Filings,"** provide the most recent 10-K/8-K Filings with the SEC. If the applicant does not have such filings, it may submit those of its parent company. An applicant may submit a current link to the filings or provide them in paper form. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 that the applicant is not required to file with the SEC and why.

C-3 Exhibit C-3 “Financial Statements,” provide copies of the applicant’s two most recent years of audited financial statements (balance sheet, income statement, and cash flow statement). If audited financial statements are not available, provide officer certified financial statements. If the applicant has not been in business long enough to satisfy this requirement, it shall file audited or officer certified financial statements covering the life of the business. If the applicant does not have a balance sheet, income statement, and cash flow statement, the applicant may provide a copy of its two most recent years of tax returns (with social security numbers and account numbers redacted).

C-4 Exhibit C-4 “Financial Arrangements,” provide copies of the applicant's financial arrangements to conduct CRES as a business activity (e.g., guarantees, bank commitments, contractual arrangements, credit agreements, etc.).

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

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

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

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

- C-5 **Exhibit C-5 "Forecasted Financial Statements,"** provide two years of forecasted income statements for the applicant's **ELECTRIC related business activities in the state of Ohio Only**, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer. The forecasts should be in an annualized format for the two years succeeding the Application year.
- C-6 **Exhibit C-6 "Credit Rating,"** provide a statement disclosing the applicant's credit rating as reported by two of the following organizations: Duff & Phelps, Fitch IBCA, Moody's Investors Service, Standard & Poor's, or a similar organization. In instances where an applicant does not have its own credit ratings, it may substitute the credit ratings of a parent or an affiliate organization, provided the applicant submits a statement signed by a principal officer of the applicant's parent or affiliate organization that guarantees the obligations of the applicant. If an applicant or its parent does not have such a credit rating, enter "N/A" in Exhibit C-6.
- C-7 **Exhibit C-7 "Credit Report,"** provide a copy of the applicant's credit report from Experian, Dun and Bradstreet or a similar organization. An applicant that provides an investment grade credit rating for Exhibit C-6 may enter "N/A" for Exhibit C-7.
- C-8 **Exhibit C-8 "Bankruptcy Information,"** provide a list and description of any reorganizations, protection from creditors or any other form of bankruptcy filings made by the applicant, a parent or affiliate organization that guarantees the obligations of the applicant or any officer of the applicant in the current year or within the two most recent years preceding the application.
- C-9 **Exhibit C-9 "Merger Information,"** provide a statement describing any dissolution or merger or acquisition of the applicant within the two most recent years preceding the application.
- C-10 **Exhibit C - 10 "Corporate Structure,"** provide a description of the applicant's corporate structure, not an internal organizational chart, including a graphical depiction of such structure, and a list of all affiliate and subsidiary companies that supply retail or wholesale electricity or natural gas to customers in North America. If the applicant is a stand-alone entity, then no graphical depiction is required and applicant may respond by stating that they are a stand-alone entity with no affiliate or subsidiary companies.

GOOD ENERGY, L.P.

By: Good Offices Technology Partners, LLC, its General Partner


Signature of Applicant & Title

Sworn and subscribed before me this 28th day of July, 2016
Month Year


Signature of official administering oath

TARA A. Smiley - Notary Public
Print Name and Title

My commission expires on February 17, 2017

TARA A. SMILEY
Notary Public - State of New York
No. 01SM6201262
Qualified in Kings County
My Commission Expires February 17, 2017

AFFIDAVIT

State of New York :

Manhattan ss.
(Town)

County of New York :

Maximilian Hoover, Affiant, being duly sworn/affirmed according to law, deposes and says that:

Good Energy, LP dba Good

He/She is the Manager (Office of Affiant) of Energy Consulting Services LP (Name of Applicant);

That he/she is authorized to and does make this affidavit for said Applicant,

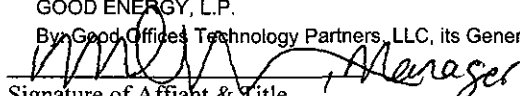
1. The Applicant herein, attests under penalty of false statement that all statements made in the application for certification renewal are true and complete and that it will amend its application while the application is pending if any substantial changes occur regarding the information provided in the application.
2. The Applicant herein, attests it will timely file an annual report with the Public Utilities Commission of Ohio of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Division (A) of Section 4905.10, Division (A) of Section 4911.18, and Division (F) of Section 4928.06 of the Revised Code.
3. The Applicant herein, attests that it will timely pay any assessments made pursuant to Sections 4905.10, 4911.18, or Division F of Section 4928.06 of the Revised Code.
4. The Applicant herein, attests that it will comply with all Public Utilities Commission of Ohio rules or orders as adopted pursuant to Chapter 4928 of the Revised Code.
5. The Applicant herein, attests that it 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 herein, attests that it will fully comply with Section 4928.09 of the Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
7. The Applicant herein, attests that it 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.
8. The Applicant herein, attests that it will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
9. The Applicant herein, attests that it 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, the Applicant herein, attests that 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. (Only applicable if pertains to the services the Applicant is offering)

11. The Applicant herein, attests that it will inform the Commission of any material change to the information supplied in the renewal 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 customer complaints.

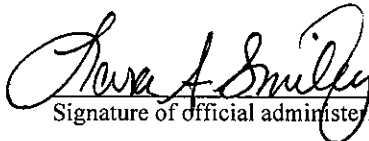
That the facts above set forth are true and correct to the best of his/her knowledge, information, and belief and that he/she expects said Applicant to be able to prove the same at any hearing hereof.

GOOD ENERGY, L.P.

By: Good Offices Technology Partners, LLC, its General Partner


Signature of Affiant & Title

Sworn and subscribed before me this 28th day of July, 2016 Year
Month


Signature of official administering oath

TARA A. Smiley Notary Public
Print Name and Title

My commission expires on February 17, 2017

TARA A. SMILEY
Notary Public - State of New York
No. 01SM6201282
Qualified in Kings County
My Commission Expires February 17, 2017

Exhibit A-9 “Principal Officers, Directors, & Partners”

Applicant: Good Energy, LP dba Good Energy Consulting Services, LP.

- I. Maximilian Hoover
President
Good Energy, L.P.
232 Madison Ave. STE 405
New York, NY 10016
Max@goodenergy.com
(212) 792-0222 Ext. 3007

- II. Charles de Casteja
Managing Partner
Good Energy, L.P.
232 Madison Ave. STE 405
New York, NY 10016
Charles@goodenergy.com
(212) 792-0222 Ext. 3106

- III. Scott Heath
Managing Partner
Good Energy, L.P.
1011 S. Broadway St. Suite 100
Carrollton, TX 75006
Scott@goodenergy.com
(972) 200-9770 Ext. 1772

- IV. Javier Barrios
Managing Partner
Good Energy, L.P.
232 Madison Ave. STE 405
New York, NY 10016
Javier@goodenergy.com
(212) 792-0222 Ext. 3103

Exhibit B-1 “Jurisdictions of Operations”

Applicant: Good Energy, LP dba Good Energy Consulting Services, LP.

California

Connecticut

Illinois

Maine

Maryland

New Hampshire

New Jersey

New York

Ohio

Pennsylvania

Rhode Island

Texas

Exhibit B-2 “Experience & Plans”

Applicant: Good Energy, LP dba Good Energy Consulting Services, LP.

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.

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.

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 Hess Corporation, Exelon Energy, Green Mountain Energy, SUEZ Energy Corporation, Integrys Energy, ConEdison Solutions, Constellation Energy, Nextera Energy Services, Direct Energy, TransCanada Power, Noble Energy Solutions, Hudson Energy and many more. Good Energy communicates with these retail electricity providers and other fuel oil and natural gas 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.

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.
- We provide custom reports in all areas of energy procurement to customers upon request and when we feel the support is needed to make energy decisions. We constantly develop new tools to further our analytical offerings to clients.

Track energy consumption to ensure billing accuracy.

Good Energy has access to utility data from the incumbent utility which when compared to the ESCO's billed usage should size up. Differences in calendar month usage and meter date usage

are easily reconcilable. Use of our monthly bill reporting service as shown above makes monthly reconciliations easy.

Tracking Customers requirements to report information to energy vendors are met.

If customers have some unexpected increases or decreases in contractual usage, we would need to forewarn the energy supplier. Customers would have to keep us abreast of any changes in operations.

Due to the high volume of daily business we conduct with each reputable supplier in the marketplace, we have the ability to ensure that any customer service issues are resolved quickly and painlessly. Good Energy's active involvement ensures that customers are effectively insulated from the minutiae of day-to-day customer service follow-up and resolution headaches. Good Energy will be customers constant companion and liaison despite which supplier is serving them at any given point in time.

Perform financial and risk analysis on the fuel and energy markets.

We do calculate the risk in the energy market, especially when it comes to ESCO viability. ESCOs that go out of business can leave a purchase 100% exposed in an adverse market. Also, energy products pegged to an index can leave an energy user open to serious financial burdens upon events such as Hurricane Katrina. Good Energy will factor in weather forecasts, hurricane prediction models, geo-political considerations, fuel storage, energy demand changes and more to arm customers with the tools needed to choose the appropriate hedges to mitigate risk.

Exhibit B-3 “Disclosure of Liabilities and Investigations”

Good Energy, LP dba Good Energy Consulting Services, 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.

Exhibit C-1 “Annual Reports”

This is not applicable to **Good Energy, LP dba Good Energy Consulting Services, LP**. It is a privately held company.

Exhibit C-2 “SEC Filings”

This is not applicable to **Good Energy, LP dba Good Energy Consulting Services, LP**. It is a privately held company.

Exhibit C-3 “Financial Statements”

Applicant: Good Energy, LP dba Good Energy Consulting Services, LP.

CONFIDENTIAL INFORMATION: See attached officer certified financial statements for the two most recent years for Good Energy, L.P.

The exhibit contains confidential and propriety information and is being submitted under seal.

Exhibit C-4 “Financial Arrangements”

Applicant: Good Energy, LP dba Good Energy Consulting Services, LP.

This is not applicable as Good Energy is not a CRES and will not/does not conduct business activity as a CRES.

Exhibit C-5 “Forecasted Financial Statements”

Applicant: Good Energy, LP dba Good Energy Consulting Services, LP.

CONFIDENTIAL INFORMATION: See attached forecasted financial statements.

The exhibit contains confidential and propriety information and is being submitted under seal.

Exhibit C-6 “Credit Rating”

Applicant: Good Energy, LP dba Good Energy Consulting Services, LP.

See attached Dun & Bradstreet Credit eValuator Plus Report.

Exhibit C-7 “Credit Report”

Applicant: Good Energy, LP dba Good Energy Consulting Services, LP.

See attached Dun & Bradstreet Credit eValuator Plus Report.

Exhibit C-8 “Bankruptcy Information”

Good Energy, LP dba Good Energy Consulting Services, LP has never sought protection from creditors or any other form of bankruptcy filings made by the applicant, a parent or affiliate organization that guarantees the obligations of the applicant or any officer of the applicant in the current year or within the two most recent years preceding the application.

Exhibit C-9 “Merger Information”

This is not applicable to **Good Energy, LP dba Good Energy Consulting Services, LP.**

Exhibit C-10 “Corporate Structure”

Applicant: Good Energy, LP dba Good Energy Consulting Services, LP.

Maximilian Hoover, President

A founding member of Good Energy, Maximilian Hoover, brokered his first retail natural gas contract in 1996 in Hilliard, Ohio. The contract was by and between One Mill Run, Limited Partnership, the owner of a 168,017 square foot Class A office property, and American Electric Power's retail gas division. Mr Hoover brokered his first retail electricity contract in 1997 in Blue Bell, Pennsylvania. The contract was by and between 1777 Sentry Park West, LP, the owner of an office park consisting of four Class A office buildings totaling 220,516 square feet and Exelon Corporation.

The 1996 natural gas contract and the 1997 electricity supply contract illustrate the fact that Good Energy personnel have been involved in the retail brokerage of energy contracts in the United States for just about as long as the beginning of deregulation.

Charles de Casteja, Managing Partner

Charles de Casteja is a pioneer of the writing, negotiating and running of municipal RFPs and the management of aggregated load for large scale public sector aggregations in New Jersey, Ohio and Illinois. He was selected to serve as the energy procurement consultant to the cities of Peoria, Pekin, and East Peoria, Illinois as well as to the Counties of Tazewell, Peoria, Illinois and Rockland & Orange, NY. In addition, his team currently manages an electrical aggregation in New Jersey which includes 300 public schools, multiple townships, and Middlesex County, the second largest county in the state.

Scott Heath, Managing Partner

A founding member and Managing Partner of Good Energy, Scott Heath, worked closely with government agencies including schools, military installations, and municipal utilities in his capacity as Key Account Manager for Choctawhatchee Electric Cooperative), the *fifth largest electric cooperative* in the state of Florida and for San Antonio's City Public Service. Mr. Heath's many years of experience in this capacity shows that *Good Energy's team understands the utility-related needs of government agencies*. Prior to joining Good Energy, Mr. Heath served as Manager of Energy Marketing for Reliant Energy, where Mr. Heath spearheaded the first deregulated team in North Texas under Solutions Division of the company.

Javier Barrios, Managing Partner

A founding member and Managing Partner of Good Energy, Javier Barrios, brokered *Suez Energy's first ever retail electricity supply contract* in the United States. The contract was by and between Suez, and a commercial properties group in New York, and commenced on December 30, 2002. Good Energy had a hand in contributing to Suez Energy's success in various United States retail electric supply markets. In April of 2003, Mr. Barrios brokered a contract by and between Entergy and Teppco Partners, an oil and gas pipeline company, which was the culmination of months of work aggregating data from nearly *300 electricity accounts across Texas*. One year later, Mr. Barrios brokered another contract for Teppco, this time in Illinois with Constellation Energy as retail electricity provider. This is just one of many experiences Good Energy has had, which not only highlight our ability to broker complex retail energy contracts, but also our expertise in multiple deregulated US retail energy markets.