

DIS Case Number: 17-2426-GA-AGG

Section A: Application Information

A-1. Provider type:

Retail Natural Gas Broker

Retail Natural Gas

Retail Natural Gas Marketer

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

Legal Name: Global Er	nergy LLC	Country: United Sta	tes
Phone: 7183039630	Extension (if applicable):	Street: 5 Penn Plaza	23 Floor
Website (if any):		City: New York	Province/State: NY
		Postal Code: 10001	

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	Туре	Address	Active?	Proof
Global Energy Electric & Gas LLC	DBA	214 Saint Paul St., Ste #1 Westfield, NJ 07090	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	Туре	Address	Active?	Proof
Global Energy Electric & Gas LLC	DBA	214 Saint Paul St., Ste #1 Westfield, NJ 07090	Yes	File
Global Energy E&G LLC	DBA	214 Saint Paul St., Ste #1 Westfield, NJ 07090	Yes	File



Global Energy LLC	Official Name	214 Saint Paul St. Ste #1 Westfield, NJ 07090	Yes	File
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A-5. Contact person for regulatory matters

John Kim 214 Saint Paul St., Ste #1 Westfield, NJ 07090 US jkim@globalenergyllc.net 7183039630

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

John Kim 214 Saint Paul St., Ste #1 Westfield, NJ 07090 US jkim@globalenergyllc.net 7183039630

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

Phone: 800-385- 7893	Extension (if applicable):	Country: United State	S
Fax: 718-408- 4923	Extension (if applicable):	Street: 214 Saint Paul	St., Ste #1
Email: admin@glo	balenergyllc.net	City: Westfield Postal Code: 07090	Province/State: NJ

A-8. Applicant's federal employer identification number

94-3484109

A-9. Applicant's form of ownership

Form of ownership: Limited Liability Company (LLC)

A-10. Identify current or proposed service areas

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

Service area selection

Columbia Gas of Ohio Dominion Energy Ohio Duke Energy Ohio CenterPoint Energy Ohio

Class of customer selection

Small Commercial Large Commercial

A-11. Start date

Indicate the approximate start date the applicant began/will begin offering services: 01-01-2018

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
John Kim	jkim@globalenergyllc.net	President	214 Saint Paul St., Ste #1 Westfield, NJ 07090 US

A-13. Company history

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

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

A-14. Secretary of State

Secretary of State Link:

A-15. Proof of Ohio Employee and Office

Provide proof of an Ohio Office and Employee in accordance with Section 4929.22of the Ohio Revised Code. List the designated Ohio employee's name, Ohio office address, telephone number and web site address

Employee Name: Incorp Services Inc. 9435 Waterstone Blvd., Ste #140 Cincinnati, OH 45249 US status@incorp.com 7028662689

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: Global Energy maintains broker licenses in the following states:

DC, Gas and Electric IL, Electric MA, Gas and Electric MD, Gas and Electric ME, Gas and Electric NH, Gas and Electric



NJ, Gas and Electric OH, Gas and Electric OR, Electric PA, Gas and Electric RI, Gas and Electric TX, Gas and Electric

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

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

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

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

Global Energy, LLC plans to operate in full compliance with the Commission rules adopted pursuant to Section 4 29.22 of the Revised Code and contained in Chapter 4901:1·29 of the Ohio Administrative Code. Global Energy, LLC will take the time to understand the business plans, billing requirements, energy cost history and pain points for prospective customers and then match them with corresponding energy suppliers that can meet their needs. Global Energy

will collect bids on the customer's behalf, and present pricing strategies to customers along with advice on expected market changes and operating expense impacts over time. Global Energy, LLC will maintain a toll-free phone number, as well as email and fax support for customer inquiries and complaints. Global will assign specific account representatives for each customer who are personally responsible for t he maintenance of those accounts and for dealing with any and all issues customers may have.

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

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

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 <u>two most recent years</u> 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 does not have a balance sheet, income statement, and cash flow statement, 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.

File(s) attached

C-3. Forecasted financial statements

Provide two years of forecasted income statements **based** <u>solely</u> 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 12month 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.

File(s) attached

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

<u>Retail natural gas brokers/aggregators:</u> Include details of the applicant's business operations and plans for arranging and/or aggregating for the supply of natural gas to retail customers.

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

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

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

John Kim President (718) 303-9630 jkim@globalenergyllc.net

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

As President, John oversees all aspects of Global Energy's growth, team, and customer experience. John makes sure that all initiatives are being orchestrated in harmony and with the

proper commitment to the overarching principles to ensure long term satisfaction for customers and employees alike.

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



Application Attachments



Mon Feb 07 2022

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

Agent/Registrant Information

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

Filings

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



Competitive Retail Natural Gas Service Affidavit

County of Union :

State of <u>NJ</u>:

John Kim, Affiant, being duly sworn/affirmed, hereby states that:

- 1. The information provided within the certification or certification renewal application and supporting information is complete, true, and accurate to the best knowledge of affiant, 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 and sales of hundred cubic feet of natural gas pursuant to Sections 4905.10(A), 4911.18(A), and 4929.23(B), Ohio Revised Code.
- 3. The applicant will timely pay any assessment made pursuant to Sections 4905.10 and 4911.18(A), Ohio Revised Code.
- 4. Applicant will comply with all applicable rules and orders adopted by the Public Utilities Commission of Ohio pursuant to Title 49, Ohio Revised Code.
- 5. Applicant will cooperate 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. Applicant will comply with Section 4929.21, Ohio Revised Code, regarding consent to the jurisdiction of the Ohio courts and the service of process.
- 7. Applicant will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
- 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.
- 9. The facts set forth above are true and accurate to the best of his/her knowledge, information, and belief and that he/she expects said applicant to be able to prove the same at any hearing hereof.
- 10. Affiant further sayeth naught.

Signature of Afficient & Title

Sworn and subscribed before me this _____ day of <u>February</u>, <u>2022</u>

eren, Je Signature of difficial administering oath

Serry Clefer.

My commission expires on 3-21- 2022

JENNY C VEGA Notary Public – State of New Jersey My Commission Expires Mar 21, 2022 Page 8 of 8

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Balance Sheet Summary As of December 31, 2020

2/8/22

	TOTAL
ASSETS	
Current Assets	\$795,024.28
Other Assets	505,799.59
TOTAL ASSETS	\$1,300,823.87
LIABILITIES AND EQUITY	
Liabilities	\$1,719,423.55
Equity	-418,599.68
TOTAL LIABILITIES AND EQUITY	\$1,300,823.87

Profit and Loss

January - December 2020

W

2/8/22

	TOTAL
Income	\$4,058,789.81
Cost of Goods Sold	\$2,905,940.05
GROSS PROFIT	\$1,152,849.76
Expenses	\$644,658.40
NET OPERATING INCOME	\$508,191.36
Other Expenses	\$147,780.39
NET OTHER INCOME	\$ -147,780.39
NET INCOME	\$360,410.97

N

Statement of Cash Flows January - December 2020

2/8/22

TOTAL
\$596,740.33
\$15,226.19
\$ -553,859.61
\$58,106.91
179,496.20
\$237,603.11

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Balance Sheet Summary As of December 31, 2021

2/8/22

	TOTAL
ASSETS	
Current Assets	\$756,538.97
Other Assets	313,453.13
TOTAL ASSETS	\$1,069,992.10
LIABILITIES AND EQUITY	
Liabilities	\$1,271,879.28
Equity	-201,887.18
TOTAL LIABILITIES AND EQUITY	\$1,069,992.10

Profit and Loss

11

January - December 2021

	TOTAL
Income	\$3,395,121.94
Cost of Goods Sold	\$2,264,628.61
GROSS PROFIT	\$1,130,493.33
Expenses	\$577,246.99
NET OPERATING INCOME	\$553,246.34
Other Expenses	\$111,533.84
NET OTHER INCOME	\$ -111,533.84
NET INCOME	\$441,712.50

Statement of Cash Flows

January - December 2021

W

^{2/8/22}

	TOTAL
OPERATING ACTIVITIES	\$352,154.99
INVESTING ACTIVITIES	\$192,346.46
FINANCING ACTIVITIES	\$ -607,058.39
NET CASH INCREASE FOR PERIOD	\$ -62,556.94
Cash at beginning of period	237,603.11
CASH AT END OF PERIOD	\$175,046.17



Ohio Broker Application Projections for 2022-2023

Year	2022	2023
Gas	\$ 1,000.00	\$ 2,000.00



Search inquiry: (My company)

	Credi	tScore [™] Report	as of: 02/08/22 10:04 ET
Global Energy Ele	ectric & Gas LLC		
		Key Personnel:	Member: John H Kim
Address:	214 Saint Paul St Ste 1	SIC Code:	4911-Electric Services
	Westfield, NJ 07090-2394		5100-Nondurable Goods, Wholesale
	United States		1731-Electrical Contractors
Phone:	800-385-7893	NAICS Code:	221100-Electric Power Generation,
Website:	www.globalenergyllc.net		Transmission And
Experian <u>BIN</u> :	403332795		Distribution
			425120-Wholesale Trade Agents And
Ales is (or hes hear) or			Brokers
Also is (or has been) op	-		238210-Electrical Contractors And
	Global Energy, LLC		Other Wiring Installation
Family Linkage:		Business Type:	Contractors Corporation
Ultimate Parent	Global Energy Electric & Gas LLC	Experian File	August 2011
Ollimale Palent	214 Saint Paul St Ste 1	Established:	August 2011
	Westfield, NJ	Experian Years on File:	11 Years
Dranahaa (Altarmativa		Years in Business:	More than 11 Years
Branches / Alternative Locations	Global Energy Electric & Gas LLC 9820 Metropolitan Ave Ste 4	Total Employees:	2
	Forest Hills, NY United States		
		Filing Data Provided by:	
	Global Energy Electric & Gas LLC	Date of Incorporation:	05/17/2004
	5989 Buena Vista CT		

Experian Business Credit Score



The objective of the Experian Business Credit Score is to predict payment behavior. High Risk means that there is a significant probability of delinquent payment. Low Risk means that there is a good probability of on-time payment.

Key Score Factors:

- Number of good commercial accounts.
- Length of time on Experian's file.
- Nbr of leasing accts as pct of total nbr of accts.
- Pct of new commercial accts to total nbr of accts.

smallbusiness.experian.com - 403332795 - Global Energy Electric & Gas LLC

Business Credit Scores range from a low of 1 to high of 100 with this company receiving a score of 83. Higher scores indicate lower risk. This score predicts the likelihood of serious credit delinquencies within the next 12 months. This score uses tradeline and collections information, public filings as well as other variables to predict future risk.

Experian Financial Stability Risk Rating



A Financial Stability Risk Rating of 1 indicates a 0.55% potential risk of severe financial distress within the next 12 months.

Key Rating Factors:

- Number of active commercial accounts.
- Risk associated with the business type.
- Employee size of business.
- · Balance to high credit ratio for other commercial accounts.

Financial Stability Risk Ratings range from a low of 1 to high of 5 with this company receiving a rating of 1. Lower ratings indicate lower risk. Experian categorizes all businesses to fit within one of the five risk segments. This rating predicts the likelihood of payment default and/or bankruptcy within the next 12 months. This rating uses tradeline and collections information, public filings as well as other variables to predict future risk.

Credit Summary

This location does not yet have an estimated Days Beyond Terms (<u>DBT</u>), or a Payment Trend Indicator. This is often the result of too few Payment <u>Tradelines</u>.

Please refer to Experian's 'www.BusinessCreditFacts.com' website for more information on establishing Payment Tradelines.

Lowest 6 Month Balance:	\$2
Highest 6 Month Balance:	\$8,990
Current Total Account Balance:	\$0
Highest Credit Amount Extended:	\$944

Payment Tradelines (see charts):	4	
UCC Filings:	1	
✓ Businesses Scoring Worse:	82%	
✓ Bankruptcies:	0	
✓ Liens:	0	
✓ Judgments Filed:	0	
✓ Collections:	0	

Payment Trend Summary

Insufficient information to produce Monthly Payment Trends chart. Insufficient information to produce Quarterly Payment Trends chart.

https://smallbusiness.experian.com/report.aspx?retry=true&fn=403332795&pnum=1015&day=3922&dpc=39.95&dco=Global+Energy+Electric+%26+Gas+LLC&mc=y&coinfo=Global+Energy+Electric+%26+Gas+LLC... 2/3

Insufficient information to produce Continuous Payment Trends chart. Insufficient information to produce Newly Reported Payment Trends chart. Insufficient information to produce Combined Payment Trends chart.

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Case No(s). 17-2426-GA-AGG

Summary: In the Matter of the Application of Global Energy LLC