

## **Attachment 1**

### **Exhibit “Experience, Applicants Business and Plans”**

With over 12 years of experience in the energy markets, we have provided consulting services to over 100 companies in many deregulated markets. We have successfully procured over \$200 million in energy supply contracts with about 15 different suppliers in, NY, NJ, OH, TX, CA, and CT. We act as a consultant and broker and we will assist our clients with purchasing electricity and consulting services. We do not take title to the electricity and we do not provide billing services. We only work with commercial clients with a minimum of 100 KW in demand. We generate our business from referrals. Our dedicated staff of energy professionals and our extensive network of energy partners have a proven track record in supply and demand side management to many of the leading companies in retail, healthcare, hospitality, manufacturing, education and real estate.

NY – Electricity and Natural Gas

NJ – Electricity and Natural Gas

CT – Electricity and Natural Gas

OH – Electricity

CA – Electricity

CT – Electricity and Natural Gas

TX – Electricity

Optimum Group has not had any complaints filed against it concerning its provision of any services in the electric or gas industry.

- 1) Please see Resume of Darren Reed who intends to satisfy the requirements for Managerial and Technical. Darren Reed is the Managing Member, Executive Vice President.

Organization Chart

Darren Reed – Managing Member, Executive Vice President

Richard Eby – Managing Member

**DARREN REED**

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

**EXPERIENCE**

**OPTIMUM GROUP, LLC** **New Jersey**  
2004 - Present  
**Executive Vice President/Managing Member**

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

**STRATEGIC ENERGY** **New York, NY**  
2002 – 2004  
**Business Development Manager**

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

**SPRINT** **New York, NY**  
2000 – 2002  
**Data Sales Manager**

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

**AT&T** **New York, NY**  
1998 - 2000  
**Data Sales Director**

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

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

**MCI TELECOMMUNICATIONS CORP.** **New York, NY**  
1995 - 1998  
**Business Development Manager/Global Markets**

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

**MANHATTEN AND QUEENS FUEL CORP. (CITGO)**

**Regional Sales Manager**

**New York, NY**

**1994 - 1995**

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

**EDUCATION**

**ST. JOHN'S UNIVERSITY**

MBA

**New York**

1994

**STONY BROOK UNIVERSITY**

Bachelor of Science in Business Management

**New York**

1992

# State of New Jersey



## Board of Public Utilities

44 S. Clinton Ave., P.O. Box 350, Trenton, New Jersey 08625

### HEREBY REGISTERS

**Optimum Group, LLC**  
**d/b/a Optimum Energy Solutions**  
34 Ellis Court  
Morganville, New Jersey 07751

To conduct business in the State of New Jersey as an

**Energy Agent**



Kristi Izzo  
Secretary of the Board

Registration No. EA-0131  
Effective Date: December 18, 2013  
Expiration Date: December 17, 2014



**Public Utilities  
Commission**

John Kasich, Governor  
Todd A. Snitchler, Chairman

Commissioners

Steven D. Lesser  
Lynn Staby  
M. Beth Trombold  
Vacant

**PUBLIC UTILITIES COMMISSION OF OHIO**

*Certified as a Competitive Retail Electric Service Provider*

**RENEWAL**

Certificate Number:

**11-356E (2)**

Issued Pursuant to Case Number(s):

**11-2348-EL-AGG**

A certificate as a Competitive Retail Electric Service Provider is hereby granted to **Optimum Group, LLC** whose office or principal place of business is located at **34 Ellis Court, Morganville, NJ 07751** to provide **aggregation and power broker** services within the State of Ohio effective **May 08, 2013**.

The certification of competitive retail electric suppliers is governed by Section 4901:1-24-(01-13) of the Ohio Administrative Code, Section 4901:1-21-(01-15) of the Ohio Administrative Code, and Section 4928.08 of the Ohio Revised Code.

This Certificate is revocable if all of the conditions set forth in the aforementioned case(s) are not met.

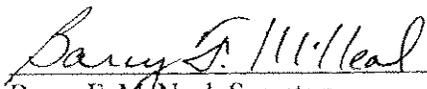
Subject to all rules and regulations of the Commission, now existing or hereafter promulgated.

Witness the seal of the Commission affixed at Columbus, Ohio.

Dated: **May 9, 2013**

By Order of

PUBLIC UTILITIES COMMISSION OF OHIO

  
Barcy F. McNeal, Secretary  
Betty McCauley, Acting Secretary  
Tanowa M. Troupe, Acting Secretary

**Certificate Expires: May 08, 2015**

Attachment 2



OFFICE OF THE SECRETARY OF STATE

JESSE WHITE • Secretary of State

APRIL 29, 2014

0468276-9

INCORP SERVICES INC  
910 S 2ND ST  
SPRINGFIELD, IL 62704-7909

RE OPTIMUM GROUP L.L.C.

DEAR SIR OR MADAM:

IT HAS BEEN OUR PLEASURE TO APPROVE YOUR REQUEST TO TRANSACT BUSINESS IN THE STATE OF ILLINOIS. ENCLOSED PLEASE FIND THE APPROVED APPLICATION FOR ADMISSION.

PLEASE NOTE! THE LIMITED LIABILITY COMPANY MUST FILE AN ANNUAL REPORT PRIOR TO THE FIRST DAY OF THIS MONTH OF QUALIFICATION NEXT YEAR. FAILURE TO TIMELY FILE WILL RESULT IN A \$300 PENALTY AND/OR REVOCATION. A PRE-PRINTED ANNUAL REPORT WILL BE MAILED TO THE REGISTERED AGENT AT THE ADDRESS ON OUR RECORDS APPROXIMATELY 45 DAYS BEFORE THE DUE DATE.

MANY OF OUR SERVICES ARE AVAILABLE AT OUR CONTINUOUSLY UPDATED WEBSITE. VISIT [WWW.CYBERDRIVEILLINOIS.COM](http://WWW.CYBERDRIVEILLINOIS.COM) TO VIEW THE STATUS OF THIS COMPANY, PURCHASE A CERTIFICATE OF GOOD STANDING, OR EVEN FILE THE ANNUAL REPORT REFERRED TO IN THE EARLIER PARAGRAPH.

SINCERELY YOURS,

JESSE WHITE  
SECRETARY OF STATE  
DEPARTMENT OF BUSINESS SERVICES  
LIMITED LIABILITY DIVISION  
(217) 524-8008

Form **LLC-45.5**  
 May 2012  
 Secretary of State  
 Department of Business Services  
 Limited Liability Division  
 501 S. Second St., Rm. 351  
 Springfield, IL 62756  
 217-524-8008  
 www.cyberdriveillinois.com

Illinois  
 Limited Liability Company Act  
**Application for Admission to  
 Transact Business**

FILE #  
 This space for use by Secretary of State.

**SUBMIT IN DUPLICATE**  
 Type or Print Clearly.

**FILED**  
 APR 29 2014  
 JESSE WHITE  
 SECRETARY OF STATE

Payment must be made by certified check, cashier's check, Illinois attorney's check, C.P.A.'s check or money order payable to Secretary of State.

This space for use by Secretary of State.  
 Filing Fee: \$500  
 Penalty: \$  
 Approved: *JES*

- Limited Liability Company Name: OPTIMUM GROUP LLC
- Assumed Name: \_\_\_\_\_  
 (This item is only applicable if the company name in Item 1 is not available for use in Illinois, in which case form LLC 1.20 must be completed and submitted with this application.)
- Jurisdiction of Organization: New Jersey
- Date of Organization: April 22, 2004
- Period of Duration: Perpetual  
 (Enter Perpetual unless there is a Date of Dissolution provided in the agreement, in which case enter that date.)
- Address of the Principal Place of Business: (P.O. Box alone or c/o is unacceptable.)  

<u>34</u>	<u>Ellis Ct</u>	
<small>Number</small>	<small>Street</small>	<small>Suite #</small>
<u>Morganville</u>	<u>NJ</u>	<u>07751</u>
<small>City</small>	<small>State</small>	<small>ZIP Code</small>
- Registered Agent: InCorp Services, Inc.  

<small>First Name</small>	<small>Middle Name</small>	<small>Last Name</small>

Registered Office: <u>910</u>	<u>S 2nd St</u>	
<small>Number</small>	<small>Street</small>	<small>Suite #</small>
<u>Springfield</u>		<u>62704-7909</u>
<small>City</small>	<small>IL</small>	<small>Zip Code</small>

(P.O. Box alone or c/o is unacceptable.)
- If applicable, Date on which Company first conducted business in Illinois: not applicable

(continued on back)

LLC-45.5

9. Purpose(s) for which the Company is Organized and Proposes to Conduct Business in Illinois: \_\_\_\_\_  
Energy Consulting  
\_\_\_\_\_  
\_\_\_\_\_

10. The Limited Liability Company: (check one)

a.  is managed by the manager(s) (List names and addresses.)

Darren R Dingfelder  
34 Ellis Ct  
Morganville, NJ 07751  
\_\_\_\_\_  
\_\_\_\_\_

b.  has management vested in the member(s) (List names and addresses.)

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

11. The Illinois Secretary of State is hereby appointed the agent of the Limited Liability Company for service of process under circumstances set forth in subsection (b) of Section 1-50 of the Illinois Limited Liability Company Act.

12. This application is accompanied by a Certificate of Good Standing or Existence, duly authenticated within the last 60 days, by the officer of the state or country wherein the LLC is formed.

13. The undersigned affirms, under penalties of perjury, having authority to sign hereto, that this application for admission to transact business is to the best of my knowledge and belief, true, correct and complete.

Dated: April 22, 2014  
Month, Day, Year

  
Signature

Darren R Dingfelder, Manager  
Name and Title (type or print)

\_\_\_\_\_  
If applicant is signing for a Company or other Entity, state Name of Company and indicate whether it is a member or manager of the LLC

ATTACHMENT 2

STATE OF NEW JERSEY  
DEPARTMENT OF THE TREASURY  
DIVISION OF REVENUE AND ENTERPRISE SERVICES  
SHORT FORM STANDING

OPTIMUM GROUP L.L.C.

0600200119

*With the Previous or Alternate Name*

**OPTIMUM ENERGY SOLUTIONS (Alternate Name)**

*I, the Treasurer of the State of New Jersey, do hereby certify that the above-named New Jersey Domestic Limited Liability Company was registered by this office on April 22, 2004.*

*As of the date of this certificate, said business continues as an active business in good standing in the State of New Jersey, and its Annual Reports are current.*

*I further certify that the registered agent and registered office are:*

*Darren Dingfelder  
34 Ellis Ct  
Morganville, NJ 07751*



Certification# 131867947

*IN TESTIMONY WHEREOF, I have hereunto set my hand and affixed my Official Seal at Trenton, this 10th day of April, 2014*

*Andrew P Sidamon-Eristoff  
State Treasurer*

Verify this certificate at  
[https://www1.state.nj.us/TYTR\\_StandingCert/JSP/Verify\\_Cert.jsp](https://www1.state.nj.us/TYTR_StandingCert/JSP/Verify_Cert.jsp)

Effective Date: 5/27/2014 12:00:00 AM

Energy Agent, Broker or Consultants Bond

Bond No. 2217845

KNOW ALL MEN BY THESE PRESENTS, That we, Optimum Group LLC  
as Principal, and Great American Insurance Company, a Ohio Corporation, and authorized to do  
business in Illinois, as Surety, are held and firmly bound unto THE PEOPLE OF THE STATE OF ILLINOIS as Oblige, in the  
sum of FIVE THOUSAND AND NO/100 Dollars (\$5,000.00), for which sum, we bind ourselves, our heirs, executors,  
administrators, successors and assigns, jointly and severally, by these presents.

THE CONDITIONS OF THIS OBLIGATION ARE SUCH, That WHEREAS, the Principal has been or is about to be granted  
a license or permit to do business to operate as an ABC (Agent, Broker, or Consultant) under 220 ILCS 5/16-115C and is  
required to execute this bond under 83 Illinois Administrative Code Part 454.80 by the Oblige.

NOW, Therefore, if the Principal fully and faithfully perform all duties and obligations of the Principal as an ABC, then  
this obligation to be void; otherwise to remain in full force and effect.

This bond may be terminated as to future acts of the Principal upon thirty (30) days written notice by the Surety; said  
notice to be sent to 527 East Capitol Avenue, Springfield, Illinois 62701, of the aforesaid State of Illinois, by certified mail.

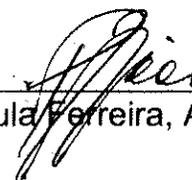
Dated this 4th day of June, 2014.

Optimum Group LLC  
Principal

BY: 



Great American Insurance Company  
Surety

BY:   
Paula Ferreira, Attorney-in-Fact

**GREAT AMERICAN INSURANCE COMPANY®**

Administrative Office: 301 E 4TH STREET • CINCINNATI, OHIO 45202 • 513-369-5000 • FAX 513-723-2740

The number of persons authorized by this power of attorney is not more than one

Bond No. 2217845

**POWER OF ATTORNEY**

**KNOW ALL MEN BY THESE PRESENTS:** That the GREAT AMERICAN INSURANCE COMPANY, a corporation organized and existing under and by virtue of the laws of the State of Ohio, does hereby nominate, constitute and appoint the person or persons named below its true and lawful attorney-in-fact, for it and in its name, place and stead to execute on behalf of the said Company, as surety, the specific bond, undertaking or contract of suretyship referenced herein; provided that the liability of the said Company on any such bond, undertaking or contract of suretyship executed under this authority shall not exceed the limit stated below. The bond number on this Power of Attorney must match the bond number on the bond to which it is attached or it is invalid.

Name	Address	Limit of Power
Paula Ferreira	3514 Interstate 70 Drive SE, STE 102 Columbia, MO 65201	\$5000--

IN WITNESS WHEREOF the GREAT AMERICAN INSURANCE COMPANY has caused these presents to be signed and attested by its appropriate officers and its corporate seal hereunto affixed this 4th day of June, 2014  
Attest GREAT AMERICAN INSURANCE COMPANY



*Atty L C B*

Assistant Secretary

*David C. Kitchin*

Divisional Senior Vice President

DAVID C. KITCHIN (677-377-2405)

STATE OF OHIO, COUNTY OF HAMILTON - ss:

On this 4th day of June, 2014, before me personally appeared DAVID C. KITCHIN, to me known, being duly sworn, deposes and says that he resides in Cincinnati, Ohio, that he is a Divisional Senior Vice President of the Bond Division of Great American Insurance Company, the Company described in and which executed the above instrument; that he knows the seal of the said Company; that the seal affixed to the said instrument is such corporate seal; that it was so affixed by authority of his office under the By-Laws of said Company, and that he signed his name thereto by like authority.



**KAREN L. GROSHEIM**  
NOTARY PUBLIC, STATE OF OHIO  
MY COMMISSION EXPIRES 02-20-16

*Karen L. Grosheim*

This Power of Attorney is granted by authority of the following resolutions adopted by the Board of Directors of Great American Insurance Company by unanimous written consent dated June 9, 2008.

*RESOLVED: That the Divisional President, the several Divisional Senior Vice Presidents, Divisional Vice Presidents and Divisional Assistant Vice Presidents, or any one of them, be and hereby is authorized, from time to time, to appoint one or more Attorneys-in-Fact to execute on behalf of the Company, as surety, any and all bonds, undertakings and contracts of suretyship, or other written obligations in the nature thereof; to prescribe their respective duties and the respective limits of their authority; and to revoke any such appointment at any time.*

*RESOLVED FURTHER: That the Company seal and the signature of any of the aforesaid officers and any Secretary or Assistant Secretary of the Company may be affixed by facsimile to any power of attorney or certificate of either given for the execution of any bond, undertaking, contract of suretyship, or other written obligation in the nature thereof, such signature and seal when so used being hereby adopted by the Company as the original signature of such officer and the original seal of the Company, to be valid and binding upon the Company with the same force and effect as though manually affixed.*

**CERTIFICATION**

I, STEPHEN C. BERAHA, Assistant Secretary of Great American Insurance Company, do hereby certify that the foregoing Power of Attorney and the Resolutions of the Board of Directors of June 9, 2008 have not been revoked and are now in full force and effect.

Signed and sealed this 4th day of June, 2014



*Atty L C B*

Assistant Secretary