

**Exhibit 1 – Surety Bond**

**License or Permit Bond**

**Bond No.** 83BSBGS9045

**Hartford Fire Insurance Company  
One Tower Square  
Hartford, CT 06155**

KNOW ALL MEN BY THESE PRESENTS, That we,

Goby, LLC

as Principal, and Hartford Fire Insurance Company, a Corp Corporation, and authorized to do business in Illinois, as Surety, are held and firmly bound unto THE PEOPLE OF THE STATE OF ILLINOIS as Obligee, 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 Obligee.

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 22nd day of May, 2014.

Goby, LLC

Principal

By: [Signature] COO

Hartford Fire Insurance Company

Surety

By: [Signature]

Timothy S. Maurer, Attorney-in-Fact

# POWER OF ATTORNEY

Direct Inquiries/Claims to:

**THE HARTFORD**

Bond T-4

One Hartford Plaza

Hartford, Connecticut 06155

call: 888-266-3488 or fax: 860-757-5835)

Agency Code: 83 553546

KNOW ALL PERSONS BY THESE PRESENTS THAT:

- Hartford Fire Insurance Company, a corporation duly organized under the laws of the State of Connecticut
- Hartford Casualty Insurance Company, a corporation duly organized under the laws of the State of Indiana
- Hartford Accident and Indemnity Company, a corporation duly organized under the laws of the State of Connecticut
- Hartford Underwriters Insurance Company, a corporation duly organized under the laws of the State of Connecticut
- Twin City Fire Insurance Company, a corporation duly organized under the laws of the State of Indiana
- Hartford Insurance Company of Illinois, a corporation duly organized under the laws of the State of Illinois
- Hartford Insurance Company of the Midwest, a corporation duly organized under the laws of the State of Indiana
- Hartford Insurance Company of the Southeast, a corporation duly organized under the laws of the State of Florida

having their home office in Hartford, Connecticut (hereinafter collectively referred to as the "Companies") do hereby make, constitute and appoint, **up to the amount of UNLIMITED**

TIMOTHY S. MAURER OF BANNOCKBURN, ILLINOIS

their true and lawful Attorney(s)-in-Fact, each in their separate capacity if more than one is named above, to sign its name as surety(ies) only as delineated above by , and to execute, seal and acknowledge any and all bonds, undertakings, contracts and other written instruments in the nature thereof, on behalf of the Companies in their business of guaranteeing the fidelity of persons, guaranteeing the performance of contracts and executing or guaranteeing bonds and undertakings required or permitted in any actions or proceedings allowed by law.

In Witness Whereof, and as authorized by a Resolution of the Board of Directors of the Companies on August 1, 2009, the Companies have caused these presents to be signed by its Vice President and its corporate seals to be hereto affixed, duly attested by its Assistant Secretary. Further, pursuant to Resolution of the Board of Directors of the Companies, the Companies hereby unambiguously affirm that they are and will be bound by any mechanically applied signatures applied to this Power of Attorney.



*Wesley W. Cowling*

Wesley W. Cowling, Assistant Secretary

*M. Ross Fisher*

M. Ross Fisher, Vice President

STATE OF CONNECTICUT }  
 COUNTY OF HARTFORD } ss. Hartford

On this 12th day of July, 2012, before me personally came M. Ross Fisher, to me known, who being by me duly sworn, did depose and say: that he resides in the County of Hartford, State of Connecticut; that he is the Vice President of the Companies, the corporations described in and which executed the above instrument; that he knows the seals of the said corporations; that the seals affixed to the said instrument are such corporate seals; that they were so affixed by authority of the Boards of Directors of said corporations and that he signed his name thereto by like authority.



CERTIFICATE

*Kathleen T. Maynard*

Kathleen T. Maynard  
 Notary Public

My Commission Expires July 31, 2016

I, the undersigned, Vice President of the Companies, DO HEREBY CERTIFY that the above and foregoing is a true and correct copy of the Power of Attorney executed by said Companies, which is still in full force effective as of May 22, 2014

Signed and sealed at the City of Hartford.



*Gary W. Stumper*

Gary W. Stumper, Vice President

Exhibit 2 - Personnel

1. Chris Happ – CEO of Goby LLC (see attached bio)

**Managerial qualifications:**

- Goby LLC – (2008 – Present) current CEO responsible for managing a staff of 40
- BlueSolutions – co-founder/owner of software consulting firm, managed a team of 20 people, sold company to SAP reseller Hubwoo
- Ariba – Technical strategy and architecture group lead, managed team of 15
- PriceWaterhouseCoopers – management consultant, managed team of 5

**Technical qualifications:**

- Goby LLC – Since its founding in 2008, Goby has been focused on sustainability consulting for commercial and mutli-family residential buildings across the nation. A substantial component of Goby's offerings has been ENERGY STAR and LEED certification, which includes significant experience working with electricity usage, reduction, curtailment, and implementation. Mr. Happ also worked closely with energy suppliers, such as BlueStar energy (now AEP) on energy procurement contracts.

2. Ryan Nelson – COO of Goby LLC (see attached (bio))

**Managerial qualifications:**

- Goby LLC – (2008 – present) current COO responsible for managing a staff of 40
- BlueSolutions – co-founder/owner of software consulting firm, managed a team of 20 people, sold company to SAP reseller Hubwoo
- Ariba – Technical strategy and architecture group lead, managed team of 15
- PriceWaterhouseCoopers – management consultant, managed team of 5

**Technical qualifications:**

- Goby LLC – Since its founding in 2008, Goby has been focused on sustainability consulting for commercial and mutli-family residential buildings across the nation. A substantial component of Goby's offerings has been ENERGY STAR and LEED certification, which includes significant experience working with electricity usage, reduction, curtailment, and implementation. Mr. Happ also worked closely with energy suppliers, such as BlueStar energy (now AEP) on energy procurement contracts.

3. Helee (Hillman) Lev – Executive Vice President of Goby (see attached resume)

**Managerial Qualifications:**

- Goby LLC – (2012 – present) current Executive Vice President responsible for managing sales staff of two
- Jones Lang Lasalle – (2008 – 2012) – Senior Project Manager & LEED Consultant, managed tenant construction projects and LEED consulting projects

- Motorola, Inc. (2005 – 2007) project Manager / Associate Project Manager, Managed TI, construction, engineering, and branding projects for Motorola's (Global HQ) and nationwide Facilities

**Technical Qualifications:**

- Goby LLC - Conducts budgeting exercises and works with owners, asset managers, and property managers on various energy conservation measures, capital projects, and utility incentive programs and financing, including a strong focus on electricity and reduction measures.
- Jones Lang Lasalle - Managed architects, electrical engineers, general contractors, consultants to meet project budget and schedule (MS Project); direct weekly project meetings & executive briefings to project stakeholders

4. Matthew Cohen – VP of Goby Energy

**Managerial Qualifications:**

- Clayton Isthmus, LLC (2011 – Present) – Owner, founder, and managing broker of company that consummates lease transactions, receives the brokerage commissions, and also acts as a holding company for various real estate and business investments
- The John Buck Company – (2008 – 2012) – Senior Broker of Strategic Advisory Group, actively managed tenant accounts on complex strategic lease transactions

**Technical Qualifications:**

- Clayton Isthmus, LLC (2011 – Present) – Exclusive broker partner to Electricity Suppliers and consummates these transactions and receives the applicable commissions
- BlueStar Energy/AEP Energy (2010 – Present) - Brokered new electricity contracts on behalf of Commercial Real Estate owners exclusively through BlueStar / AEP as the supplier. Responsible for winning new electricity accounts, quoting rates, negotiating terms, and advising on correct product mixes

5. Todd Brandel – VP of Goby Energy

**Managerial Qualifications:**

- Excel Displays and Packaging (2012 – 2015) – Founding member of Excel Retail Solutions, a subsidiary of Excel Displays & Packaging formed to create and patent new packaging technology. Managed team of 5 designers, 10 salespeople, and 6 customer service representatives.
- GT Media - (2011) – General manager of online web community, responsible for managing web development projects and go-to market strategy



Building Data. Managed Sustainability.

## Chris Happ

Chief Executive Officer, Goby LLC

Mr. Happ has more than 15 years in enterprise software and management consulting experience including supply chain software implementation and process optimization for fortune 50 companies including ExxonMobil, Disney, Southwest Airlines, Pfizer, and JP Morgan. He began his career with PricewaterhouseCoopers management consulting and went on to Ariba where he lead the technical strategy and architecture group. After Ariba, he co-founded blueSolutions, a supply chain optimization and software implementation consultancy which was acquired by SAP reseller, Hubwoo. Since 2009, Happ has been focused on enabling owners and managers to run better buildings through cloud based energy management and best practices. He is an avid reader (currently reading Thinking, Fast and Slow), loves behavioral economics, enjoys the statistics of baseball and played in the Little League World Series. Mr. Happ still personally codes much of the SeaSuite website as a way to relax.

Goby is a nationally-recognized energy and sustainability consulting firm leading the market in ENERGY STAR benchmarks and LEED certifications. Goby's award winning SeaSuite™ Software as a Service platform captures and distills multiple data sources into simple, contextualized dashboards, tasks, and reports to cost-effectively monitor, optimize, report, and track whole-building energy and sustainability performance.

SeaSuite™ users annually manage more than 300 million square feet from the cloud including regulatory compliance with energy reporting ordinances nationally, more than 500 Energy Star benchmarks, and over 100 LEED EB:O+M projects. In addition, SeaSuite™ users and buildings have collected reduced average energy consumption by more than 20% since 2010. As a result of Goby's outstanding contributions to energy and greenhouse gas reduction in commercial real estate, the U.S. Environmental Protection Agency (EPA) recently recognized Goby with a 2014 ENERGY STAR Partner of the Year Service and Product Provider Award. For more information, visit <http://www.seasuite.com>.

He regularly speaks at USGBC, BOMA, IFMA, and other industry events on the topic of sustainability.

### Credentials

LEED AP#10336773

Miami Univeristy - B.S., Economics

LEED Accredited Professional - USGBC

BOMI Sustainability Steering Committee

# RYAN J. NELSON

1927 W Potomac Ave #3  
Chicago, IL 60613

[rnelson@gobyllc.com](mailto:rnelson@gobyllc.com)

phone 773.551.2086

## OBJECTIVE

To be a visionary and leader to facilitate significant change in the performance of commercial real estate from the triple-bottom-line perspective.

## PROFESSIONAL EXPERIENCE

### Goby LLC

**Cofounder & COO** of technology and consulting company for sustainable commercial real estate.

*January 2009 –  
Present*

#### **COO & Product Development Manager.**

- Manage product development team and product rollout of Goby's SeaSuite platform which manages energy, water, and sustainability for 300MM+ square feet of real estate.

#### **COO & Project Delivery Manager**

- Managed consulting team and dozens of energy and LEED projects.

### blueSolutions, Inc. (then acquired by Hubwoo)

**President / Managing Consultant** for custom technology solutions delivery firm created by a partner and me.

*January 2005 –  
December 2008*

#### **President and Project Delivery Manager.**

- Managed 20+ people and dozens of projects.

*March 2004 –  
December 2004*

#### **Lead Technical Consultant** on Ariba implementation for AIG.

- Designed and managed infrastructure implementation for multi-tier environment securely accessible via intranet and Internet.
- Managed technical team of 5 in Ariba Buyer, Sourcing, Analysis, and Category Management system development, maintenance, and support.
- Developed and managed project plan for Ariba Buyer 7.1a to 8.1 upgrade.
- Advised program manager in creation of Enterprise Spend Management implementation project plan and test plan.
- Led system performance configuration, testing via Load Runner, and enhancement efforts.
- Designed, developed, and supported many complex client specific Ariba customizations.

*March 2002 –  
April 2003*

#### **Managing Consultant / Developer** on custom web-based software development and implementation at a small design firm.

- Developed custom intranet-based workflow / ERP application using Java and servlets utilizing Apache's Tomcat Server to display HTML pages and communicate with a back-end database.
- Converted data from Access database to MySQL database and updated SQL queries and query functions appropriately.
- Designed and developed HTML user interface with attention to usability.

### Ariba, Inc.

**Senior Consultant** for Global Solutions Delivery division.

*November 2001 –  
March 2004*

#### **Senior Technical Consultant** on Ariba implementation for ChevronTexaco.

- Upgraded Ariba Buyer from 7.1a to 8.1.
- Upgraded Ariba Buyer from 7.06 to 7.1a.
- Upgraded Ariba Analysis, Sourcing, and Category Management.
- Integrated Ariba Buyer 7.0 with SAP, JD Edwards, and Indus Passport for real time data pulls and pushes utilizing Tibco as middleware.
- Co-lead for infrastructure evaluation, testing, and redesign. Allowed for secure access to the system from the intranet as well as the Internet using a multi-tier, split webserver / application, and multi-webserver design.
- Implemented a single-sign-on solution interfacing with SiteMinder Policy Server.
- Customized the Ariba application via Java, XML, and JavaScript.
- Installed, configured, and Integrated Ariba's Spend Management products: Buyer, Analysis, Sourcing, and Category Management

*April 2001 –  
November 2001*

**Lead Technical Consultant** on Ariba implementation for the Department of Energy operated by Honeywell.

- Led project team in implementation of the Ariba application. Responsibilities included: facilitating meetings with technical, business process, and supplier content management teams, ensuring all project milestones were met, resolving technical issues that arose due to customization of the application, and driving discussions to determine application requirements and enhancements.
- Integrated Ariba Buyer 7.0 with PeopleSoft 7.5 and PeopleSoft 8.0 for real time data pulls and pushes utilizing Tibco as middleware.
- Wrote custom Java code to extend the Ariba application to meet Honeywell's business requirements.

*December 2000 –  
October 2001*

**Project Advisor / Lead Technical Consultant** on Ariba implementation for CNA Insurance.

- Integrated Ariba Buyer 7.0 with PeopleSoft 7.5 for real time data pulls and pushes utilizing Tibco as middleware.
- Wrote custom Java code to extend the Ariba application to meet business requirements as defined by CNA including application authentication to LDAP.
- Enabled SSL based encryption between the Ariba application and Netscape's iPlanet Web Server.
- Customized the Ariba application via XML, JavaScript, and Database changes.

*November 2000 –  
April 2001*

**Project Advisor / Lead Technical Consultant** on Ariba Implementation for Hallmark.

- Integrated Ariba Buyer 7.0 with Oracle Financials 11i for real time data pulls and pushes utilizing Tibco as middleware.
- Lead process team in gathering requirements, identifying gaps, and proposing solutions.
- Lead technical team in system design and development.
- Customized Tibco middleware to integrate with a highly customized Oracle Financials system.

## **PricewaterhouseCoopers LLP**

**Consultant** for Management Consulting Services in Consumer and Industrial Products division.

*February 2000 -  
November 2000*

**Developer** on global Ariba implementation for Baxter Health Care, Inc.

- Installed Ariba Buyer 7.0 on Sun Solaris.
- Installed Ariba Buyer 6.1-P03 JD Edwards on Sun Solaris.
- Installed Actuate reporting tool on Windows NT and performed configuration to interface with multiple instances of Ariba.
- Created technical specifications for Ariba development based on functional requirements.
- Gained knowledge of catalog management, business rule creation, and

customization of reports and user interface.

*September 1999 -  
December 1999*

**Instructor** for internal global e-business training course.

- Invited to be instructor based upon top performance as a participant.
- Created and delivered lecture and exercise material examining concepts in Java, Unix, C, and SQL.
- Guided class of 68 students in debugging code and performing program design walkthroughs.

*July 1999 -  
September 1999*

**Participant** in internal global e-business training course.

- Designed and coded an online order entry system.
- Constructed front-end GUI application utilizing Java.
- Created batch programs using C, SQL, and PL/SQL in a Unix environment.
- Designed and ran a 3-tier system test plan.

## **Progressive Insurance Companies**

**Developer** for Information Technology Marketing Support Group.

*May 1998 -  
August 1998*

**Intern** for Marketing Support group.

- Designed and developed an intranet based CBT course.
- Maintained an intranet site.
- Conducted Y2K testing using a graphical query tool against a statistical DB2 data warehouse.

## **TECHNICAL EXPERIENCE**

Applications	Ariba – Completed 2 courses: "Features and Functions of Ariba Buyer 7" and "Customizing Ariba Buyer 7", Tibco, BEA WebLogic, SunOne (iPlanet) Web Server, Apache Web Server, PeopleSoft, Oracle Financials, SAP, JD Edwards, Indus Passport
Languages	Java, XML, JavaScript, JSP, HTML, C++, C, Visual Basic, Scheme
Database Systems	Oracle, SQL Server, Access, MySql
Operating Systems	Unix (Solaris and HP), Windows, DOS

## **EDUCATION**

**Miami University**, Oxford, OH

Bachelors of Science in Management Information Systems and Decision Sciences.

# Helee N Hillman, LEED AP BD+C, ID+C

heleehillman@gmail.com

545 North Dearborn #2902 • Chicago, IL 60654 • 847-208-3876

## WORK EXPERIENCE

**Goby LLC** [www.gobyllc.com](http://www.gobyllc.com)

**Chicago – headquarters**

September 2012 - present

*Director*

- Strategic account management, new business acquisitions, capital project ROI analysis, industry alliances
- Conduct budgeting exercises and work with owners, asset managers, and property managers on various energy conservation measures, capital projects, and utility incentive programs and financing
- Responsible for Central and West region P&L's, financials, team management and overall company growth strategy
- Provide real estate owners, managers, and users respected, unbiased expertise in cost efficient, high impact sustainability planning; maximize asset and market value through the optimal performance of real estate and operations
- Key accounts include: Jones Lang LaSalle, CBRE, Zeller Realty Group, Tishman Speyer, Equity Office Properties, MB Real Estate, Hines, McDonald's, USAA, O'Donnell Investment Co., Rush Hospital, Waterton Residential, The John Buck Company, Lexington Realty Trust, Golub, Northwestern Memorial Hospital, The Onni Group, Sterling Bay, US Equities, Northwestern Mutual

**Jones Lang LaSalle** [www.joneslanglasalle.com](http://www.joneslanglasalle.com)

**Chicago Markets Team - Project & Development Services (PDS)**

January 2008 – September 2012

*Senior Project Manager, LEED® AP – Chicago, IL*

- Act ed as owner's representative for site location, leasing, and tenant construction project management. Key client's include: Dental Network of America, Xerox, Bank of America, Cisco, Aviva, Cook County, Northwestern Mutual, Nokia-Siemens Networks, Urban Partnership Bank
- Created and oversaw project budgets from \$100K - \$4MM, ACR, cash flow analysis, RFP's, contracts
- Managed architects, engineers, general contractors, consultants to meet project budget and schedule (MS Project); direct weekly project meetings & executive briefings to project stakeholders

**Energy & Sustainability Services - (ESS)**

January 2008 – September 2012

*Central Region Lead for the LEED Consulting Product – Chicago, IL*

- Sought out and managed LEED/sustainability consulting projects for various clients including: McDonald's, LIM, MasterCard, JP Morgan, P&G, Manulife Financial, Northwestern Mutual, Cisco, Diageo, Beacon Capital Partners
- Co-developed LEED consulting service offering for Jones Lang LaSalle globally
- Lead/managed national and international projects all over the United States as well as Paris and Mexico City
- Created and implemented full corporate-wide sustainability program for Navistar
- Conducted internal ESS training of Jones Lang LaSalle project managers & client sustainability
- Produced/applied tools for cost-benefit analysis on sustainability initiatives for client
- Wrote proposals for sustainability consulting services, pitched business, sold work to clients
- Assisted USGBC in Washington, D.C. to write ID+C LEED exam and rating system requirements

**Motorola Account**

June 2005 – December 2007

*Project Manager / Associate Project Manager – Schaumburg, IL*

- Managed TI, construction, engineering, and branding projects for Motorola's (Global HQ) and nationwide Facilities
- Developed/maintained close relationships with Motorola C-Suite and top employees
- Oversaw project budget, schedule, RFP's, bid analyses, ACR, cash flow, contracts, and vendors
- Helped develop and implement global Motorola branding standards

## EDUCATION

**Kellogg School of Management, Northwestern University** – Masters of Business Administration; (GMAT 710, GPA 3.6)

- Majors: International Business, Organizational Behavior, Management Strategy – June 2012

**University of Illinois at Urbana-Champaign** – (GPA 3.77)

- (BSAS) Bachelor of Science in Architectural Studies, May 2005

**Denmark International Studies (DIS)** – Study Abroad Program, Summer 2004

- Live, work, study aboard – Copenhagen, Denmark; Stockholm, Sweden; Helsinki, Finland
- *Kulturvet* Square project for *De Grønne Bude*-Green Bike Messengers - downtown pavilion



# Helee N Hillman, LEED AP BD+C, ID+C

[heleehillman@gmail.com](mailto:heleehillman@gmail.com)

545 North Dearborn #2902 • Chicago, IL 60654 • 847-208-3876

## INTERNATIONAL EXPERIENCE

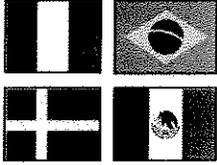
- Paris, France - Beacon Capital Partners – LEED NC Gold project for the tallest building in France (2011 – 2012)
- Mexico City, Mexico – LEED EB Platinum project for the Latin American HQ for HSBC (2011 – 2012)
- Sao Paulo, Brazil – Jones Lang LaSalle - training for 15 project managers on sustainability, energy, LEED (2011)

## AFFILIATIONS, HONORS, AND AWARDS

- Forbes "30 Under 30" Real Estate – January 2012
- Member of American MENSA, Ltd.
- Jones Lang LaSalle Chicago Market Leadership Award Recipient - 2009
- Illinois Real Estate Journal Bright Horizons Award - 2009
- BOMA (Building Owners & Managers Association) Sustainability Committee
- US Green Building Council Market Advisory Committee
- JUF – Young Real Estate Professionals Vice Chair
- JCYS – Board Member
- Chicago 2016 – Environmental Committee Member - 2009
- BOMA TOBY Awards Judge
- City of Chicago Chamber of Commerce – Green Advisory Board Member
- Member of US Green Building Council
- Alpha Lambda Delta Honor Society
- National Society of Collegiate Scholars
- James Scholar-University of Illinois
- Architecture Student Advisory Council Representative (elected by classmates)
- Gargoyle Architecture Honor Society
- Phi Eta Sigma Honor Society
- National Deans List

## TECHNICAL QUALIFICATIONS

- Illinois Real Estate Broker – licensed in the State of Illinois as a real estate broker commercial/residential License No. 475.156576
- LEED® Accredited Professional, BD+C & ID+C – Registered with U.S. Green Building Council
- Other Software - MS Project, Excel, Office, LEED Online, EPA Energy Star Portfolio Manager, Salesforce
- Languages Spoken – Spanish, Hebrew
- Hobbies – fitness, yoga, painting, golfing, tennis, Sunday school teacher



Forbes



CHICAGO 2016



MATTHEW C. COHEN

1138 W. Farwell Ave. | Chicago, IL 60626 | (708) 275-9168 | mcohen@gobyllc.com

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EMPLOYMENT HISTORY

**Goby LLC / Goby Energy LLC** - Chicago, IL 1/2015 – Present  
Energy Procurement Partner

Goby is a nationally-recognized energy and sustainability consulting firm leading the market in ENERGY STAR benchmarks and LEED certifications. Goby's award winning SeaSuite™ Software as a Service platform captures and distills multiple data sources into simple, contextualized dashboards, tasks, and reports to cost-effectively monitor, optimize, report, and track whole-building energy and sustainability performance.

- Founding team member of Goby Energy, an energy procurement business unit
- Establish legal framework for brokerage and develop go-to market strategy

**Clayton Isthmus, LLC** – Chicago, IL 7/2011 — Present  
Owner / Founder / Managing Broker

- Owner / Founder of Real Estate Brokerage & Investment Company
- Licensed Real Estate Brokerage LLC in the State of Illinois
- Broker Partner to Electricity Suppliers and consummates these transactions and receives the applicable commissions
- The company consummates lease transactions, receives the brokerage commissions, and also acts as a holding company for various real estate and business investments

**BlueStar Energy / AEP Energy** –Chicago, IL 2010 — Present  
Exclusive Broker Partner

- BlueStar is a deregulated electricity supply company (now a subsidiary of American Electric Power)
- Brokered new electricity contracts on behalf of my existing Commercial Real Estate network exclusively through BlueStar / AEP as the supplier
- Responsible for winning new electricity accounts, quoting rates, negotiating terms, and advising on correct product mixes.
- Responsible for maintaining these relationships, pro-actively consulting with these clients, and ultimately consummating renewal contracts on behalf of these clients

**The John Buck Company** – Chicago, IL 3/2008 — 11/2012  
Senior Broker, Strategic Advisory Group

- The John Buck Company is a full-service, commercial real estate firm with business lines in: Building Management, Leasing, Development, and Tenant Representation
- Advised office tenants on office lease transactions and ultimately brokered those transactions in downtown Chicago as a Tenant Representative
- Responsible for winning new tenant accounts, maintaining these relationships, and ultimately consummating lease transactions on behalf of my Tenant clients with Landlords of various office buildings in the Chicago market

- Responsible for negotiating office lease terms, lease flexibility options, and assisting in the design / build-out of the designated space

**The Staubach Company / Jones Lang LaSalle** – Chicago, IL

5/2004—3/2008

Tenant Representative Broker

- JLL is a tenant-centric, full-service commercial real estate company
- Advised office tenants on office lease transactions and ultimately brokered those transactions in downtown Chicago as a Tenant Representative
- Responsible for winning new tenant accounts, maintaining these relationships, and ultimately consummating lease transactions on behalf of my Tenant clients with Landlords of various office buildings in the Chicago market
- Responsible for negotiating office lease terms, lease flexibility options, and assisting in the design / build-out of the designated space

#### EDUCATION

**Miami University** – Oxford, OH

8/1997 – 5/2001

- Bachelor of Science in Business, Richard T. Farmer School of Business
- Major: Finance; Minor: Entrepreneurship
- *Cum Laude* honors
- Kappa Sigma Fraternity

# Todd M. Brandel

514 N. Damen #3S – Chicago, IL 60622 – (312) 505-0821 – todd.m.brandel@gmail.com

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## Business Experience

### **Goby LLC / Goby Energy LLC**

Chicago, IL

*Energy Procurement Partner*

January 2015 – Present

Goby is a nationally-recognized energy and sustainability consulting firm leading the market in ENERGY STAR benchmarks and LEED certifications. Goby's award winning SeaSuite™ Software as a Service platform captures and distills multiple data sources into simple, contextualized dashboards, tasks, and reports to cost-effectively monitor, optimize, report, and track whole-building energy and sustainability performance.

- Founding team member of Goby Energy, a data-driven energy procurement business unit
- Establish legal and strategic framework for brokerage and develop go-to market strategy

### **Excel Displays & Packaging, Inc. / Excel Retail Solutions, LLC**

Aurora, IL

*Founding Member / Vice President of Business Development*

January 2012 – January 2015

Excel is an independent, privately owned designer and manufacturer of corrugated packaging and displays. I joined to create ERS, a subsidiary of EDP that succeeded in developing, patenting, marketing, and selling a new specialty club-store packaging product called X Card, which significantly improved speed and sustainability of carded blister packaging. The product was licensed to Menasha Packaging (a \$2 billion company) and sold into multi-national CPG companies including Merck, Reckitt Benckiser, Johnson & Johnson, and Unilever directly and through partnerships.

- Trusted with diverse responsibilities at both EDP and ERS, such as legal analysis and contract negotiation, ISO certification and compliance, and managing marketing strategy and execution for both companies
- Guided the development process, patent prosecution, and go-to-market strategy for X Card
- Successfully negotiated a multi-year supply and license agreement with senior management of Menasha
- Selected as one of two managers of ERS, responsible for \$1.5 million R&D budget and strategic vision
- Transitioned to lead marketing efforts for Excel after X Card was developed, overseeing a \$500k marketing budget and responsible for executing trade shows, developing sales collateral and print advertisements, and managing a \$2 million book of business that resulted from partnerships and my own sales efforts

### **The Packaging Team, Inc.**

Lake Zurich, IL

*Vice President*

November 2010 – December 2011

The Packaging Team, Inc. is an independent packaging sales company. Joined to launch a new sustainable cold-seal carded blister product, originally marketed as TrapPack (now X Card). Key participant in all phases of development, including market research and validation; vendor identification, development, and set-up; drafting and presenting executive summary and strategic business to potential partners and investors.

- Traveled the country meeting with potential suppliers (paper and print vendors, thermoformers, adhesive companies) and end users (CPG companies, contract packagers) to test and validate market viability
- Developed go-to-market strategy to determine most profitable ways to manufacture, market, and sell product
- Successfully completed partnership with Excel Displays & Packaging, including creating Excel Retail Solutions, LLC and negotiating the terms of its LLC Membership Agreement, to which I was named a Manager. Upon creation of ERS, LLC I became a full-time employee of that entity

### **GT Media, Inc.**

Deerfield, IL

*General Manager*

November 2009 – October 2010

GT Media, Inc. owns all intellectual property of Joy of Mom, a social network created for socially conscious moms to connect online, which currently boasts over 600,000 registered users. As Employee #3, responsibilities included helping secure over \$2 million in private capital, creating the strategic vision, and managing web development.

- Managed content creators to drive coherent message, including nationally-renowned authors and speakers
- Collaborated with web developers to create the user experience and go-to-market strategy for company
- Handled legal and contractual matters; key author of business plan that secured over \$2 million in seed capital

**CardCare, LLC***Founding Member / Vice President of Sales and Marketing*

Chicago, IL

June 1999 – November 2001

What began as a Senior Capstone Entrepreneurship Project was launched as a business upon graduation. It still exists today as a web-based paper greeting card service used by business professionals to connect with their customer base.

One of four original founders of the company and left upon deciding to attend law school.

- Developed company from an idea to over \$200,000 in annual sales and over 6,000 registered users
- Direct customers included Northwestern Mutual Life, LaSalle Bank/ABN Amro, Merrill Lynch, American Express Financial Advisors, Raymond James, Sylvan Marine, Yamaha Motors, Securities America

**Legal Experience****Krasnow, Saunders, Cornblath LLP***Associate Attorney*

Chicago, IL

February 2008 – November 2009

High-end full service boutique law firm that counsels private and family-owned businesses on all legal matters.

Primarily practiced litigation with emphasis on employment, real estate, and ADA matters. Clients included Costco, Garden Fresh Supermarket Chain, Flying Food Group, and US Olympic Trainers

- Handled cases alone and was responsible for strategic analysis and decision making in all aspects of complex commercial matters including class actions in State and Federal court
- Extensive client interaction and relationship management, as well as development of new business
- Negotiated favorable settlements and successfully argued dispositive motions in State and Federal court

**Wildman, Harrold, Allen & Dixon LLP***Associate Attorney*

Chicago, IL

September 2005 – February 2008

Large Chicago-based full service law firm (now Edwards Wildman LLP). Practiced commercial litigation with emphasis on representing large multinational corporations in diverse matters such as toxic torts, real estate fraud, pharmaceutical importation and repackaging, and alcohol distribution laws

- Responsible for all aspects of litigation strategy, including client expectation management, budgeting, legal theory and application, taking and defending numerous depositions, drafting successful State and Federal appellate briefs, and regularly arguing before State and Federal judges on contested motions
- Led team that obtained asylum in pro-bono case for former Chief of Staff to the Vice President of Liberia

**Corboy & Demetrio, P.C.***Law Clerk*

Chicago, IL

May 2003 – May 2005

Nationally-renowned trial firm focused on representing plaintiffs after catastrophic personal injuries. Gained valuable litigation experience working full time during law school on high-value cases which were often national news.

- Drafted numerous pleadings, including dispositive motions/responses, complaints, and post-trial briefs
- Participated in legal strategy in determining liability among multi-layered corporations and entities

**Hennessy & Roach, P.C.***Law Clerk*

Chicago, IL

December 2001 – August 2002

Workers' Compensation defense firm, worked full time while preparing for the LSAT and law school.

- Responsible for attending court calls, filing pleadings, scheduling medical exams, and litigant history research
- Assisted in launching [www.findgreatlawyers.com](http://www.findgreatlawyers.com), a successful legal referral business still operating today

**Education****Northwestern University School of Law***Juris Doctor*

Chicago, IL

September 2002 – May 2005

**Miami University***Bachelor of Science in Finance, Minor in Marketing Promotions*

Oxford, OH

August 1995 – June 1999

- Kappa Sigma Fraternity – Executive Council Member
- Pitched for the Varsity Baseball team

**Regent's College***Studied International Finance and Economics*

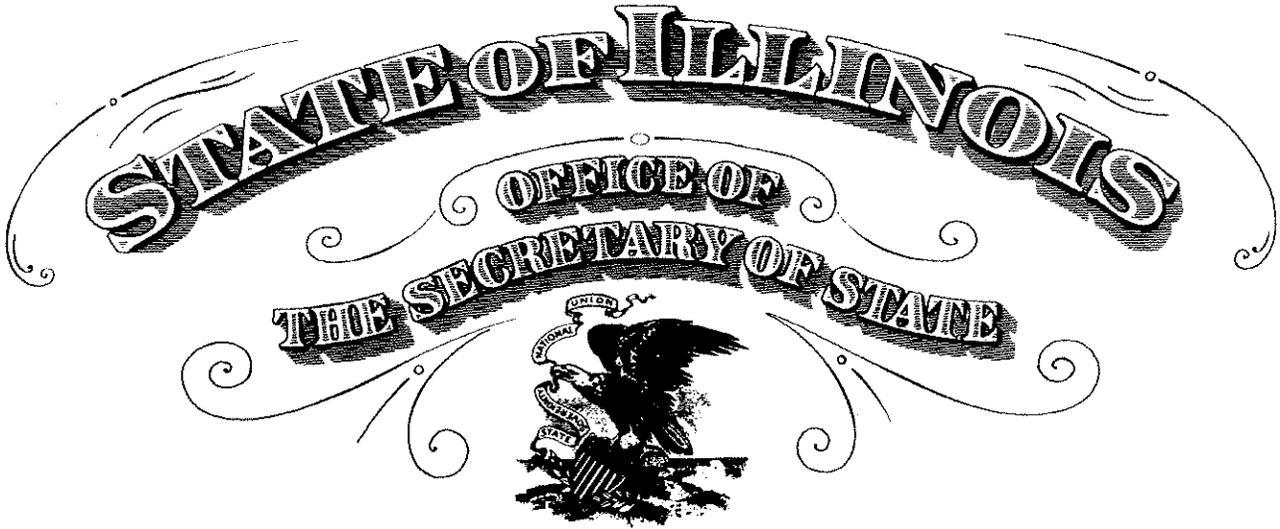
London, U.K.

Summer 1998



Attachment C

Letter of Good Standing per Application Form 8.a



**To all to whom these Presents Shall Come, Greeting:**

*I, Jesse White, Secretary of State of the State of Illinois, do hereby certify that*

GOBY LLC, A DELAWARE LIMITED LIABILITY COMPANY HAVING OBTAINED ADMISSION TO TRANSACT BUSINESS IN ILLINOIS ON APRIL 23, 2014, APPEARS TO HAVE COMPLIED WITH ALL PROVISIONS OF THE LIMITED LIABILITY COMPANY ACT OF THIS STATE, AND AS OF THIS DATE IS IN GOOD STANDING AS A FOREIGN LIMITED LIABILITY COMPANY ADMITTED TO TRANSACT BUSINESS IN THE STATE OF ILLINOIS.



***In Testimony Whereof,*** I hereto set  
*my hand and cause to be affixed the Great Seal of  
the State of Illinois, this 28TH  
day of JANUARY A.D. 2015 .*

*Jesse White*

Authentication #: 1502802490

Authenticate at: <http://www.cyberdriveillinois.com>

SECRETARY OF STATE