

C T Corporation

140 Grand Street, Suite 300
White Plains, NY 10601

Phone (800) 292-0909
Fax (212) 672-1105

www.wolterskluwer.com

Dkt. No. EE23030171L

Re:

Dear Sir or Madam,

Please find enclosed the response items for Sections 1.b, 5.a, 5.c, 5.d, 6.a, 6.b, 7.d, and 8.a for the Electric Broker License application filed for ENERGY ZEBRA, LLC. The enclosed responses have been previewed by McCracken, Jeffrey <jmccracken@pa.gov>

PLEASE NOTE - FOR ITEM 7.a: It will take additional time to obtain the correct Bond Rider as requested in the deficiency letter. We are aware of this request and will be providing the corrected bond, and rider, to your department once able.

Yours sincerely,

C T Corporation, Business License Unit



COMMONWEALTH OF PENNSYLVANIA
PENNSYLVANIA PUBLIC UTILITY COMMISSION
COMMONWEALTH KEYSTONE BUILDING
400 NORTH STREET
HARRISBURG, PENNSYLVANIA 17120

July 21, 2023

Docket No. A-2023-3041612
Utility Code: 1126361

CERTIFIED

DEBORAH LIEBEL MEMBER
ENERGY ZEBRA LLC
2821 GRIER NURSERY RD
FOREST HILL MD 21050

RE: Electric Generation Supplier License Application

Dear Ms. Liebel:

On July 6, 2023, the Public Utility Commission (Commission) received ENERGY ZEBRA, LLC's application for an Electric Generation Supplier (EGS) license.

Sections 1.b, 5.a, 5.c, 5.d, 6.a, 6.b, 7.a, 7.d, and 8.a of the application were incomplete or not properly completed (ex. 5.a and 5.c stated not applicable, 7.a financial security failed to list applicant's name as ENERGY ZEBRA, LLC and 8.a is missing licenses from other states). In addition, a notarized proof of publication was not submitted for the Williamsport Sun-Gazette. In order for the Commission to accept the application for review, these deficiencies must be corrected. Failure to respond timely will result in the application being deemed rejected¹ and the docket will be closed.

Please use the Commission's efilings system or an overnight delivery service to submit the requested information to the Secretary of the Commission **within 20 days** from the date of this letter. Please submit revised application pages for each section. The Commission accepts all public documents through our efilings system and strongly recommends companies open an efilings account through the Commission's website at <https://efiling.puc.pa.gov>. Use of the efilings system will ensure that submissions by the company are received timely and receipt can be verified.

If your filing contains confidential material, you are required to either file by overnight delivery or submit to the Secretary's Share Point File system to ensure the timely filing of your submission. Filers should contact the Secretary's Bureau in advance to gain access to the Share Point File system. Make sure to reference the Docket Number listed above and mark the

¹ See Pa. Code 52 § 54.32(e)

materials “CONFIDENTIAL” in bold or highlighted manner if any of the requested information is deemed to be of a confidential nature.

The overnight address for hard-copy or confidential responses is:

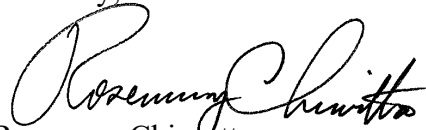
Rosemary Chiavetta, Secretary
Pennsylvania Public Utility Commission
400 North Street
Harrisburg, PA 17120

Please note that all documents requiring notary stamps must have original signatures.

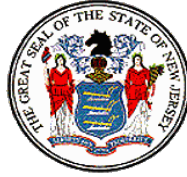
If ENERGY ZEBRA, LLC decides to withdraw its application, please reply notifying the Commission of such a decision.

Finally, if any problems arise that prevent a full timely response or if any clarification of this letter is required, please contact Jeff McCracken of the Commission’s Bureau of Technical Utility Services via e-mail at jmccracken@pa.gov (preferred) or (717) 783-6163.

Sincerely,

A handwritten signature in black ink that reads "Rosemary Chiavetta". The signature is written in a cursive style with a large initial "R".

Rosemary Chiavetta
Secretary



PHIL MURPHY
GOVERNOR

SHEILA OLIVER
LT. GOVERNOR

State of New Jersey
BOARD OF PUBLIC UTILITIES
44 South Clinton Avenue
Post Office Box 350
Trenton, New Jersey 08625-0350
www.nj.gov/bpu/
(609)777-3300

Joseph L. Fiordaliso
President

Mary-Anna Holden
Commissioner

Dr. Zenon Christodoulou
Commissioner

June 7, 2023

Deborah Liebel
Member
ENERGY ZEBRA, LLC
7467 Ridge Rd, STE 380
Hanover, MD 21076

Re: **Energy Agent Initial Registration**
Dkt. No. EE23030171L

Dear Deborah Liebel:

In accordance with the Electric Discount and Energy Competition Act of 1999, N.J.S.A. 48:3-49 et seq., at its June 7, 2023 Agenda meeting, the New Jersey Board of Public Utilities ("Board") voted to issue an Energy Agent Registration to ENERGY ZEBRA, LLC. The company's registration number is EA-0708. Pursuant to N.J.A.C. 14:4-5.8, this registration shall not expire so long as a registration renewal fee accompanied by an annual information update form is submitted to the Board within 30 days prior to the annual **anniversary date of June 7th**.

This registration is effective June 7, 2023. This registration and the rights thereunder are **Non-Transferable**.

This letter is not an endorsement of, nor is it intended for use in, the marketing promotions of the registrant. Registrants shall comply with all applicable law, including the Electric Discount and Energy Competition Act, which prohibits the unauthorized change of a customer's energy provider and other fraudulent and illegal marketing activities.

If you have any questions, please contact Matthew Holman at 609-322-9603.

Sincerely,

Sherri L. Golden

Sherri L. Golden
Board Secretary

SLG/mvh

Case Record For:	23-0048-EL-AGG	File a Public Comment
	Case Title:	Energy Zebra LLC
	Status:	OPEN-OPEN
	Industry Code:	EL-ELECTRIC
	Purpose Code:	AGG-Certification Application for Aggregators
	Date Opened:	1/13/2023
	Date Closed:	

- [Case Documents](#)
[Public Comments](#)
[Parties of Record](#)
[Related Cases](#)

Printable Docket Card	Service List	
View All		
1 - 5 of 5 documents		
1 / 1		
Date Filed	Summary	Pages
02/16/2023	Certificate No. 23-118143E issued and electronically filed by Ms. Melissa M. Scarberry on behalf of PUCO Staff.	2
02/08/2023	Amendment C-2, C-3 and C-4 filed by C T Corporation, Business License Unit.	6
01/27/2023	Confidential Document Target: Amended Exhibits C-2 and C-3 filed by Scott and Ellen Kleinknecht on behalf of Energy Zebra. (6 pages)	1
01/27/2023	Confidential Document Target: Exhibit C-2 and C-3 (Amended). (7 pages)	2
01/13/2023	In the Matter of the Application filed by and on behalf of Energy Zebra LLC (OH).	30
1 / 1		

Attorney General:	
Attorney Examiner:	



Competitive Retail Natural Gas Service Provider or Governmental Aggregator Certificate

Certified Entity:
Energy Zebra LLC

204 Main St.
Laurel, MD 20707

Certificate Number: **23-118141G**

Effective Date: February 13, 2023

Expiration Date: February 13, 2025

Issued Pursuant to Case Number(s):
23-0050-GA-AGG

The above-referenced entity is hereby certified to provide competitive retail natural gas Retail Natural Gas Broker services within the State of Ohio.

The certification of competitive retail natural gas service providers is governed by Chapters 4901:1-27, 4901:1-28, and 4901:1-29 of the Ohio Administrative Code, and Section 4929.20 of the Ohio Revised Code. This Certificate is revocable if all of the conditions set forth in the aforementioned case(s) are not met.

The certified entity is subject to all rules and regulations of the Public Utilities Commission of Ohio now existing or hereafter promulgated.

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

Dated: **13 day of February, 2023.**



By Order of
The Public Utilities Commission of Ohio

Tanowa M. Troupe, Secretary
Michelle Green, Acting Secretary
Gail Young, Acting Secretary
Susan Patterson, Acting Secretary

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

3/7/2023 12:46:08 PM

in

Case No(s). 23-0050-GA-AGG

Summary: Certificate Certificate No 23-118141G electronically filed by Ms. Alla
Magaziner-Tempesta on behalf of PUCO staff

5. COMPLIANCE

- a. **CRIMINAL/CIVIL PROCEEDINGS:** State specifically whether the Applicant, an affiliate, a predecessor of either, or a person identified in this Application, has been or is currently the defendant of a criminal or civil proceeding within the last five (5) years.

Identify all such proceedings (active or closed), by name, subject and citation; whether before an administrative body or in a judicial forum. If the Applicant has no proceedings to list, explicitly state such.

**Applicant has no such affiliate or predecessors
Applicant has no such proceedings**

- b. **SUMMARY:** If applicable; provide a statement as to the resolution or present status of any such proceedings listed above.

Not Applicable

- c. **CUSTOMER/REGULATORY/PROSECUTORY ACTIONS:** Identify all formal or escalated actions or complaints, in the Commonwealth of Pennsylvania or any state, filed with or by a customer, regulatory agency, or prosecutory agency against the Applicant, an affiliate, a predecessor of either, or a person identified in this Application, for the prior five (5) years, including but not limited to customers, Utility Commissions, and Consumer Protection Agencies such as the Offices of Attorney General. **Applicant should also include if it had a Pennsylvania PUC EGS or NGS license previously cancelled by the Commission.** If the Applicant has no actions or complaints to list, explicitly state such.

Applicant has no such actions or complaints to list

- d. **SUMMARY:** If applicable; provide a statement as to the resolution or present status of any actions listed above.

NOT APPLICABLE

7. D- Energy Zebra is paid 10 mils per kwh annually (\$.001 per kwh) on contracts sold and booked by the supplier on the customer contracted start date for power flow.

8.A - ADDITIONAL INFORMATION

To whom it may concern,

Energy Zebra was established by leaders with a collective experience of over 60 years in the energy industry. We are pleased to introduce the key members of our team:

Deborah Liebel: With more than 14 years of experience in selling energy solutions, Deborah has achieved remarkable sales results and developed effective sales processes. Her commitment to professionalism is evident in her implementation of quality assurance measures, strict TCIPA compliance, and exceptional customer service. Deborah is a partner/owner of Energy Zebra.

Ellen Kleinknecht: Ellen brings over 14 years of expertise in managing financial operations related to tracking and compensating energy sales agents, as well as overseeing client relations in the energy sector. Ellen is a partner/owner of Energy Zebra.

Scott Kleinknecht: With a background in selling to the energy industry, as well as extensive experience in data analytics and IT, Scott is a valuable asset to Energy Zebra. He has accumulated over 14 years of industry knowledge and expertise. Scott is a partner/owner of Energy Zebra.

Todd Lieberman: Todd has spent over 14 years providing technological solutions that enable energy sales agents to engage with customers electronically and submit contracts to respective energy clients. His company, TLP LLC, has been instrumental in facilitating streamlined processes. Todd is a partner/owner of Energy Zebra.

Please find attached resumes for your reference.

We appreciate your time and consideration and look forward to the opportunity to discuss how Energy Zebra can assist your energy needs.

Appendix C

Required of ALL Applicants regardless of operating as a supplier, broker, marketer, or aggregator.

CERTIFICATE OF SERVICE

On this the 1 day of Mar 2023, I certify that a true and correct copy of the foregoing application form for licensing within the Commonwealth of Pennsylvania as an Electric Generation Supplier and all NON-CONFIDENTIAL attachments have been served, as either a hardcopy or a searchable PDF version on a cd-rom, upon the following:

Bureau of Investigation & Enforcement
Pennsylvania Public Utility Commission
Commonwealth Keystone Building
400 North Street, 2 West
Harrisburg, PA 17120

Office of Consumer Advocate
5th Floor, Forum Place
555 Walnut Street
Harrisburg, PA 17120

Small Business Advocate
Commerce Building, Suite 202
300 North Second Street
Harrisburg, PA 17101

Legal Department
West Penn Power d/b/a Allegheny Power
800 Cabin Hill Drive
Greensburg, PA 15601-1689

Regulatory Affairs
Duquesne Light Company
411 Seventh Street, MD 16-4
Pittsburgh, PA 15219

Legal Department
First Energy
2800 Pottsville Pike
Reading PA, 19612

Citizens' Electric Company
Attn: EGS Coordination
1775 Industrial Boulevard
Lewisburg, PA 17837

Office of the Attorney General
Bureau of Consumer Protection
Strawberry Square, 14th Floor
Harrisburg, PA 17120

Department of Revenue
Bureau of Compliance
PO Box 281230
Harrisburg, PA 17128-1230

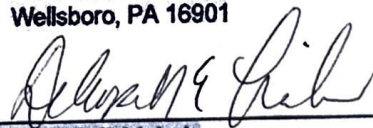
Vice President – Energy Supply
Corning Natural Gas Holding Corporation
330 West William Street
Corning, NY 14830

Manager Energy Acquisition
PECO Energy Company
2301 Market Street
Philadelphia, PA 19101-8699

Office of General Counsel
Attn: Kimberly A. Klock
PPL
Two North Ninth Street (GENTW3)
Allentown, PA 18101-1179

UGI Utilities, Inc.
Attn: Rates Dept. – Choice Coordinator
1 UGI Drive
Denver, PA 17517

Wellsboro Electric Company
Attn: EGS Coordination
33 Austin Street
P. O. Box 138
Wellsboro, PA 16901



Deborah E Liebel,
Member of ENERGY ZEBRA, LLC

Scott N Kleinknecht

Work Experience

1988 – present

Protocall Communications, Inc.

VP Marketing & Sales, Co-Owner

Responsible for coordination of all sales and marketing, development of strategic marketing plan, development of advertising/PR plan, and management of future additional sales representatives in the energy industry. Responsible for growing our energy sales team for telesale and field sales.

Responsible for entering into ongoing agreement with Constellation energy in 2009 for their business to business sales and consumer sales for energy supply in both gas and electric.

Protocall Communications, LLC. (later acquired by NOVO 1)

Member, Co-owner

Responsible for coordination of all sales and marketing, development of strategic marketing plan, development of advertising/PR plan, and management of future additional sales representatives.

Responsible for developing and managing budgets for commissions and sales incentives.

Grew the business from a startup answering service to a technically advanced inbound, outbound and call center with automated capabilities with 350 employees, and sales of approximately \$12M annually.

1983 - 1988

Johnston Lemon and Company

Investment Banker, Washington DC

Traded stocks and bonds. Served as Partnership Coordinator for the Washington branch. Exceeded sales revenues for every year of service.

1979 - 1983

Wall Covering Service, Inc.

President, Suitland MD

Responsible for staffing, inventory, financing of this exclusive wall covering store. Grew from a startup to employing 20 employees. Grew revenues to \$1.2 million.

1974 – 1978

1978 - 1979

Education

Newberry College; BBA - Business and Accounting

Winthrop College; Graduate level courses, Finance

Professional Organizations

American Telemarketing Association

Direct Marketing Association of Washington

Greater Washington Society of Association Executives

Areas of Expertise

Energy Sales of gas and electric supply to businesses and consumers

Telecommunications Operations

Finance

Marketing

DEBORAH E. LIEBEL

SUMMARY:

Results-oriented, executive sales director with over 25 years experience in the following key areas: energy sales, executive level leadership, strategic planning and execution, financial accountability, mentoring, sales aptitude, training & development, performance management, project management, competitive analysis, problem solving, analytical aptitude, adaptability, organized, team player. Experience in energy and telecom sales over the last 30 plus years. Since 2009 have been selling constellation energy as a vendor partner in both field sales and Telesales. Selling electric and gas supply to businesses and consumers.

EXPERIENCE:

Protocall Communications, Laurel, MD
President

Dec 2009-present

Manage 100 plus employees to generate positive results for our energy clients and our business model.

- Developed business plan to grow organic revenue by 10% and add additional clients to grow revenues by 25%
- Created key list of potential industries and clients to solicit
- Recruited and hired key leadership personnel to implement our strategy
- Developed a process to measure effectiveness and track accomplishments
- Identified key areas of opportunities and developed plan of action to ensure success
- Landed 3 of our 5 clients needed to grow our revenue stream
- Currently concentrating on growing our B-to-B energy sales and Consumer energy sales
- Focus on growing the relationship with Constellation energy by increasing sales volumes for both business to business and consumer sales. Currently at 7 million annual revenues increase predicted to be 10M.

NOVO 1, Inc.
Chief Operating Officer

2001-Dec 2009

Manage our day to day operations of 400 + employees

- Brought on AT&T SE and grew it to 30% of our revenue
- Grew AT&T relationship to add consumer business producing over 3M in additional revenue
- Develop strong process for order entry, reconciliation that resulted in our being able to offer to all clients creating an additional revenue stream
- Developed and implemented a process for leadership team to analyze performance and develop an action plan resulting in an award winning culture of performance for our clients
- Implemented leadership development program to ensure development of all sales representatives who desire to be leaders
 - Analyzed and implemented comp plans to ensure success in our ability to meet client needs consistently
 - Designed and implemented department level standards to which everyone strives to meet
 - Designed and implemented process improvement within our clients to allow us to generate organic growth consistently over first 9 years
- Created sales process to use for prospective clients
- Manage day to day departments, clients and employees

Protocall Communications

2000-2001

Director of Operations

Manage day to day operations and grow Verizon business

- Recruited, hired, and developed sales representatives to deliver results
- Grew Verizon from 15 reps to 100 within 2 years
- Grew sales management team and leadership team

- Designed and implemented management training
- Designed reporting structure to ensure client results
- Designed departments to implement efficiencies and maintain costs while growing results

MCI Mass Markets, Linthicum, MD

1998-2000

Commercial Sales Manager, Small Business

Manage five commercial outbound sales teams to obtain sales/revenue objectives. Recruit, hire and maintain all minimum headcount levels. Develop and implement strategy to maximize results. Set and communicate clear objectives and standards of performance for all one hundred employees. Monitor, develop and train five call center supervisors daily. Consistently analyze process and implement improvements,

- Developed and implemented a process for supervisors to analyze performance and develop an action plan resulting in an increase in performance of 25%
- Implemented peak performance to ensure development of all sales representatives and supervisors
- Analyzed and implemented a process to ensure success in recruiting, resulting in 60% of our new hires achieving over quota their first two weeks on the floor
- Recruited, trained, and developed three supervisors within six weeks
- Designed a reporting process to drive accountability for the supervisors and the representatives

Supervisor, Small Business

1998

Manage outbound commercial sales team, of up to twenty representatives, to achieve sales goals. Set and maintain high standards. Develop, coach and monitor all sales representatives to ensure success. Daily feedback and training sessions to optimize sales. Design sales contest to drive results. Encouraged reward recruiting efforts. Schedule, coordinate, and implement strategy to obtain results.

- Applied sales strategies which resulted in the team moving from the bottom 20% to the top 20% in the first two weeks as a supervisor
- Analyzed and implemented a strategy to develop sales professionals to increase production
- Implemented process to build a winning team resulting in a team award for the new recruits

AT&T CAPITAL CORPORATION, Towson, MD

1990 - 1998

Team Manager, Consumer Direct Sales and Operations, Automotive Division

Managed call center day-to-day problem solving in a fast-paced environment. Managed performance for consumer team. Develop and implement all training, procedures and policies for team. Manage resources for expenses and manpower budgets according to finance volumes. Monitor industry change and competition. Maintain and establish relationships with affinity partners and vendors. Active participant in RFP's for vendors in billing, customer service and end of term.

- Lead person on launch of most successful affinity partner and first venture into small business markets with finance volumes of 19M
- Developed and applied sales strategies to meet business goals which resulted in organic growth volumes of 88M from 74M in 1996.
- Designed and implemented lease training for 40 consumer team members
- Researched, designed, tested, trained and implemented the new Regulation M lease for all 50 states
- Active role in redesigning the organization and process management
- Analyzed and implemented a process improvement resulting in increased efficiencies of 70% on factory orders and 60% on out-of-stock acquisitions
- Through implementation of call management systems and monitoring, increased call handling capability from 250 calls to 500 calls per day and customer satisfaction results from 94% to 98%

Ellen P Kleinknecht

Work Experience

- 2009- present
Protocall Communications, Inc.
Chief Financial Officer and Co-Owner
Maintain complete financial responsibility, as well as responsibilities including strategic direction, marketing, sales, budgeting, payroll, and Human Resources policy development. Current clients are all energy suppliers.
- 2002-December 2009
NOVO 1, Inc.
Chief Financial Officer
Responsible for leadership and management of all financial operations, as well as all legal and Human Resource functions. Developed and implemented strategic marketing and business development plans to achieve corporate initiatives. Work closely with sales function. Responsible for all personnel issues, payroll, accounts payable and receivable.
- 1995 – January 2002
Protocall Communications, LLC
Managing Partner, Co-owner
Responsibilities in all aspects of company, including strategic direction, marketing, sales, budgeting, payroll, Human Resources policy development, and program management. Implemented cafeteria plans for benefit coverage. Helped to grow firm from startup to highly profitable company that was sold to Call Solutions of Waukesha, WI (later called NOVO 1).
- 1993 - April 1995
Computing Devices International (formerly Control Data Corporation)
Manager of Legislative Affairs, Washington DC
Conveyed corporate position to congressional members and staff regarding proposed and existing legislative actions. Assessed impact of congressional testimony on company's strategic plans. Liaison with congressional staffs and members' office staff. Performed staff functions with the company's Political Action Committee Board.
- 1991 - 1993
Computing Devices International
Shipboard SubSurface Team Leader, Washington, DC
Served as leader of this strategic market segment. Coordinated technology transfer from avionics to shipboard subsurface market segment. Worked with both government and prime contractor procurement offices. Quota averaged \$20 million a year. Achieved 100% Club every year eligible.
- 1986 - 1991
Computing Devices International
Program Marketing Manager, Washington, DC
Identified, qualified, and developed program opportunities for both avionics and shipboard applications for this international corporation. Developed and implemented pursuit plans and strategies. Quota averaged \$15 million a year. Achieved 100% Club every year eligible.
- 1984 - 1986
Mainsale Marketing Inc.
Office Manager, Austin, Texas
Managed real estate marketing office. Interviewed, hired and trained job candidates; formed and maintained liaison with local merchants; managed payroll for 25 people.

Education

- 1982 - 1986
University of Texas at Austin; BBA - Marketing
- 1990 - 1992
George Washington University; MBA - Management of Science, Technology & Innovation

Professional Organizations

BWCC Chamber of Commerce

Greater Washington Society of Association Executives (past member of Technical Committee)

Computing Devices International Women's Leadership Council - founding board member

American Defense Preparedness Association (ADPA) - Executive Board (elected position),

Publicity Chair (ASW Division),

Electronics Industry Association (EIA) - Defense, Domestic Subcommittees

Areas of Expertise

Energy Sales and fulfillment

Telecommunications Operations

Defense Marketing

Six Sigma Certified

Strong written and public speaking skills

Todd S. Liebman
Managing Director
TLP Ventures LLC

Todd Liebman currently serves as the Managing Director of TLP Ventures LLC (“TLP Ventures”). TLP Ventures is a holding company for a variety of companies ranging from software development to the home improvement industry to the kiosk industry. TLP Ventures takes an active role in each business in which it organizes and in which it invests.

Liebman currently serves as the CEO of TLP Software, a company that develops mobile tablet-based solutions (hardware and software) for the energy industry in the U.S. TLP Software currently has over 5,000 tablets deployed in the U.S., taking over one million energy enrollments annually. In 2018, Liebman successfully started a spin-off of TLP Software - Advanced Verification LLC, a third-party verification company for verifying customer enrollments in the energy, telecom, and political verticals. In addition, Liebman serves as CEO of Ze-VO Products Group LLC. Ze-VO manufactures, markets, and sells a variety of paint sundry related and adhesive products to retailers throughout the U.S. All Ze-VO’s products are environmentally friendly, containing zero or trace amounts of volatile organic compounds (VOCs). Liebman also serves as the CEO of Power Now Products LLC which owns Day Garage Truck & Equipment Sales Inc., a diesel based, heavy duty truck repair shop in central Connecticut. In addition, through various holding companies, Liebman has investments in Donnellan & Sons Landscaping, No Limit Broadband LLC, Energy Zebra, LLC as well as Capitol City Credit LLC.

Liebman served as CEO for Intelli-Check, Inc. (NYSE:IDN) until August 2007. Liebman’s roles included overseeing all facets of sales and marketing, product development as well as the day to day operations of the company. Since joining the company in December 2004, and rising from SVP Marketing & Operations, sales grew approximately 50% year over year. Liebman was also responsible for setting the strategic direction of the company.

Liebman served as President of Quick Kiosk, a Kinetics Company, LLC (QK), a self-service kiosk solution provider headquartered in Lake Mary, FL focusing on the quick serve restaurant market industry since its founding in November 2000. In September 2004, Liebman completed the sale of QK to NCR Corporation (NYSE:NCR).



Liebman oversaw the complete development of the QK self-service ordering kiosk product, including the hardware and software design, multimedia integration, and integration of the product into the McDonald's restaurant environment. Liebman focused on developing key long-term strategic relationships, the rollout of the product line as well as developing the next generation self-service solution.

Prior to founding QK, Liebman served as Director of Business Development of Trex Communications Corporation (TrexCom), a telecommunications start-up headquartered in Houston focusing on satellite communications systems and multi-media interactive response systems. TrexCom grew from a money losing start up in 1997 to \$50 million in revenues and profitable in less than two years. Liebman oversaw the sale of the company in February of 2000 to L-3 Communications, Inc. (NYSE:LLL) for over \$60 million.

Prior to joining Trex Communications, Liebman was Associate Director, Business Development for Thermo Fisher Scientific Corporation (NYSE:TMO), a \$25 billion conglomerate and parent company of Trex Communications. Over the year and a half at Thermo Electron, Liebman completed roughly \$450 million in acquisitions ranging from analytical instrumentation to intelligent traffic control systems to telecommunications in Europe and the U.S.

From 1996 to 1997, he worked as a Management Consultant at EMI Strategic Marketing, a Boston based strategic consulting firm. Liebman focused on the telecommunications and financial services arena — key clients included AT&T and Fleet Bank.

Liebman received his Bachelor of Science in Management from The A.B. Freeman School of Business at Tulane University. Liebman has also participated in an Executive Education program at the Wharton School of Business at the University of Pennsylvania.

An avid golfer and tennis player, Liebman resides in West Hartford, CT with his wife, Elizabeth and two children, Adam, and Joshua.



**WILLIAMSPORT SUN-GAZETTE
PROOF OF PUBLICATION**

**STATE OF PENNSYLVANIA
COUNTY OF LYCOMING, CLINTON, SULLIVAN &
TIOGA/BRADFORD SS:**

Robert O. Rolley, Jr., Publisher of the Williamsport Sun-Gazette LLC publishes Williamsport Sun-Gazette, successor to the Williamsport Sun and the Gazette & Bulletin, both daily newspapers of general circulation, published at 252 West Fourth Street, Williamsport, Pennsylvania, being duly sworn, deposes and says that the Williamsport sun was established in 1870 and the Gazette & Bulletin was established in 1801, since which dates said successor, the Williamsport Sun-Gazette has been regularly issued and published in the County of Lycoming aforesaid, and that a copy of the printed notice is attached hereto exactly as the same was printed and published in the regular editions of said Williamsport Sun-Gazette on the following dates, viz:

28 Apr 2023

Affiant further deposes that he is an officer daily authorized by the Sun-Gazette LLC, publisher of the Williamsport Sun-Gazette, to verify the foregoing statement under oath and declare that affiant is not interested in the subject matter of the aforesaid notice of publication, and that all the allegations in the foregoing statement as to time, place and character of publication are true

Robert O. Rolley, Jr.
SUN-GAZETTE LLC

Sworn to and subscribed before me
The 28th day of April, 2023

Beth A. Miller
Notary Public

Commonwealth of Pennsylvania - Notary Seal
BETH A MILLER - Notary Public
Lycoming County
My Commission Expires Jun 4, 2024
Commission Number 1297751

**PENNSYLVANIA
PUBLIC UTILITY
COMMISSION
NOTICE**

Applications of Energy Zebra, LLC For Approval To Offer, Render, or Furnish Services as a Supplier, Aggregator, and Marketer/ Broker Engaged In The Business Of Supplying Natural Gas Supply Services and Electricity Supply or Electric Generation Services To The Public In The Commonwealth Of Pennsylvania.

Energy Zebra, LLC will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to provide natural gas supply services as (1) a supplier of natural gas, and (2) a broker/marketer engaged in the business of providing natural gas services. Energy Zebra, LLC will also be filing an application with the PUC for a license to supply electricity or electric generation services as (1) a generator and supplier of electric power, (2) a broker/marketer engaged in the business of supplying electricity, and (3) an aggregator engaged in the business of supplying electricity. Energy Zebra, LLC proposes to sell electricity, natural gas, and related services in [The Entire Commonwealth of PA] under the provisions of the new Natural Gas Choice and Competition Act and the Electricity Generation Customer Choice and Competition Act.

The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Energy Zebra, LLC may be filed within 15 days of the date of this notice with the Secretary of the PUC, 400 North Street, Harrisburg, PA 17120. You should send copies of any protest to Energy Zebra, LLC attorney at the address listed below.

By and through Counsel:
Contact Name
Deborah Liebel
7467 Ridge Rd. STE 380,
Hanover MD 21076
301-361-1122

**BEFORE THE PENNSYLVANIA PUBLIC UTILITY COMMISSION
ENERGY ZEBRA, LLC**

Application of _____, d/b/a _____, for approval to offer, render, furnish, or supply electricity or electric generation services as a(n) [as specified in item #4b below] to the public in the Commonwealth of Pennsylvania (Pennsylvania).

To the Pennsylvania Public Utility Commission:

1. IDENTIFICATION AND CONTACT INFORMATION

a. **IDENTITY OF THE APPLICANT:** Provide name (including any fictitious name or d/b/a), primary address, web address, and telephone number of Applicant:

Name: ENERGY ZEBRA, LLC
Address: 7467 Ridge Rd STE 380, Hanover, MD 21076
Website: www.energyzebra.com
Phone number: 3013611122

b. **PENNSYLVANIA ADDRESS / REGISTERED AGENT:** If the Applicant maintains a primary address outside of Pennsylvania, provide the name, address, telephone number, and fax number of the Applicant's secondary office within Pennsylvania. If the Applicant does not maintain a physical location within Pennsylvania, provide the name, address, telephone number, and fax number of the Applicant's Registered Agent within Pennsylvania.

Registered Agent Name: CT Corporation System
Address: 600 N. 2nd Street, Suite 401, Harrisburg, Pennsylvania 17101-1071
County: DAUPHIN
Phone: ~~717-234-2300~~ - 614-280-3338
Email: CLS-Reps-Pennsylvania@wolterskluwer.com

c. **REGULATORY CONTACT:** Provide the name, title, address, telephone number, fax number, and e-mail address of the person to whom questions about this Application and future inquiries should be addressed.

NOTE: To ensure timely receipt of regulatory information, a contact employed directly by the Applicant, and not a consultant, is preferred.

Name: Deborah Liebel
Title: Member
Address: 2821 grier nursery rd Forest Hill MD 21050
Phone: 3013611122
Fax: N/A
Email: deb@energyzebra.com

d. **ATTORNEY:** Provide the name, address, telephone number, fax number, and e-mail address of the Applicant's attorney. If the Applicant is not using an attorney, explicitly state so.

Not Applicable

e. **CONTACTS FOR CONSUMER SERVICE AND COMPLAINTS: (Required of ALL Applicants)** Provide the name, title, address, telephone number, FAX number, and e-mail **OF THE PERSON AND AN ALTERNATE PERSON (2 REQUIRED)** responsible for addressing customer complaints. These persons will ordinarily be the initial point(s) of contact for resolving complaints filed with the Applicant, the Electric Distribution Company, the Pennsylvania Public Utility Commission, or other agencies. The main contact's information will be listed on the Commission website list of licensed EGSs.

Primary:
Name: Deborah Liebel
Title: Member
Address: 2821 Grier nursery rd Forest Hill MD 21050
Phone: 3013611122
Fax: N/A Email: deb@energyzebra.com

Alternate:
Name: Ellen KLEINKNECHT
Title: Member
Address: 104 SEVERN RIVER ROAD, Severna Park, MD 21146
Phone: 3013611122
Fax: N/A
Email: ellen@energyzebra.com
ellen@EnergyZebra.com