

BEFORE THE PENNSYLVANIA PUBLIC UTILITY COMMISSION

Application of GRUPP HOLDING, LLC, d/b/a Green Climate Energy Consulting for approval to offer, render, furnish, or supply natural gas supply services as a(n) Broker/Marketer 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 d/b/a fictitious name), primary address, web address, and telephone number of Applicant:

GRUPP HOLDINGS, LLC d/b/a Green Climate Energy Consulting, 8624 Peters Rd, Cranberry Twp. PA 16066, www.greenclimateconsulting.com, (724) 814-4249.

- 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.

Applicant maintains a physical address within the Commonwealth of Pennsylvania. Applicant's physical address is 8624 Peters Rd, Cranberry Twp. PA 16066

- 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.

David R. Grupp, President, 8624 Peters Rd, Cranberry Twp. PA 16066, (724) 814-4249, dgrupp@greenclimateconsulting.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.

Applicant is not using an attorney for license application.

- e. **CONTACTS FOR CONSUMER SERVICE AND COMPLAINTS:** 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 Natural Gas 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 NGSS.

David R. Grupp, President, 8624 Peters Rd, Cranberry Twp. PA 16066, (724) 814-4249, dgrupp@greenclimateconsulting.com

Stephanie J. Grenier, VP of Operations, 8624 Peters Rd, Cranberry Twp. PA 16066 (724) 841-4849, sgrenier@greenclimateconsulting.com

2. BUSINESS ENTITY FILINGS AND REGISTRATION

a. **FICTITIOUS NAME:** *(Select appropriate statement and provide supporting documentation as listed.)*

The Applicant will be using a fictitious name or doing business as ("d/b/a")

Provide a copy of the Applicant's filing with Pennsylvania's Department of State Pursuant to 54 Pa. C.S. § 311, Form DSCB: 54-311.

See **Attachment 1** for Fictitious Name Amendment for GRUPP HOLDINGS, LLC d/b/a Green Climate Energy Consulting filed with Pennsylvania Department of State on 07/22/2024.

OR

The Applicant will not be using a fictitious name.

b. **BUSINESS ENTITY AND DEPARTMENT OF STATE FILINGS:**

(Select appropriate statement and provide supporting documentation. As well, understand that Domestic means being formed within Pennsylvania and foreign means being formed outside Pennsylvania.)

The Applicant is a sole proprietor.

- If the Applicant is located outside the Commonwealth, provide proof of compliance with 15 Pa. C.S. § 412 relating to Department of State filing requirements.

OR

The Applicant is a:

- domestic general partnership (*)
- domestic limited partnership (15 Pa.C.S. § 8621)
- foreign general or limited partnership (15 Pa.C.S. §§ 411 and 412)
- domestic limited liability partnership (15 Pa.C.S. §§ 8201 and 8221)
- foreign limited liability general partnership (15 Pa.C.S. §§ 411 and 412)
- foreign limited liability limited partnership (15 Pa.C.S. §§ 411 and 412)

- Provide proof of compliance with appropriate Department of State filing requirements as indicated above.
- Give name, d/b/a, and address of partners. If any partner is not an individual, identify the business nature of the partner entity and identify its partners or officers.
- Provide the state in which the business is organized/formed and provide a copy of the Applicant's charter documentation.
- * If a corporate partner in the Applicant's domestic partnership is not domiciled in Pennsylvania, attach a copy of the Applicant's Department of State filing pursuant to 15 Pa.C.S. §§ 411 and 412.

OR

7. FINANCIAL FITNESS

- a. **BONDING:** In accordance with 66 Pa.C.S. § 2208(c), no natural gas supplier license shall be issued or remain in force unless the applicant or holder furnishes a bond or other security in a form and amount to ensure the financial responsibility of the natural gas supplier. The criteria used to determine the amount and form of such bond or other security shall be set by each NGDC. Provide documentation that the applicant has met the security requirement of each NGDC by submitting the letters sent by the NGDCs stating what bonding amounts they require. The contact information is located in Section 6.b.

See **Attachment 12** for GRUPP HOLDINGS, LLC bonding requirement letter for all applicable NGDCs.

- b. **FINANCIAL RECORDS, STATEMENTS, AND RATINGS:** Applicant must provide sufficient information to demonstrate financial fitness commensurate with the service proposed to be provided. Examples of such information which may be submitted include the following:
- Actual (or proposed) organizational structure including parent, affiliated or subsidiary companies.
 - Published Applicant or parent company financial and credit information (i.e. 10Q or 10K). (SEC/EDGAR web addresses are sufficient)
 - Applicant's accounting statements, including balance sheet and income statements for the past two years.
 - Evidence of Applicant's credit rating. Applicant may provide a copy of its Dun and Bradstreet Credit Report and Robert Morris and Associates financial form, evidence of Moody's, S&P, or Fitch ratings, and/or other independent financial service reports.
 - A description of the types and amounts of insurance carried by Applicant which are specifically intended to provide for or support its financial fitness to perform its obligations as a licensee.
 - Audited financial statements exhibiting accounts over a minimum two-year period.
 - Bank account statements (3-12 recent consecutive months), tax returns from the previous two years, or any other information that demonstrates Applicant's financial fitness.

See **Attachment 5** for GRUPP HOLDINGS, LLC accounting statements for full calendar years 2023 and 2024.

See **Attachment 6** for GRUPP HOLDINGS, LLC bank accounts statements for the most recent six (6) months. Statements are from August 1, 2024 through January 31, 2024.

See **Attachment 7** for GRUPP HOLDINGS, LLC commercial insurance policy for period July 16, 2024 through July 16, 2025 in the amount of \$4,000,000.00 for commercial general liability insurance.

See **Attachment 8** for GRUPP HOLDINGS, LLC credit report through Experian.

- c. **SUPPLIER FUNDING METHOD:** If Applicant is operating as anything other than **Broker/Marketer only**, explain how Applicant will fund its operations. Provide all credit agreements, lines of credit, etc., and elaborate on how much is available on each item.

Not applicable.

- d. **BROKER PAYMENT STRUCTURE:** If applicant is a broker/marketer, explain how your organization will be collecting your fees.

Applicant will operate as a Broker/Marketer and will collect fees for natural gas procurement and services from licensed retail natural gas suppliers that we will become enabled with following PAPUC license application approval.

The Applicant is a:

- domestic corporation (15 Pa.C.S. § 1308)
- foreign corporation (15 Pa.C.S. §§ 411 and 412)
- domestic limited liability company (15 Pa.C.S. § 8821)
- foreign limited liability company (15 Pa.C.S. §§ 411 and 412)
- Other (Describe):

- Provide proof of compliance with appropriate Department of State filing requirements as indicated above.
- Provide the state in which the business is incorporated/organized/formed and provide a copy of the Applicant's charter documentation.
- Give name and address of officers.

See **Attachment 2** for GRUPP HOLDINGS, LLC operating agreement, a Pennsylvania limited liability company. GRUPP HOLDINGS, LLC is incorporated in Pennsylvania. David R. Grupp serves as the President and sole member of GRUPP HOLDINGS, LLC. The operating agreement was entered into on June 8, 2021.

See **Attachment 3** for GRUPP HOLDINGS, LLC certificate of organization as a domestic limited liability company filed with the Pennsylvania Department of State on April 6, 2006.

See **Attachment 4** for GRUPP HOLDINGS, LLC assignment of interest in GRUPP HOLDINGS, LLC where 50% of interest was transferred from Milan R. Grupp to David R. Grupp resulting in David R. Grupp as the sole member owning 100% of GRUPP HOLDINGS, LLC.

3. **AFFILIATES AND PREDECESSORS**

(both in state and out of state)

a. **AFFILIATES:** Give name and address of any affiliates currently doing business and state whether the affiliates are jurisdictional public utilities. If the Applicant does not have any affiliates doing business, explicitly state so. Also, state whether the applicant has any affiliates that are currently applying to do business in Pennsylvania.

Applicant does not have any affiliates doing business.

b. **PREDECESSORS:** Identify any predecessors of the Applicant and provide the names under which the Applicant has operated, including address, web address, and telephone number, if applicable. If the Applicant does not have any predecessors that have done business, explicitly state so.

Applicant does not have any predecessors.

c. **RELATED DOCKET NUMBERS:** Provide the Docket Numbers for any previous Pennsylvania PUC licenses for the Applicant, all affiliates, and any predecessors. If the Applicant does not have any related Docket Numbers, explicitly state so.

Applicant is licensed as an electricity Broker/Marketer under PAPUC Docket Application Number A-2024-3047934 approved on May 23, 2024. Applicant is in good standing with the PAPUC.

4. OPERATIONS

a. **APPLICANT'S PRESENT OPERATIONS:** *(select and complete the appropriate statement)*

Definitions

- Supplier – an entity which provides natural gas supply services to retail gas customers utilizing the jurisdictional facilities of a natural gas distribution company
- Broker/Marketer - an entity that acts as an intermediary in the sale and purchase of natural gas but does not take title to the natural gas.

- The Applicant is presently doing business in Pennsylvania as a
- natural gas interstate pipeline
 - municipality providing service outside its municipal limits
 - local gas distribution company
 - retail supplier of natural gas services in the Commonwealth
 - a natural gas producer
 - a broker/marketer engaged in the business of supplying natural gas services
 - Other. (Identify the nature of service being rendered)

Applicant is licensed as an electricity Broker/Marketer under PAPUC Docket Application Number A-2024-3047934 approved on May 23, 2024. Applicant is in good standing with the PAPUC.

or

- The Applicant is not presently doing business in Pennsylvania.

b. **APPLICANT'S PROPOSED OPERATIONS:** The Applicant proposes to operate as a:

- Supplier or Aggregator of natural gas services
- Municipal supplier of natural gas services
- Cooperative supplier of natural gas services
- Broker/Marketer engaged in the business of supplying natural gas services
 - Check here to verify that your organization will not be taking title to the natural gas nor will you be making payments for customers.
- Other (Describe):

c. **PROPOSED SERVICES:** Describe in detail the natural gas supply services which the Applicant proposes to offer.

Applicant proposes to offer natural gas procurement services for commercial and industrial customers in Pennsylvania. Applicant currently serves existing customers in Pennsylvania through active electricity broker/marketer license that would be prospects for natural gas advisory and consulting services.

d. **PROPOSED SERVICE AREA:** Check the box of each Natural Gas Distribution Company for which the Applicant proposes to provide service.

- | | |
|---|---|
| <input type="checkbox"/> Columbia | <input type="checkbox"/> Philadelphia Gas Works |
| <input type="checkbox"/> National Fuel Gas | <input type="checkbox"/> UGI Utilities – Gas Division |
| <input type="checkbox"/> PECO | <input type="checkbox"/> Valley Energy |
| <input type="checkbox"/> Peoples Natural Gas Company - Peoples Natural Gas Division | |
| <input type="checkbox"/> Peoples Natural Gas Company - Peoples Gas Division | |
| <input checked="" type="checkbox"/> All of the above | |

e. **CUSTOMERS:** Applicant proposes to provide services to:

- Residential Customers
- Small Commercial Customers - (Less than 6,000 Mcf annually)
- Large Commercial Customers - (6,000 Mcf or more annually)
- Industrial Customers
- Governmental Customers
- All of above
- Other (Describe):
- Residential and Small Commercial Customers in a Mixed Meter Capacity -
This customer class reflects situations in which a large commercial, industrial, and/or governmental customer account also contains features of residential and/or small commercial customers. In this instance, the residential and/or small commercial portion must be an incidental portion of the larger account. **This customer class alone does not allow marketing targeted directly to residential and/or small commercial customers.** Further information may be found in the Licensing Requirements Applicable to Mixed Meter Scenarios Secretarial Letters served March 25, 2011, and July 3, 2013, at Docket No. M-2009-2082042.

f. **START DATE:** Provide the approximate date the Applicant proposes to actively market within the Commonwealth.

Applicant intends to begin actively marketing natural gas procurement services to commercial and industrial customers as soon as PAPUC license application is approved. Ideally, this would be as early as May – June 2025.

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 never been involved in any criminal or civil proceedings.

- b. **CUSTOMER/REGULATORY/PROSECUTORY ACTIONS:** Identify all formal or escalated actions or complaints 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 never had any customer/regulatory/prosecutor actions filed with or by a customer, regulatory agency or prosecutor agency. Applicant has never had a Pennsylvania PUC EGS or NGS license cancelled by their commission.

- c. **SUMMARY:** If applicable; provide a statement as to the resolution or present status of any actions listed above. Additionally, provide details of any actions the applicant has undertaken that will prevent the items listed above from occurring if licensed in Pennsylvania.

Not applicable.

6. PROOF OF SERVICE

*Required of ALL Applicants regardless of operating as a supplier, broker, marketer, or aggregator.
(Example Certificate of Service is attached at Appendix C)*

- a.) **STATUTORY AGENCIES:** Pursuant to Sections 1.57, 1.58, and 62.103(c) of the Commission's Regulations, 52 Pa. Code §§ 1.57, 1.58, and 62.103(c), provide proof of service of a signed and verified Application with attachments on the following:

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

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

Office of Small Business Advocate
Forum Place
555 Walnut Street, 1st Floor
Harrisburg, PA 17101

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

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

b.) **NGDCs:** Pursuant to Sections 1.57, 1.58, and 62.103(c) of the Commission's Regulations, 52 Pa. Code §§ 1.57, 1.58, and 62.103(c), provide Proof of Service of the Application and attachments upon each of the Natural Gas Distribution Companies the Applicant proposed to provide service in. Upon review of the Application, further notice may be required pursuant to Section 5.14 of the Commission's Regulations, 52 Pa. Code § 5.14. Contact information for each NGDC is as follows.

<p>Columbia Gas of PA, Inc. Transport Support Services 290 W. Nationwide Blvd. Columbus, OH 43215 PH: 614.460.4980 e-mail: transportevaluations@nisource.com</p>	<p>National Fuel Gas Distribution Corp. Daniel Czechowicz, Director – Gas Supply Administration 6363 Main Street Williamsville, NY 14221 PH: 716.857.6917 e-mail: czechowiczd@natfuel.com</p>
<p>Peoples Natural Gas Company LLC – Peoples Natural Gas Division Carol Scanlon 375 North Shore Drive Pittsburgh, PA 15212 PH: 412.208.6931 FAX: 412.208.6577 e-mail: Carol.Scanlon@peoples-gas.com</p>	<p>Peoples Natural Gas Company LLC – Peoples Gas Division Carol Scanlon 375 North Shore Drive Pittsburgh, PA 15212 PH: 412.208.6931 FAX: 412.208.6577 e-mail: Carol.Scanlon@peoples-gas.com</p>
<p>PECO Suzette Adams, Sr. Manager, Gas Supply and Transportation 2301 Market Street, S-18 Philadelphia, PA 19103 PH: 215.841.6467 Email: Suzette.Adams@exeloncorp.com</p>	<p>Philadelphia Gas Works Ryan Reeves, Director Supply Transportation & Control 800 West Montgomery Avenue Philadelphia, PA 19122 PH: 215.787.5103 email: pgwchoicesupply@pgworks.com</p>
<p>UGI Utilities, Inc. – Gas Division Sherry Epler 1 UGI Drive Denver, PA 17517 PH: 610.796.3447 Email: sepler@ugi.com</p>	<p>Valley Energy Inc. Ed Rogers 523 South Keystone Avenue Sayre, PA 18840-0340 PH: 570.888-9664 FAX: 570.888.6199 email: erogers@ctenterprises.org</p>

- e. **ACCOUNTING RECORDS CUSTODIAN:** Provide the name, title, address, telephone number, FAX number, and e-mail address of Applicant's custodian for its accounting records.

Phoenix CPAs & Consultants, LLC, Sarah Curry, Owner, 439 District Rd. Fredonia, PA 16124, (724) 342-0160, (724) 342-3250, info@phoenixcpa.cpa

- f. **TAXATION:** Complete the TAX CERTIFICATION STATEMENT attached as Appendix D to this application.

All sections of the Tax Certification Statement must be completed. Submitting N/A on either the Sales Tax License Number or the Employer ID Number (items 7A and 7B) shall be accompanied by supporting documentation or an explanation validating the absence of such information.

Item 7A on the Tax Certification Statement is designated by the Pennsylvania Department of Revenue. Item 7B on the Tax Certification Statement is designated by the Internal Revenue Service.

8. TECHNICAL FITNESS

To ensure that the present quality and availability of service provided by natural gas distribution companies does not deteriorate, the Applicant shall provide sufficient information to demonstrate technical fitness commensurate with the service proposed to be provided.

- a. **EXPERIENCE, PLAN, STRUCTURE:** such information may include:

- Applicant's previous experience in the natural gas industry.
- Summary and proof of licenses as a supplier of natural gas services in other states or jurisdictions.
- Type of customers and number of customers Applicant currently serves in other jurisdictions.
- Staffing structure and numbers as well as employee training commitments.
- Business plans for operations within the Commonwealth.
- Any other information appropriate to ensure the technical capabilities of the Applicant.

Applicant has spent the past 20 years in the retail energy industry, first with Strategy Energy Limited, then with Direct Energy Business, NRG and as a retail and renewable energy consultant. Applicant has served in various capacities from product development, marketing and sales. Applicant served for over a decade as Head of National Key Accounts and VP of Renewable Services for Direct Energy Business and served on the leadership team for Direct Energy. Applicant's primary business plan is to educate and advise on the various risks and benefits of electricity, natural gas and renewable energy solutions to commercial and industrial customers within the Commonwealth of Pennsylvania.

See **Attachment 9** for biography of applicant, David R. Grupp, President of GRUPP HOLDINGS, LLC dba Green Climate Energy Consulting.

See **Attachment 10** for full resume of applicant, David R. Grupp, President of GRUPP HOLDINGS, LLC dba Green Climate Energy Consulting.

See **Attachment 11** for corporate overview and business plan for GRUPP HOLDINGS, LLC dba Green Climate Energy Consulting.

- b. **PROPOSED MARKETING METHOD** (*check all that apply*)

- Internal – Applicant will use its own internal resources/employees for marketing

External NGS – Applicant will contract with a **PUC LICENSED NGS**

Affiliate – Applicant will use a **NON-NGS affiliate that is a nontraditional marketer and/or marketing services consultant**

External Third-Party – Applicant will contract with a **NON-NGS third party nontraditional marketer and/or non-selling marketer**

Other (Describe):

c. **DOOR TO DOOR SALES:** Will the Applicant be implementing door to door sales activities?

Yes

No

If yes, will the Applicant be using verification procedures?

Yes

No

If yes, describe the Applicant's verification procedures.

d. **OVERSIGHT OF MARKETING:** Explain all methods Applicant will use to ensure all marketing is performed in an ethical manner, for both employees and subcontractors.

Applicant will primarily target medium and large commercial and industrial customers based on personal relationships, word-of-mouth and direct customer referrals. Applicant intends to cross-sell to existing electricity prospects and clients. Applicant intends to be a boutique energy advisor providing complex solutions to sophisticated energy buyers and does not intend to mass market applicant's services.

e. **OFFICERS:** Identify Applicant's chief officers, and include the professional resumes for any officers directly responsible for operations. All resumes should include date ranges and job descriptions containing actual work experience.

David R. Grupp is the President of Green Climate Energy Consulting. Applicant's professional resume is attached. See **Attachment 10**. Also referenced in Section 8.a. (above).

9. **DISCLOSURE STATEMENT:**

(Not applicable for an applicant applying for a license exclusively as a broker/marketer.)

DISCLOSURE STATEMENTS: If proposing to serve Residential and/or Small Commercial (less than 6,000 Mcf annually) Customers, provide a Residential and/or Small Commercial disclosure statement. A sample disclosure statement is provided as Appendix E to this Application.

- Natural gas should be priced in clearly stated terms to the extent possible. Common definitions should be used. All consumer contracts or sales agreements should be written in plain language with any exclusions, exceptions, add-ons, package offers, limited time offers or other deadlines prominently communicated. Penalties and procedures for ending contracts should be clearly communicated.

Applicant is applying for a license exclusively as a natural gas broker/marketer.

10. VERIFICATIONS, ACKNOWLEDGEMENTS, AND AGREEMENTS

- a. **STANDARDS OF CONDUCT AND DISCLOSURE:** As a condition of receiving a license, Applicant agrees to conform to any Uniform Standards of Conduct and Disclosure as set forth by the Commission. Further, the Applicant agrees that it must comply with and ensure that its employees, agents, representatives, and independent contractors comply with the standards of conduct and disclosure set out in Commission regulations at 52 Pa. Code § 62.114.

AGREED

- b. **REPORTING REQUIREMENTS:** Applicant agrees to provide the following information to the Commission:
- Reports of Gross Receipts: Applicant shall file an annual report with the Commission on an annual basis no later than April 30th following the end of the calendar year per 52 Pa. Code § 62.110.

AGREED

- c. **TRANSFER OF LICENSE:** The Applicant understands that if it plans to transfer its license to another entity, it is required to request authority from the Commission for permission prior to transferring the license. See 66 Pa.C.S. § 2208(d) and 52 Pa. Code § 62.112(a). Transferee will be required to file the appropriate licensing application.

AGREED

- d. **ANNUAL FEES:** The Public Utility Code authorizes the PUC to collect an annual fee of \$350 from suppliers, brokers, marketers, and aggregators selling natural gas in the Commonwealth of PA, and a supplemental fee based on annual gross intrastate revenues, applicable to suppliers only.

ACKNOWLEDGED

- e. **FURTHER DEVELOPMENTS:** Applicant is under a continuing obligation to amend its application if substantial changes occur to the information upon which the Commission relied in approving the original filing. See 52 Pa. Code § 62.105.

AGREED

- f. **FALSIFICATION:** The Applicant understands that the making of false statement(s) herein may be grounds for denying the Application or, if later discovered, for revoking any authority granted pursuant to the Application. This Application is subject to 18 Pa.C.S. §§ 4902, 4903, and 4904, relating to perjury and falsification in official matters.

AGREED

- g. **NOTIFICATION OF CHANGE:** If your answer to any of these items changes during the pendency of your application or if the information relative to any item herein changes while you are operating within the Commonwealth of Pennsylvania, you are under a duty to so inform the Commission, within thirty (30) days, as to the specifics of any changes which have a significant impact on the conduct of business in Pennsylvania. See 52 Pa. Code § 62.105.

AGREED

- h. **CEASING OF OPERATIONS:** Applicant is also required to officially notify the Commission if it plans to cease doing business in Pennsylvania, 90 days prior to ceasing operations.

AGREED

- i. **FILING FEE:** The Applicant has enclosed or paid the required, non-refundable filing fee by **CERTIFIED CHECK OR MONEY ORDER** in the amount of \$350.00 payable to the Commonwealth of Pennsylvania. The Commission does not accept corporate or personal checks for filing fees.

PAYMENT ENCLOSED

11. AFFIDAVITS

(All affidavits must be notarized before filing.)

- a.) **APPLICATION AFFIDAVIT:** Complete and submit with your filing an officially notarized Application Affidavit stating that all the information submitted in this application is truthful and correct. An example copy of this Affidavit can be found at Appendix A.
- b.) **OPERATIONS AFFIDAVIT:** Provide an officially notarized affidavit stating that you will adhere to the Public Utility Code of Pennsylvania and applicable federal and state laws. An example copy of this Affidavit can be found at Appendix B.

See completed, officially notarized **Application Affidavit** in **Appendix A** (attached). See completed, officially notarized **Operations Affidavit** in **Appendix B** (attached). Affidavits signed and notarized on February 25, 2025.

12. NEWSPAPER PUBLICATIONS

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

All Applicants **MUST** include a Commission issued Docket Number in their publications. Docket Numbers are issued to new applicants when an application packet is submitted to the PUC's Secretary's Bureau. Newspaper publications published without a Commission issued Docket No. will be rejected. For more information, see 52 Pa. Code § 62.107.

Notice of filing of this Application must be published in newspapers of general circulation covering each county in which the applicant intends to provide service. The newspapers in which proof of publication are required is dependent on the service territories the applicant is proposing to serve.

The chart below dictates which newspapers are necessary for each NGDC. For example, an applicant that wants to operate in Peoples Natural Gas - Peoples Natural Gas Division would need to run ads in The Erie Times-News, the Pittsburgh Post-Gazette, and the Johnstown Tribune-Democrat. If the applicant is proposing to serve the entire Commonwealth, please file proof of publication in all seven newspapers.

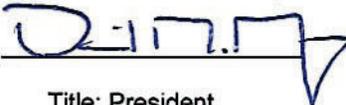
The only acceptable verification of this requirement is with Notarized Proofs of Publication, which may be requested from each newspaper and **must be supplied to the Commission before the applicant is licensed.**

	Erie Times-News	Harrisburg Patriot-News	Philadelphia Daily News or Philadelphia Inquirer	Pittsburgh Post-Gazette	Scranton Times-Tribune	Williamsport Sun-Gazette	Johnstown Tribune-Democrat
Columbia Gas	X	X		X		X	X
National Fuel Gas	X			X			
PECO			X				
Peoples Natural Gas – Peoples Natural Gas Division	X			X			X
Peoples Natural Gas – Peoples Gas Division				X			
Philadelphia Gas Works			X				
UGI Utilities – Gas Div.	X	X	X	X	X	X	X
Valley Energy					X	X	
Entire Commonwealth	X	X	X	X	X	X	X

(Newspaper Publication Templates are provided at Appendices F and G)

13. SIGNATURE

Applicant: GRUPP HOLDINGS, LLC

By: 

Title: President

14. CHECKLIST

For the applicant's convenience, please use the following checklist to ensure all relevant sections are complete. The Commission Secretary's Bureau will not accept an application unless each of the following sections is complete.

Applicant: GRUPP HOLDINGS, LLC

Applicant's Use	✓	Signature	
	✓	Filing Fee (ONLY CERTIFIED CHECK OR MONEY ORDER)	
	✓	Application Affidavit	
	✓	Operations Affidavit	
	✓	Tax Certification Statement	
	✓	Commonwealth Department of State Verification	
	✓	Certificate of Service	

PUC Secretary's Bureau

Appendix A

APPLICATION AFFIDAVIT

[Commonwealth/State] of Pennsylvania:

: ss.

County of Butler:

David R. Grupp, Affiant, being duly [sworn/affirmed] according to law, deposes and says that: [He/she is the President (Office of Affiant) of GRUPP HOLDINGS, LLC (Name of Applicant);] [That he/she is authorized to and does make this affidavit for said Applicant;]

That the Applicant herein GRUPP HOLDINGS, LLC has the burden of producing information and supporting documentation demonstrating its technical and financial fitness to be licensed as a natural gas supplier pursuant to 66 Pa.C.S. § 2208 (c)(1) and 52 Pa. Code § 62.109(a).

That the Applicant herein GRUPP HOLDINGS, LLC has answered the questions on the application correctly, truthfully, and completely and provided supporting documentation as required.

That the Applicant herein GRUPP HOLDINGS, LLC acknowledges that it is under a duty to update information provided in answer to questions on this application and contained in supporting documents.

That the Applicant herein GRUPP HOLDINGS, LLC acknowledges that it is under a duty to supplement information provided in answer to questions on this application and contained in supporting documents as requested by the Commission.

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

[Handwritten Signature]
Signature of Affiant

Sworn and subscribed before me this 25th day of February, 2025.

[Handwritten Signature: Amy M. Howard]
Signature of official administering oath

My commission expires _____.

Commonwealth of Pennsylvania - Notary Seal
Amy M. Howard, Notary Public
Butler County
My commission expires September 29, 2028
Commission number 1301128
Member, Pennsylvania Association of Notaries

Appendix B

OPERATIONS AFFIDAVIT

[Commonwealth/State] of Pennsylvania:

: ss.

County of Butler:

David R. Grupp, Affiant, being duly [sworn/affirmed] according to law, deposes and says that:

[He/she is the President (Office of Affiant) of GRUPP HOLDINGS, LLC (Name of Applicant);]

[That he/she is authorized to and does make this affidavit for said Applicant;]

That GRUPP HOLDINGS, LLC, the Applicant herein, acknowledges that [Applicant] may have obligations pursuant to this Application consistent with the Public Utility Code of the Commonwealth of Pennsylvania, Title 66 of the Pennsylvania Consolidated Statutes; or with other applicable statutes or regulations including Emergency Orders which may be issued verbally or in writing during any emergency situations that may unexpectedly develop from time to time in the course of doing business in Pennsylvania.

That GRUPP HOLDINGS, LLC, the Applicant herein, asserts that [he/she/it] possesses the requisite technical, managerial, and financial fitness to render natural gas supply service within the Commonwealth of Pennsylvania and that the Applicant will abide by all applicable federal and state laws and regulations and by the decisions of the Pennsylvania Public Utility Commission.

That GRUPP HOLDINGS, LLC, the Applicant herein, acknowledges that failure to comply with any provision of Chapter 22 of the Public Utility Code or the rules, regulations, orders or directives of the Department of Revenue or of the Commission, including, but not limited to, engaging in anticompetitive behavior, shall be cause for the Commission to revoke the Applicant's license. See 66 Pa.C.S. § 2208(c)(2). The Applicant acknowledges that it shall report to the Commission its jurisdictional natural gas sales for ultimate consumption, for the previous year or as otherwise required by the Commission. The Applicant also acknowledges that it is subject to 66 Pa.C.S. § 506 (relating to the inspection of facilities and records).

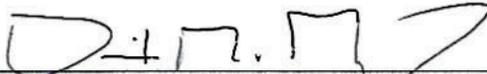
Applicant, by filing of this application waives confidentiality with respect to its state tax information in the possession of the Department of Revenue, regardless of the source of the information, and shall consent to the Department of Revenue providing that information to the Pennsylvania Public Utility Commission.

Appendix B (Continued)

That GRUPP HOLDINGS, LLC, the Applicant herein, acknowledges that it has a statutory obligation to conform with 66 Pa.C.S. § 506 and the standards and billing practices of 52 Pa. Code Chapter 56.

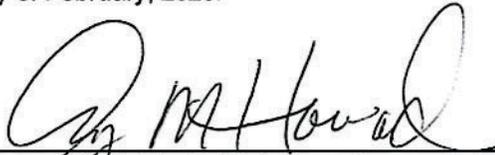
That the Applicant agrees to provide all consumer education materials and information in a timely manner as requested by the Office of Communications or other Commission bureaus. Materials and information requested may be analyzed by the Commission to meet obligations under applicable sections of the law.

That the facts above set forth are true and correct/true and correct to the best of his/her knowledge, information, and belief.



Signature of Affiant

Sworn and subscribed before me this 25th day of February, 2025.



Signature of official administering oath

My commission expires _____.

Commonwealth of Pennsylvania - Notary Seal
Amy M. Howard, Notary Public
Butler County
My commission expires September 29, 2028
Commission number 1301128
Member, Pennsylvania Association of Notaries

Appendix C

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

CERTIFICATE OF SERVICE TEMPLATE

On this the 25th day of February 2025, I certify that a true and correct copy of the foregoing application form for licensing within the Commonwealth of Pennsylvania as a Natural Gas Supplier and all **NON-CONFIDENTIAL** attachments have been served, as either a hardcopy or a searchable PDF version on a cd-rom or a USB flash drive, upon the following:

Office of Consumer Advocate

5th Floor, Forum Place
555 Walnut Street
Harrisburg, PA 17120

Office of Small Business Advocate

Forum Place
555 Walnut Street, 1st Floor
Harrisburg, PA 17101

Pennsylvania Public Utility Commission

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

National Fuel Gas Distribution Corp.

Daniel Czechowicz, Director – Gas Supply Administration
6363 Main Street
Williamsville, NY 14221
PH: 716.857.6917
e-mail: czechowiczd@natfuel.com

Peoples Natural Gas Company LLC - Peoples Natural Gas Division

Carol Scanlon
375 North Shore Drive
Pittsburgh, PA 15212
PH: 412.208.6931
e-mail: Carol.Scanlon@peoples-gas.com

Philadelphia Gas Works

Ryan Reeves, Director Supply Transportation & Control
800 West Montgomery Avenue
Philadelphia, PA 19122
PH: 215.787.5103
email: pgwchoicesupply@pgworks.com

Valley Energy Inc.

Ed Rogers
523 South Keystone Avenue
Sayre, PA 18840-0340
PH: 570.888-9664
email: erogers@centerprises.org

**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

Columbia Gas of PA, Inc.

Transport Support Services
290 W. Nationwide Blvd.
Columbus, OH 43215
PH: 614.460.4980
e-mail: transportevaluations@nisource.com

PECO

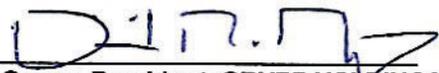
Suzette Adams, Sr. Manager, Gas Supply and Transportation
2301 Market Street, S-18
Philadelphia, PA 19103
PH: 215.841.6467
Email: Suzette.Adams@exeloncorp.com

Peoples Natural Gas Company LLC - Peoples Gas Division

Carol Scanlon
375 North Shore Drive
Pittsburgh, PA 15212
PH: 412.208.6931
e-mail: Carol.Scanlon@peoples-gas.com

UGI Utilities, Inc. – Gas Division

Sherry Epler
1 UGI Drive
Denver, PA 17517
PH: 610.796.3447
Email: sepler@ugi.com


David R. Grupp, President, GRUPP HOLDINGS, LLC



BIOGRAPHY

Dave Grupp currently consults in the areas of energy procurement, renewable energy supply, and distributed generation, primarily solar. Dave started Green Climate Energy Consulting's advisory practice in 2021 to help clients address the threat of climate change by working together to source and utilize energy more efficiently, responsibly, and sustainably. Prior to founding Green Climate, Dave served as VP and Head of Renewable Services for Direct Energy Business (acquired by NRG in 2021). Dave was responsible for the overall business strategy and execution delivering renewable power and zero carbon natural gas supply to commercial and industrial customers on a national basis. Dave led the transformation of Direct Energy into one of the leading providers of renewable energy services in North America.

Previously Dave spent 10 years as Head of National Key Account Sales for Direct Energy and has over 20 years of energy industry experience. Dave also worked in various other capacities in sales, marketing and product management and was responsible for developing the company's "Make Me Green™" renewable energy product certified by Green-e Energy.

Prior to retail energy, Dave worked for Robinson Fans, a Butler County, PA based industrial fan manufacturer providing pollution control solutions to heavy industry including chemical, steel, and power generation. In his role as Director of R&D, Dave was responsible for aerodynamic and acoustic testing and design and as Project Manager was responsible for rotordynamic and mechanical analyses while providing oversight for multimillion dollar capital projects.

Dave routinely presents at conferences on the topics of energy markets and renewable energy including EEI, Smart Energy Decisions, TEPA and FMI. In addition, he has published and presented several technical papers on fan performance and design at AMCA, ASHRAE, EPRI, and the North American Mine Ventilation Symposium.

Dave holds a Bachelor of Science degree in Mechanical Engineering from Penn State University with a minor in Engineering Mechanics and holds an MBA with honors w/ concentrations in Finance & Sustainability from Duquesne University.

Dave was recently recognized as a member of the City & State PA Energy & Environment Power 100. Dave currently sits on the Board of Directors for Junior Achievement of Western PA, is a youth football coach, VP of the Seneca Valley wrestling association and volunteers with Boy Scout Troop 403. Dave resides in Cranberry Twp, PA with his wife Milan, boys Maddox and Camden and yellow labs, Wallace & Grommit.

David R. Grupp

Energy Executive – C&I Sales and Renewable Energy Services

Experienced Business Leader with a passion for delivering customer-focused sustainable energy solutions.

Results-oriented business executive with 30+ years of industry experience in retail energy and industrial manufacturing. Dave has consistently increased corporate revenues and maximized business growth in the renewable energy sector. Demonstrated ability to create and retain deep connections with customers, colleagues, and business partners. Combine innovative vision and new product strategies to reach business goals and financial targets. Dedicated to providing servant leadership and collaboration across organizational boundaries to achieve desired results. Passionate for leveraging renewable energy with applicable technological advancements in building a sustainable environment. Routinely presents on topics of evolving energy markets and related business impacts.

Areas of Expertise

- Sales and Marketing
- Key Account Management
- M&A and Market Development
- Renewable Energy Technologies
- Project Management
- Retail & Wholesale Operations
- Client Relationship Management
- Leadership & Team Building
- Strategy & Business Development

Major Accomplishments

- Named a Top Leader making a difference in Pennsylvania's energy sector in City & State PA's 2023 Energy & Environment Power 100 List.
- Consulted for and developed go-to-market Renewable Energy Supply Services (RESS) strategy for multinational Fortune Global 200 client, Johnson Controls, Inc. Developed global partnership ecosystem for renewable energy procurement with \$100M growth target.
- Created and headed new Renewable Services division at Direct Energy, successfully delivered over \$100M in margin within first two years of inception while delivering end-to-end integrated renewables platform.
- Grew National Key Account business from a small sales team generating \$25M in power margins to an industry leader delivering over \$80M annually in power, natural gas, distributed energy and renewable solutions.
- Led Direct Energy's business development efforts for \$125M tax equity fund/partnership with Solar City/Tesla delivering over 40 MW of solar to Fortune 500 customers including Whole Foods, Home Depot, BJ's Wholesale, and H-E-B Grocery.

Professional Experience

Green Climate Energy Consulting, Cranberry Twp, PA

President

July 2021 – Present

Lead the strategic advisory consulting practice to help clients address the threat of climate change by working together to source and utilize energy more efficiently, responsibly, and sustainably.

- Provide consulting services on retail energy supply, renewable project development and renewable energy procurement and distributed energy solutions with a focus on strategy development and execution in the transition to a green energy ecosystem. Assist high value clients with traditional energy procurement services.
- Serve as the exclusive energy affiliate partner to the Butler County Chamber of Commerce offering energy procurement services for power and natural gas. The energy program strives to help local businesses reduce their energy spend while redirecting revenues back to nonprofit organizations across Butler County through the community reinvestment fund.

Direct Energy Business, Pittsburgh, PA

Vice President and Head of Renewable Services

Oct. 2019 – June 2021

Led Renewable Services division and served on DEB Leadership Team with responsibility for overall corporate strategy and business execution of renewable services including wholesale origination, retail operations, sales, and marketing to deliver over \$100M in margin within first two years. Oversaw IT, marketing, and sales deployment plans for North American business.

- Delivered business case for renewable services to Centrica executive leadership and successfully obtained approval of investment case and resourcing plan.
- Built \$86M+ retail and \$100+ wholesale pipelines of renewable opportunities and closed \$107M of forward book value and term net margin with transparent management and reporting capabilities.
- Executed multiple renewable transactions with National Account clients including Simon Properties, TJX, Sprint, Home Depot, Target, Starbucks, and Amazon based on 200MW grid connect solar PPA and off-take from renewable projects.
- Launched **ChooseGreen™**, an affordable program to provide access to renewable energy for small businesses, successfully suppling over 2.5k customers in first 3 months of product launch.
- Spearheaded Centrica Global Key Account initiative to develop go-to-market strategy for high-value global clients by developing best-in-class framework for enterprise customer acquisition and engagement model.

Director, National Key Account and Government Sales

Mar. 2015 – Sep. 2019

Directed National Key Accounts, National Channels, and Government Sales teams through integration following acquisition of Hess Energy Marketing. Increased sales to over \$80M in term net margin while growing team to 30+ individuals. Guided strategic direction to achieve \$400M net margin sales as part of overall Sales Leadership Team annual goals.

- Developed new strategies for business acquisition with data centers/big tech while expanding market share with National consultants such as Schneider Electric, Enel-X, and Engie Insight.
- Grew government sales at federal, state, and local levels by working with regional sales teams through creation of the **STARS** collaboration program.
- Established new executive sponsors relationships with Amazon, Google, Facebook, Digital Realty, and Microsoft to penetrate and grow high value enterprise accounts.
- Led new market entries into Arizona and Virginia premised on customer choice and access to renewables, ultimately generating \$20M+ in incremental new renewable sales.

Director of Portfolio and National Account Sales

Jan. 2010 – Feb. 2015

Supervised Portfolio Strategy team and National Key Accounts sales team(s) through significant period of growth by revamping go-to-market strategy including product positioning, sales deployment, and consulting services model.

- Boosted sales to National Key Account clients from approximately \$25M annually to over \$60M while expanding products and services offered in areas of distributed generation, demand response, and renewables.
- Strategized business development of \$125M tax equity fund and partnership with Solar City/Tesla to offer behind the meter solar solutions for National Account clients; aligned sales teams from both organizations and successfully closed deals with Whole Foods, Home Depot, BJ's Wholesale Club, and H-E-B Grocery for over 40MW of installed solar.

Regional Director of Sales – Pennsylvania

Jan. 2009 – Dec. 2009

Oversaw all commercial and business development activities in Pennsylvania power commodity market as rate caps expired. Hired new sales representatives and coordinated with existing regional sales team members to capture business opportunities and broaden market share while leading cross-functional team to build business case for market entry participation.

- Achieved market share capture of 25% of addressable load and \$20M in annual gross margin through strategic sales and marketing efforts.
- Championed in-state recruitment efforts from Penn State focusing on students from the Energy, Business & Finance major and continue to serve as lead recruiter for Direct Energy to present.

Director of Sales and Marketing – Renewable Energy

Jun. 2007 – Dec. 2008

Headed business development activities and implementation of renewable energy service offerings across North America. Served as member of Sales Leadership Team to support renewable energy services to commodity energy sales team and ensure alignment with renewable sales.

- Directed *"Lead with Green"* lead generation and prospecting sales strategy for non-direct access (DA) customers in California in advance of market re-opening.
- Developed and certified company's *Make Me Green™* renewable energy certificate (REC) product with the Center for Resource Solutions Green-e Energy program.
- Acted as member of Centrica Climate Change Committee to address opportunities and threats to the organization with respect to climate change.

Senior Product Development Manager – Large C&I Market Segment

May 2005 – May 2007

Championed development of risk management *PowerPortfolio™* product for large C&I and National Account customers across multiple markets. Provided oversight of new market entry initiatives to fulfill overall operational, sales, and marketing requirements. Acted as primary subject matter expert to communicate all product-related information to broader sales organization. Conducted competitive research and analysis to support sales and net income goals.

- Developed and implemented New Product Development (NPD) pilot process as a mechanism to test new product concepts, accountable for development of product description, business case, product brief, gap analysis, project plan, and delivery timeline.
- Increased annual sales of Xpress product line from \$60k to over \$6.4M within first year.

Robinson Industries, Zelienople, PA

Project Manager, Key Accounts

2003 – 2005

- Responsible for oversight of all commercial and technical aspects of projects from order entry through engineering, design, fabrication, installation and commissioning of equipment while serving as single point of contact for customers on major projects. Provided application engineering support to sales representatives and estimators. Successfully managed implementation of over \$13M in projects for clients such as DuPont, General Electric, Nucor, Holcim, First Energy, Alcoa and U.S. Steel.
- Led overall project management of largest installation in 112 yr. company history for INCO Deep Nickel Mine Ventilation Project. Complete new install of three fans, motors, and drives at surface of mineshaft. Fans provide primary cooling and ventilation to the deepest nickel mine in the world at 8280 ft. below surface.

Director of Research

1998 – 2003

- Led all departmental activities of AMCA accredited aerodynamic and acoustic testing laboratory. Conducted development of new fan designs for improved efficiency, increased erosion capabilities and lower acoustical emissions levels. Developed new and revised existing engineering standards based on prototype testing, analytical analysis, and resonant impact testing. Provided proposals and test reports for laboratory prototype tests, computational fluid dynamics analyses and factory production run tests. Prepared annual capital budget proposals for executive management and submitted quarterly management reports on departmental activities. Routinely provided engineering / technical support to sales.
- Accomplishments included expansion of analysis and testing capabilities as well as hiring research engineers and laboratory staff. Introduced new, state of the art software systems for analysis of fluid flow and vibration modeling. Successfully implemented capital upgrades of test equipment including specification, design, and installation of 700 HP variable VFD for high horsepower testing.

Education

Master of Business Administration

Concentration in Sustainability, Finance and Marketing

Donahue Graduate School of Business, Duquesne University, Pittsburgh, PA

Bachelor of Science in Mechanical Engineering

Minor: Engineering Mechanics; Fundamentals of Engineering (FE Exam)

Pennsylvania State University, State College, PA

Community/Volunteer Service

Junior Achievement of Western Pennsylvania, Board of Directors, 2016 – Present
Member - Executive Search Committee, Chair – Golf Committee (over \$1.8M raised)

Seneca Valley Wrestling Association, Vice President
Seneca Valley Youth Baseball and Football Programs, Coach, 2016 - Present
Boys Scout Troop 403, Cranberry Township, Assistant Scout Leader, 2019 - Present

Affiliations

Penn State Alumni Association, Lifetime Member
American Society of Mechanical Engineers, Member
Grupp's Christmas Trees, family member / owner

Association of Energy Engineers, Member
PADI: Professional Association of Driving Instructors, Member
Hope Lutheran Church, Member

Presentations

Voltusfest – The Future of Energy Series – Unlocking the Value of Integrated Supply & Demand, April 2024
Penn State Renewable Energy & Sustainability Systems Professionals' Webinar - Earth Day Roundtable, Apr. 2022
[Renewable Energy Webinar: Climate Risk Management for Retail Customers](#), Direct Energy Renewable Services, Jan. 2021
SED Webinar: Structured Retail Renewable Offtake: The Path to a Renewable Future, Smart Energy Decisions, Nov. 2020
[SED Podcast: The Evolution of Retail Energy with Dave Grupp](#), Smart Energy Decisions, Oct. 2020
RE100 Customer Webinar: Finding Your Path to 100% Renewable Energy, Direct Energy Renewable Services, Aug. 2020
TEPA Conference – Keynote Address: The Rise of Renewable Energy, Pittsburgh, June 2020
<https://slideslive.com/embed/presentation/38917431>
Deloitte Renewable Energy Seminar: Fundamentals Meet Function – An Energy Market Update, Aug. 2018
FMI Energy & Store Development Conf: The Impact of Technology on Energy Markets and Supply Demand Equation, Sept. 2015
[G20 and Renewables](#), Our Region's Business Television Interview, WPXI-TV, Oct. 2009
Green Buildings NY Conference: Integrated Energy Procurement in a Carbon Constrained World, Jun. 2008
EEI National Key Account Spring Workshop: The Ins and Outs of Procuring Renewables in the Retail Electricity Market, Apr. 2008
Published and presented several technical papers on fan performance and design at AMCA/ASHRAE, EPRI, and the North American Mine Ventilation Symposium



Corporate Overview

- Investment Briefing and Business Plan

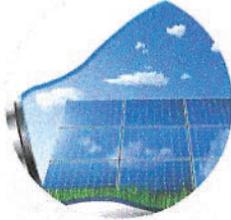
Dave Grupp | February 24, 2025

Our mission is to lower customers energy costs thru competitive choice and access to renewables in the transition to a low carbon future

Green Climate Energy Consulting - Business Model

- Renewable energy consulting to retail energy suppliers and renewable project developers
- Renewable energy and zero carbon procurement consulting services to Fortune 500 retail customers
- Traditional energy brokerage services with regional focus via targeted vertical market segments in mid-C&I space
- Energy advisor for distributed energy solutions – leveraging partnerships to deliver EE, DR, and BTM solar as value add to consulting and brokerage clients
- Consulting services in clean-tech space including EV Charging, community solar, RNG, hydrogen and new energy technologies

Green Climate Lines of Business



Renewable
Supplier
Consulting



Renewable
Customer
Procurement



Energy
Brokerage
Services



Distributed
Generation
Partnerships



Clean-tech
Advisory
Services

Full range of sustainable energy services targeted to specific market segments

Green Climate - Energy Brokerage Services

- Regionally-focused energy brokerage business to generate early cash flow for the business with a focus on PJM, Pennsylvania specifically
- Leverage longstanding, regional relationships specific to targeted vertical market segments for high margin, high retention, and cross / up-sell opportunities
- Timing issues to consider bringing on business development professionals to build brokerage book