

# View/Print Label

1. **Ensure there are no other shipping or tracking labels attached to your package.** Select the Print button on the print dialogue box that appears. Note: If your browser does not support this function, select Print from the File menu to print the label.

2. **Fold the printed label at the solid line below.** Place the label in a UPS Shipping Pouch. If you do not have a pouch, affix the folded label using clear plastic shipping tape over the entire label.

### 3. GETTING YOUR SHIPMENT TO UPS

#### Customers with a scheduled Pickup

- Your driver will pickup your shipment(s) as usual.

#### Customers without a scheduled Pickup

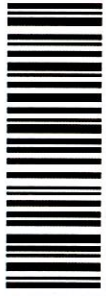
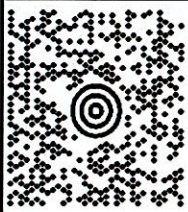
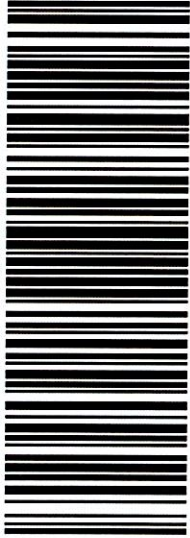

- Schedule a Pickup on [ups.com](http://ups.com) to have a UPS driver pickup all of your packages.
- Take your package to any location of The UPS Store®, UPS Access Point(TM) location, UPS Drop Box, UPS Customer Center, Staples® or Authorized Shipping Outlet near you. To find the location nearest you, please visit the 'Locations' Quick link at [ups.com](http://ups.com).

UPS Access Point™  
WESTCHESTER ROAD RUNNER  
179 E POST RD  
WHITE PLAINS NY 10601-4901

UPS Access Point™  
THE UPS STORE  
333 MAMARONECK AVE  
WHITE PLAINS NY 10605-1440

UPS Access Point™  
ADVANCE AUTO PARTS STORE 4514  
22 WESTMORELAND AVE  
WHITE PLAINS NY 10606-1913

FOLD HERE

<p>WOLTERS K LUWER 800-292-0909 140 GRAND ST. WHITE PLAINS NY 10601</p> <p><b>SHIP TO:</b> NEW HAMPSHIRE DEPARTMENT OF ENERGY 21 SOUTH FRUIT STREET, SUITE 10 CONCORD NH 03301-2429</p>	<p><b>0.1 LBS LTR</b></p> <p><b>1 OF 1</b></p>	<p><b>NH 031 9-01</b></p>  	<p><b>UPS NEXT DAY AIR SAVER 1P</b></p> <p>TRACKING #: 1Z 5X9 9R7 13 2150 8323</p> 	<p><b>BILLING: P/P</b></p>	 <p>Reference #1: 319291</p> <p>XOL 24.04.04 NV/15 15.0A 01/2024™</p>
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C T Corporation

140 Grand Street, Suite 300  
White Plains, NY 10601

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

[www.wolterskluwer.com](http://www.wolterskluwer.com)

April 10, 2024

New Hampshire Department of Energy  
21 South Fruit Street, Suite 10  
Concord, NH 03301-2429

Re: **Greencrown Energy, LLC**

Dear Sir or Madam,

Enclosed please find the following, being submitted on behalf of our above-referenced client:

### **Electric Load Aggregation Application Form**

Please contact [Owen.Clifford@wolterskluwer.com](mailto:Owen.Clifford@wolterskluwer.com) for additional information.

Once the application has been processed, please forward evidence of approval to the mailing address on the application. If there is any issue, or if you require any further information, please do not hesitate to contact us.

Yours sincerely,

C T Corporation, Business License Unit

**Electric Load Aggregation Application Form**

This form may be used to: (1) apply for initial registration as an electric load aggregator in New Hampshire, (2) apply for renewal of registration as an electric load aggregator in New Hampshire, and (3) notify the Department of Energy of any changes to information in a previously filed electric aggregator application form. This form is provided as a convenience for filing only. You are required to provide all information specified under Puc 2006.02 when applying for initial or renewal registration as an electric aggregator, but you are not required to use this form when doing so.

Indicate whether this application is for an initial registration or for a renewal. Initial <input checked="" type="checkbox"/> Renewal <input type="checkbox"/>		
Applicant's General Information		
Puc 2006.02(a)	Legal Name	GREENCROWN Energy, LLC
	Trade Name (d/b/a) (if applicable)	
Puc 2006.02(b)	Business Mailing Address	535 Route 46 East Little Falls, NJ 07424
	Telephone Number	877 308 2727
	E-Mail Address	sritorto@greencrownenergy.com
	Website Address (if applicable)	www.greencrownenergy.com
Puc 2006.02(c)	Provide the name(s), title(s), business address(es), telephone number(s), and e-mail address(es) of the applicant, if an individual, or of the applicant's principal(s), <sup>1</sup> if the applicant is anything other than an individual. Use additional sheets if your response exceeds the space provided on the form.	
	Name	Salvatore Ritorto
	Title	President
	Business Mailing Address	535 Route 46 East Little Falls, NJ 07424
	Telephone Number	877 308 2727
	E-Mail Address	sritorto@greencrownenergy.com
	Name	
	Title	
	Business Mailing Address	
	Telephone Number	
	Email Address	
	Name	
	Title	
Business Mailing Address		
Telephone Number		
E-Mail Address		

1. "Principals" means, for a corporation, any of its officers, directors, or controlling shareholders, for a limited liability company, any of its managers or controlling members, for a partnership, any of its general partners, and for any other business entity, any of its personnel exercising executive functions and any of its controlling equity owners.



Customer Service Contact		
Puc 2006.02(d)	Name	Salvatore Ritorto
	Title	President
	Telephone Number	877 308 2727
	Toll-Free Telephone Number (if available)	877 308 2727
	E-Mail Address	sritorto@greencrownenergy.com

Customer Complaints Contact		
Puc 2006.02(e)(1)	Name	Salvatore Ritorto
	Title	President
	Business Mailing Address	535 Route 46 East Little Falls, NJ 07424
	Telephone Number	877 308 2727
	E-Mail Address	sritorto@greencrownenergy.com

Regulatory Compliance Matters Contact		
Puc 2006.02(e)(2)	Name	Salvatore Ritorto
	Title	President
	Business Mailing Address	535 Route 46 East Little Falls, NJ 07424
	Telephone Number	877 308 2727
	E-Mail Address	sritorto@greencrownenergy.com

Department of Energy Assessment Payments Contact		
Puc 2006.02(e)(3)	Name	Salvatore Ritorto
	Title	President
	Business Mailing Address	535 Route 46 East Little Falls, NJ 07424
	Telephone Number	877 308 2727
	E-Mail Address	sritorto@greencrownenergy.com

Separate Attachments: Business Authority and Trade Name	
Puc 2006.02(f)	Provide, as a separate attachment, evidence of the applicant's authorization to do business in New Hampshire from the New Hampshire secretary of state by submitting either of the following: (1) a recent printout of the applicant's listing on the N.H. Secretary of State website with the status "In Good Standing" or words of similar import; (2) or a copy of a certificate from the N.H. Secretary of State's office stating that the applicant is authorized to do business in New Hampshire.
Puc 2006.02(g)	Provide, as a separate attachment, evidence of the applicant's registration of the trade name, if any, to be used by the applicant in New Hampshire from the New Hampshire secretary of state by submitting either of the following: (1) a recent printout of the applicant's trade name on the N.H. Secretary of State website with the status "Active" and indicating that the trade name is owned by the applicant; or (2) a copy of a certificate from the N.H. Secretary of State's office indicating that the applicant has registered as doing business under the trade name. N/A

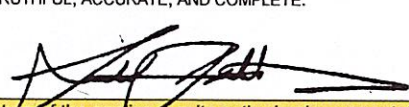


Statements Regarding Applicant and its Principals		
Please respond to each of the following questions with either "Yes" or "No."		
Puc 2006.02(h)(1)	Has applicant or any of its principals ever been convicted of any felony that has not been annulled by a court?	No
Puc 2006.02(h)(2)	Has applicant or any of its principals, within the 10 years immediately prior to application, had any civil, criminal, or regulatory sanctions or penalties imposed against it, him, or her pursuant to any state or federal consumer protection law or regulation?	No
Puc 2006.02(h)(3)	Has applicant or any of its principals, within the 10 years immediately prior to application, settled any civil, criminal, or regulatory investigation or complaint involving any state or federal consumer protection law or regulation?	No
Puc 2006.02(h)(4)	Is applicant or any of its principals currently the subject of any pending civil, criminal, or regulatory investigation or complaint involving any state or federal consumer protection law or regulation?	No
Puc 2006.02(h)(5)	Has applicant or any of its principals been denied authorization to provide competitive electricity supply service or electric aggregation service in any other state or jurisdiction?	No
	If an affirmative answer is provided to any item above, then provide a detailed explanation of the occurrence and the related circumstances. Use additional sheets as needed.	

Other States		
Puc 2006.02(i)	Please list other states or jurisdictions in which the applicant currently conducts business relating to the aggregation of electric customers.	See attached

Statement Regarding Supplier Representation		
Puc 2006.02(j)	Please respond to the following question with either "Yes" or "No." Is the applicant representing any supplier interest?	No
	If the response to the preceding question is "Yes," please list the supplier(s) represented. Use additional sheets if needed.	

Expected Marketing Start Date		
Puc 2006.02(k)	Provide the date upon which the applicant expects to commence marketing its services to customers in New Hampshire.	Upon licensure Date _____

Attestation and Signature		
Puc 2006.02(l) and (m)	<p>BY SIGNING BELOW, THE APPLICANT REPRESENTATIVE CERTIFIES THAT IT HAS THE AUTHORITY TO FILE THE APPLICATION ON BEHALF OF THE AGGREGATOR AND ATTESTS THAT THE CONTENTS OF THE APPLICATION ARE TRUTHFUL, ACCURATE, AND COMPLETE.</p>  <p>Signature of the applicant or its authorized representative</p> <p>Name: Salvatore Ritorto</p> <p>Title: President</p>	<p>3/19/24</p> <p>Date</p>

Filing Instructions		
	<p>1) Mail an original and two paper copies of this form and all separate attachments to: New Hampshire Department of Energy, 21 South Fruit St., Suite 10, Concord, NH 03301</p> <p>2) E-mail a PDF of this form and all separate attachments to: <a href="mailto:registrations@energy.nh.gov">registrations@energy.nh.gov</a></p>	

# State of New Hampshire

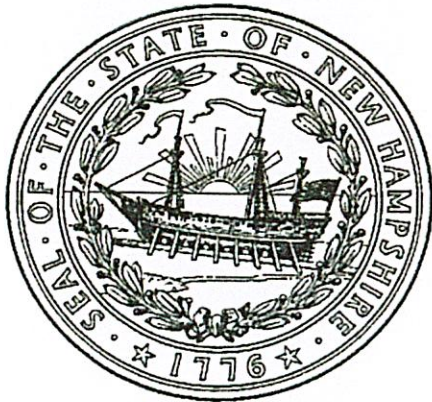
## Department of State

### CERTIFICATE

I, David M. Scanlan, Secretary of State of the State of New Hampshire, do hereby certify that GREENCROWN ENERGY, LLC is a New Jersey Limited Liability Company registered to transact business in New Hampshire on March 15, 2024. I further certify that all fees and documents required by the Secretary of State's office have been received and is in good standing as far as this office is concerned.

Business ID: **957045**

Certificate Number : **0006627062**



IN TESTIMONY WHEREOF,

I hereto set my hand and cause to be affixed  
the Seal of the State of New Hampshire,  
this **15th** day of **March** A.D. **2024**.

A handwritten signature in black ink, appearing to read "David M. Scanlan".

David M. Scanlan  
Secretary of State



Below is a list of Greencrown Energy, LLC's license details:

State	Type	License #
Connecticut	Electric	23-12-01
Delaware	Electric	9845
District of Columbia	Electric	EA2016-24-6
District of Columbia	Gas	GA2016-07-6
Illinois	Elec	20-0285
Maryland	Electric	IR-3811
Maryland	Gas	IR-3812
Massachusetts	Electric	RA-174
Massachusetts	Gas	EB-346
New Jersey	Energy Agent	EA-0637
New Jersey	Private Aggregator	PA-0262
New Jersey	Energy Consultant	EC-0205
Pennsylvania	Electric	2020-3021546
Pennsylvania	Gas	2015-2500348
Texas	Electric	BR200160



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	E-Mail Address		

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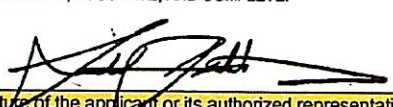


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# State of New Hampshire

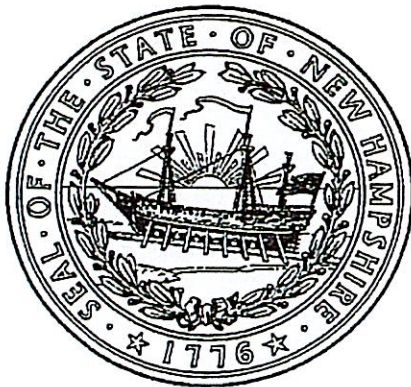
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Certificate Number : 0006627062



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I hereto set my hand and cause to be affixed  
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David M. Scanlan  
Secretary of State

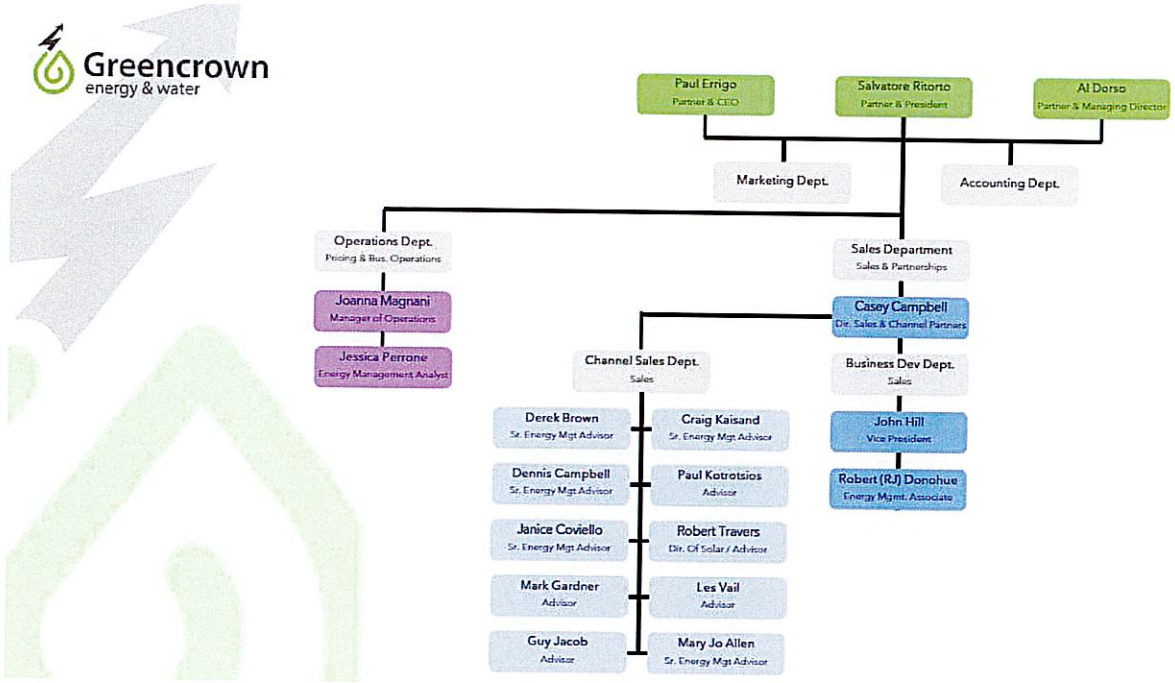


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District of Columbia	Gas	GA2016-07-6
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Maryland	Electric	IR-3811
Maryland	Gas	IR-3812
Massachusetts	Electric	RA-174
Massachusetts	Gas	EB-346
New Jersey	Energy Agent	EA-0637
New Jersey	Private Aggregator	PA-0262
New Jersey	Energy Consultant	EC-0205
Pennsylvania	Electric	2020-3021546
Pennsylvania	Gas	2015-2500348
Texas	Electric	BR200160

Provide a graphical depiction of corporate structure, excluding an internal organizational chart, but including all parent holding companies, subsidiaries and affiliates as well as a list of all affiliate and subsidiary companies that supply retail or wholesale electricity or natural gas to customers in North America. If you are a stand-alone entity with no affiliates or subsidiary companies, please note that:

Greencrown is a stand-alone entity with no affiliates. Below is our org-chart





*Provide evidence of experience and technical expertise in performing the operations described in this application. Include the names, titles, emails, phone numbers and background of key personnel involved in the operational aspects of the business. If vendors or third parties are or will be utilized, provide the name and contact information for each and which activities they will be provided. Also indicate which activities will be performed directly by the company:*

Please see the following pages for the resumes of Al Dorso, Paul Errigo, and Salvatore Ritorto, partners making up the Greencrown Energy Management Team.

All three partners have offices located in our headquarters address, 535 Route 46 East, Little Falls, NJ 07424. Specific contact information is below:

Al Dorso

Managing Member

877.308.2727 x113

[adorso@stfair.com](mailto:adorso@stfair.com)

Paul Errigo

CEO

877.308.2727 x116

[perrigo@greencrownenergy.com](mailto:perrigo@greencrownenergy.com)

Salvatore Ritorto

President

877.308.2727 x1010

[sritorto@greencrownenergy.com](mailto:sritorto@greencrownenergy.com)

## **AL DORSO, President & CEO, State Fair Group**

---

Mr. Dorso began his career in 1974 when he entered the family business, which has roots in the event industry. Quickly grasping every aspect of the business by 1980, he took full control of the company at age 24 upon the passing of his father. With hands-on management style and entrepreneurial spirit, he decided to expand and diversify from the company's modest base. Currently in his fourth decade of entrepreneurship, Mr. Dorso has established and grown successful businesses in Real Estate, Retail, Sports and Entertainment, Event Management and Energy and Water Conservation.

The growth and the success of State Fair Group can be attributed to Mr. Dorso's vision, entrepreneurial spirit, work ethic and his leadership qualities including his ability to assemble winning teams who share his vision. In addition to his years of business development and financial expertise, he brings a long history of honesty, integrity, and loyalty. Armed with foresight to recognize opportunities, leadership skills to develop concepts and his innate ability to put together winning teams of executives has and will continue to benefit State Fair Group in the short term and in the long term. His demonstrated character strengths with impeccable delivery and follow-through are confirmed by his commitment to excellence and his dedication to service as evidenced in his life's work as well as in his personal life.

State Fair Group remains family owned and operated today, still committed to providing the highest quality service and products while maintaining traditional values. Mr. Dorso welcomed the next generation into the family business when his two sons, Al Jr. and Michael joined upon graduating from college, creating a fourth generation of spirited entrepreneurs with fresh ideas and enthusiasm.

### **PROFESSIONAL EXPERIENCE**

#### **STATE FAIR AMUSEMENTS - BELLEVILLE NJ**

**1980 TO PRESENT**

State Fair Amusements was established as a wholesale division adding to the existing concessions operation. Specializing in prizes and games for local events. In 1987, State Fair began creating and organizing events throughout New Jersey and New York and by 1992, through acquisitions in New Jersey and New York became the largest supplier of bazaar equipment in America. In 2011, the last of three divisions were sold. State Fair Amusements now provides specialty Equipment and serves to the Event Industry.

#### **STATE FAIR SEASONAL SUPERSTORE - BELLEVILLE NJ**

**1984 TO PRESENT**

The State Fair Superstore, a 25,000 sq. ft. seasonal store was established in 1984 and now features one of the largest Halloween stores in the country while also specializing in backyard leisure merchandise and Christmas Trim-a-Tree.

#### **STATE FAIR TRAILER SALES & POWER EQUIPMENT - POMPTON PLAINS, NJ**

**1988 TO PRESENT**

State Fair Trailer Sales, a Wells Cargo distributorship, was launched in Belleville in 1988.



Expanding to the Pompton Plains location in 1996 SFPT continues to specialize in sales and service of Wells Cargo Trailers.

**DORSO REALTY GROUP INC. - BELLEVILLE NJ**

**1988 TO PRESENT**

DRG was formed to purchase, develop, and manage business properties for State Fair subsidiaries; consolidating State Fair's operation in Belleville, NJ after purchasing and developing a parcel of land adjacent to Route 21. Currently DRG owns and manages retail, commercial, and residential properties in New Jersey with Mr. Dorso personally supervising all aspects of its construction projects.

**POMPTON SPORT CENTER - POMPTON PLAINS, NJ**

**1995 TO PRESENT**

An 8-acre site was purchased and developed on Route 23 in Pompton Plains, NJ launching a start-up, Pompton Honda Motorcycle Dealership. State Fair Trailer Sales joined in 1996. Now known as Pompton Sport Center, this 16,000 Sq. Ft Dealership sells and services Honda, Suzuki, Kawasaki and Yamaha brand vehicles, parts, accessories, and apparel.

**STATE FAIR EVENT MANAGEMENT - BELLEVILLE, NJ**

**1997 TO PRESENT**

In 1997, State Fair formed an Event Management division to develop, coordinate and manage events, supply support, and handle logistics of events in and around the NY Metro Area.

By 2003, State Fair was awarded the contract to produce New Jersey's largest single event, now known as State Fair Meadowlands, from planning to execution including the "hands on" supervision of the multi-million dollar build out of the new 42-acre fairgrounds from financing and design to installation of all permanent and portable structures.

**CONTINENTAL STATE FAIR BINGO - BELLEVILLE, NJ**

**1998 TO PRESENT**

State Fair entered the bingo supply industry forming a company known as Continental State Fair Bingo. By 2002, through acquisitions, CSFB became the largest distributor of bingo supplies and machines in the Tri-State area. In 2008, this division was sold to Atlantic Bingo Supply, the East Coast's largest supplier of bingo products.

In 2009, State Fair was awarded the contract to manage all aspects of the Meadowlands Flea Market, voted the #1 flea market by readers of NJ Monthly. The marketplace is open Saturdays, year-round featuring hundreds of vendors.

**GREENCROWN ENERGY**

**2012 TO PRESENT**

In 2012, State Fair Group invested time and money into a new energy start-up now known as GREENCROWN Energy. GREENCROWN brings decades of energy experience and money-saving energy options under one roof to best suit our customers energy needs and budget. We are a full service, turnkey energy firm specializing in delivering the most viable and cost-effective energy solutions to commercial properties nationwide, including energy procurement and a full array of Energy Conservation Measures.

**SKYLANDS STADIUM, LLC – AUGUSTA, NJ**

**2013 TO PRESENT**

Skylands Stadium was acquired by a small group of investors led by Al Dorso, Sr., and his sons Al Jr. and Michael in October 2013. With the anticipation and promise to bring baseball back to the



stadium and Sussex County, the stadium staff began a \$2 million renovation, restoration and new construction of the 4200-seat stadium, 17,000 Sq. Ft. Event Center, Outdoor Pavilion, Cigar Deck, Party BBQ Patio, the Backyard Place and 10 fully furnished Luxury Suites– all capable of hosting family and community events large and small. Unique to Skylands Stadium and independent baseball stadiums is the wheelHouse Kitchen + Bar. An 80-seat upscale eatery serving farm to table food in a rustic setting.

The All- New Skylands Stadium began hosting special events in the Spring of 2014, becoming home to the Sussex County Miners Professional Baseball Team in Spring 2015. Skylands Stadium now employs 25 full time and over 100 part-time people. North Jersey’s newest sports and entertainment venue hosts over 200 event days year round entertaining Sussex County residents and attracting over 300,000 patrons from Northern and Central New Jersey as well as bordering counties in Pennsylvania and New York.

### **SUSSEX PROFESSIONAL BASEBALL, LLC**

**2015 TO PRESENT**

Baseball has traditionally played a role in building community and bringing generations together. Early in 2015, Al Dorso kept his promise and brought baseball back to Sussex County by putting together the Sussex County Miners professional baseball team, a proud member of the Can-Am League. Playing their inaugural season in 2015, the Miners provide Skylands Stadium and Sussex County with a high profile in the greater professional baseball community. The Miners offer an internship program for local college students, giving them the opportunity to develop their skills as they seek a career in professional sports.

In just 4years, the Sussex County Miners, helmed by Bobby Jones, former NY Mets pitcher, won the Can-Am League Championship. In 2019, the defending champion Miners, with the best record in the Can-Am League, lost a heartbreaker to the New Jersey Jackals.

### **GREENCROWN WATER SYSTEMS**

**2015 TO PRESENT**

In 2015, Green Crown Water Systems was established with a continued commitment to conservation, recycling, reuse, and recovery of mineral resources for the betterment of the environment. From personal, residential products to commercial, industrial applications, GCWS promotes healthy living and conservation of precious natural resources. Our leadership supports our employees to implement the most effective and innovative water systems in the world today.

### **DA VINCI WATER TECHNOLOGIES**

**2017 TO PRESENT**

Dorso lead the finance and development of da Vinci Water Technology. A company with patent pending technology (New York Water Maker) that replicates the properties of water for a key geographic location to anywhere in the world. Such as New York City water replicated in Florida to create the best New York Pizza and bagels.

### **UNIVERSITY SPORTS & ENTERTAINMENT, LLC.**

**2017 TO PRESENT**

University Sports and Entertainment, LLC took control of the New Jersey Jackals Professional Baseball Team in 2017. The Jackals, members of the Canadian American Association of Professional Baseball, continue to play at Yogi Berra Stadium on the campus of Montclair State University. Under the new ownership, University Sports and Entertainment manage Yogi Berra

Stadium for Montclair State University. USE invested \$1 million dollars in capital improvements to enhance the facility and fan experience.

In 2019, the New Jersey Jackals won their first Can-Am League championship over the defending champion Sussex County Miners. In addition to professional baseball, University Sports and Entertainment hosts concerts and other family events at Yogi Berra Stadium, some in conjunction with the University and the Yogi Berra Museum.

### **PROFILE SUMMARY**

- Strengths include organizational and planning skills with impeccable delivery and follow-through.
- Experienced in the fields of event management, logistics and site layout and design.
- Expertise in construction management, business management, budget management, retail management, contract negotiations, employee relations and public relations
- Respected member in both his business community and his home community of Pompton Plains, New Jersey where he resides with his wife, Ellen. His commitment to excellence and his dedication to service are evidenced in his life's work as well as in his personal life.

### **MEMBERSHIPS AND HONORS**

NJ State Police Benevolent Association	Life Member
Belleville Business & Civic Association	2010 to Present
Canadian American League of Professional Baseball, Chairman 2018-2019	2015 to Present
Belleville Community Advisory Board	2004 to 2006
Pequannock Wrestling Parents Association	1994 to 2005
Pequannock Little League	1993 to 2003
Project Children, Clifton Chapter	1993 to 2005
New Jersey Legalized Games Advisory Board	1985 to 2005
Little Ferry Lions Club	1981 to 2000
Lincoln Park Jaycees	1980 to 1996
Sussex County Chamber of Commerce, Business Innovation Award	2018
New Jersey Disabled American Veterans Award	2018
New Jersey Elks, Miracle Run Award	2018
American Cancer Society, Relay for Life Award	2017
New Jersey Elks, Community Service Award	2016
Sussex County Chamber of Commerce, Tourism Development Award	2016
Greater Newton Chamber of Commerce New Business of the Year Award	2015
Sussex County Chamber of Commerce, Economic Innovation Award	2015
Essex County Freeholder Board, Italian American Businessman of the Year	2013
Nutley-Belleville Columbus Day Parade, Italian American Business Leader	2013
Hackensack University Medical Center, Community Service Award	2013
Project Literacy of Greater Bergen County, Community Service Award	2013
Belleville Fire Department Community Service Award	2012

Nutley-Belleville Columbus Day Parade: Deputy Grand Marshall	2011
Belleville Fire Dept. Community Service Award	2007
Pequannock Volunteer Fireman's Award, Community Service Award	2005
New Jersey State Police Benevolent Association, Humanitarian Award	2002
Project Children, Clifton Chapter Humanitarian Award	1999
Belleville Police Benevolent Association, Man of the Year Award	1995



# Paul Errigo

## *SUMMARY*

20+ Year successful Entrepreneur with an expertise in Business and Relationship Development. Client base included many Fortune 500 Finance Organizations in the Automotive, Credit, Medical, and Health & Fitness Industries. Can manage all facets of a business cycle including starting, owning, financing, operating, marketing, and selling. Extensive experience in business travel, national selling, trade shows, seminar and educational speaking, and being productive on the road. Focus is Energy Conservation Measures in co-founding GREENCROWN Energy.

## ***GREENCROWN Energy, LLC (GCE)***

CEO

2011 to Present

Paul co-founded GREENCROWN Energy (GCE) in 2011. GCE is an Expert Energy Advisory Firm for Electricity & Gas Procurement, as well as Energy & Water Conservation Measures. GCE serves many large and national property owners, property management companies, and retail organizations.

Paul is a frequent speaker, presenter, and panelist for many real estate, trade show associations, and national franchise organizations regarding energy & water conservation measures.

GCE is an official partner of the US Dept. of Energy's CHP Partnership, headquartered in DC.

GCE is unique because they offer a full menu of turnkey solutions for every commercial property including: Project development, project qualification, energy procurement, Full Project Financing, Power Purchase Agreements (PPA's), government incentives, HVAC restoration, lighting, water conservation, audits, and system monitoring and maintenance.

GCE Clients consist of building owners, hospitals and healthcare, hotels and hospitality, high rise residential, data centers, national retail and franchise chains, colleges and universities, manufacturers, and commercial buildings.

## ***First Credit Services, Inc. / Accounts Receivable Technologies***

Founder & CEO

1995 – 2011

Co-founded FCS / ART in 1995 as a startup company. A full service, national Account Receivable Management Organization servicing many Fortune 500 organizations. We primarily service clients in the banking, financial, automotive, and health & fitness industries. Built the company to 3 offices in 2 countries with over 100 employees. Managed all aspects of the organization and responsible for all business development, including sales, sales management, marketing, and client relationships. Sold FCS in 2011.

### ***Ecolab Inc.***

Sales Territory Manager & Efficiency Specialist

1990 – 1995

Fortune 500 sales organization with a stellar sales training program.

Gained valuable experience in sales, business development, client relationship, territory management, and time management.

Built and managed a territory of over 600 clients in the healthcare, hospitality, and industrial industries in all 5 boroughs of NYC.

Achieved territory manager of the year each year, and one of the fastest at that time to the Million Dollar Club.

Was promoted to Laundry Efficiency Specialist, servicing large commercial laundries around NYC.

### ***Organizations***

- *The Energy Professionals Association (TEPA)*  
Member
- *BOMA - Building Owners & Managers Association*  
Member, Energy & Sustainability Committee Member
- *New York Association of Realty Managers*  
Member
- *US Dept of Energy Combined Heat & Power (CHP) Partnership*  
Partner
- *US Green Building Council*  
Member
- *New Jersey's Clean Energy Program*  
Member
- *Association of Energy Engineers*  
Member
- *Healthcare Financial Management Association*  
Member
- *EWVIDCO - East Williamsburg Valley Industrial Corporation*  
Member
- *Entrepreneurs Organization*  
Member, Forum Leader
- *Indian Society Scholarship Fund for St. John's University*  
Co-Founder & Board Member
- *IHRSA - International Health, Racquet, & Sportsclub Association*

# Salvatore Ritorto, CEP

Email: sritorto@greencrownenergy.com  
LinkedIn: www/linkedin.com/in/salvatoreritorto

Phone: (908) 616-0520  
Home Address: 1922 Hillendale Rd, Chadds Ford, PA 19317

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## PROFESSIONAL SUMMARY:

Bilingual, English and Italian speaking energy executive with demonstrated success leading teams and electric, natural gas, and oil commodity sales for leading integrated energy companies. A highly skilled communicator, capable of developing effective and long-lasting direct relationships with business partners. Proven ability in applying North American energy market knowledge, regulatory experience, and technical commodity product understanding to help commercial and industrial energy users take a proactive approach to managing their energy portfolio and conservation initiatives.

## CORE COMPETENCIES:

Retail Energy Sales Leadership  
Electric, Natural Gas, & Oil Markets  
Italian Fluency Written & Verbal

New Business Development  
Commodity Market Risk Analysis  
Energy Procurement

Demand Management  
Public Speaking & Presenting  
Creative & Strategic Planning

## PROFESSIONAL EXPERIENCE:

**Greencrown Energy & Water** – Little Falls, NJ

August 2018 - Present

### Partner & President

March 2022 - Present

Oversee and lead all sales, strategic growth initiatives, and daily operations for Greencrown Energy & Water. As a shareholder, I am directly responsible for managing the P&L, developing, and executing upon the company growth and marketing strategies, and introducing new and profitable energy management services.

- Led company to increase revenue organically by 500%+ during first 5 years of tenure, while scaling the team and reducing CAC.
- Improved company value proposition and marketplace reputation, leading to “Top Ten Companies in Energy Procurement” awards in 2021, 2022, and 2023.
- Direct organization’s budgetary and financial activities and coordinate with board to create and execute on operating plans.
- Create and analyze company performance metrics, ranging from OKRs to production within company CRM.
- Expanded offerings beyond energy procurement to include energy conservation measures, efficiency/lighting, solar, benchmarking, and utility data management.
- Recruited management and production team to scale operations, drive revenue growth, and create scalable platform for ongoing expansion.

### Partner & Executive Vice President

August 2018 – March 2022

**WGL Energy** | WGL – Philadelphia, PA

### Business Development Manager

April 2018 – August 2018

Manage and cultivate direct and channel partner relationships with government, national, industrial, and commercial electricity end users/brokers. Recruited to help build physical presence for company in Philadelphia market.

- Surpassed gross margin goals by over 50% YTD prior to resigning.
- Led the east sales team in direct sales transactions during tenure.
- Onboarded six (6) strategic sales partners and government procurement partnerships that yielded \$500k+ in revenue during initial six months.

**ENGIE** | ENGIE Resources - Villanova, PA & Houston, TX

### Energy Sales Representative III

January 2016 – April 2018

Manage and cultivate direct relationships with national, industrial, and commercial electricity end users in the Mid-Atlantic PJM region. Serve as a market expert for clients by staying abreast of PJM regulatory changes, customized solutions offerings, and all utility tariffs pertaining to electric EDC’s in PJM.

- Exceeded gross margin goals by 30% in CY 2016, while ranking first out of ENGIE’s 90-person production team in quantity of direct (non-channel partner) electric commodity transactions.
- Ranked number three of 90 for unit margin (\$/MWh) in CY 2016.
- Apply demand reduction and energy solution product knowledge to partner with ENGIE subsidiaries and recommend customized energy efficiency projects and analysis for clients.
- Recognized for the development of unique strategic partnerships with trade and association groups. Established exclusive supplier partnership with a global news company that has yielded 20+ new direct business agreements.



**South Jersey Industries** | South Jersey Energy Company - Mt Laurel, NJ & Philadelphia, PA

**Account Manager**

January 2014 – January 2016

Responsible for direct natural gas and electricity commodity sales to industrial and commercial users. Tasked with expanding and managing the deregulated footprint of SJI into the Pennsylvania market.

- Generated ~ \$20MM in combined natural gas, electricity, and energy solutions sales revenues (2014-2015).
- Exceeded first year gross sales margin goals by over 50% and surpassed adjusted second year goal by 30% through networking, strategic marketing efforts, and the leveraging of client referrals.
- Led the external deregulated sales organization in quantity of new business agreements contracted in 2014 and 2015.
- Strengthened South Jersey Energy's relationship as the preferred energy supplier of a multi-state commercial purchasing group. Implemented targeted marketing efforts within the group resulting in increased sales for multiple representatives in the organization.

**Hess Corporation** | Hess Energy Marketing - Woodbridge, NJ & Wyomissing, PA

**Hess Energy Marketing Development Program | Sales Associate, C&I Products**

June 2012 – January 2014

Completed Hess Energy Marketing Development program. Supported New York/Mid-Atlantic market sales of natural gas, electricity, oil, and demand response products by providing energy commodity pricing and sustaining the management of top tier commercial and industrial customer relationships.

- Hired into the Hess EMDP, in which industry experts provided classroom and field education on upstream, midstream, and downstream energy industry operations, energy commodity pricing and cost components, market risk management, and utility functions.
- Analyzed technical account attributes to develop Hess commodity product recommendations for oil, natural gas, and electricity users.
- Coordinated the generation and hedging of commodity contracts with the operations, trading, and legal groups.
- Identified cross sale opportunities through a regional lead generation project that resulted in new business sales in the Mid-Atlantic.

**BOARD SERVICE AND ADVISORY:**

**YMCA of Greater Brandywine – Kennett Area YMCA**

August 2023 – Present

Advisory Board Member (3 Year Term) – Buildings and Grounds Committee

**EneBuyer**

May 2023 - Present

Advisor & Investor

**EDUCATION:**

**The Pennsylvania State University – State College, PA**

August 2008 – August 2012

Smeal College of Business & College of Earth and Mineral Sciences

Bachelor of Science: Energy, Business, and Finance | Minors: Economics & Italian

Relevant Coursework: Global Finance for the Earth, Energy, and Mineral Industries ~ Risk Management in Energy Industries ~ Energy Economics ~ Engineering Statistics ~ Electricity Markets ~ Engineering Evaluation of Oil and Gas Properties ~ Introduction to C++

**Temple University Rome – Rome, Italy**

January 2011 – April 2011

Semester Abroad: Italian Language and Literature Program

**CERTIFICATIONS & TRAINING:**

AEE Certified Energy Procurement (CEP) Certification

Public Utility Reports Guide (PUR) Certification

Completed AEE Certified Energy Manager (CEM) 5-day seminar

Sandler Professional Advantage Sales and Leadership Training

*Provide a description of the experience in providing the service(s) which are being applied for (e.g., number and type of customers served, utility service areas, amount of load, etc.). Include the plan for contacting with customers, providing contracted services, providing billing statements and responding to customer inquiries and complaints:*

The Greencrown Energy management team has over 60+ years of supplier-side industry experience, covering all roles from management to sales and operations. Our team has over 100+ years of energy experience. Greencrown currently serves over 830 customers in the NYISO, NEPOOL, ERCOT and PJM markets.

Greencrown Energy, LLC will market to customers via two primary methods. The first method is by working with our association groups. Greencrown is the preferred energy vendor for several association groups and buying cooperatives. Greencrown adds value to those groups by educating member organizations and helping them with all aspects of energy management. The second method is through existing customer and partner referrals.

We also do not require billing services as the customer is billed by the utility/supplier.

Any customer inquiries we receive are logged in to our CRM, Salesforce, and progress is tracked on a daily ensure the customer's concerns are addressed as needed and resolved in an expedient manner.

*Retail natural gas brokers/aggregators, provide details of business operations and plans for arranging and/or aggregating for the supply of natural gas to retail customers:*

The Greencrown Energy management team has over 60+ years of supplier-side industry experience, covering all roles from management to sales and operations. Our team has over 100+ years of energy experience. Greencrown currently serves over 830 customers in the NYISO, NEPOOL, ERCOT and PJM markets.

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We also do not require billing services as the customer is billed by the utility/supplier.

Any customer inquiries we receive are logged in to our CRM, Salesforce, and progress is tracked on a daily ensure the customer's concerns are addressed as needed and resolved in an expedient manner.



*Describe your experience in providing the service(s) for which you are applying (e.g., number and type of customers served, utility service areas, amount of load, etc.). Include the plan for contracting with customers, providing contracted services, providing billing statements and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Sections [4928.10](#) and/or [4929.22](#) of the Ohio Revised Code:*

The Greencrown Energy management team has over 60+ years of industry experience covering all roles from management, to sales and operations. We currently have over 830 customers in the PJM, NYISO, ERCOT, and CAISO markets.

Greencrown Energy ensures our sales team follows a standard operating procedure when approaching clients. Our first objective is to ask the customer questions about their current and previous agreements as well as learning about the customers' existing business and ability to proactively manage their demand and consumption. We also obtain a letter of exclusivity and the customer's most recent invoices. This allows the team to confirm if the customer is already being serviced by a 3<sup>rd</sup> party supplier to ensure we avoid any conflict with an existing agreement. The letter of exclusivity states that the customer is authorizing Greencrown Energy to request pricing on their behalf. Or, if necessary, we can contact the supplier listed on the invoices and obtain the customers' existing contract information.

When requesting pricing from suppliers, we provide the invoice and LOE copies within our supplier interfacing pricing system. This permits the suppliers to obtain the usage history specific to the customer and enables them to provide pricing specific to each entity. We always ask for standard fixed pricing. In addition, the sales team takes the information they've acquired from the customer about their business and may request non-standard products that are better suited for their needs. For example, passing through a cost component (demand based or ancillaries), or adding Green RECs. The products, terms, suppliers, and billing method, are all discussed with the customer, so they understand and feel comfortable moving forward with an agreement. In addition, our advisors go through specific product language with customers so they have a firm understanding of the structure.

If the customer wishes to proceed with an agreement, they are educated on the terms and conditions of the agreement, which includes reiterating the details from the pricing – including supplier, start date, end date, product, billing method. Also, we are sure to cover the rescind period, if applicable, environmental disclosure statement, adding/removing accounts, and options as far as liquidating the agreement or potentially blending/extending the agreement if the market moves in the customer's favor. In addition, it is Greencrown policy to begin pricing renewals 6-months in advance of a renewal, at a minimum. Customers are contacted at that point, if not sooner, to ensure they are aware of upcoming agreement expiration.

After the agreement has been processed, any customer inquiries we receive are logged in our CRM, Salesforce, and progress is tracked on a daily to weekly basis to ensure the customer's concerned is addressed as needed and resolved as quickly as possible. Cases are assigned and managed by sales management, and progress is tracked by multiple stakeholders in the organization until resolved.

GREENCROWN ENERGY  
 PROFIT & LOSS (Cash)

OHIO - 2024, 2025, 2026 FORECAST

	2024	2025	2026	TOTAL
Ordinary Income/Expense				
Income				
0000 · SALES COMMISSIONS - CPV RETAIL	11,864.41	23,728.81	35,593.22	71,186.44
0001 · SALES COMMISSIONS - APPROVED ENERGY	5,084.75	10,169.49	15,254.24	30,508.47
0002 · SALES COMMISSIONS - SMARTEST ENERGY	3,389.83	6,779.66	10,169.49	20,338.98
0003 · SALES COMMISSIONS - SHELL	11,864.41	23,728.81	35,593.22	71,186.44
0004 · SALES COMMISSIONS - CONSTELLATION	10,169.49	20,338.98	30,508.47	61,016.95
0005 · SALES COMMISSIONS - APG&E	11,864.41	23,728.81	35,593.22	71,186.44
0006 · SALES COMMISSIONS - FREEPOINT	11,864.41	23,728.81	35,593.22	71,186.44
0007 · SALES COMMISSIONS - HUDSON	11,864.41	23,728.81	35,593.22	71,186.44
0008 · SALES COMMISSIONS - ENGIE	10,169.49	20,338.98	30,508.47	61,016.95
0009 · SALES COMMISSIONS - SPARK	11,864.41	23,728.81	35,593.22	71,186.44
<b>Total Income</b>	<b>100,000.00</b>	<b>200,000.00</b>	<b>300,000.00</b>	<b>600,000.00</b>
Cost of Goods Sold				
5200 · PURCHASES	0.00	0.00	0.00	0.00
5998 · INVENTORY - BEGINNING	0.00	0.00	0.00	0.00
5999 · INVENTORY - ENDING	0.00	0.00	0.00	0.00
<b>Total COGS</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Gross Profit</b>	<b>100,000.00</b>	<b>200,000.00</b>	<b>300,000.00</b>	<b>600,000.00</b>
Expense				
6620 · ADVERTISING AND PROMOTION	3,000.00	4,500.00	6,000.00	13,500.00
6740 · BANK SERVICE CHARGE	25.00	25.00	25.00	75.00
COMMISSION EXPENSE				
6005 · SALESMAN COMMISSION EXPENSE	20,000.00	40,000.00	60,000.00	120,000.00
<b>Total COMMISSION EXPENSE</b>	<b>20,000.00</b>	<b>40,000.00</b>	<b>60,000.00</b>	<b>120,000.00</b>
COMPUTER EXP				
6170 · COMPUTER PROGRAMMING & EXP	1,500.00	1,500.00	1,500.00	4,500.00
6340 · COMPUTER EXPENSE	300.00	300.00	300.00	900.00
<b>Total COMPUTER EXP</b>	<b>1,800.00</b>	<b>1,800.00</b>	<b>1,800.00</b>	<b>5,400.00</b>
6630 · DONATIONS	500.00	500.00	500.00	1,500.00
DUES, LICENSES & SUBSCRIPTIONS				

6665 · DUES & LICENSES	2,100.00	120.00	120.00	2,340.00
Total DUES, LICENSES & SUBSCRIPTIONS	<u>2,100.00</u>	<u>120.00</u>	<u>120.00</u>	<u>2,340.00</u>
INSURANCE EXP				
6140 · BUSINESS INSURANCE	1,100.00	1,100.00	1,100.00	3,300.00
6220 · INSURANCE EXPENSE	600.00	600.00	600.00	1,800.00
Total INSURANCE EXP	<u>1,700.00</u>	<u>1,700.00</u>	<u>1,700.00</u>	<u>5,100.00</u>
6800 · INTEREST EXPENSE	100.00	100.00	100.00	300.00
6120 · MARKETING EXPENSE	2,500.00	2,500.00	2,500.00	7,500.00
6650 · MEDICAL EXPENSE	1,800.00	1,800.00	1,800.00	5,400.00
6310 · OFFICE SUPPLIES EXPENSE	300.00	300.00	300.00	900.00
6000 · PAYROLL SALARIES AND WAGES	50,000.00	65,000.00	80,000.00	195,000.00
PAYROLL TAXES				
6075 · PENN UNEMPLOYMENT	400.00	0.00	0.00	400.00
6050 · FICA EXPENSE	5,000.00	5,000.00	5,000.00	15,000.00
6060 · SUI EXPENSE	1,300.00	1,300.00	1,300.00	3,900.00
6070 · FUTA EXPENSE	65.00	65.00	65.00	195.00
Total PAYROLL TAXES	<u>5,750.00</u>	<u>7,475.00</u>	<u>9,200.00</u>	<u>22,425.00</u>
6080 · PAYROLL SERVICE FEE	150.00	150.00	150.00	450.00
6250 · PENSION EXPENSE	600.00	700.00	800.00	2,100.00
POSTAGE				
6320 · POSTAGE EXPENSE	40.00	40.00	40.00	120.00
Total POSTAGE	<u>40.00</u>	<u>40.00</u>	<u>40.00</u>	<u>120.00</u>
6700 · PROFESSIONAL & CONSULTING FEES				
6900 · LEGAL & ACCOUNTING FEES	0.00	0.00	0.00	0.00
6700 · PROFESSIONAL & CONSULTING FEES - Other	2,000.00	3,000.00	4,000.00	9,000.00
Total 6700 · PROFESSIONAL & CONSULTING FEES	<u>2,000.00</u>	<u>3,000.00</u>	<u>4,000.00</u>	<u>9,000.00</u>
6100 · RENT EXPENSE	0.00	0.00	0.00	0.00
6440 · REPAIR AND MAINTENANCE EXPENSE	0.00	0.00	0.00	0.00
6405 · SALES EXPENSE	1,000.00	2,000.00	3,000.00	6,000.00
8610 · ANNUAL REPORT EXPENSE	0.00	0.00	0.00	0.00
8620 · TAX EXPENSE- STATE	50.00	50.00	50.00	150.00
6210 · TELEPHONE EXPENSE	600.00	600.00	600.00	1,800.00
6640 · TRAVEL AND ENTERTAINMENT	2,500.00	2,500.00	2,500.00	7,500.00
6660 · TRADE SHOW EXPENSE	3,000.00	3,000.00	3,000.00	9,000.00
6200 · UTILITIES	0.00	0.00	0.00	0.00



6400 · VEHICLE EXPENSE	500.00	500.00	500.00	1,500.00
6820 · DEPRECIATION EXPENSE	0.00	0.00	0.00	0.00
Total Expense	<u>100,015.00</u>	<u>138,360.00</u>	<u>178,685.00</u>	<u>417,060.00</u>
Net Ordinary Income	<u>-15.00</u>	<u>61,640.00</u>	<u>121,315.00</u>	<u>182,940.00</u>

## Business Information Report Snapshot

GREENCROWN ENERGY, LLC

D-U-N-S: 08-927-9951  
 ADDRESS: 535 Route 46, Little Falls, NJ, 07424, United States  
 Date: 01/25/2024

### RISK ASSESSMENT

SCORES AND RATINGS				
Max. Credit Recommendation	PAYDEX® SCORE	Delinquency Predictor Percentile	Financial Stress Percentile	Supplier Evaluation Risk Rating
US\$ 17,500	80 LOW RISK	65 MODERATE RISK	55 MODERATE RISK	5 MODERATE RISK

#### MAXIMUM CREDIT RECOMMENDATION

Overall Business Risk

LOW

LOW-MODERATE

MODERATE

MODERATE-HIGH

HIGH

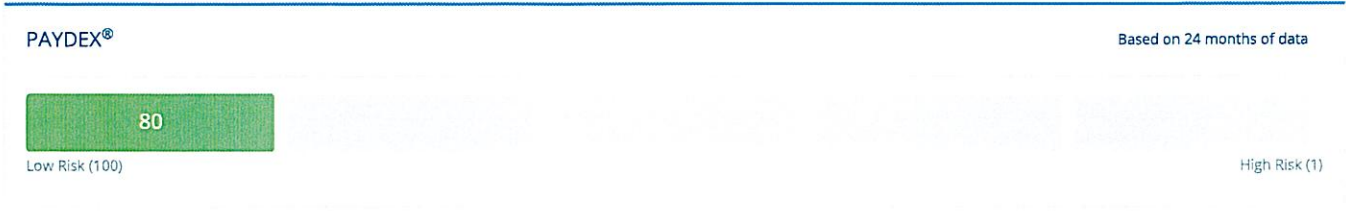
Maximum Credit Recommendation

US\$ 17,500

The recommended limit is based on a low-moderate probability of severe delinquency.

Dun & Bradstreet Thinks...

- Overall assessment of this organization over the next 12 months: STABILITY CONCERNS
- Based on the predicted risk of business discontinuation: AVERAGE RISK OF DISCONTINUED OPERATIONS OR BUSINESS INACTIVITY
- Based on the predicted risk of severely delinquent payments: MODERATE POTENTIAL FOR SEVERELY DELINQUENT PAYMENTS



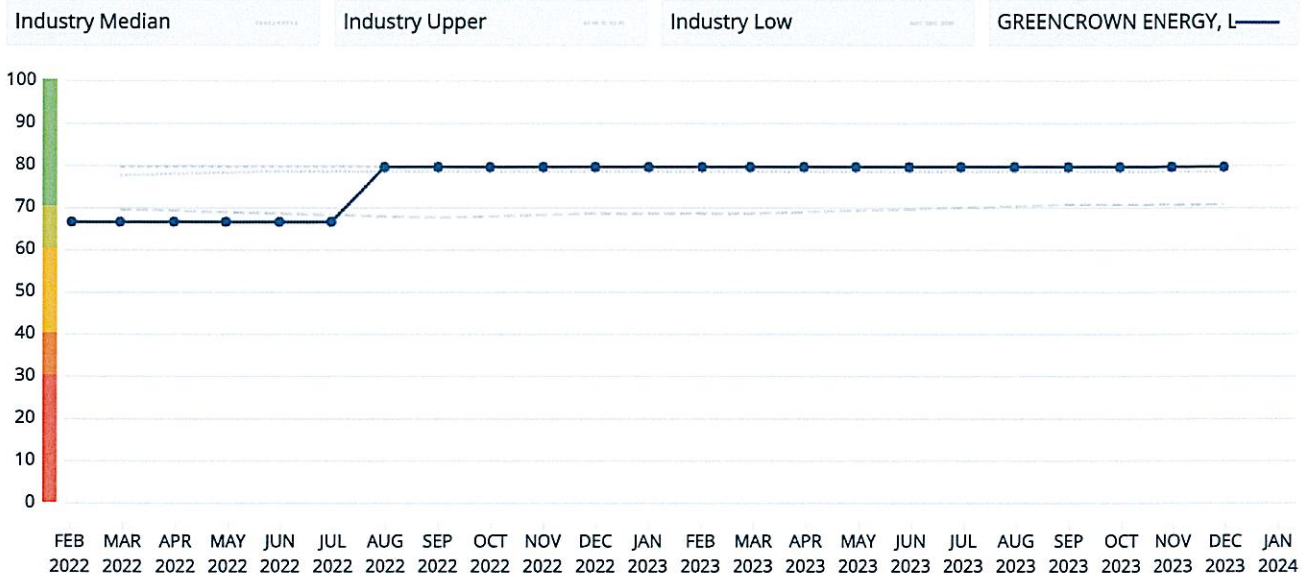
Based on a D&B PAYDEX® of <

Risk of Slow Pay  
**LOW**

Payment Behavior  
Pays On Time

Business and Industry Trends

4939 - Combination utilities



DELINQUENCY PREDICTOR SCORE



Based on a D&B Delinquency Predictor Percentile of 65

- Limited number of satisfactory payment experiences
- Higher risk region based on delinquency rates for this region
- Higher risk industry based on delinquency rates for this industry
- Limited business activity signals reported in the past 12 months
- Decreasing trend in reported number of payment experiences

Level of Risk  
**MODERATE**

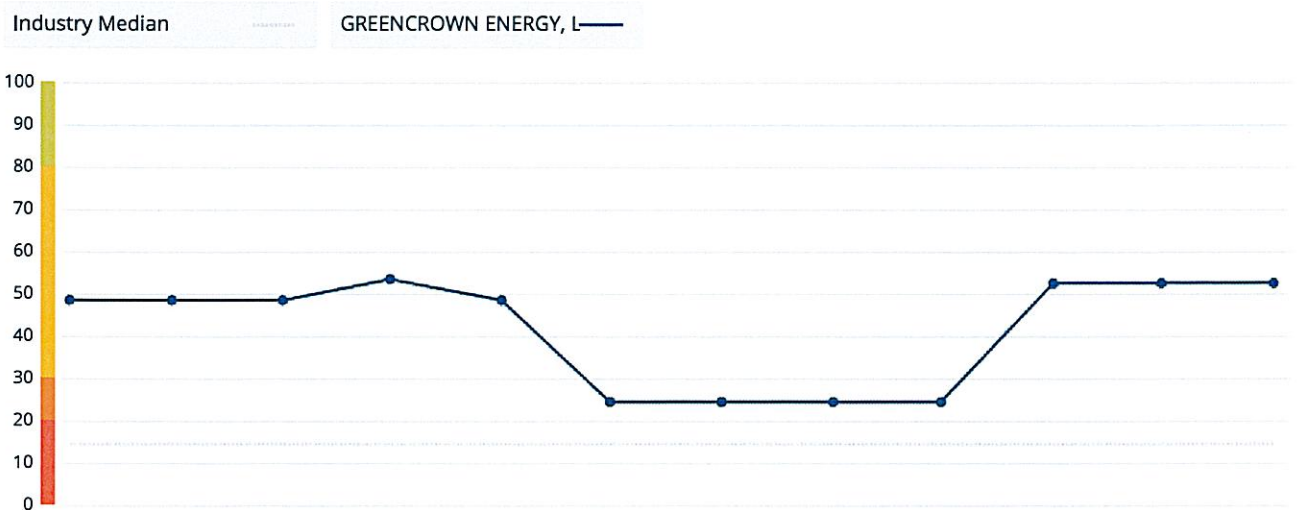
Raw Score  
520

Probability of Delinquency  
4.2%

Compared to Businesses in D&B  
10.2%

Business and Industry Trends

4939 - Combination utilities





FEB 2023   MAR 2023   APR 2023   MAY 2023   JUN 2023   JUL 2023   AUG 2023   SEP 2023   OCT 2023   NOV 2023   DEC 2023   JAN 2024

FINANCIAL STRESS SCORE



Based on a D&B Financial Stress Percentile of **M**

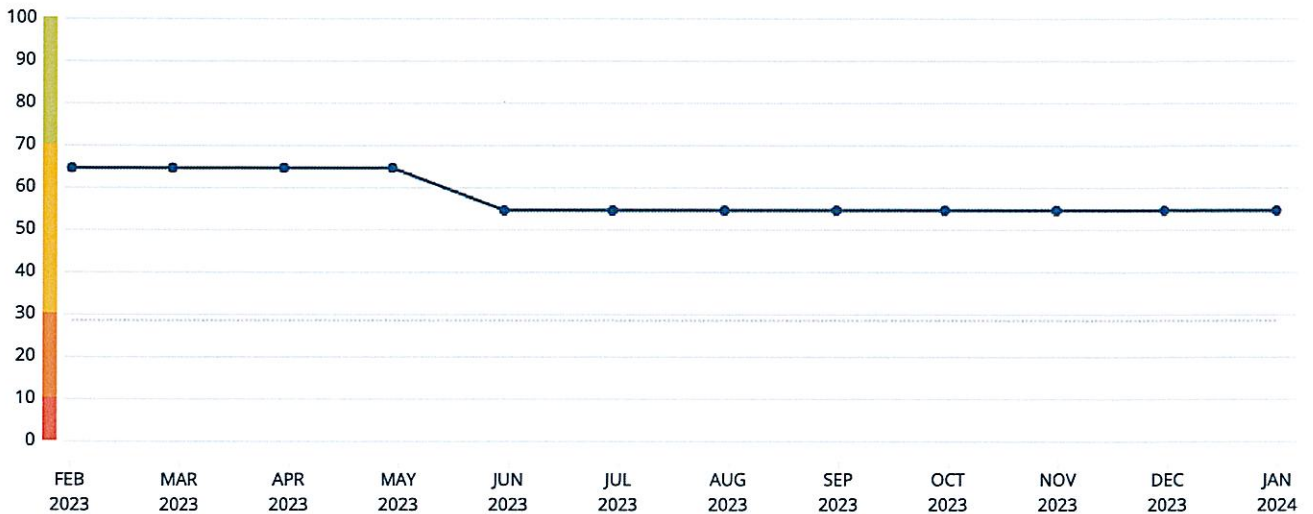
- Low proportion of satisfactory payment experiences to total payment experiences
- UCC Filings reported
- Limited time in business

Level of Risk <b>MODERATE</b>	Raw Score <b>1484</b>	Probability of Failure <b>0.21%</b>	Compared to Businesses in D&B <b>0.48%</b>
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Business and Industry Trends

4939 - Combination utilities

Industry Median      GREENCROWN ENERGY, L



SUPPLIER EVALUATION RISK RATING



Based on a Supplier Evaluation Risk Rating of **5**

Factors Affecting Your Score

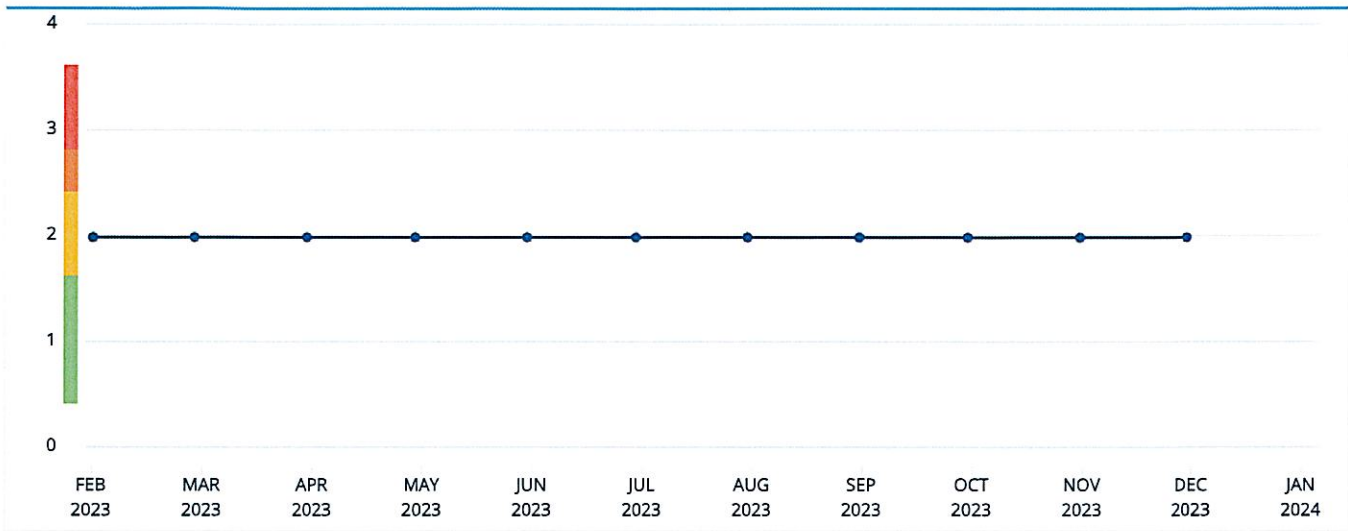
Limited business activity signals reported in the past 12 months

Business and Industry Trends

4939 - Combination utilities

Supplier Evaluation Score





**D&B RATING**

Current Rating

Special Rating

**DS:** Undetermined

## TRADE PAYMENTS

### TRADE PAYMENTS SUMMARY

Based on 24 months of data

Overall Payment Behavior <b>0</b> Days Beyond Terms	% of Trade Within Terms <b>100%</b>	Highest Past Due <b>US\$ 0</b>
Highest Now Owing: US\$ 0	Total Trade Experiences: 5 Largest High Credit: US\$ 750 Average High Credit: US\$ 425	Total Unfavorable Comments: 0 Largest High Credit: US\$ 0 Total Placed in Collections: 0 Largest High Credit: US\$ 0

### TRADE PAYMENTS BY CREDIT EXTENDED

\$ CREDIT EXTENDED	% OF PAYMENTS WITHIN TERMS	# PAYMENT EXPERIENCES	TOTAL & DOLLAR AMOUNT
OVER 100,000	0%	0	\$0
50,000 - 100,000	0%	0	\$0
15,000 - 49,999	0%	0	\$0
5,000 - 14,999	0%	0	\$0
1,000 - 4,999	0%	0	\$0
UNDER 1,000	100%	2	\$850

### TRADE PAYMENTS BY INDUSTRY

[Collapse All](#) | [Expand All](#)

Industry Category	Number of Payment Experiences	Largest High Credit (US\$)	% Within Terms (Expand to View)
↕96 - Administration Of Economic Programs	1	750	
9611 - Admin Economic Prgm	1	750	100
↕48 - Communications	1	100	
4813 - Telephone Communicatns	1	100	100

### TRADE LINES



<b>Date of Experience</b> ▾	<b>Payment Status</b>	<b>Selling Terms</b>	<b>High Credit (US\$)</b>	<b>Now Owes (US\$)</b>	<b>Past Due (US\$)</b>	<b>Months Since Last Sale</b>
09/2023	-	Cash Account	-	-	-	1 Month
08/2023	-	Cash Account	500	-	-	Between 6 and 12 Months
06/2022	Prompt	-	100	0	0	Between 6 and 12 Months
06/2022	-	Cash Account	50	-	-	Between 6 and 12 Months
02/2022	Prompt	-	750	0	0	Between 6 and 12 Months

## EVENTS

### LEGAL EVENTS

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

SUITS		JUDGEMENTS		LIENS		UCC FILINGS	
TOTAL	0	TOTAL	0	TOTAL	0	TOTAL	3
LAST FILING DATE	-	LAST FILING DATE	-	LAST FILING DATE	-	LAST FILING DATE	06/12/2020

General: The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this was reported. This information may not be reproduced in whole or in part by any means of reproduction.

UCC Filings: There may be additional UCC Filings in the D&B file on this company which are available by contacting 1-800-234-3867.

Suits, Liens, Judgements: There may be additional suits, liens, or judgements in D&B's file on this company available in the U.S. Public Records Database that are also covered under your contract. If you would like more information on this database, please contact the Customer Resource Center at 1-800-234-3867.

Lien: A lien holder can file the same lien in more than one filing location. The appearance of multiple liens filed by the same lien holder against a debtor may be indicative of such an occurrence.

### EVENTS

#### UCC Filing - Original

Filing Date	2020-06-12
Filing Number	54154113
Received Date	2020-06-14
Collateral	All Negotiable instruments including proceeds and products - All Inventory including proceeds and products - All Account(s) including proceeds and products - All General intangibles(s) including proceeds and products - and OTHERS
Secured Party	U.S. SMALL BUSINESS ADMINISTRATION, BIRMINGHAM, AL
Debtors	GREENCROWN ENERGY, LLC
Filing Office	SECRETARY OF STATE/UCC DIVISION, TRENTON, NJ

#### UCC Filing - Original

Filing Date	2018-01-02
Filing Number	52580042
Received Date	2018-01-30
Collateral	Contract rights - Equipment
Secured Party	ACCREDITED SURETY AND CASUALTY COMPANY, INC., ORLANDO, FL

Secured Party	BONDEX INSURANCE COMPANY, FLORHAM PARK, NJ
Debtors	GREENCROWN ENERGY LLC
Debtors	and OTHERS
Filing Office	SECRETARY OF STATE/UCC DIVISION, TRENTON, NJ
<b>UCC Filing - Original</b>	
Filing Date	2017-12-29
Filing Number	52576690
Received Date	2018-01-19
Collateral	All Assets including proceeds and products - All Negotiable instruments including proceeds and products - All Inventory including proceeds and products - All Account(s) including proceeds and products - and OTHERS
Secured Party	HIGHLANDS STATE BANK, VERNON, NJ
Debtors	GREENCROWN WATER SYSTEMS, LLC
Filing Office	SECRETARY OF STATE/UCC DIVISION, TRENTON, NJ

#### COMPANY EVENTS

##### **The following information was reported on: 01-22-2024**

The New Jersey Secretary of States business registrations file showed that Greencrown Energy, LLC was registered as a Limited Liability Company on June 29, 2012 under the file registration number 0400499704.

Business started 2017.

PAUL ERRIGO. Antecedents not available.

Business address has changed from 229 Main Street, Belleville, NJ, 07109 to 535 Route 46, Little Falls, NJ, 07424.

#### SPECIAL EVENTS

01-22-2024

Business address has changed from 229 Main Street, Belleville, NJ, 07109 to 535 Route 46, Little Falls, NJ, 07424.

01-22-2024

The Chief Executive Officer is now Paul Errigo, Mng Mbr.



Financials

D&B currently has no financial information on file for this company.

## COMPANY PROFILE

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### COMPANY OVERVIEW

<b>D-U-N-S</b> 08-927-9951	<b>Mailing Address</b> 535 Route 46, Little Falls NJ 07424, US	<b>Annual Sales</b> -
<b>Business Form</b> Corporation (US)	<b>Telephone</b> (877) 308-2727	<b>Employees</b> -
<b>Date Incorporated</b> -	<b>Fax</b> -	<b>Age (Year Started)</b> 12 years (2012)
<b>State of Incorporation</b> New Jersey	<b>Website</b> -	<b>Named Principal</b> PAUL ERRIGO, MNG MBR
<b>Ownership</b> -	<b>Line of Business</b> Combination utilities	<b>SIC</b> 4939

## OWNERSHIP

This business is not currently a part of a family tree.





Wednesday, January 24, 2024

Maine Tax Assessor's Office

To whom it may concern,

Please use this letter as an affirmative statement that Greencrown Energy agrees to collect and remit taxes to the state of Maine, as required in 35-A M.R.S. & 3203(2)(F).

Should you require additional information, please contact our office. Thank you.

Sincerely,

*Paul Errigo*, CEO

If you have had any customer complaints within the last twelve months, provide a summary of such complaints, listing the number of customer complaints by state and customer class, and including the average number of customers served in each jurisdiction during the same period:

Greencrown energy does not have any customer complaints registered with the PUC

If you will be holding retail consumer funds, provide documentation to demonstrate financial capability sufficient to refund deposits to retail customers:

Greencrown does not accept or hold consumer funds



3:32 PM

01/24/24

Accrual Basis

**GREENCROWN ENERGY LLC**  
**Balance Sheet**  
As of December 31, 2023

	<u>Dec 31, 23</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
Checking/Savings	
1000 · COLUMBIA BANK	128,068.87
1050 · HELD CHECKS	-49,755.93
Total Checking/Savings	<u>78,312.94</u>
Accounts Receivable	
1100 · ACCOUNTS RECEIVABLE	49,126.92
Total Accounts Receivable	<u>49,126.92</u>
Other Current Assets	
1300 · INVENTORY	74,655.93
ERRIGON LOANS	
1170 · LOAN RECEIVABLE ERRIGON #2	72,500.00
1160 · LOAN RECEIVABLE ERRIGON #1	500,000.00
Total ERRIGON LOANS	<u>572,500.00</u>
1350 · EXCHANGE	-7,088.75
Total Other Current Assets	<u>640,067.18</u>
Total Current Assets	<u>767,507.04</u>
<b>Fixed Assets</b>	
FIXED ASSETS	
1505 · VEHICLES	54,207.91
1525 · FURNITURE AND FIXTURE	18,301.77
Total FIXED ASSETS	<u>72,509.68</u>
ACCUMULATED DEPN	
1570 · ACCU DEPR. VEHICLE	-54,207.91
1575 · ACCU DEPR. FURNITURE AND FIXTUR	-18,301.77
Total ACCUMULATED DEPN	<u>-72,509.68</u>
Total Fixed Assets	<u>0.00</u>
<b>Other Assets</b>	
1405 · SECURTIY DEPOSIT - PA OFFICE	875.00
Total Other Assets	<u>875.00</u>
<b>TOTAL ASSETS</b>	<u><u>768,382.04</u></u>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
Accounts Payable	
2100 · ACCOUNT PAYABLE	19,698.61
Total Accounts Payable	<u>19,698.61</u>
Other Current Liabilities	
2760 · DUE TO SFS	670,683.52
Total Due	<u>670,683.52</u>
2500 · NEW JERSEY SALES TAX PAYABLE	-254.88
Total Other Current Liabilities	<u>670,428.64</u>
Total Current Liabilities	<u>690,127.25</u>
<b>Long Term Liabilities</b>	
2856 · SBA EIDA LOAN	150,000.00

3:32 PM  
01/24/24  
Accrual Basis

**GREENCROWN ENERGY LLC**  
**Balance Sheet**  
**As of December 31, 2023**

	<u>Dec 31, 23</u>
3460 · AUTO LOAN PAYABLE CFF	40,377.37
<b>Total Long Term Liabilities</b>	<u>190,377.37</u>
<b>Total Liabilities</b>	880,504.62
<b>Equity</b>	
MEMBERS' EQUITY	
3210 · MEMBERS' EQUITY- DF LLC	-307,560.67
3240 · MEMBERS' EQUITY - PAUL ERRIGO	-175,064.26
3850 · MEMBERS' EQUITY - ADURO CONSULT	-15,032.24
<b>Total MEMBERS' EQUITY</b>	-497,657.17
3900 · RETAIN EARNINGS	53,535.59
Net Income	331,999.00
<b>Total Equity</b>	<u>-112,122.58</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>768,382.04</u></u>



**GREENCROWN ENERGY LLC**  
**Profit & Loss**  
 January through December 2023

	Jan - Dec 23
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
4205 · EV CHARGING INCOME	22,942.37
4116 · SALES COMMISSION - APPROVED ENER	236,253.94
4115 · SALES COMMISSION - ENTERWISE GL	969.61
4114 · SALES COMMISSION - MID AMERICAN	167,163.87
4027 · SALES COMMISSIONS - NUWAVE ENER	2,217.82
4065 · SALES COMMISSION - SMART ENERGY	100,804.30
4001 · SALES - LIGHTING	236,136.41
4175 · SALES COMMISSIONS - PALMCO	4,724.42
4192 · SALES COMMISSIONS - AGGRESSIVE	8,272.39
4199 · SALES COMMISSIONS - MP2 ENERGY	61,595.11
4006 · SALES COMMISSIONS - CONSTELLATI	43,464.22
4013 · SALES COMMISSIONS - APG&E	117,024.57
4008 · SALES COMMISSIONS - UGI ENERGY	73,767.13
4009 · SALES COMMISSIONS - FREEPOINT E	60,191.46
4012 · SALES COMMISSIONS - VERDE	1,055.40
4011 · SALES COMMISSIONS - SPARK ENER	3,286.42
4021 · SALES COMMISSIONS - SPRAGUE	28,919.88
4030 · SALES COMMISSIONS - GR MTN ENER	3,109.96
4050 · SALES COMMISSIONS - HUDSON ENER	179,635.59
4070 · SALES COMMISSIONS - MARAT POWER	105,026.61
4090 · SALES COMMISSIONS - SUEZ	552,821.25
4160 · SALES COMMISSIONS - MAJOR ENER	84,772.72
4195 · SALES COMMISSIONS - DIRECT ENER	130,206.91
4220 · CONSULTING FEE INCOME	41,800.00
<b>Total Income</b>	<b>2,266,162.36</b>
<b>Cost of Goods Sold</b>	
5030 · COST OF GOODS CHARGERS	45,709.64
CONSTRUCTION	
5020 · COST OF GOODS LIGHTING	116,335.90
<b>Total CONSTRUCTION</b>	<b>116,335.90</b>
<b>Total COGS</b>	<b>162,045.54</b>
<b>Gross Profit</b>	<b>2,104,116.82</b>
<b>Expense</b>	
6620 · ADVERTISING AND PROMOTION	6,614.35
6740 · BANK SERVICE CHARGE	72.78
COMMISSION EXPENSE	
6005 · SALESMAN COMMISSION EXPENSE	501,491.39
COMMISSION EXPENSE - Other	5,325.59
<b>Total COMMISSION EXPENSE</b>	<b>506,816.98</b>
COMPUTER EXP	
6170 · COMPUTER PROGRAMMING & EXP	25,834.45
6340 · COMPUTER EXPENSE	4,601.70
COMPUTER EXP - Other	1,779.86
<b>Total COMPUTER EXP</b>	<b>32,216.01</b>
6630 · DONATIONS	6,675.00
DUES, LICENSES & SUBSCRIPTIONS	
6665 · DUES & LICENSES	23,882.62
<b>Total DUES, LICENSES &amp; SUBSCRIPTIONS</b>	<b>23,882.62</b>
INSURANCE EXP	
6140 · BUSINESS INSURANCE	13,417.80
6220 · INSURANCE EXPENSE	3,127.86
<b>Total INSURANCE EXP</b>	<b>16,545.66</b>
6800 · INTEREST EXPENSE	10,991.16



3:31 PM  
01/24/24  
Accrual Basis

**GREENCROWN ENERGY LLC**  
**Profit & Loss**  
January through December 2023

	Jan - Dec 23
6120 · MARKETING EXPENSE	32,072.38
6130 · MARKETING SERVICES	476.11
6650 · MEDICAL EXPENSE	15,610.21
6310 · OFFICE SUPPLIES EXPENSE	4,936.58
6000 · PAYROLL SALARIES AND WAGES	787,114.84
PAYROLL TAXES	
6075 · PENN UNEMPLOYMENT	368.90
6050 · FICA EXPENSE	56,540.12
6060 · SUI EXPENSE	9,635.67
6070 · FUTA EXPENSE	378.00
Total PAYROLL TAXES	66,922.69
6080 · PAYROLL SERVICE FEE	1,612.00
6250 · PENSION EXPENSE	4,799.24
POSTAGE	
6850 · FREIGHT-OUT	1,984.37
6320 · POSTAGE EXPENSE	198.92
POSTAGE - Other	72.46
Total POSTAGE	2,255.75
6700 · PROFESSIONAL & CONSULTING FEES	151,976.04
6100 · RENT EXPENSE	20,961.60
6440 · REPAIR AND MAINTENANCE EXPENSE	8,869.52
6405 · SALES EXPENSE	2,524.90
8620 · TAX EXPENSE- STATE	-662.94
6210 · TELEPHONE EXPENSE	5,030.52
6640 · TRAVEL AND ENTERTAINMENT	30,312.45
6660 · TRADE SHOW EXPENSE	11,739.91
6200 · UTILITIES	1,226.71
6400 · VEHICLE EXPENSE	20,524.75
Total Expense	1,772,117.82
Net Ordinary Income	331,999.00
Net Income	331,999.00

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01/24/24

Accrual Basis

## GREENCROWN ENERGY LLC

## Balance Sheet

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**GREENCROWN ENERGY LLC**  
**Profit & Loss**  
 January through December 2023

Jan - Dec 23

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01/24/24

Accrual Basis

**GREENCROWN ENERGY LLC**  
**Profit & Loss**  
**January through December 2023**

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PAYROLL TAXES	
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6080 · PAYROLL SERVICE FEE	1,612.00
6250 · PENSION EXPENSE	4,799.24
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6850 · FREIGHT-OUT	1,984.37
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Net Income	<u><u>331,999.00</u></u>



New Jersey Division of Revenue

**Certificate of Amendment**  
Limited Liability Company



This form may be used to amend a Certificate of Formation of a Limited Liability Company on file with the Department of the Treasury. Applicants must insure strict compliance with NJSA 42, the New Jersey Limited Liability Act, and insure that all applicable filing requirements are met.

1. Name of Limited Liability Company:  
City Energy Group LLC

2. Identification Number:  
0400499704

3. New LLC Name (if applicable):  
Greencrown Energy, LLC

4. Effective Date:

5. The Certificate of Formation is amended as follows (provide attachments if needed):  
Name change

The undersigned represent(s) that this filing complies with State law as detailed in NJSA 42 and that they are authorized to sign this form behalf of the Limited Liability Company.

Signature:

Name: Darryl W. Siss

Date: 8/28/12



NEW JERSEY DEPARTMENT OF THE TREASURY  
DIVISION OF REVENUE

**CERTIFICATE OF FORMATION**

**CITY ENERGY GROUP LLC**

0400499704

The above-named DOMESTIC LIMITED LIABILITY COMPANY was duly filed in accordance with New Jersey state law on 06/14/2012 and was assigned identification number 0400499704. Following are the articles that constitute its original certificate.

**1. Name:**

CITY ENERGY GROUP LLC

**2. Registered Agent:**

AL DORSO

**3. Registered Office:**

229 MAIN STREET  
BELLEVILLE, NJ 07109

**4. Business Purpose:**

ANY BUSINESS PURPOSE PERMITTED BY LAW EXCEPT BANKING OR INSURANCE

**5. Main Business Address:**

229 MAIN STREET  
BELLEVILLE, NJ 07109

**Signatures:**

DARRYL W. SISS  
AUTHORIZED REPRESENTATIVE



Certification# 125177779

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

*IN TESTIMONY WHEREOF, I have  
hereunto set my hand and affixed my  
Official Seal at Trenton, this  
14th day of June, 2012*

A handwritten signature in black ink, appearing to read "Andrew P. Sidamon-Eristoff".

*Andrew P Sidamon-Eristoff  
State Treasurer*



Department of the Treasury  
Internal Revenue Service  
Ogden, UT 84201-0035



Notice	CP148A
Notice date	May 11, 2020
Employer ID number	XX-XXX0682
To contact us	Phone 800-829-0115

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GREENCROWN ENERGY LLC  
AL DORSO MBR  
535 ROUTE 46 EAST  
LITTLE FALLS NJ 07424-1945

009236

## We changed your mailing address

We updated our records for your mailing address.

We update our records anytime the address entered on a tax return is different from what we have in our records, or a Form 8822-B is received.

The address shown above is where we will mail any IRS notice or letter about your tax account. We also sent a confirmation notice to your previous mailing address.

### What you need to do

Our update to your address may be for minor changes in words and abbreviations, such as using "Street" rather than "St." in your address. To avoid confusion, you or your tax preparer should always enter your correct mailing address in exactly the same way every time you file tax returns.

**If the mailing address for IRS notices and letters shown above is correct,** you do not need to do anything.

**If the mailing address shown above is incorrect,** call or write to us using the contact information at the top of this page. If you call, please review the most recent tax returns you filed for differences in addresses entered. For written correspondence, include a copy of this notice.

### Caution for employers regarding third-party payroll providers

If we find any issues with an account, we send a letter or notice to your address of record. We strongly caution any employer against changing the address of record to that of a payroll service provider or other third party as it may significantly limit our ability to inform the employer of tax matters involving the business. The employer is ultimately responsible for depositing and paying all federal employment tax liabilities.

For more information, visit [www.irs.gov](http://www.irs.gov) and search keywords, "Change of Address" or "Outsourcing Payroll Duties."

### Additional information

- Visit [www.irs.gov/cp148a](http://www.irs.gov/cp148a)
- For tax forms, instructions, and publications, visit [www.irs.gov/forms-pubs](http://www.irs.gov/forms-pubs) or call 800-TAX-FORM (800-829-3676).
- Keep this notice for your records.

If you need assistance, please don't hesitate to contact us.

# State of New Hampshire

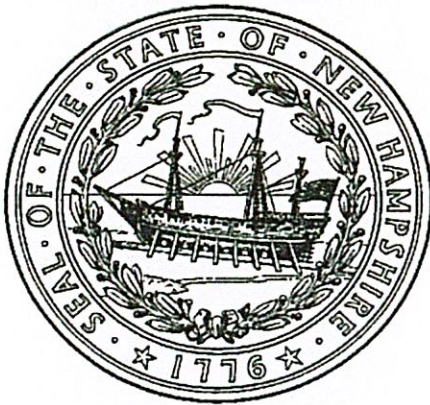
## Department of State

### CERTIFICATE

I, David M. Scanlan, Secretary of State of the State of New Hampshire, do hereby certify that GREENCROWN ENERGY, LLC is a New Jersey Limited Liability Company registered to transact business in New Hampshire on March 15, 2024. I further certify that all fees and documents required by the Secretary of State's office have been received and is in good standing as far as this office is concerned.

Business ID: 957045

Certificate Number : 0006627062



IN TESTIMONY WHEREOF,

I hereto set my hand and cause to be affixed  
the Seal of the State of New Hampshire,  
this **15th** day of **March** A.D. **2024**.

A handwritten signature in black ink, appearing to read "D. Scanlan", is written over a faint circular stamp.

David M. Scanlan  
Secretary of State