

TRANSCRIPT
Gemini Explained in 90 Seconds
<https://youtu.be/L4GrA7d1F0c>

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Interviewer

What does Gemini Energy Solutions do?

Anthony Kinslow II, Founder & CEO, Gemini Energy Solutions

What we do is we provide investment grade energy audits for the small commercial building (SCB) stock, and when I say investment grade, that means that you could take our energy audit report and get financing to upgrade your space due to our findings. We do this at ten percent (10%) of the cost that our standard energy audit companies do and our strategy is to work directly with the communities and hire and train local individuals to collect the data that is necessary to produce the energy audit report.

Interviewer:

Why did you start it?

Anthony Kinslow II, Founder & CEO, Gemini Energy Solutions

Because everybody was doing it the wrong way <laughter>. I see that diversity being critical to the business model. If you are going to be providing a service, you need to be able to ride it to a wide range of individuals, and you cannot do that unless you have people in your company who identify with those individuals. And the second aspect was that none of them wanted to work with small commercial businesses, they did not want to work with churches, community centers, or small restaurants. They did not want to work with them because it was not profitable enough for them.

There is roughly five (5) million buildings that need to receive an energy audit and upgrade in the next decade. They cannot do that unless they have an energy audit. That translates to, I believe, 30,000 audits a month starting this month. Nationwide, we are at maybe 1,000 a month. I created this company to be able to make up that difference.

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Transcribed by: Adrian Guzman