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The Public Utilities Commission of Ohio

PUCO USE ONLY		
Date Received	Case Number	Version
12-924	- EL-CRS	August 2004

## CERTIFICATION APPLICATION FOR RETAIL GENERATION PROVIDERS AND POWER MARKETERS

Please print or type all required information. Identify all attachments with an exhibit label and title (Example: Exhibit A-13 Company History). All attachments should bear the legal name of the Applicant. Applicants should file completed applications and all related correspondence with the Public Utilities Commission of Ohio, Docketing Division; 180 East Broad Street, Columbus, Ohio 43215-3793.

**This PDF form is designed so that you may input information directly onto the form.  
You may also download the form, by saving it to your local disk, for later use.**

### A. APPLICANT INFORMATION

#### A-1 Applicant intends to be certified as: (check all that apply)

- |   |                                       |
|---|---------------------------------------|
| <input type="checkbox"/> Retail Generation Provider | <input type="checkbox"/> Power Broker |
| <input type="checkbox"/> Power Marketer             | <input type="checkbox"/> Aggregator   |

#### A-2 Applicant's legal name, address, telephone number and web site address

Legal Name Charles J. Brown Jr.

Address 2969 Union Street, Clearwater, Florida 33759

Telephone # (727) 797-2130

Web site address (if any) [www.cneenergy.com](http://www.cneenergy.com)

#### A-3 List name, address, telephone number and web site address under which Applicant will do business in Ohio

Legal Name The Council on Northeast Energy

Address 6105 Park Blvd., Pinellas Park, Florida 33781

Telephone # (866) 850-6909

Web site address (if any) [www.cneenergy.com](http://www.cneenergy.com)

#### A-4 List all names under which the applicant does business in North America

The Council on Northeast Energy

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This is to certify that the images appearing are an accurate and complete reproduction of a case file document delivered in the regular course of business.

Technician LD Date Processed 03-12-12

**A-5 Contact person for regulatory or emergency matters**

Name Joan Brown  
Title Vice President / Treasurer  
Business address 6105 Park Blvd., Pinellas Park, Florida 33781  
Telephone # (866) 850-6909 Fax # (866) 850-6909  
E-mail address (if any) \_\_\_\_\_

**A-6 Contact person for Commission Staff use in investigating customer complaints**

Name Wesley Brown  
Title Quality Control  
Business address 6105 Park Blvd., Pinellas Park, Florida 33781  
Telephone # (866) 850-6909 Fax # (866) 850-6909  
E-mail address (if any) wesb@cneenergy.com

**A-7 Applicant's address and toll-free number for customer service and complaints**

Customer Service address 6105 Park Blvd., Pinellas Park, Florida 33781  
Toll-free Telephone # (866) 850-6909 Fax # (866) 850-6905  
E-mail address (if any) wesb@cneenergy.com

**A-8 Applicant's federal employer identification number # 453712968**

**A-9 Applicant's form of ownership (check one)**

- |  |  |
|--|--|
| <input type="checkbox"/> Sole Proprietorship                 | <input type="checkbox"/> Partnership                     |
| <input type="checkbox"/> Limited Liability Partnership (LLP) | <input type="checkbox"/> Limited Liability Company (LLC) |
| <input type="checkbox"/> Corporation                         | <input type="checkbox"/> Other _____                     |

**A-10 (Check all that apply) Identify each electric distribution utility certified territory in which the applicant intends to provide service, including identification of each customer class that the applicant intends to serve, for example, residential, small commercial, mercantile commercial, and industrial. (A mercantile customer, as defined in (A) (19) of Section 4928.01 of the Revised Code, is a commercial customer who consumes more than 700,000 kWh/year or is part of a national account in one or more states).**

- |   |                                      |                                     |                                     |                                     |
|---|--------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|
| <input type="checkbox"/> <b>First Energy</b>                    | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> <b>Ohio Edison</b>                     | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> <b>Toledo Edison</b>                   | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> <b>Cleveland Electric Illuminating</b> | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> <b>Cincinnati Gas &amp; Electric</b>   | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> <b>Monongahela Power</b>               | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> <b>American Electric Power</b>         |                                      |                                     |                                     |                                     |
| <input type="checkbox"/> <b>Ohio Power</b>                      | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |

<input checked="" type="checkbox"/> Columbus Southern Power	<input type="checkbox"/> Residential	<input checked="" type="checkbox"/> Commercial	<input checked="" type="checkbox"/> Mercantile	<input checked="" type="checkbox"/> Industrial
<input checked="" type="checkbox"/> Dayton Power and Light	<input type="checkbox"/> Residential	<input checked="" type="checkbox"/> Commercial	<input checked="" type="checkbox"/> Mercantile	<input checked="" type="checkbox"/> Industrial

**A-11** Provide the approximate start date that the applicant proposes to begin delivering services

April 1, 2012

**PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:**

- A-12** **Exhibit A-12 "Principal Officers, Directors & Partners"** provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.
- A-13** **Exhibit A-13 "Corporate Structure,"** provide a description of the applicant's corporate structure, including a graphical depiction of such structure, and a list of all affiliate and subsidiary companies that supply retail or wholesale electricity or natural gas to customers in North America.
- A-14** **Exhibit A-14 "Company History,"** provide a concise description of the applicant's company history and principal business interests.
- A-15** **Exhibit A-15 "Articles of Incorporation and Bylaws,"** if applicable provide the articles of incorporation filed with the state or jurisdiction in which the applicant is incorporated and any amendments thereto.
- A-16** **Exhibit A-16 "Secretary of State,"** provide evidence that the applicant has registered with the Ohio Secretary of the State.

## **B. APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE**

**PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:**

- B-1** **Exhibit B-1 "Jurisdictions of Operation,"** provide a list of all jurisdictions in which the applicant or any affiliated interest of the applicant is, at the date of filing the application, certified, licensed, registered, or otherwise authorized to provide retail or wholesale electric services.
- B-2** **Exhibit B-2 "Experience & Plans,"** provide a description of the applicant's experience and 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 Section 4928.10 of the Revised Code.

**B-3** **Exhibit B-3 "Summary of Experience,"** provide a concise summary of the applicant's experience in providing the service(s) it is seeking to be certified to provide (e.g. number and types of customers served, utility service areas, amount of load, etc.).

**B-4** **Exhibit B-4 "Environmental Disclosure,"** provide a detailed description of how the applicant intends to determine its (a) generation resource mix, and (b) environmental characteristics, including air emissions and radioactive waste. This information shall include sufficient discussion so as to detail both the annual projection methodology and the proposed approach to compiling the quarterly actual environmental disclosure data. Additional details on this requirement may be obtained by referring to 4901:1-21-09.

**B-5** **Exhibit B-5 "Disclosure of Liabilities and Investigations,"** provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational status or ability to provide the services it is seeking to be certified to provide.

**B-6** Disclose whether the applicant, a predecessor of the applicant, or any principal officer of the applicant have ever been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years.  
☒ No      ☐ Yes

If yes, provide a separate attachment labeled as **Exhibit B-6 "Disclosure of Consumer Protection Violations"** detailing such violation(s) and providing all relevant documents.

**B-7** Disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail or wholesale electric service denied, curtailed, suspended, revoked, or cancelled within the past two years.  
☒ No      ☐ Yes

If yes, provide a separate attachment labeled as **Exhibit B-7 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation"** detailing such action(s) and providing all relevant documents.

## **C. APPLICANT FINANCIAL CAPABILITY AND EXPERIENCE**

**PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:**

**C-1** **Exhibit C-1 "Annual Reports,"** provide the two most recent Annual Reports to Shareholders. If applicant does not have annual reports, the applicant should provide similar information in Exhibit C-1 or indicate that Exhibit C-1 is not applicable and why.

- C-2 **Exhibit C-2 “SEC Filings,”** provide the most recent 10-K/8-K Filings with the SEC. If applicant does not have such filings, it may submit those of its parent company. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 that the applicant is not required to file with the SEC and why.
- C-3 **Exhibit C-3 “Financial Statements,”** provide copies of the applicant’s two most recent years of audited financial statements (balance sheet, income statement, and cash flow statement). If audited financial statements are not available, provide officer certified financial statements. If the applicant has not been in business long enough to satisfy this requirement, it shall file audited or officer certified financial statements covering the life of the business.
- C-4 **Exhibit C-4 “Financial Arrangements,”** provide copies of the applicant's financial arrangements to conduct CRES as a business activity (e.g., guarantees, bank commitments, contractual arrangements, credit agreements, etc.,).
- C-5 **Exhibit C-5 “Forecasted Financial Statements,”** provide two years of forecasted financial statements (balance sheet, income statement, and cash flow statement) for the applicant’s CRES operation, along with a list of assumptions, and the name, address, e-mail address, and telephone number of the preparer.
- C-6 **Exhibit C-6 “Credit Rating,”** provide a statement disclosing the applicant’s credit rating as reported by two of the following organizations: Duff & Phelps, Dun and Bradstreet Information Services, Fitch IBCA, Moody’s Investors Service, Standard & Poors, or a similar organization. In instances where an applicant does not have its own credit ratings, it may substitute the credit ratings of a parent or affiliate organization, provided the applicant submits a statement signed by a principal officer of the applicant’s parent or affiliate organization that guarantees the obligations of the applicant.
- C-7 **Exhibit C-7 “Credit Report,”** provide a copy of the applicant’s credit report from Experion, Dun and Bradstreet or a similar organization.
- C-8 **Exhibit C-8 “Bankruptcy Information,”** provide a list and description of any reorganizations, protection from creditors or any other form of bankruptcy filings made by the applicant, a parent or affiliate organization that guarantees the obligations of the applicant or any officer of the applicant in the current year or within the two most recent years preceding the application.

- C-9 **Exhibit C-9 "Merger Information,"** provide a statement describing any dissolution or merger or acquisition of the applicant within the five most recent years preceding the application.

#### **D. APPLICANT TECHNICAL CAPABILITY**

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- D-1 **Exhibit D-1 "Operations"** provide a written description of the operational nature of the applicant's business. Please include whether the applicant's operations will include the generation of power for retail sales, the scheduling of retail power for transmission and delivery, the provision of retail ancillary services as well as other services used to arrange for the purchase and delivery of electricity to retail customers.
- D-2 **Exhibit D-2 "Operations Expertise,"** given the operational nature of the applicant's business, provide evidence of the applicant's experience and technical expertise in performing such operations.
- D-3 **Exhibit D-3 "Key Technical Personnel,"** provide the names, titles, e-mail addresses, telephone numbers, and the background of key personnel involved in the operational aspects of the applicant's business.
- D-4 **Exhibit D-4 "FERC Power Marketer License Number,"** provide a statement disclosing the applicant's FERC Power Marketer License number. (Power Marketers only)

\_\_\_\_\_  
Signature of Applicant and Title

Sworn and subscribed before me this \_\_\_\_\_ day of \_\_\_\_\_,  
Month Year

\_\_\_\_\_  
Signature of official administering oath

\_\_\_\_\_  
Print Name and Title

My commission expires on \_\_\_\_\_

# **AFFIDAVIT**

State of \_\_\_\_\_ :

\_\_\_\_\_ ss.  
(Town)

County of \_\_\_\_\_ :

\_\_\_\_\_, Affiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the \_\_\_\_\_ (Office of Affiant) of \_\_\_\_\_ (Name of Applicant);

That he/she is authorized to and does make this affidavit for said Applicant,

1. The Applicant herein, attests under penalty of false statement that all statements made in the application for certification are true and complete and that it will amend its application while the application is pending if any substantial changes occur regarding the information provided in the application.
2. The Applicant herein, attests it will timely file an annual report with the Public Utilities Commission of Ohio of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Division (A) of Section 4905.10, Division (A) of Section 4911.18, and Division (F) of Section 4928.06 of the Revised Code.
3. The Applicant herein, attests that it will timely pay any assessments made pursuant to Sections 4905.10, 4911.18, or Division F of Section 4928.06 of the Revised Code.
4. The Applicant herein, attests that it will comply with all Public Utilities Commission of Ohio rules or orders as adopted pursuant to Chapter 4928 of the Revised Code.
5. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, and its Staff on any utility matter including the investigation of any consumer complaint regarding any service offered or provided by the Applicant.
6. The Applicant herein, attests that it will fully comply with Section 4928.09 of the Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
7. The Applicant herein, attests that it will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
8. The Applicant herein, attests that it will use its best efforts to verify that any entity with whom it has a contractual relationship to purchase power is in compliance with all applicable licensing requirements of the Federal Energy Regulatory Commission and the Public Utilities Commission of Ohio.
9. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, the electric distribution companies, the regional transmission entities, and other electric suppliers in the event of an emergency condition that may jeopardize the safety and reliability of the electric service in accordance with the emergency plans and other procedures as may be determined appropriate by the Commission.
10. If applicable to the service(s) the Applicant will provide, the Applicant herein, attests that it will adhere to the reliability standards of (1) the North American Electric Reliability Council (NERC), (2) the appropriate regional reliability council(s), and (3) the Public Utilities Commission of Ohio. (Only applicable if pertains to the services the Applicant is offering)

- C-9 Exhibit C-9 "Merger Information," provide a statement describing any dissolution or merger or acquisition of the applicant within the five most recent years preceding the application.

## D. APPLICANT TECHNICAL CAPABILITY

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- D-1 Exhibit D-1 "Operations" provide a written description of the operational nature of the applicant's business. Please include whether the applicant's operations will include the generation of power for retail sales, the scheduling of retail power for transmission and delivery, the provision of retail ancillary services as well as other services used to arrange for the purchase and delivery of electricity to retail customers.
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- D-4 Exhibit D-4 "FERC Power Marketer License Number," provide a statement disclosing the applicant's FERC Power Marketer License number. (Power Marketers only)

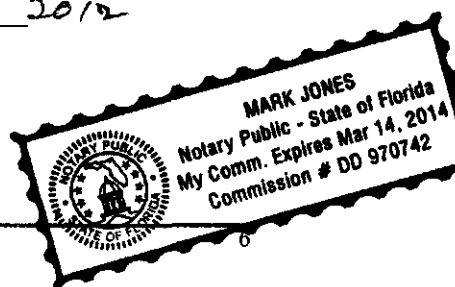
Charles Brown CFO  
Signature of Applicant and Title

Sworn and subscribed before me this 9<sup>th</sup> day of MARCH, 2012  
Month Year

[Signature]  
Signature of official administering oath

MARK JONES 2012  
Print Name and Title

My commission expires on MARCH 14<sup>th</sup>, 2014





# **AFFIDAVIT**

State of FLORIDA :

PINELLAS ss.  
PARK. (Town)

County of PINELLAS :

CHARLES BROWN JR Affiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the C.F.O. (Office of Affiant) of THE COUNCIL (Name of Applicant);  
ON NORTHEAST ENERGY.

That he/she is authorized to and does make this affidavit for said Applicant,

1. The Applicant herein, attests under penalty of false statement that all statements made in the application for certification are true and complete and that it will amend its application while the application is pending if any substantial changes occur regarding the information provided in the application.
2. The Applicant herein, attests it will timely file an annual report with the Public Utilities Commission of Ohio of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Division (A) of Section 4905.10, Division (A) of Section 4911.18, and Division (F) of Section 4928.06 of the Revised Code.
3. The Applicant herein, attests that it will timely pay any assessments made pursuant to Sections 4905.10, 4911.18, or Division F of Section 4928.06 of the Revised Code.
4. The Applicant herein, attests that it will comply with all Public Utilities Commission of Ohio rules or orders as adopted pursuant to Chapter 4928 of the Revised Code.
5. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, and its Staff on any utility matter including the investigation of any consumer complaint regarding any service offered or provided by the Applicant.
6. The Applicant herein, attests that it will fully comply with Section 4928.09 of the Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
7. The Applicant herein, attests that it will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
8. The Applicant herein, attests that it will use its best efforts to verify that any entity with whom it has a contractual relationship to purchase power is in compliance with all applicable licensing requirements of the Federal Energy Regulatory Commission and the Public Utilities Commission of Ohio.
9. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, the electric distribution companies, the regional transmission entities, and other electric suppliers in the event of an emergency condition that may jeopardize the safety and reliability of the electric service in accordance with the emergency plans and other procedures as may be determined appropriate by the Commission.
10. If applicable to the service(s) the Applicant will provide, the Applicant herein, attests that it will adhere to the reliability standards of (1) the North American Electric Reliability Council (NERC), (2) the appropriate regional reliability council(s), and (3) the Public Utilities Commission of Ohio. (Only applicable if pertains to the services the Applicant is offering)

11. The Applicant herein, attests that it will inform the Commission of any material change to the information supplied in the application within 30 days of such material change, including any change in contact person for regulatory purposes or contact person for Staff use in investigating customer complaints.

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 any hearing hereof.

Charles Brown Jr  
Signature of Affiant & Title

Sworn and subscribed before me this 26 day of MARCH, 2012  
Month Year

[Signature]  
Signature of official administering oath

MARK JONES / NOTARY PUBLIC  
Print Name and Title

My commission expires on MARCH 14, 2014



Certification application retail generation sections A – D

A-12

**President:** Charles J. Brown Jr. of 6105 Park Blvd., Pinellas Park, Florida 33781 telephone 561-674-6993

**Vice President:** Joan Brown of 6105 Park Blvd., Pinellas Park, Florida 33781 Telephone 866 850 6909

**Treasure:** Joan E. Brown of 6105 Park Blvd., Pinellas Park, Florida 33781 Telephone 866-850-6909

A-13

- President – Researches the internet for suppliers and gathers leads for Energy Consultants, as well as conferring with officers on solutions to problems that may have occurred. The individual is responsible for making sure all internet and phone connections are functioning properly in order to maintain the objective of the focused goal.
- Vice President – Oversees the Energy Consultants and also does power brokering, by insuring that all faxes and emails are delivered to the potential clients. She also makes sure that closing deals are done correctly with accuracy and proficiency. Also confers with other officers on any problems that arise.
- Treasure – She insures that all employees are paid according to information submitted by the contracts, making all are up to date. She works closely with the President, while from time to time will confer with other officers. All of the officers will be available at all times to confer with Energy Consultants on any and all questions that need answering.
- Energy Consultants - Will have the understanding of the laws of deregulation, while being able to give all clients accurate information on available rates. As well as directing any and all questions to a senior energy consultant if their level of expertise not sufficient to confidently answer all of the clients questions. In the near future we anticipate on opening an Ohio field office to facilitate larger clients, those clients will feel more comfortable with a face to face meeting, to view presentations, as well as completion of that company's enrollment.

Company History - This Company was founded on November 01, 2011 according the state of Florida rules and regulations ([www.sunbiz.org](http://www.sunbiz.org)). It became fully operational on January 12, 2012, by the individuals listed above. Who all had the same desire of providing electric at a potentially lower cost for those business's that operate in the state of Ohio, as well other deregulated states. Therefore this is a fairly new company for the state of Ohio, a lot of the requested information is non-applicable. We will be providing employment for individuals located in this state, as well as anticipating on doing the same in the state of Ohio.

A – 15

Articles of Incorporation - See attachments for Incorporation.

A - 16

Secretary of State – See attachments of proof of registration.

## Section B - Applicant Managerial Capability and Experience

### B – 1

Jurisdictions of Operations – First Energy ,all three divisions: Ohio Edison, Toledo Edison, and Cleveland Electric Illuminating, Cincinnati Gas & Electric, and American Electric Power which will be for Commercial Clients only. Our suppliers will include BlueStar Energy Solutions, NextEra Energy Services, and Duke Energy Retail Sales.

### B – 2

Charles J. Brown Jr., has served 2 years in the Armed Services from 1957 – 1959, at that point went on to work for the Florida Department of Transportation for 30years. My position at that rodman on a survey party as an assistant resident engineer which lasted 10 years. I have managed over 60 + employees over the course of time. In which we were responsible for insuring that Roads & Bridges were constructed in compliance with the State and Federal specifications pursuant to section 4928.10. At various times there was more than a million dollars in construction going on that was under contract. After retiring, I did consultant work on roads and structures in Florida for 5 – 6 years. Now together with the other officers of CNE Energy and the Vice President we plan to hire Energy Consultants that are capable sub contactors. This will allow them to contract potential end users in the deregulated areas. We will call and make contract for the suppliers, who then will in turn provide billing statements for the clients, we inform all of our customers that we are always there and available to respond to any inquires as well as complaints.

### B – 3

This is a new business, however our officers along with our Energy Consultants ,we currently have well over 25 plus years of experience. While adding more Energy Consultants this will give our company the amount of 30 plus years of combined experience on various levels of expertise.

	B-4
N/A	

	B-5
N/A	

	B-6
No	

	B-7
No	

## WBCB INC.

### Projected Sales Forecast

Products and Services		Assumptions	%
<b>Competitive Retail Electric Suppliers</b>			
BLUESTAR		\$ 1,500.00	100.00%
		\$ 0.10	0.01%
			100.01%
<b>Projected Unit Sales</b>			
Seasonality Factor	\$	1,500.10	30
Year One			
Year Two Growth		25.00%	
Year Three Growth		32.00%	
Overhead Exp Allocation		50.00%	
<b>Projected Revenue</b>			
Variable Costs	\$	27,000.000	
Gross Margin		1,710	
Overhead Expenses		26,998.290	
Profit		53.061	
		28,945.229	
		<u>\$ 80,998.290</u>	
Breakeven Sales Revenue	\$	53,058.09	
Breakeven Sales Units		35	

NEXTERA		
Price Per Unit	\$	1,322.00
Variable Cost Per Unit	\$	0.98
Gross Margin Per Unit	\$	1,321.02
Projected Unit Sales		
Seasonality Factor		
Year One		17.00%
Year Two Growth		45.00%
Year Three Growth		16.67%
Overhead Exp Allocation		
Projected Revenue	\$	20,956,397
Variable Costs		15,535
Gross Margin		20,940,862
Overhead Expenses		17,687
Profit		20,923,175
Breakeven Sales Revenue	\$	17,700.27
Breakeven Sales Units		13

**C – Applicant Financial Capability and Experience**

**C – 1**

**N/A: Explanation this is a new company just starting.**

**C – 2**

**N/A: New Company**

**C – 3**

**N/A This is a fairly new business which is just starting up, which has only been in business for less than 90 days.**

**C – 4**

**N/A**

**C – 5**

**See Attachment for Financial Forecast of Three years**

**C – 6**

**Credit Rating: Equifax score 789, Experian score 814, and Transunion 805 and this is a new company**

**C – 7**

**New Business but will obtain registration in order to be in compliance**

**C – 8**

**N/A**

**C – 9**

**N/A**



## D - Applicant Technical Capability

### D – 1

Contact end users in the medium to large commercial sector, which allows us to gather information for the eligibility for the enrollment for the CRES, and that in turn will provide said end users with:

A. Energy Security

B. Providing a potential saving on the electric.

### D – 2

There are a total of over 30 years of experience within the company. All representatives have direct knowledge of what deregulation is and how it can benefit the end user. The billing aspect is handled by the Supplier /Utility themselves.

### D – 3

- Chad J Brown energy consultant, can be reached via email at [chadb@cneenergy.com](mailto:chadb@cneenergy.com) or at 866-850-6909, this individual has 12 year experience with deregulated energy.
- Wesley Brown, Quality Control, can be reached via email at [wesb@cneenergy.com](mailto:wesb@cneenergy.com) and 866-850-6909 who has a total of 8 year experience in deregulation of energy.
- Christina Chesser, can be contacted at [chesser@cneenergy.com](mailto:chesser@cneenergy.com) or 866-850-6909 that comes with 13 years of experience.

### D – 4

N/A

**COVER LETTER**

TO: Amendment Section  
Division of Corporations

NAME OF CORPORATION: WBCB INC

DOCUMENT NUMBER: P11000094995

The enclosed *Articles of Amendment* and fee are submitted for filing.

Please return all correspondence concerning this matter to the following:

DOLI A DAVY

Name of Contact Person

DOLI'S ACCOUNTING SERVICES INC

Firm/ Company

3020 49TH ST N

Address

ST. PETERSBURG FL 33710

City/ State and Zip Code

DOLI@DOLISACCOUNTING.COM

E-mail address: (to be used for future annual report notification)

For further information concerning this matter, please call:

CHARLES J BROWN JR

Name of Contact Person

at ( 866 ) 850-6909

Area Code & Daytime Telephone Number

Enclosed is a check for the following amount made payable to the Florida Department of State:

☒ \$35 Filing Fee

☐ \$43.75 Filing Fee &  
Certificate of Status

☐ \$43.75 Filing Fee &  
Certified Copy  
(Additional copy is  
enclosed)

☐ \$52.50 Filing Fee  
Certificate of Status  
Certified Copy  
(Additional Copy  
is enclosed)

**Mailing Address**

Amendment Section  
Division of Corporations  
P.O. Box 6327  
Tallahassee, FL 32314

**Street Address**

Amendment Section  
Division of Corporations  
Clifton Building  
2661 Executive Center Circle  
Tallahassee, FL 32301

Articles of Amendment  
to  
Articles of Incorporation  
of

WBCB INC

(Name of Corporation as currently filed with the Florida Dept. of State)

P1000094995

(Document Number of Corporation (if known))

Pursuant to the provisions of section 607.1006, Florida Statutes, this **Florida Profit Corporation** adopts the following amendment(s) to its Articles of Incorporation:

**A. If amending name, enter the new name of the corporation:**

\_\_\_\_\_ The new name must be distinguishable and contain the word "corporation," "company," or "incorporated" or the abbreviation "Corp.," "Inc.," or "Co.," or the designation "Corp.," "Inc.," or "Co.". A professional corporation name must contain the word "chartered," "professional association," or the abbreviation "P.A."

**B. Enter new principal office address, if applicable:**

(Principal office address **MUST BE A STREET ADDRESS**)

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**C. Enter new mailing address, if applicable:**

(Mailing address **MAY BE A POST OFFICE BOX**)

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**D. If amending the registered agent and/or registered office address in Florida, enter the name of the new registered agent and/or the new registered office address:**

Name of New Registered Agent **DOLI A DAVY**

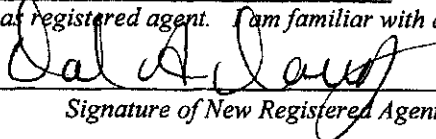
**3020 49TH ST N**

(Florida street address)

New Registered Office Address: **ST PETERSBURG**, Florida **33710**  
(City) (Zip Code)

**New Registered Agent's Signature, if changing Registered Agent:**

I hereby accept the appointment as registered agent. I am familiar with and accept the obligations of the position.

  
\_\_\_\_\_  
Signature of New Registered Agent, if changing

If amending the Officers and/or Directors, enter the title and name of each officer/director being removed and title, name, and address of each Officer and/or Director being added:  
(Attach additional sheets, if necessary)

Please note the officer/director title by the first letter of the office title:

P = President; V= Vice President; T= Treasurer; S= Secretary; D= Director; TR= Trustee; C = Chairman or Clerk; CEO = Chief Executive Officer; CFO = Chief Financial Officer. If an officer/director holds more than one title, list the first letter of each office held. President, Treasurer, Director would be PTD.

Changes should be noted in the following manner. Currently John Doe is listed as the PST and Mike Jones is listed as the V. There is a change, Mike Jones leaves the corporation, Sally Smith is named the V and S. These should be noted as John Doe, PT as a Change, Mike Jones, V as Remove, and Sally Smith, SV as an Add.

Example:

<u>X</u> Change	<u>PT</u>	<u>John Doe</u>
<u>X</u> Remove	<u>V</u>	<u>Mike Jones</u>
<u>X</u> Add	<u>SV</u>	<u>Sally Smith</u>

<u>Type of Action</u> (Check One)	<u>Title</u>	<u>Name</u>	<u>Address</u>
1) <u>      </u> Change <u>  X  </u> Add <u>      </u> Remove	<u>CFO</u>	<u>CHARLES J BROWN JR</u>	<u>6105 PARK BLVD</u> <u>PINELLAS PARK, FL. 33781</u>
2) <u>      </u> Change <u>  X  </u> Add <u>      </u> Remove	<u>TREASURER</u>	<u>JOAN BROWN</u>	<u>6105 PARK BLVD</u> <u>PINELLAS PARK, FL. 33781</u>
3) <u>  X  </u> Change <u>      </u> Add <u>      </u> Remove	<u>VP</u>	<u>CHARLES J BROWN III</u>	<u>6105 PARK BLVD</u> <u>PINELLAS PARK, FL. 33781</u>
4) <u>      </u> Change <u>      </u> Add <u>      </u> Remove	<u>          </u>	<u>                                  </u>	<u>                                  </u> <u>                                  </u> <u>                                  </u>
5) <u>      </u> Change <u>      </u> Add <u>      </u> Remove	<u>          </u>	<u>                                  </u>	<u>                                  </u> <u>                                  </u> <u>                                  </u>
6) <u>      </u> Change <u>      </u> Add <u>      </u> Remove	<u>          </u>	<u>                                  </u>	<u>                                  </u> <u>                                  </u> <u>                                  </u>

This image shows a single sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There is no text or other markings on the paper.

[illegible]

The date of each amendment(s) adoption: 02/01/2012  
Effective date if applicable: 02/01/2012  
(no more than 90 days after amendment file date)

Adoption of Amendment(s) **(CHECK ONE)**

☒ The amendment(s) was/were adopted by the shareholders. The number of votes cast for the amendment(s) by the shareholders was/were sufficient for approval.

☐ The amendment(s) was/were approved by the shareholders through voting groups. *The following statement must be separately provided for each voting group entitled to vote separately on the amendment(s):*

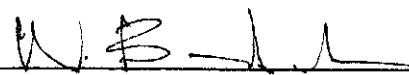
"The number of votes cast for the amendment(s) was/were sufficient for approval

by \_\_\_\_\_."  
(voting group)

☐ The amendment(s) was/were adopted by the board of directors without shareholder action and shareholder action was not required.

☐ The amendment(s) was/were adopted by the incorporators without shareholder action and shareholder action was not required.

Dated 02/13/2012

Signature   
(By a director, president or other officer – if directors or officers have not been selected, by an incorporator – if in the hands of a receiver, trustee, or other court appointed fiduciary by that fiduciary)

**WESLEY B BABCOCK**

(Typed or printed name of person signing)

**PRESIDENT**

(Title of person signing)

**Jon Husted**  
Ohio Secretary[Jon Husted & the Agency](#) | [Elections & Voting](#) | [Campaign Finance](#) | [Legislation & Ballot Issues](#) | [Businesses](#) | [Records](#) | [Media Center](#) | [Publications](#)**Business Services****Don't BUSINESS begin here**[General Information](#) | [Business Search](#) | [UCC Search](#) | [Trade Mark / Service Mark Search](#) | [Prepayment Accounts](#) | [Help](#)

Corporate Search

Business Name  
Business Name - Exact  
Number Search  
Agent/Contact Name  
Prior Business Name  
Church Name**Business Search by Name**

Entity Number	Business Name	Type	Original Filing Date	Expiry Date	Status	Business Location	County	State
2087153	THE COUNCIL ON NORTHEAST ENERGY (WCB INC)	FOREIGN CORPORATION	02/28/2012	-	Active	-	-	FLORIDA
1490756	WCB	REGISTERED TRADE NAME	09/22/2004	09/22/2014	Active	-	-	-

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State of Inc FL  
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Document Status ACTIVE  
Effective Date 11/01/2011  
Last Trans Date 02/15/2012  
Last Trans Effective Date N/A  
Last Annual Report Date N/A  
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