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The Public Utilities Commission of Ohio

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Date Received	Case Number	Version
12-1006	-EL-AGG	August 2004

CERTIFICATION APPLICATION FOR AGGREGATORS/POWER BROKERS

Please print or type all required information. Identify all attachments with an exhibit label and title (Example: Exhibit A-5 Experience). 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's legal name, address, telephone number and web site address

Legal Name Secure Energy Solutions, LLC
 Address 12-14 Somers Rd. East Longmeadow, MA 01028
 Telephone # (413) 733-2571 Web site address (if any) www.secureenergysolutions.com

A-2 List name, address, telephone number and web site address under which Applicant will do business in Ohio

Legal Name Secure Energy Solutions, LLC
 Address 12-14 Somers Rd. East Longmeadow, MA 01028
 Telephone # (413) 733-2571 Web site address (if any) secureenergysolutions.com

A-3 List all names under which the applicant does business in North America

Secure Energy Solutions, LLC
SES Secure Energy Solutions, LLC

A-4 Contact person for regulatory or emergency matters

Name Erik Ness
 Title Vice President and General Counsel

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 [Signature] Date Processed 03-16-12

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RECEIVED-DOCKETING DIV

Business address 12-14 Somers Rd. East Longmeadow, MA 01028

Telephone # (413) 733-2571

Fax # (413) 733-2574

E-mail address (if any) eness@sesenergy.org

A-5 Contact person for Commission Staff use in investigating customer complaints

Name Christopher Duby

Title President

Business address 12-14 Somers Rd. East Longmeadow, MA 01028

Telephone # (413) 733-2571

Fax # (413) 733-2574

E-mail address (if any) cduby@sesenergy.org

A-6 Applicant's address and toll-free number for customer service and complaints

Customer Service address 12-14 Somers Rd. East Longmeadow, MA 01028

Toll-free Telephone # (800) 655-9818

Fax # (413) 733-2574

E-mail address (if any) _____

A-7 Applicant's federal employer identification number # 113776111

A-8 Applicant's form of ownership (check one)

☐ Sole Proprietorship

☐ Partnership

☐ Limited Liability Partnership (LLP)

☐ Limited Liability Company (LLC)

☐ Corporation

☐ Other _____

A-9 (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).

☐ First Energy

☐ Ohio Edison

☐ Toledo Edison

☐ Cleveland Electric Illuminating

☐ Cincinnati Gas & Electric

☐ Monongahela Power

☐ American Electric Power

☐ Ohio Power

☐ Columbus Southern Power

☐ Dayton Power and Light

☐ Residential

☐ Residential

☐ Residential

☐ Residential

☐ Residential

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☐ Mercantile

☐ Mercantile

☐ Industrial

☐ Industrial

☐ Industrial

☐ Industrial

☐ Industrial

☐ Industrial

☐ Industrial

☐ Industrial

☐ Industrial

- A-10 Provide the approximate start date that the applicant proposes to begin delivering services

January 1, 2012

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- A-11 **Exhibit A-11 "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-12 **Exhibit A-12 "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 and companies that aggregate customers in North America.
- A-13 **Exhibit A-13 "Company History,"** provide a concise description of the applicant's company history and principal business interests.
- A-14 **Exhibit A-14 "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-15 **Exhibit A-15 "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 including aggregation 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 aggregation service(s) including contracting with customers to combine electric load and representing customers in the purchase of retail electric services. (e.g. number and types of customers served, utility service areas, amount of load, etc.).

B-4 **Exhibit B-4 "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-5 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-5 "Disclosure of Consumer Protection Violations"** detailing such violation(s) and providing all relevant documents.

B-6 Disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail or wholesale electric service including aggregation service denied, curtailed, suspended, revoked, or cancelled within the past two years.

☒ No ☐ Yes

If yes, provide a separate attachment labeled as **Exhibit B-6 "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 Experian, 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.

Christy G. B. B. President
Signature of Applicant & Title

Sworn and subscribed before me this 13th day of March, 2012
Month Year

[Signature]
Signature of official administering oath

Jodie M. Ca. Smith
Print Name and Title

My commission expires on

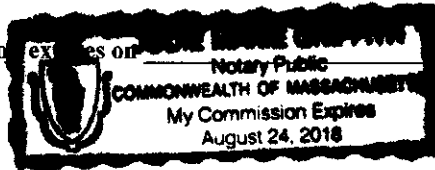


Exhibit A-11 "Principal Officers, Directors & Partners"

1. Christopher A. Duby
President
12-14 Somers Rd.
East Longmeadow, MA 01028
413-733-2571 Ext. 211
2. Kevin R. Mattson
Chief Financial Officer
12-14 Somers Rd.
East Longmeadow, MA 01028
413-733-2571 Ext. 212
3. Joseph S. Fusco
Vice President of Sales
12-14 Somers Rd.
East Longmeadow, MA 01028
413-733-2571 Ext. 215



EXHIBIT A-12 "CORPORATE STRUCTURE"



Organization Chart

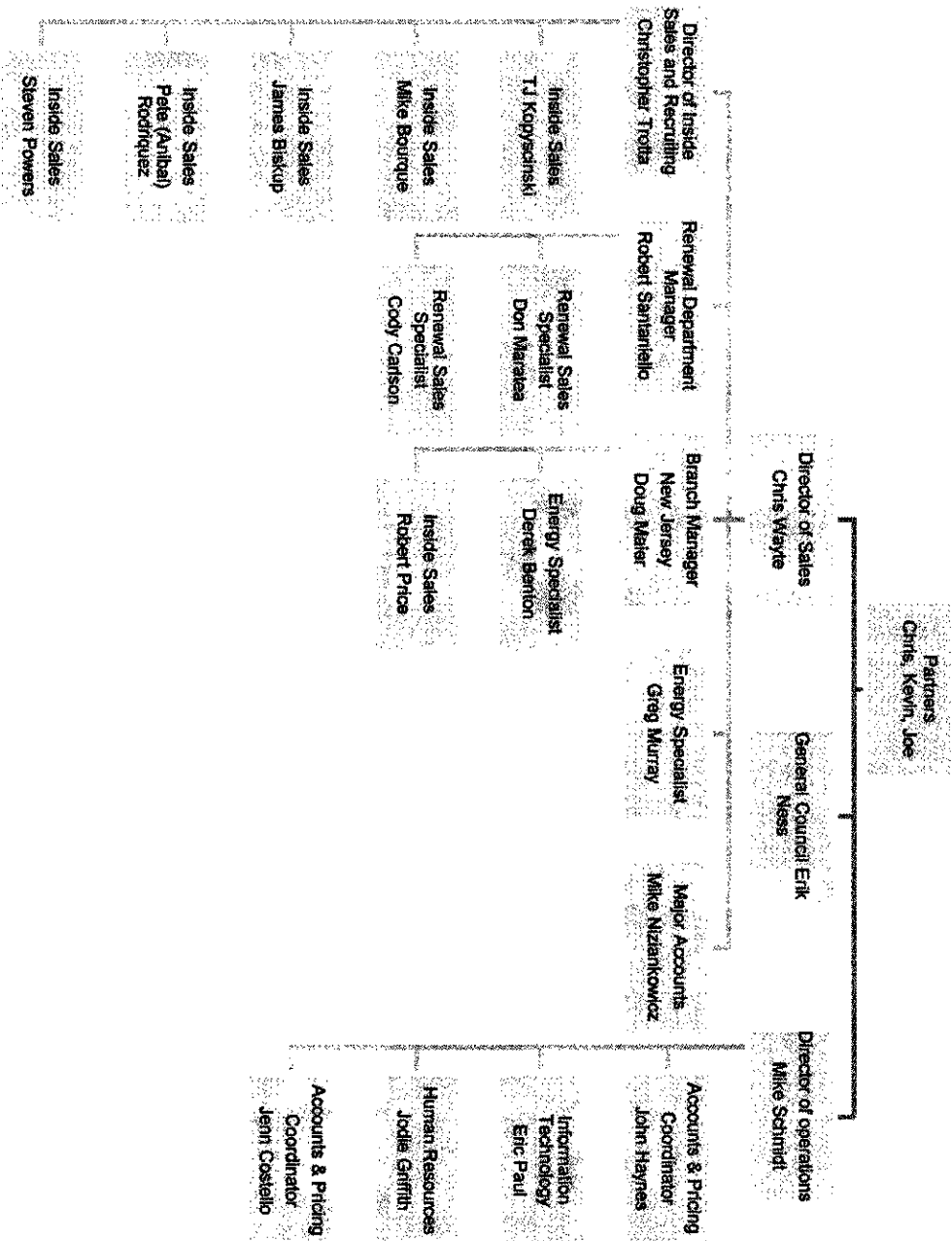


Exhibit A-13 “Company History”

Secure Energy Solutions was founded in January of 2006 by Christopher Duby (President) and Kevin Mattson (CFO), with considerable support from Joe Fusco, Vice-President of Sales. SES opened its first office in 2007, located in Springfield Massachusetts. Secure Energy Solutions offers competitive supply options of both electricity and natural gas to commercial, industrial and governmental facilities, as well as electric supply options to residents of Connecticut only. In 2010 Secure Energy Solutions relocated the central office and established a fully operational satellite office in Montville New Jersey which serves the Mid-Atlantic region. Our central office is now rooted in East Longmeadow Massachusetts.

Secure Energy Solutions currently carries a staff of 21 full-time, and 4 part-time employees, with a fully operational administrative staff in addition to sales and management staff.

EXHIBIT A-14 "ARTICLES OF INCORPORATION AND
BYLAWS" Pg. 1

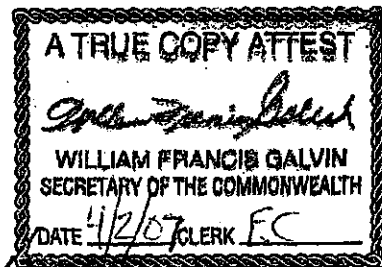
THE COMMONWEALTH OF MASSACHUSETTS

I hereby certify that, upon examination of this document, duly submitted to me, it appears
that the provisions of the General Laws relative to corporations have been complied with,
and I hereby approve said articles; and the filing fee having been paid, said articles are

deemed to have been filed with me on:

January 26, 2006 3:20 PM

William Francis Galvin



WILLIAM FRANCIS GALVIN

Secretary of the Commonwealth

ACTION OF THE ORGANIZER

OF

SECURE ENERGY SOLUTIONS, LLC

The undersigned, being the sole organizer of Secure Energy Solutions, LLC, organized in the State of Massachusetts, hereby takes the following action:

Adoption of Operating and Member Control Agreement

RESOLVED, that the form of the Operating and Member Control Agreement is hereby adopted.

FURTHER RESOLVED, that the Operating and Member Control Agreement shall be inserted in the Company's record book.

Admission of Members

RESOLVED, that the admission as Members of the Company of the persons named as Members of the Company in that form of Operating and Member Control Agreement in exchange for the contributions described in said Agreement, is hereby ratified and approved.

Election of Managers

RESOLVED, that the following named persons are elected to the manager positions, which shall be referred to as offices, set forth opposite their respective names, such persons immediately to assume the discharge of their respective duties and to hold office for the period provided by the Operating and Member Control Agreement:

Christopher Duby, President

Christopher Duby, Secretary

Kevin Mattson, Treasurer

Kevin Mattson, Vice President

Banking Resolutions

RESOLVED, that the managers of the Company are hereby authorized and directed to designate a banking facility for the Company;

EXHIBIT A-14 "ARTICLES OF INCORPORATION AND BYLAWS"

Pg. 3

and

Organization Fees

RESOLVED, that the Treasurer (or other manager as determined by the managers or members) is authorized to pay all fees and expenses incident to and necessary for the organization of the Company.

Assumption and Reimbursement

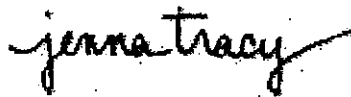
RESOLVED, that any obligations and liabilities that Members have entered on behalf of, or for the benefit of, the Company prior to its formation, whether entered into personally or in the name of the Company, are hereby ratified and assumed by the Company, and the Company agrees to perform under the terms and conditions specified in written documents representing the obligation.

FURTHER RESOLVED, that Members may request reimbursement for any such documented expenses incurred by any of them personally prior to formation.

Resignation of Organizer

The undersigned organizer resigns as organizer of Secure Energy Solutions, LLC, effective as of the date of formation of said limited liability company by the State of Massachusetts.

Executed on the 2nd of February, 2006



Jenna Tracy, Organizer

EXHIBIT A-15 " SECRETARY OF STATE "



DATE:	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
08/07/2009	200921800744	REG. OF FOR. PROFIT LIM. LIAB. CO. (LFP)	125.00	.00	.00	.00	.00

Receipt

This is not a bill. Please do not remit payment.

SECURE ENERGY SOLUTIONS
146 CHESTNUT ST. SUITE 400
SPRINGFIELD, MA 01103

STATE OF OHIO CERTIFICATE

Ohio Secretary of State, Jennifer Brunner

1875081

It is hereby certified that the Secretary of State of Ohio has custody of the business records for

SECURE ENERGY SOLUTIONS, LLC

and, that said business records show the filing and recording of:

Document(s)

REG. OF FOR. PROFIT LIM. LIAB. CO.

Document No(s):

200921800744



United States of America
State of Ohio
Office of the Secretary of State

Witness my hand and the seal of the
Secretary of State at Columbus, Ohio
this 6th day of August, A.D. 2009.

Ohio Secretary of State

Exhibit B-1 “Jurisdictions of Operation”

Secure Energy Solutions is currently registered, licensed and operating in the following states:

1. Massachusetts (Domestic)
2. Connecticut
3. Delaware
4. Maine
5. Maryland
6. New Hampshire
7. New Jersey
8. New York
9. Pennsylvania
10. Rhode Island
11. Texas

Exhibit B-2 “Experience & Plans”

Secure Energy Solutions, LLC is a broker/aggregator who does not take ownership of the power. Secure Energy Solutions, LLC currently contracts power through a number of competitive suppliers including *Constellation New Energy, Direct Energy, Discount Power Inc, NextEra Energy, Liberty Power, Hess, Suez, Noble Americas and TransCanada*.

Secure Energy Solutions uses a consultative approach to inform commercial, industrial & governmental customers about their options and current market conditions. The services we provide include reviewing energy load profiles, building competitive bidding situations, and also aggregating customers to pool their energy loads to achieve buying power. Secure Energy Solutions will not be taking ownership of the power, hence Secure Energy Solutions will not be collecting or remitting payment to either the customer, or Local Distribution Companies. The LDC and/or Supplier will provide billing services to the customer to collect and remit gross receipts tax to the State.

Secure Energy Solutions offers a full-time administrative staff whose duties include providing customer service. We have a toll-free number, (800) 655-9818 in which our customers may utilize during normal business hours. Each of our employees distributes business cards which also lists an office telephone number, personal telephone number as well as an email address which are all monitored daily. Furthermore, we have made it practice to mail within 3 days of contract a copy of the agreement in conjunction with a welcome letter which confirms the rate, term and Supplier information. The terms of each agreement explicitly details the rescission period, termination procedures, supplier contact information and individual account information.

Exhibit B-3 “Summary of Experience” PAGE 1

Industry Experience:

Christopher A. Duby, Kevin Mattson and Joseph Fusco all have extensive industry experience that stretches across many facets of running an energy brokerage. Their experience includes building strong relationships with competitive energy suppliers, working in many deregulated markets across the United States, building strong relationships with Local Distribution Companies, training new employees, and attaining government licensing/approvals. As of today, these three partners have over 30 years of combined industry experience

One of the most important things needed to become a successful broker/aggregator is to have the suppliers to sell for. Currently Secure Energy Solutions has relationships with over 15 energy suppliers. A few examples of the suppliers Secure Energy Solutions works with are Constellation New Energy, TransCanada, Integrys, Hess, Direct Energy, Horizon Energy, and Liberty Energy. Secure Energy Solutions plans to continue to grow our list of competitive energy suppliers and stay current with the products available.

All three partners of Secure Energy Solutions have worked in several deregulated markets across the United States. Some of those markets would include Duquesne Light (PA), Detroit Edison (MI), National Grid (MA, RI, NH & NY), United Illuminating, Connecticut Light and Power (CT), NSTAR and Western Mass Electric. This experience working across all of these markets has been very similar. The goal is to always find an opportunity where it makes sense for energy customers to lock in. Once an opportunity in any market is identified, our goal is to educate the customer about his or her options.

In order to facilitate our customers in an efficient manner, we need to build strong relationships with the Local Distribution Companies. In most markets across the United States, suppliers require special information about specific customers. Example: In Massachusetts, large customers have a special meter that calculates their interval data. Suppliers require this information before they can give us a price. Our goal is to facilitate the customer to the very best of our ability. That being said, we need to maintain healthy relationships with the Local Distribution Companies.

Secure Energy Solutions has a continuous training program that keeps even the most seasoned veteran current and sharp. With the energy market changing and suppliers always rolling out new products, it is a necessity to always train our sales staff. To accomplish this task we currently run a one hour meeting every Monday morning. In addition to that we also have a weekly one on one meeting with each and every sales person.

EXHIBIT B-3 "SUMMARY OF EXPERIENCE" PAGE 2

Currently, Secure Energy Solutions is licensed and doing business in the seven states mentioned in exhibit B-1 (MA, CT, NH, RI, ME, NJ, & PA). We service Electric and Natural gas customers throughout these States. It is extremely important to keep the governing agencies informed of any material change and to stay current by renewing in a timely fashion. Our company has always paid close attention to these details and plan to continue doing so.

In closing, Secure Energy Solutions has become one of the elite in this industry by working hard to maintain good relationships with everyone we deal with. That means customers, suppliers, Secretary of States, governing agencies and our employees. With hard work and integrity on are side, we have become the number one broker in New England and number six across the nation, according to Constellation New Energy in calendar year 2008. The partners and staff of Secure Energy Solutions is ready to start educating the customers located in the Ohio territory.

Exhibit B-4 “Disclosure of Liabilities and Investigations”

Secure Energy Solutions has had no regulatory issues regarding its ability to provide services.

EXHIBIT C-1 “ANNUAL REPORTS”

Secure Energy Solution is an independently owned company and does not have shareholders.

Exhibit C-2 “SEC FILINGS”

Secure Energy Solution is an independently owned company and does not have shareholders. Therefore a 10k/8k is not required.

EXHIBIT C-3 "SEC FILINGS" PAGE 1

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Secure Energy Solutions, LLC
Profit & Loss
 January - December 2011

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	<u>Total</u>
Income	
4010 Commissions Income	3,482,544.42
4011 Audit Income	46,321.54
Total Income	\$3,528,865.96
Expenses	
6001 sales Contests	38,614.48
6030 Wages Expenses (employees)	1,496,284.75
6050 Monthly Allowance	8,359.77
6060 Real Estate	0.00
6100 Utility Bill	20,631.80
6101 Sales Meeting & Conferences	10,922.05
6110 Automobile Expense	200,700.48
6115 Advertising	12,795.00
6120 Bank Service Charges	2.00
6131 Client Development	50,047.17
6132 Commission Expense	78,128.01
6133 401K adjustment/match	32,929.25
6140 Contributions	14,742.18
6160 Dues and Subscriptions	17,864.05
6165 Employee Reimbursement	11,121.74
6170 Equipment Rental	7,099.80
6180 Insurance	79,593.98
6190 Disability Insurance	-1,161.18
Total 6180 Insurance	78,432.80
6200 Interest Expense	0.39
6210 Finance Charge	238.92
Total 6200 Interest Expense	239.31
6230 Licenses and Permits	6,954.82
6235 Interval Data Request	1,394.96
6240 Miscellaneous	6,791.30
6250 Postage and Delivery	2,622.90
6270 Professional Fees	11,100.00
6280 Legal Fees	12,409.80
6650 Accounting	3,287.00
Total 6270 Professional Fees	26,796.80
6290 Rent	197,032.18
6320 Computer/Equip Repairs	2,858.75
6340 Telephone	49,621.65
6350 Meals and Entertainment	695.80
6380 Travel	102,856.78
6550 Office Supplies	121,642.98

EXHIBIT C-3 "SEC FILINGS" PAGE 2

	Total
6570 Sales Materials	39,070.98
6630 Professional Development	27,310.22
6820 Taxes	154,323.05
Total Expenses	\$2,818,887.81
Net Operating Income	\$709,978.15
Other Income	
7010 Interest Income	987.31
Total Other Income	\$987.31
Net Other Income	\$987.31
Net Income	\$710,965.46

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EXHIBIT C-3 "SEC FILINGS" PAGE 3

Secure Energy Solutions, LLC
Balance Sheet
As of January 26, 2012

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	<u>Total</u>
ASSETS	
Current Assets	
Bank Accounts	
1000 Nuvo Bank	235,014.68
1001 Nuvo Bank Partner Savings	56,057.23
1002 Nuvo Employee Savings	15,421.24
1010 Checking - Hampden Bank	-6.86
1011 Chicopee Savings	0.00
1012 Citizens Bank	148,635.48
1013 Berkshire Checking	0.00
1020 Hampden Bank Agents Payment	6.85
1030 Hampden Bank savings 2	3.77
Total Bank Accounts	\$455,132.39
Accounts Receivable	
1200 Accounts Receivable	-1,060.00
Total Accounts Receivable	\$ -1,060.00
Other Current Assets	
1210 Accounts Receivable - Other	-1.66
1300 Employee Advances	3,081.31
1320 Due From Secure Realty	-123,279.26
1330 Due From Secure Auto	68,975.88
Total Other Current Assets	\$ -51,223.73
Total Current Assets	\$402,848.66
Fixed Assets	
1510 Computer Equipment	9,175.61
1520 Furniture & Fixtures	1,607.71
1610 Accum Depr - Computer Equip	-709.00
Leasehold Improvements	258,788.32
Total Fixed Assets	\$268,862.64
TOTAL ASSETS	\$671,711.30
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 Accounts Payable	20.00
Total Accounts Payable	\$20.00
Credit Cards	
2050 Citi Card Secure Energy	4,350.34
2055 American Express	0.00
2060 Mastercard (Chris)	0.00

EXHIBIT C-3 "SEC FILINGS" PAGE 4

	Total
Total Credit Cards	\$4,350.34
Other Current Liabilities	
2100 Payroll Liabilities	
2110 MA Health Tax	1,812.95
Total 2100 Payroll Liabilities	1,812.95
2200 Commissions Payable Emp/agents	45,000.00
2400 Loan Payable to Bank	0.00
2500 401K	222.83
2501 Flexible Spending account	0.00
2502 401k Loan payment	0.00
2503 AFLAC	141.12
Total Other Current Liabilities	\$47,176.90
Total Current Liabilities	\$51,547.24
Long Term Liabilities	
2410 Shareholder Payable - Chris	-530.45
2420 Shareholder Payable - Joe	-49.34
2430 Shareholder Payable - Kevin	-0.46
Total Long Term Liabilities	\$ -580.25
Total Liabilities	\$50,966.99
Equity	
3000 Opening Bal Equity	0.03
3330 Retained Earnings	2,097,598.43
3410 Stockholder's Draw - Chris DUBY	-522,600.00
3420 Stockholder's Draw - Joe Fusco	-522,600.00
3430 Stockholder's Draw - K. Mattson	-522,600.00
Net Income	90,945.85
Total Equity	\$620,744.31
TOTAL LIABILITIES AND EQUITY	\$671,711.30

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03/12/12

Accrual Basis

Secure Energy Solutions, LLC

Profit & Loss

January through December 2010

	Jan - Dec 10
Ordinary Income/Expense	
Income	
4010 · Commissions Income	2,352,974.87
4011 · Audit Income	75,705.37
Total Income	2,428,680.24
Expense	
6001 · sales Contests	10,631.96
6030 · Wages Expenses (employees)	1,030,178.25
6050 · Monthly Allowance	18,860.00
6060 · Real Estate	-710.10
6100 · Utility Bill	11,527.81
6101 · Sales Meeting & Conferences	19,366.25
6110 · Automobile Expense	105,561.20
6115 · Advertising	19,910.15
6131 · Client Development	25,128.64
6132 · Commission Expense	110,602.41
6133 · 401K adjustment/match	27,469.08
6140 · Contributions	6,712.00
6160 · Dues and Subscriptions	18,379.33
6165 · Employee Reimbursement	14,212.88
6170 · Equipment Rental	4,454.58
6180 · Insurance	22,971.27
6200 · Interest Expense	
6210 · Finance Charge	176.33
6200 · Interest Expense - Other	-66.30
Total 6200 · Interest Expense	110.03
6230 · Licenses and Permits	1,935.00
6235 · Interval Data Request	858.28
6240 · Miscellaneous	10,645.92
6250 · Postage and Delivery	1,561.75
6270 · Professional Fees	
6280 · Legal Fees	33,175.65
6650 · Accounting	7,380.02
6270 · Professional Fees - Other	1,952.50
Total 6270 · Professional Fees	42,508.17
6290 · Rent	151,723.88
6320 · Computer/Equip Repairs	500.84
6340 · Telephone	30,390.46
6350 · Meals and Entertainment	3,094.46
6380 · Travel	51,994.53
6550 · Office Supplies	90,878.84
6570 · Sales Materials	55,586.86
6630 · Professional Development	13,686.48
6820 · Taxes	113,499.55
Total Expense	2,014,230.76
Net Ordinary Income	414,449.48
Other Income/Expense	
Other Income	
7010 · Interest Income	1,530.29
Total Other Income	1,530.29
Other Expense	
8010 · Other Expenses	1,450.00
Total Other Expense	1,450.00
Net Other Income	80.29
Net Income	414,529.77

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03/12/12

Accrual Basis

Secure Energy Solutions, LLC

Balance Sheet

As of December 31, 2010

	Dec 31, 10
ASSETS	
Current Assets	
Checking/Savings	
1000 · Nuvo Bank	52,263.62
1001 · Nuvo Bank Partner Savings	21,057.23
1002 · Nuvo Employee Savings	45,212.35
1010 · Checking - Hampden Bank	-6.86
1012 · Citizens Bank	70,119.69
1013 · Berkshire Checking	10.00
1020 · Hampden Bank Agents Payment	6.85
1030 · Hampden Bank savings 2	3.77
Total Checking/Savings	188,666.65
Accounts Receivable	
1200 · Accounts Receivable	-1,060.00
Total Accounts Receivable	-1,060.00
Other Current Assets	
1210 · Accounts Receivable - Other	-1.66
1300 · Employee Advances	-371.82
1320 · Due From Secure Realty	26,720.74
1330 · Due From Secure Auto	18,975.88
Total Other Current Assets	45,323.14
Total Current Assets	232,929.79
Fixed Assets	
Leasehold Improvements	258,788.32
1510 · Computer Equipment	5,882.85
1610 · Accum Depr - Computer Equip	-709.00
Total Fixed Assets	263,962.17
TOTAL ASSETS	496,891.96
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	20.00
Total Accounts Payable	20.00
Credit Cards	
2050 · Citi Card Secure Energy	10,597.91
Total Credit Cards	10,597.91
Other Current Liabilities	
2100 · Payroll Liabilities	
2110 · MA Health Tax	410.48
Total 2100 · Payroll Liabilities	410.48
2200 · Commissions Payable Emp/agents	65,000.00
2400 · Loan Payable to Bank	150,000.00
2500 · 401K	222.83
Total Other Current Liabilities	215,633.31
Total Current Liabilities	226,251.22
Long Term Liabilities	
2410 · Shareholder Payable - Chris	47.40
2420 · Shareholder Payable - Joe	-49.34
2430 · Shareholder Payable - Kevin	-0.46
Total Long Term Liabilities	-2.40
Total Liabilities	226,248.82

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Secure Energy Solutions, LLC

Balance Sheet

03/12/12

As of December 31, 2010

Accrual Basis

	Dec 31, 10
Equity	
3000 · Opening Bal Equity	0.03
3330 · Retained Earnings	976,913.34
3410 · Stockholder's Draw - Chris Duby	-373,600.00
3420 · Stockholder's Draw - Joe Fusco	-373,600.00
3430 · Stockholder's Draw - K. Mattson	-373,600.00
Net Income	414,529.77
Total Equity	270,643.14
TOTAL LIABILITIES & EQUITY	496,891.96

Exhibit C-4 “Financial Statements”

Exhibit C-5 “Forecasted Financial Statements”

The two above exhibits are not applicable for Secure Energy Solutions.

Exhibit C-6 “Credit Rating”

Exhibit C-7 “Credit Report”

Secure Energy Solutions has contacted Dun and Bradstreet and they will be sending the information requested on 3/13/2012.

Exhibit C-8 “Bankruptcy Information”

Secure Energy Solutions has no reorganizations, protection from creditors or any other form of bankruptcy filings made by Secure Energy Solutions or affiliate organization that guarantees the obligations of Secure Energy Solutions or any officer of Secure Energy Solutions in the current year or within the two most recent years preceding the application.

C-9 “Merger Information”

Secure Energy Solutions has no dissolutions or merger or acquisition within the five most recent years preceding the application.

AFFIDAVIT

State of MA :

East Longmeadow ss.
(Town)

County of Hampden :

Christopher Doby, Affiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the President (Office of Affiant) of Secure Energy Solutions (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)

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.

Christopher A. O'Leary President
Signature of Affiant & Title

Sworn and subscribed before me this 13th day of March, 2012
Month Year

[Signature]
Signature of official administering oath

My commission expires on
08/24/18

