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August 22, 2013

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Public Utilities Commission of Ohio  
 Docketing Division  
 180 East Broad Street, 13<sup>th</sup> Floor  
 Columbus, Ohio 43215-3793

**RE: Case No. 09741—EL-AGG -- Renewal Application of Patriot Energy Group, Inc. as a Competitive Retail Electric Service Broker/Aggregator**

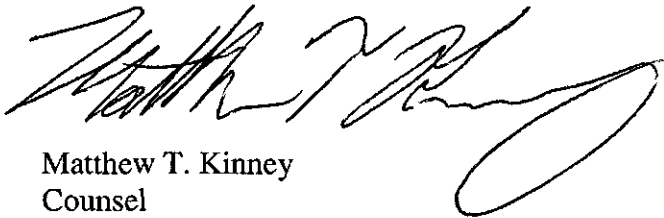
To whom it may concern:

Please find enclosed with this letter an original and three (3) copies of Patriot Energy Group, Inc.'s ("PEG") Renewal Application as a Competitive Retail Electric Service Broker/Aggregator, and associated exhibits.

Also, please take note that pursuant to Rule 4901-1-24(D), PEG, via its Ohio counsel, is respectfully moving that Exhibit C-3 (historical financial statements) and Exhibit C-5 (forecasted financial statements) be kept confidential. Enclosed are an original and twelve (12) copies of the motion and memorandum in support of the motion for confidentiality. According to the Commission's rules, the aforementioned exhibits (an original and three copies) are being filed under seal in a sealed envelope accompanying this letter, the motion, and the memorandum.

If there are any questions regarding this filing, do not hesitate to contact the undersigned at (781) 376-1888, ext 202, or by email at [mkinney@patriotenergygroup.com](mailto:mkinney@patriotenergygroup.com).

Sincerely,



Matthew T. Kinney  
 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 SM Date Processed AUG 26 2013



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

Name Molly Connolly  
Title Manager of Client Relations  
Business address 1 Rounder Way, Suite 200, Burlington, MA 01803  
Telephone # (781) 376-1888 Fax # (781) 376-5052  
E-mail address (if any) mconnolly@patriotenergygroup.com

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

Customer Service address 1 Rounder Way, Suite 200, Burlington, MA 01803  
Toll-free Telephone # (800) 343-4410 Fax # (781) 376-0519  
E-mail address (if any) clientcare@patriotenergygroup.com

**A-7 Applicant's federal employer identification number # 27-0021286**

**A-8 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 checked="" type="checkbox"/> Corporation              | <input type="checkbox"/> Other _____                     |

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

**A-9 Exhibit A-9 "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-10 Exhibit A-10 "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.**

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

**B-5** 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-5 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation"** detailing such action(s) and providing all relevant documents.

## **C. 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.

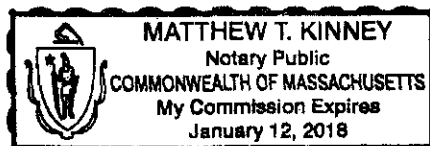
  
Signature of Applicant & Title

Sworn and subscribed before me this 22<sup>ND</sup> day of AUGUST, 2013  
Month Year

  
Signature of official administering oath

MATTHEW T. KINNEY  
Print Name and Title

My commission expires on 1/12/18



# **AFFIDAVIT**

State of Massachusetts :

**Burlington ss.**  
(Town)

County of Middlesex :

David S. Reinfeld, Affiant, being duly sworn/affirmed according to law, deposes and says that:

~~He~~ She is the Chief Op. Officer (Office of Affiant) of Patriot Energy Group, Inc. (Name of Applicant);

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

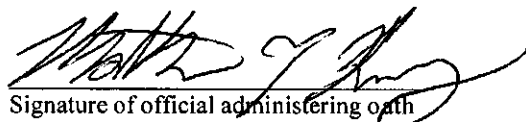
1. The Applicant herein, attests under penalty of false statement that all statements made in the application for certification renewal are true and complete and that it will amend its application while the application is pending if any substantial changes occur regarding the information provided in 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 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.
8. 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.
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 renewal 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.

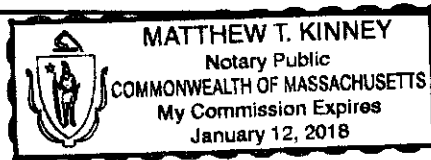
  
Signature of Affiant & Title

Sworn and subscribed before me this 22<sup>nd</sup> day of AUGUST, 2013  
Month Year

  
Signature of official administering oath

MATTHEW T. KINNEY  
Print Name and Title  
NOTARY PUBLIC

My commission expires on 1/12/2018



**Exhibit A-9 "Principal Officers, Directors & Partners"**

<b><u>Name</u></b>	<b><u>Title(s)</u></b>	<b><u>Address</u></b>	<b><u>Telephone Number</u></b>
Louis A. Frate	President/CEO, Secretary, Treasurer, Director, Co-Owner	1 Rounder Way, Suite 200, Burlington, MA 01803	(781) 376-1888 x212
David Reinfeld	Director, COO, Co- Owner	1 Rounder Way, Suite 200, Burlington, MA 01803	(781) 376-1888



**Exhibit A-10 “Corporate Structure”**

Patriot Energy Group, Inc. is a privately-held corporation and has no corporate parents or subsidiaries.

However, Mint Energy, LLC shares common ownership with Patriot Energy Group, Inc. Mint Energy, LLC is licensed to provide retail electric supply services in Maine, Massachusetts, Connecticut, Pennsylvania, and Rhode Island.

**Exhibit B-1 “Jurisdictions of Operations”****➤ Patriot Energy Group, Inc. (Applicant)**

<b><u>State</u></b>	<b><u>Type of Commodity</u></b>	<b><u>License/Registration No.</u></b>
Massachusetts	Electric	EB-031
Massachusetts	Gas	RA-027
Rhode Island	Electric	D-96-6 (K4)
Maine	Electric	Docket No. 2007-515
Maine	Gas	None
Illinois	Electric	Docket No. 10-0665
Delaware	Electric	Docket No. 11-40
Maryland	Electric	IR-2187
Maryland	Electric	IR-3057
New Hampshire	Electric	Docket No. DM 11-042
New Hampshire	Gas	Docket No. DM 11-156
New Jersey	Electric, Gas (Private Aggregator)	PA-0072
New Jersey	Electric, Gas (Energy Agent)	EA-0078
Ohio	Electric	09-165E
Ohio	Gas	10-205G
Pennsylvania	Electric	A-2009-2128946
Pennsylvania	Gas	A-2009-2130754
Texas	Electric Aggregator	80265
Oregon	Electric Agent	EA 15
District of Columbia	Electric	EA 12-3-5
District of Columbia	Gas	GA 2012-9-3

➤ Mint Energy, LLC (Affiliate of Applicant)

Connecticut, Electric Supplier, Docket No. 10-08-10

Maine, Electric Supplier, Docket No. 2010-288

Massachusetts, Electric Supplier, License No. CS-077

Pennsylvania, Electric Supplier, License No. A-2010-2199478

Rhode Island, Non-Regulated Power Producer, Docket No. D-96-6 (J4)

**Exhibit B-2 “Experience and Plans”**

Patriot Energy Group, Inc., founded in 2002, currently assists over 3,500 commercial and industrial clients nationwide with their competitive energy procurement strategies.

Pursuant to Section 4928.10 Patriot Energy Group, Inc. intends to broker transactions between its end user clients and licensed suppliers, and will not actually take title to any commodity or provide billing statements.

Patriot Energy intends to offer a variety of strategies including fixed rate, market/index-based rate, aggregations, and hybrid strategies. Patriot Energy intends to fully comply with all appropriate service requirements as outlined in Section 4928.10 of the revised code.

**Exhibit B-3 “Disclosure of Liabilities and Investigations”**

NONE

**Exhibit C-1 “Annual Reports”**

As a privately held close corporation, which is managed by its owners, Patriot Energy Group, Inc. does not issue annual reports to shareholders. For financial information, see Exhibit C-3.

**Exhibit C-2 “SEC Filings”**


Because Patriot Energy Group, Inc. is a privately-held corporation, it is not required to make—nor does it make—any filing with the SEC.

**Exhibit C-3 "Financial Statements"**

Attached in this Exhibit are financial statements for the calendar years 2009 and 2010. Although they are not audited, they are CPA-reviewed.

Patriot Energy Group, Inc. is owner-managed. The Financial Statements are not audited, but are reviewed by our independent accountants, a copy of which is attached to Exhibit C-3 for the last two reviewed Calendar years.

The below listed official of Patriot Energy Group, Inc. hereby certifies that the Financial Statements included in Exhibit C-3 accurately present the results of operations for the company for the periods presented.

  
David S. Reinfeld

**THIS EXHIBIT HAS BEEN SUBMITTED PURSUANT TO A CLAIM OF  
CONFIDENTIALITY.**



**Exhibit C-4 “Financial Arrangements”**

Patriot Energy Group, Inc. is renewing its license as an aggregator/broker and, as such, does not take title to any electricity. Therefore, this exhibit is not applicable.

**Exhibit C-5 "Forecasted Financial Statements"**

Attached are two years of forecasted company-wide financial statements for Patriot Energy Group, Inc. These forecasts have been prepared by Shannon Gagne, Controller, Patriot Energy Group. (781) 376-1888 x211. [sgagne@patriotenergygroup.com](mailto:sgagne@patriotenergygroup.com)

**THIS EXHIBIT HAS BEEN SUBMITTED PURSUANT TO A CLAIM OF  
CONFIDENTIALITY.**

**Exhibit C-6 "Credit Rating"**

To the extent that Patriot Energy Group Inc. has a credit rating, please see its credit report, attached as Exhibit C-7.

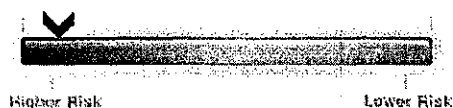
**Exhibit C-7 "Credit Report"**

Please see attached for a copy of Patriot Energy Group, Inc.'s credit report, as obtained from Dun and Bradstreet.

## Credit Information

### Risk Summary

#### Risk of Late Payment



Risk of late payment is based on the following prioritized factors in addition to other information in D&B's files:

- High proportion of past due balances to total amount owing.
- Most recent amount past due.
- Low proportion of satisfactory payment experiences to total payment experiences.
- Low number of satisfactory payments.

Indications of slowness can be the result of disputes over merchandise, skipped invoices, etc.

#### Payment Performance Trend



The payment performance trend for this company is Unchanged. Payment Trend currently is Unchanged compared to payments three months ago. The most recent payment information in D&B's files is:

- Payments currently: 19 days beyond terms
- Payments 3 months ago: 19 DAYS BEYOND terms
- Industry average: 2 DAYS BEYOND terms

\*Note: Payments to suppliers are averaged weighted by dollar amounts.

### Credit Limit Recommendation

**Recommendation Date:** 03/18/2013

**Risk Category**  
**Moderate**

**Conservative Credit Limit**  
**\$1K**  
**Aggressive Credit Limit**  
**\$10K**



### Company Profile

**Chief Executive:**

DIRECTOR(S): THE OFFICER(S)

**Type of Business:**

DOMESTIC CORPORATION

**Years in Business:**

NA

**Line of Business:**

Electric services

**Annual Sales:** NA  
**Employees Total:** 5

### Legal Filings and Other Important Information

<b>Bankruptcies:</b>	None	<b>Negative Payment Experience:</b>	None
<b>Judgements:</b>	0	<b>Negative Payment Experience</b>	None
<b>Liens:</b>	0	<b>Amount:</b>	
<b>Suites:</b>	None	<b>Payments Placed for Collection:</b>	0
<b>Suits Amounts:</b>	None		

The public record items reported may have been paid, terminated, vacated or released prior to the date this data is transmitted. Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

### Special Events

We currently do have any information to be displayed for this business.

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### Payment Trends

#### Summary

1 Rounder Way # 200  
Burlington, MA 01803

**Primary Industry SIC:**  
4911

**Description:**  
Electric services

This is a headquarters location.

Maintains a branch location at 4230 Lyndon B Johnson Fwy Ste 612, Dallas, TX.

#### Payment Activity

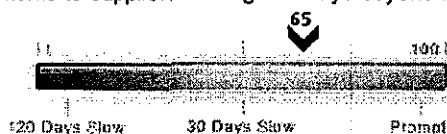
<b>Total payment Experiences in D&amp;Bs File:</b>	21
<b>Payments Within Terms:</b> (not dollar weighted)	78%
<b>Total Placed For Collection:</b>	NA
<b>Average Highest Credit:</b>	\$1,453
<b>Largest High Credit:</b>	\$5,000
<b>Highest Now Owing:</b>	\$5,000

Indications of slowness can be the result of dispute over merchandise, skipped invoices, etc. Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

### 3 Month Paydex

**65**

When weighted by dollar amount,  
payments to suppliers average 19 days beyond terms.

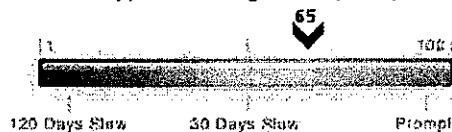


Based on payments collected over the last 3 months

### 12 Month Paydex

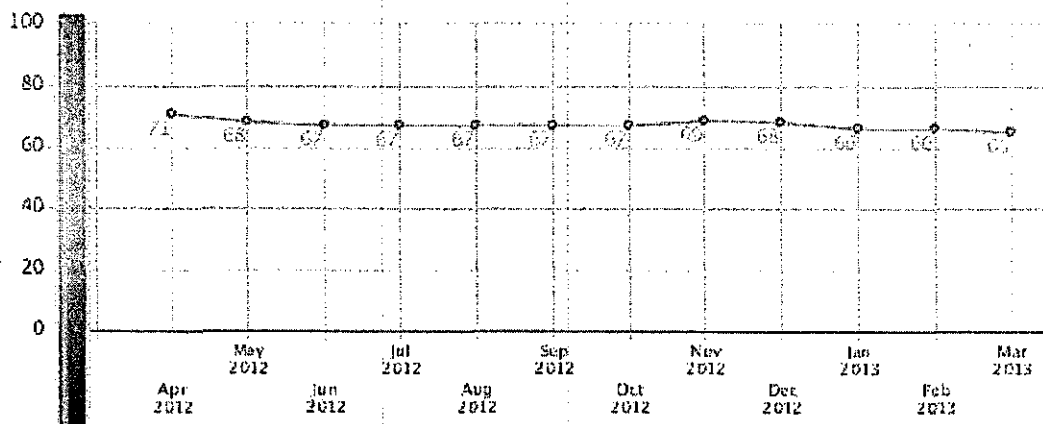
**65 ▼**

When weighted by dollar amount,  
payments to suppliers average 19 days beyond terms.



Based on payments collected over the last 12 months

### Paydex® Trends - This Company, 12 Months

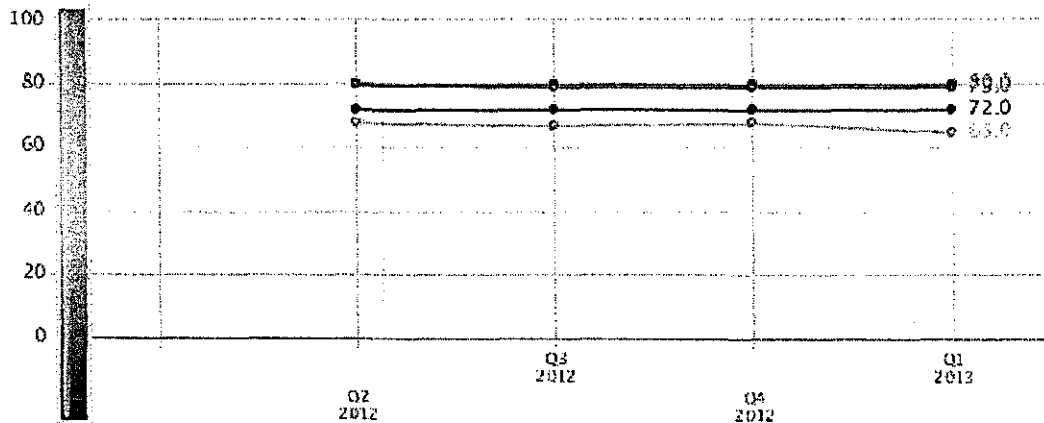


#### • This Company (65)

Based on payments collected over the last 12 months.

- Current PAYDEX for this Business is 65 , or equal to 19 days beyond terms
- The 12-month high is 71 , or equal to 14 DAYS BEYOND terms
- The 12-month low is 65 , or equal to 14 DAYS BEYOND terms

### Paydex® Score Comparison - This Company to Primary Industry Comparison, 4 Quarters



- My Company (65)
- Industry Upper Quartile (80)
- Industry Median (79)
- Industry Median (72)

Based on payments collected over the last 4 quarters.

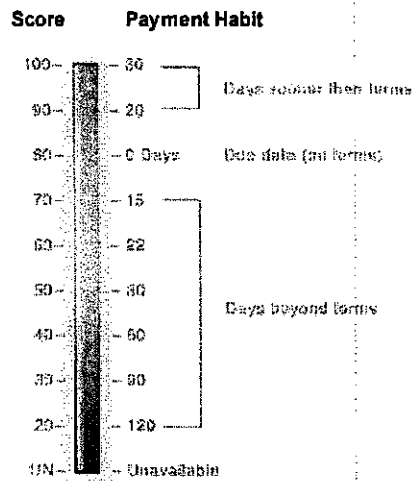
- Current PAYDEX for this Business is 85, or equal to 19 days beyond terms
- Current PAYDEX for this Business is 79, or equal to 2 DAYS BEYOND terms
- Industry upper quartile represents the performance of the payers in the 75th percentile
- Industry lower quartile represents the performance of the payers in the 25th percentile

#### Business Payment Habit by Amount of Credit Extended, 12 Months

\$ 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	75%	2	\$10,000
1,000-4,999	56%	4	\$8,500
under 1,000	66%	8	\$1,850

#### How to Read the D&B Paydex® Score





#### Risk Interpretation

- 80 - 100 LOW risk of late payment  
(averages prompt to 30 days within terms)
- 50 - 79 MEDIUM risk of late payment  
(averages 30 or less beyond terms)
- 0 - 49 HIGH risk of late payment  
(averages 30 to 120 days beyond terms)

© Dun & Bradstreet Credibility Corp., 2010 - 11.

**Exhibit C-8 "Bankruptcy Information"**

NONE

**Exhibit C-9 “Merger Information”**

In January 2009, Patriot Energy Group, Inc. and Patriot Energy Management, Inc. merged. Patriot Energy Group, Inc. is the name of the surviving entity.