

FILE



The Public Utilities Commission of Ohio

Original AGG Case Number	Version
11-4176-EL-AGG	August 2004

RENEWAL APPLICATION FOR AGGREGATORS/POWER BROKERS

Please print or type all required information. Identify all attachments with an exhibit label and title (Example: Exhibit A-10 Corporate Structure). 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. RENEWAL INFORMATION

A-1 Applicant's legal name, address, telephone number, PUCO certificate number, and web site address

Legal Name InSource Power, Inc.Address 376 Boylston St #203 Boston, MA 02116PUCO Certificate # and Date Certified 11-396E (1) October 13 2011Telephone # (857) 233-2840 Web site address (if any) http://insourcepower.com

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

Legal Name InSource Power, Inc.Address 376 Boylston St #203 Boston, MA 02116Telephone # (857) 233-2840 Web site address (if any) http://insourcepower.com

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

InSource Power, Inc.

A-4 Contact person for regulatory or emergency matters

Name Paul BackTitle Managing DirectorBusiness address 376 Boylston St #203 Boston, MA 02116Telephone # (857) 233-2840Fax # (212) 208-2918E-mail address (if any) paul@insourcepower.com

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 MM

Date Processed

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PUCO

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

Name Paul Back
Title Managing Director
Business address 376 Boylston St #203 Boston, MA 02116
Telephone # (857) 233-2840 Fax # (212) 208-2918
E-mail address (if any) paul@insourcepower.com

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

Customer Service address 376 Boylston St #203 Boston, MA 02116
Toll-free Telephone # (800) 391-9973 Fax # (212) 208-2918
E-mail address (if any) salessupport@insourcepower.com

A-7 Applicant's federal employer identification number # 90-0572344

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 4 day of September, 2013
Month Year

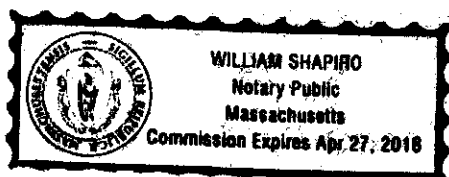


Signature of official administering oath

William Shapiro, Notary

Print Name and Title

My commission expires on 4/27/18



AFFIDAVIT

State of MA :

(Town) ss.

County of Suffolk :

Patrick Sella, Affiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the President/CEO (Office of Affiant) of InSource Power 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 4 day of Sept, 2013 Year
Month


Signature of official administering oath

William Shapiro, Notary
Print Name and Title

My commission expires on 4/27/18

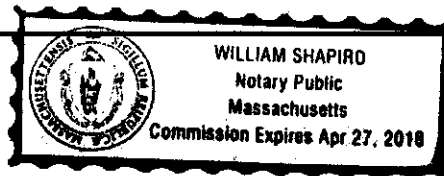


Exhibit A-9 "Principal Officers, Directors & Partners"

Principal Officer - Patrick Sella.

Title: President/CEO.

Address: 376 Boylston St #203 Boston, MA 02116

Phone Number: (857) 233-2840

Managing Director - Paul Back

Title: Managing Director

Address: 376 Boylston St #203 Boston, MA 02116

Phone Number: (857) 233-2840

Exhibit A-10 "Corporate Structure"

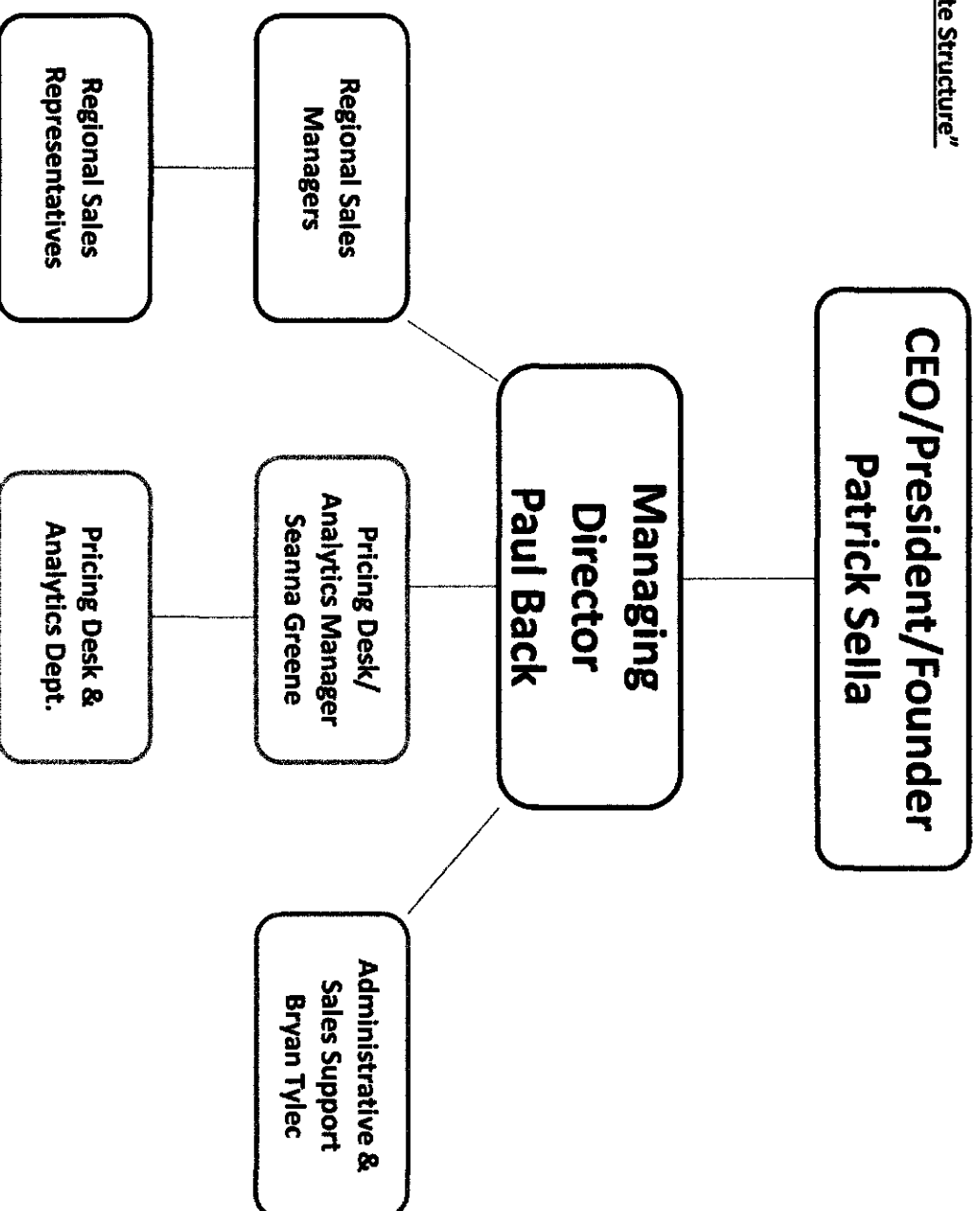


Exhibit B-1 "Jurisdictions of Operation"

InSource Power Inc is currently operating as a electricity broker in the states of Pennsylvania, New Jersey, Illinois, Massachusetts, and Ohio.

InSource Power Inc is a licensed electricity broker in Pennsylvania, Illinois, Massachusetts, and Ohio. No license is required for electricity brokerage in New Jersey.

Exhibit B-2 "Experience & Plans"

InSource Power Inc operates as a broker and does not contract directly with any clients. InSource Power Inc does not bill clients for any services, and does not take title to any electricity. Our clients contract directly with our Retail Energy Providers and any inquiries they have are directed to our Retail Energy Providers' customer service departments.

InSource Power works with clients to obtain the needed resolution from our retail energy providers however we do not handle the inquiries directly.

Exhibit B-3 "Disclosure of Liabilities and Investigations"

InSource Power Inc. has no existing, pending, or past rulings, judgments, contingent liabilities, revocation of authorities, regulatory investigations, or any other related potential liabilities that could adversely impact InSource Power Inc's ability to provide services.

Exhibit C-1 "Annual Reports"

InSource Power Inc.'s only shareholder is Patrick Sella, CEO of the company. Not Applicable.

Exhibit C-2 "SEC Filings"

InSource Power Inc. is not required to file with the SEC as we are not involved in the actual trade of commodities.

Exhibit C-3 "Financial Statements"

Insource Power Inc.
Profit & Loss
January - December 2011

	<u>Total</u>
Income	
Refunds/Rebates	825.00
Sales	<u>1,202,726.66</u>
Total Income	<u>1,203,551.66</u>
Gross Profit	<u>1,203,551.66</u>
Expenses	
Advertising and Promotion	1,813.22
Bank Service Charges	3,028.53
Car Rental	564.71
Commissions	127,534.61
Computer and Internet Expenses	1,599.94
Contract Labor	180,575.68
Dues and Subscriptions	12,602.46
Employee Benefits 401K	1,980.00
Income Taxes	25,145.00
Insurance Expense	4,878.38
Legal Fees	250.00
Loan Repayments	568.00
Local Travel	1,691.28
Lodging	9,089.36
Meals and Entertainment	34,962.95
Medical Expenses	220.47
Miscellaneous	1,659.99
Office Supplies/Postage	34,264.08
Payroll Expenses	91,113.66
Payroll Taxes	8,310.00
Permits and Taxes	1,977.60
Professional Fees	32,263.03
Reconciliation Discrepancies	0.00
Rent Expense	2,775.00
Repairs and Maintenance	1,967.14
Taxes - Property	3,500.00
Telephone Expense	4,271.52
Travel Expense	47,635.54
Utilities	9,015.08
Webhosting Expenses	3,695.82
Total Expenses	<u>\$ 648,963.05</u>
Net Operating Income	<u>\$ 554,588.61</u>
Net Income	<u>\$ 554,588.61</u>

Insource Power Inc.
Profit & Loss
 January - December 2012

	Total
Income	
Sales	1,157,317.30
Uncategorized Income	0.02
Total Income	\$1,157,317.32
Gross Profit	\$1,157,317.32
Expenses	
Auto and Truck Expenses	1,493.92
Bank Service Charges	626.42
Business Licenses and Permits	2,010.57
Commissions	85,742.89
Computer and Internet Expenses	2,510.00
Insurance Expense	4,378.00
Legal Fees	1,080.00
Local Travel	2,487.37
Lodging	10,959.96
Meals and Entertainment	19,635.64
Miscellaneous	34,401.16
Office Supplies/Postage	527.32
Payroll Expenses	505.00
Contractor Payments	5,487.15
Salaries & Wages	157,610.70
Total Payroll Expenses	163,602.85
Payroll Taxes	1,134.66
Federal Taxes (941/944)	8,365.16
Federal Unemployment	56.68
MA Unemployment Tax	511.10
Total Payroll Taxes	10,067.60
Printing and Reproduction	234.43
Professional Fees	667.96
Rent Expense	29,407.31
Telephone Expense	1,507.25
Travel Expense	19,122.01
Uncategorized Expense	1,020.54
Webhosting Expenses	74.48
Total Expenses	\$391,557.68
Net Operating Income	\$765,759.64
Other Income	
Interest Income	8.67
Total Other Income	\$8.67
Net Other Income	\$8.67
Net Income	\$765,768.31

Monday, Jun 24, 2013 05:28:32 PM PDT GMT-4 - Cash Basis

Exhibit C-4 "Financial Arrangements"

InSource Power Inc. will not be conducting business as a CRES.

Exhibit C-5 "Forecasted Financial Statements"

InSource Power Inc. will not be conducting business as a CRES.

Exhibit C-6 "Credit Rating"

InSource Power Inc. currently has a fair credit rating as reported by Dun & Bradstreet and Experian.

Experian credit rating report is attached.

Exhibit C-7 "Credit Report"

InSource Power Inc. current Experian credit rating report is attached.

CreditScoreSM Report

as of: 08/28/13 09:45 ET

In Source Power, Inc

Address: 376 Boylston St Ste 203
Boston, MA 02116-3828
United States

Phone: 857-233-2840

Experian BIN: 955620066

Key Personnel: Rudy Sarinana
SIC Code: 8742-Energy Conservation & Mgmt Consult

Business Type: Corporation
Experian File Established: February 2012
Experian Years on File: 1 Year
Years in Business: More than 1 Year
Total Employees: 6

Sales: \$1,668,000
Filing Data Provided by: Nevada
Date of Incorporation: 03/25/2010

UCC Filings: 0

This location does not yet have an estimated Days Beyond Terms (DBT), or a Payment Trend Indicator. This is often the result of too few Payment Tradelines.

X Businesses Scoring Worse: 38%
✓ **Bankruptcies:** 0
✓ **Liens:** 0
✓ **Judgments Filed:** 0
✓ **Collections:** 0

Credit Summary

Credit Ranking Score: 38

High Risk  Low Risk

The objective of the Credit Ranking Score is to predict payment behavior. High Risk means that there is a significant probability of delinquent payment. Low Risk means that there is a good probability of on-time payment.

Key Score Factors:

- Company's business type.
- Risk associated with the company's industry.
- Number of employees.

Recommended Action: Medium Risk

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Exhibit C-8 "Bankruptcy Information"

InSource Power Inc. and its officers have no reorganizations, protection from creditors, or any other form of bankruptcy filings to list.

Exhibit C-9 "Merger Information"

InSource Power Inc. has not been involved in any dissolution or merger/acquisition with the past five most recent years preceding this application.