

# Ohio Public Utilities Commission

Original-AGG - Gase Number.	Version:
13 - 2125 - EL-AGG	December 2014

13-2125-EL-AGG

#### RENEWAL APPLICATION FOR ELECTRIC 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.

RENEWAL INFORMATION		
Applicant's legal name, address, telephone number, PUCO certificate web site address	number	, and
Legal Name Strategic Aggregation Consultants, LLC		
Address 3700 Massillon Road, Suite 341, Uniontown, OH 44685		
PUCO Certificate # and Date Certified 13-759E (1)	ì	
Telephone # (330) 899-9960 Web site address (if any) sac-save.com	,	
List name, address, telephone number and web site address under whe will do business in Ohio	nich App	licant
Legal Name Strategic Aggregation Consultants, LLC Address 3700 Massillon Road, Suite 341, Uniontown, OH 44685		
Telephone # (330) 899-9960 Web site address (if any) sac-save.com		
Totophone il (300) 055 5500 Web Bloc dedicts (il miy) bloc bevereous	•	
List all names under which the applicant does business in North Ameri	ica	
Strategic Aggregation Consultants, L		
		20
Contact person for regulatory or emergency matters	ס	2015 OCT 23
Name Brenda Fargo		Ŋ
Title President	UC	ω
Business address 3700 Massillon Road, Suite 341, Uniontown, OH 44685		2
Telephone # (330) 899-9960 Fax # (330) 899-9969		<del>,</del> 2
F-mail address bfarga@sac-save com		1.5

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 Date Processed OCI 2 3 2015

A (W. S.H.) DYSSES - C.C.A.

A-5	Contact person for Commission Staff use	e in investigating customer complaints
	Name Brenda Fargo	
	Title President	<del></del>
	Business address 3700 Massillon Rd., Uniontow	n, OH 44685
	Telephone # (330) 899-9960	Fax # (330) 899-9969
	E-mail address bfargo@sac-save.com	
A-6	Applicant's address and toll-free number	for customer service and complaints
	Customer Service address 3700 Massillon Rd., S	Suite 341, Uniontown, OH 44685
		Fax # (330) 899-9969
	E-mail address <u>bfargo@sac-save.com</u>	
<b>A-7</b>	Applicant's federal employer identification	on number # <u>46-2155909</u>
A-8	Applicant's form of ownership (check or	ne)
	☐ Sole Proprietorship	C Downwardin
	Limited Liability Partnership (LLP)	☐ Partnership ☐ Limited Liability Company (LLC)
	OCorporation	Other
	Corporation	Outer
	PROVIDE THE FOLLOWING AS SEPARATE	ATTACHMENTS AND LABEL AS INDICATED:
A-9	Exhibit A-9 "Principal Officers, Direct addresses and telephone numbers of the appropriate of the appropriat	tors & Partners" provide the names, titles, pplicant's principal officers, directors, partners,
A-10	structure, including a graphical depiction of	ovide a description of the applicant's corporate of such structure, and a list of all affiliate and or wholesale electricity or natural gas to stomers in North America.
B.	APPLICANT MANAGERIAL CA	PABILITY AND EXPERIENCE
	PROVIDE THE FOLLOWING AS SEPARATE	ATTACHMENTS AND LABEL AS INDICATED:
B-1	the applicant or any affiliated interest o	n," provide a list of all jurisdictions in which f the applicant is, at the date of filing the or otherwise authorized to provide retail or gation services.
B-2	and plan for contracting with customers, p	ide a description of the applicant's experience roviding contracted services, providing billing inquiries and complaints in accordance with ion 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 <u>Exhibit C-1 "Annual Reports,"</u> 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 <u>Exhibit C-2 "SEC Filings,"</u> 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 <u>Exhibit C-3 "Financial Statements,"</u> 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 <u>Exhibit C-4 "Financial Arrangements,"</u> 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 <u>Exhibit C-5 "Forecasted Financial Statements,"</u> 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, email 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 <u>Exhibit C-7 "Credit Report,"</u> provide a copy of the applicant's credit report from Experion, Dun and Bradstreet or a similar organization.
- C-8 <u>Exhibit C-8 "Bankruptcy Information,"</u> 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 In	formation," provid	e a statement descr	ibing any dissolution or
	merger or acquisition of	the applicant withir	the five most rec	ent years preceding the
	application.			

Sworn and subscribed before me this 22 day of 077, 20/5

Month Year

Signature of official administering oath Print Name

My commission expires on 9-1620/6

# AFFIDAVIT

State of OHO: Uniontown ss.
County of Sommit: (Town)
Brenda Targo, Affiant, being duly sworn/affirmed according to law, deposes and says that:
He/She is the President (Office of Affiant) of Sweley Agree him (Name of Applicant)  That he/she is authorized to and does make this affidavit for said 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.

# **EXHIBIT A-11**

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

Brenda Fargo, President, Member 3700 Massillon Rd., Suite 341 Uniontown, Ohio 44685

330-899-9960 (Office) 330-899-9969 (Fax)

Michael Fargo, Member 3700 Massillon Rd., Suite 341 Uniontown, Ohio 44685

330-899-9960 (Office) 330-899-9969 (Fax)



# **Aggregation Consultants, LLC**

### Exhibit A-12

Exhibit A-12 "Corporate Structure"

# **Strategic Aggregation Consultants. LLC**

### **Brenda Fargo, President**

Responsibilities: Sales, Marketing, Consulting, Compliance, Customer Service, Finance

### Michael Fargo, Member

Responsibilities: Web Content, IT



### **Aggregation Consultants, LLC**

#### Exhibit A-13

#### Exhibit A-13 "Company History"

Strategic Aggregation Consultants, LLC was founded by Brenda Fargo in 2013 following 16 years with FirstEnergy Solutions (FES) to provide energy consulting services. During her tenure at FES, she was responsible for the 2001 creation and continued implementation of the electric aggregation program. Under her guidance, the FirstEnergy Solutions electric aggregation program grew to serve more than 2 Million accounts in 450 Ohio and Illinois communities.

Over the past 12 years, Brenda worked directly with many communities to implement and maintain their aggregation programs. A sample of those is listed below.

#### Cities:

Akron, Ashland, Barberton, Bay Village, Canal Fulton, Cleveland, Cleveland Heights, Defiance, East Liverpool, East Palestine, Fairlawn, Green, London, Lordstown, Mansfield, Medina, Parma, Ravenna, Richmond Heights, Rossford, Salem, Seven Hills, Springfield, Tallmadge, Westlake, and Youngstown.

#### Villages:

Archbold, Andover, Boston Heights, Creston, Doylestown, East Canton, Mantua, Mogadore, Lisbon, Navarre, Ottawa Hills, Richwood, and Sebring

#### Townships:

Bath, Boston, Copley, Coventry, Franklin, Northfield Center, Richfield, Sagamore Hills, Springfield, Twinsburg in Summit County, Fairfield Township in Columbiana County Boardman Township in Mahoning County, and Troy and Burton Townships in Geauga County.

#### Counties:

Ashland, Fulton, Huron, Medina, Ottawa, Richland, and Sandusky

In addition, she has assisted the Public Utilities Commission of Ohio (PUCO) and Office of the Ohio Consumers' Counsel (OCC), the Illinois Commerce Commission (ICC), and the New Jersey Division of the Rate Counsel with aggregation related issues and provided suggestions to make the programs in those states more beneficial to communities and their participants.



# Aggregation Consultants, LLC

Exhibit A-14

Exhibit A-14 "Articles of Incorporation and ByLaws"

See Following Pages



# **Aggregation Consultants, LLC**

Joc ID -->

201302501465



DATE: 01/28/2013 DOCUMENT ID 201302501465 DESCRIPTION
DOMESTIC FOR PROFIT LLC - ARTICLES OF

FILING

XPED PEN

CERT

COPY

Receipt

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

BRENDA S. FARGO STRATEGIC AGGREGATION CONSULTANTS, LLC 3538 SADDLEBORO DR. UNIONTOWN, OH 44685

# STATE OF OHIO

# CERTIFICATE

Ohio Secretary of State, Jon Husted

2168557

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

STRATEGIC AGGREGATION CONSULTANTS, LLC

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

Pocument(s)

Document No(s):

JMESTIC FOR PROFIT LLC - ARTICLES OF ORG

201302501465



United States of America State of Obio Office of the Secretary of State Witness my hand and the seal of the Secretary of State at Columbus, Ohio this 25th day of January, A.D. 2013:

Jon Hastel

Ohio Secretary of State



# **Aggregation Consultants, LLC**

Joc ID -->

201302501465



Form 531A Prescribed by: Ohio Secretary of State JON HUSTED Ohio Secretary of State

Central Ohio: (614) 466-3810
Toll Free: (677) SOS-FILE (787-3453)
www.QhioSovethyolibels.gov
Sussen@OhioSovethyolibels.gov

Mail this form to one of the following:

Ragular Filing (non cupnditis P.O. Box 678 Columbus, OH 43216

Especito Fiting (Two-bushness day processing data requires on additional \$150,01). P.O. Bux 1300 Columbus, OH 43216

#### Articles of Organization for a Domestic Limited Liability Company Filing Fee: \$125

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# **Aggregation Consultants, LLC**

Joc ID -->

201302501465

By signing and submitting this form to the Ohio Secretary of State, the undersigned hereby certifies that he or she has the requisite authority to assecute this document.

Required Articles and original appointment of agent must be signed by a member, manager or other representative.

If authorized representative is an individual, then they must aign in the "signature" box and print their name in the "Print Name" box.

if authorized representative is a business entity, not an individual, then please print the business name in the "signature" box, an authorized representative of the business entity must sign in the "By" box and print their name in the "Print Name" box.

_



# Aggregation Consultants, LLC

# Exhibit A-15

Exhibit A-15 "Secretary of State"

See Following Page



# **Aggregation Consultants, LLC**

Joc ID -->

201302501465



DATE:

DOCUMENT ID 201302501465

DESCRIPTION
DOMESTIC FOR PROFIT LLC - ARTICLES OF
ORG (LCP)

FILING 125.00 EXPED PENALTY

CERT

COPY

Receipt

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

BRENDA S. FARGO STRATEGIC AGGREGATION CONSULTANTS, LLC 3538 SADDLEBORO DR. UNIONTOWN, OH 44885

# STATE OF OHIO

# CERTIFICATE

Ohio Secretary of State, Jon Husted

2168557

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

STRATEGIC AGGREGATION CONSULTANTS, LLC

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

Tocument(s)

Document No(s):

JMESTIC FOR PROFIT LLC - ARTICLES OF ORG

201302501465



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 25th day of January, A.D. 2013:

Jon Hostel

Ohio Secretary of State

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

#### Exhibit B-1

#### Exhibit B-1 "Jurisdictions of Operation"

Strategic Aggregation Consultants, LLC will provide energy consulting services to communities and/or commercial/mercantile/industrial accounts in all Ohio Electric Distribution Companies. Strategic Aggregation Consultants, LLC may also work directly with other CRES to provide such services.

#### **Exhibit B-2**

#### Exhibit B-2: "Experience and Plans"

Strategic Aggregation Consultants, LLC was founded by Brenda Fargo in 2013 following 16 years with FirstEnergy Solutions (FES) to provide energy consulting services. During her tenure at FES, she was responsible for the 2001 creation and continued implementation of the electric aggregation program. Under her guidance, the FirstEnergy Solutions electric aggregation program grew to serve more than 2 Million accounts in 450 Ohio and Illinois communities.

Over the past 12 years, Brenda worked directly with many communities to implement and maintain their aggregation programs. A partial list of those is listed below.

Cities: Akron, Ashland, Barberton, Bay Village, Canal Fulton, Cleveland, Cleveland Heights, Defiance, East Liverpool, East Palestine, Fairlawn, Green, London, Lordstown, Mansfield, Medina, Parma, Ravenna, Richmond Heights, Rossford, Salem, Seven Hills, Springfield, Tallmadge, Westlake, and Youngstown.

Villages: Archbold, Andover, Boston Heights, Creston, Doylestown, East Canton, Mantua, Mogadore, Lisbon, Navarre, Ottawa Hills, Richwood, and Sebring

**Townships:** Bath, Boston, Copley, Coventry, Franklin, Northfield Center, Richfield, Sagamore Hills, Springfield, Twinsburg in Summit County, Fairfield Township in Columbiana County Boardman Township in Mahoning County, and Troy and Burton Townships in Geauga County.

Counties: Ashland, Fulton, Huron, Medina, Ottawa, Richland, and Sandusky

In addition, she has assisted the Public Utilities Commission of Ohio (PUCO) and Office of the Ohio Consumers' Counsel (OCC), the Illinois Commerce Commission (ICC), and the New Jersey Division of the



#### **Aggregation Consultants, LLC**

Rate Counsel with aggregation related issues and provided suggestions to make the programs in those states more beneficial to communities and their participants.

Once a CRES supplier has been selected and executes a contract with the community and/or commercial/mercantile/industrial account, all customer service inquiries and complaints will be handled by the selected CRES supplier. Any supplier chosen as a result of Strategic Aggregation Consultants' efforts will have a robust customer service organization that will meet or exceed the PUCO requirements.

All billing will be handled by the selected CRES suppliers.

#### **Exhibit B-3**

#### Exhibit B-3 "Summary of Experience"

Strategic Aggregation Consultants, LLC was founded by Brenda Fargo in 2013 following 16 years with FirstEnergy Solutions (FES) to provide energy consulting services. During her tenure at FES, she was responsible for the 2001 creation and continued implementation of the electric aggregation program. Under her guidance, the FirstEnergy Solutions electric aggregation program grew to serve more than 2 Million accounts in 450 Ohio and Illinois communities.

Over the past 12 years, Brenda worked directly with many communities to implement and maintain their aggregation programs. A partial list of those is listed below.

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**Townships:** Bath, Boston, Copley, Coventry, Franklin, Northfield Center, Richfield, Sagamore Hills, Springfield, Twinsburg in Summit County, Fairfield Township in Columbiana County Boardman Township in Mahoning County, and Troy and Burton Townships in Geauga County.

Counties: Ashland, Fulton, Huron, Medina, Ottawa, Richland, and Sandusky

# **Aggregation Consultants, LLC**

#### **Exhibit B-4**

#### Exhibit B-4 "Disclosure of Liabilities and Investigations"

Strategic Aggregation consultants, LLC has no existing, pending, or past judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact Strategic Aggregation Consultants, LLC financial or operational status or ability to provide the services it is seeking to be certified to perform.

#### **Exhibit B-5**

#### Exhibit B-5

See Application Form, page 4

#### **Exhibit B-6**

#### Exhibit B-6

See Application Form, page 4

#### C. APPLICANT FINANCIAL CAPABILITY AND EXPERIENCE

#### **Exhibit C-1**

#### Exhibit C-1 "Annual Reports"

As a Limited Liability Corporation, Strategic Aggregation Consultants, does not, nor is required to prepare annual reports. As such, none are contained within this application.

#### **Exhibit C-2**

#### Exhibit C-2 "SEC Filings"

As a Limited Liability Corporation, Strategic Aggregation Consultants, does not, nor is required to prepare SEC filings. As such, none are contained within this application.

#### **Exhibit C-3**

#### Exhibit C-3 "Financial Statements"

Strategic Aggregation Consultants, LLC is a new business and therefore does not have a history to provide financial statements. Please accept the previously provided evidence or registration with the Ohio Secretary of State as well as the following information to satisfy this requirement.

Strategic Aggregation Consultants, LLC maintains a business checking account with Key Bank of Ohio (See below) as well as uses the services of Stinnet, Padrutt& Aranyosi, Certified Public Accountants.



KeyBank P.O. Box 22114 Albany, NY 12201-2114 Business Banking Statement August 31, 2013 page 1 of 4



1 T 0059 00000 R EN #1 STRATEGIC AGGREGATION CONSULTANTS LLC 3700 MASSILLON RD STE 341 UNIONTOWN OH 44685-9591

Questions or comments? Call our Key Business Resource Center 1-888-KEY4BIZ (1-888-539-4249)

#### **Exhibit C-4**

#### Exhibit C-4 "Financial Arrangements"

Strategic Aggregation Consultants, LLC will be operating as consultant/aggregator/power broker and not taking title to any physical power. As such, no financial arrangements are needed.

#### **Exhibit C-5**

Exhibit C-5 "Forecasted Financial Statements"

Prepared By: Brenda Fargo, President

3700 Massillon Road, Suite 341, Uniontown, Ohio 44685

330-899-9960 (office)

330-899-9969 (fax)

bfargo@sac-save.com

As noted above, Strategic Aggregation Consultants, LLC has retained Stinnett, Padrutt & Aranyosi to handle the accounting needs of the company.

#### **List of Assumptions:**

Financials are based upon 200M KWh in 2014 and 450M KWh in 2015

Commission Rate = \$.0005 per KWh

Revenue begins January 2014

#### See the following pages for:

- 1. 2014-2015 Forecasted Revenue
- 2. 2014-2015 Projected Balance Sheet
- 3. 2014-2015 Projected Income Statement
- 4. 2014 Projected Cash Flow Statement
- 5. 2015 Projected Cash Flow Statement

# **Aggregation Consultants, LLC**

#### **Exhibit C-6**

#### Exhibit C-6 "Credit Rating"

Strategic Aggregation Consultants, LLC has not been in operation long enough to establish a Credit Rating nor has it sought to obtain credit currently or plans to in the future. A Duns number has been established.

#### **Exhibit C-7**

#### Exhibit C-7 "Credit Report"

Strategic Aggregation Consultants, LLC has not been in operation long enough to establish a Credit Rating nor has it sought to obtain credit currently or plans to in the future. A Duns number (#048532077) has been established to begin to build a credit report.

#### **Exhibit C-8**

#### Exhibit C-8 "Bankruptcy Information"

Strategic Aggregation Consultants, LLC or any officer have had no reorganizations, sought protection from creditors or any other form of bankruptcy filings made in the current or within the two most recent years preceding the application.

#### **Exhibit C-9**

#### Exhibit C-9 "Merger Information"

There has been no dissolution, merger or acquisition with in the most recent five years preceding this application by Strategic Aggregation Consultants, LLC.