



Public Utilities Commission

Original AGG Case Number	Version
10 - 801 -EL-AGG	May 2016

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 C-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 J Andrew Associates, Inc. dba/ Seven-Utility Management Consultants
Address 19840 Cypress Church Rd., Cypress, TX 77433
PUCO Certificate # and Date Certified 10-226E (3)
Telephone # (281) 213-9910 Web site address (if any) www.sevenutility.com

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

Legal Name J Andrew Associates, Inc. dba/ Seven-Utility Management Consultants
Address 19840 Cypress Church Rd., Cypress, TX 77433
Telephone # (281) 213-9910 Web site address (if any) www.sevenutility.com

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

Seven-Utility Management
Consultants

A-4 Contact person for regulatory or emergency matters

Name Alex Toutouchi
Title Managing Director
Business address 19840 Cypress Church Rd., Cypress, TX 77433
Telephone # (281) 213-9910 Fax # (281) 213-9801
E-mail address atoutouchi@sevenutility.com

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

Name Alex Toutouchi
Title Managing Director
Business address 19840 Cypress Church Rd
Telephone # (281) 213-9910 Fax # (281) 213-9801
E-mail address atoutouchi@sevenutility.com

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

Customer Service address 19840 Cypress Church Rd.
Toll-free Telephone # (866) 857-3836 Fax # (281) 213-9801
E-mail address info@sevenutility.com

A-7 Applicant's federal employer identification number # 90-0227800

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 checked="" type="checkbox"/> Limited Liability Company (LLC) |
| <input 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.

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. (This is generally only applicable to publicly traded companies who publish annual reports.)

C-2 **Exhibit C-2 "SEC Filings,"** provide the most recent 10-K/8-K Filings with the SEC. If the applicant does not have such filings, it may submit those of its parent company. An applicant may submit a current link to the filings or provide them in paper form. 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. If the applicant does not have a balance sheet, income statement, and cash flow statement, the applicant may provide a copy of its two most recent years of tax returns (with social security numbers and account numbers redacted).

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.).

Renewal applicants can fulfill the requirements of Exhibit C-4 by providing a current statement from an Ohio local distribution utility (LDU) that shows that the applicant meets the LDU’s collateral requirements.

First time applicants or applicants whose certificate has expired as well as renewal applicants can meet the requirement by one of the following methods:

1. The applicant itself stating that it is investment grade rated by Moody’s, Standard & Poor’s or Fitch and provide evidence of rating from the rating agencies.
2. Have a parent company or third party that is investment grade rated by Moody’s, Standard & Poor’s or Fitch guarantee the financial obligations of the applicant to the LDU(s).
3. Have a parent company or third party that is not investment grade rated by Moody’s, Standard & Poor’s or Fitch but has substantial financial wherewithal in the opinion of the Staff reviewer to guarantee the financial obligations of the applicant to the LDU(s). The guarantor company’s financials must be included in the application if the applicant is relying on this option.
4. Posting a Letter of Credit with the LDU(s) as the beneficiary.

If the applicant is not taking title to the electricity or natural gas, enter "N/A" in Exhibit C-4. An N/A response is only applicable for applicants seeking to be certified as an aggregator or broker.

- C-5 **Exhibit C-5 "Forecasted Financial Statements,"** provide two years of forecasted income statements for the applicant's **ELECTRIC related business activities in the state of Ohio Only**, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer. The forecasts should be in an annualized format for the two years succeeding the Application year.
- 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, Fitch IBCA, Moody's Investors Service, Standard & Poor's, 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 an 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. If an applicant or its parent does not have such a credit rating, enter "N/A" in Exhibit C-6.
- C-7 **Exhibit C-7 "Credit Report,"** provide a copy of the applicant's credit report from Experion, Dun and Bradstreet or a similar organization. An applicant that provides an investment grade credit rating for Exhibit C-6 may enter "N/A" for Exhibit C-7.
- 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 two most recent years preceding the application.
- C-10 **Exhibit C - 10 "Corporate Structure,"** provide a description of the applicant's corporate structure, not an internal organizational chart, including a graphical depiction of such structure, and a list of all affiliate and subsidiary companies that supply retail or wholesale electricity or natural gas to customers in North America. If the applicant is a stand-alone entity, then no graphical depiction is required and applicant may respond by stating that they are a stand-alone entity with no affiliate or subsidiary companies.

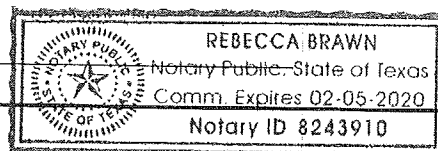
x *A. T. [Signature]*
Signature of Applicant & Title

Sworn and subscribed before me this 18th day of MAY, 2016
Month Year

Rebecca Brawn
Signature of official administering oath

Rebecca Brawn
Print Name and Title EXECUTIVE ASSISTANT

My commission expires on _____



AFFIDAVIT

State of Texas :

_____. ss.
(Town)

County of Harris :

Alex Toutounchi, Affiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the MANAGING Director (Office of Affiant) of Seven Utility Management Company (Name of Applicant);

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

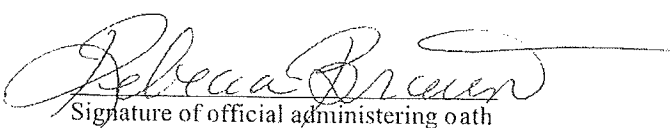
1. The Applicant herein, attests under penalty of false statement that all statements made in the application for certification renewal are true and complete and that it will amend its application while the application is pending if any substantial changes occur regarding the information provided in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

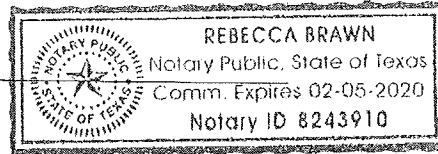

Signature of Affiant & Title

Sworn and subscribed before me this 18th day of MAY, 2016
Month Year


Signature of official administering oath

Rebecca Braun
Print Name and Title Executive Assistant

My commission expires on _____





Ohio Public Utilities Commission - Attachments for Electric Aggregator/Power Brokers.
From: J Andrew Associates dba / Seven – Utility Management Consultants, LLC
Case No. 10-801-EL-AGG, Certificate number 10-226E (3)

May 2016-Renewal

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.

Alex Toutouchi, Managing Director
19840 Cypress Church Rd.
Cypress, TX 77433
281-213-9910

Tim Krajenke, Director of Midwest Office
3845 Still Meadow Lane
Lexington, KY 40509
859-321-4928

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.

- Texas – June 10, 1999
- Maine – October 24, 2006
- Illinois – December 10, 2010
- Massachusetts – March 16, 2011
- Maryland – June 5, 2013
- New Jersey – September 18, 2013
- Delaware – November 13, 2013

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.

Process – after customer decides to use SUMC services, we will obtain the Client Agreement and follow through as per the steps below:

- Analyze the last 14 months of usage date. The customer's staff may not have the time or expertise to analyze themselves.
- Correct any mischarges and have them credited back to the customer.
- Formalize a Procurement Strategy.
- Prepare a formal Request for Quotation, including all pertinent information.
- Send RFQ to the top Energy Companies in your market. (Approved Suppliers must meet our strict guidelines).
- Analyze and evaluate the bids.
- Present Executive Summary.

- Negotiate a contract, with the winning bidder, with the best terms and conditions available in the marketplace on your behalf. (The customer must execute the contract)
- Present Client with Executable contract.
- Ensure contract is properly executed and implemented by Supplier.
- SUMC will manage the Client's Energy on an ongoing basis. Once you become a client of SUMC, we will contact you on a quarterly basis to review all of your accounts. Should an opportunity exist to renegotiate your rates, we will do so – proactively. As a value add, our Energy Consultants will handle any and all matters related to your utility company (billing issues, address changes, location drop/adds etc.)

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.

N/A

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.

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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.

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N/A – Privately held company

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.

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- 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.

Confidential - This exhibit is being submitted under seal.

- 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).

N/A

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- C-6** **Exhibit C-6 “Credit Rating.”** Providing a statement disclosing the applicant’s credit rating as reported by two of the following organizations: Duff & Phelps, Fitch IBCA, Moody’s Investors Service, Standard & Poor’s or a similar organization. In instances where an applicant does not have its own credit rating, it may substitute the credit ratings of a parent or an affiliate organization, provided the applicant submits a statement signed by a principal officer of the applicant’s parent or affiliate or its parent does not have such a credit rating, enter “N/A” in Exhibit C-6.

N/A

- 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.

See attached.

- 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 preceding the application.

N/A

N/A

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.

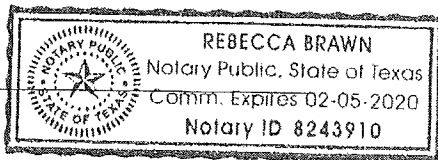
N/A

X *A. T. ...*
Signature of Applicant & Title

Sworn and subscribed before me this 18th day of May, 2016
Month-Year

Rebecca Brawn Rebecca Brawn, Executive Assistant
Signature of official administering oath Print Name and Title

My commission expires on _____



Company Info Update Company Info

19840 Cypress Church Rd
Cypress, TX 77433
Phone: (281) 213-9910
URL:

DBA's:

Upgrade to CreditBuilder™ Today

Help build your D&B® scores and ratings and benchmark your company against your industry and competitors

Speak with a Credit Advisor to learn more
1-800-700-2733

Scores and Ratings

Score / Rating	Status	Last Date Changed
PAYDEX®	Poor	05/01/2016
Delinquency Predictor Class	Good	05/04/2016
Financial Stress Class	Fair	05/04/2016
Supplier Evaluation Rating	Good	05/04/2016
D&B Rating	Fair	05/04/2016
D&B Viability Rating	Good	

D&B has been updated after a new report. There are no alerts for your company.

Alerts

There are currently no alerts posted for this company. If you only recently began monitoring this company, you will not see your first alerts and score changes in a few days. To configure the alerts notification settings, please [Click Here](#)

[Configure Alerts](#)

Inquiries

You have received 0 new inquiries.

Inquiries are the number of individual product(s) purchased by a customer(s) on a D&B R I I N C S. Number in a rolling one

[Upgrade to View](#)

SEVEN UTILITY MANAGEMENT CONSU

DUNS: 17-793-7427

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:

- Limited number of satisfactory payment experiences
- Higher risk industry based on delinquency rates for this industry
- Higher risk region based on delinquency rates for this region
- Evidence of open judgments
- Limited time under present management control
- Decreasing trend in reported number of payment experiences

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: generally within terms
- Payments 3 months ago: GENERALLY WITHIN terms
- Industry average: GENERALLY WITHIN terms

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

Credit Limit Recommendation

Recommendation Date: 06/06/2016

Risk Category

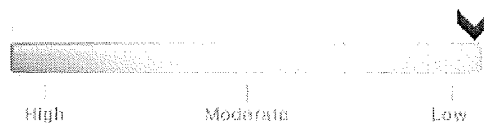
Low

Conservative Credit Limit

\$2.5K

Aggressive Credit Limit

\$10K



Company Profile

Chief Executive: NA

Line of Business:

Annual Sales:	NA
Employees Total:	5

Legal Filings and Other Important Information

Bankruptcies:	None	Negative Payment Experience:	None
Judgements:	1	Negative Payment Experience	None
Liens:	0	Amount:	
Suits:	None	Payments Placed for Collection:	0
Suits/Judgments/Liens Amounts:	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

01/04/2016

The name and address of this business have been confirmed by D&B using available sources.

This report is prepared and provided under contract for the exclusive use of
This report may not be reproduced in whole or in part by any means of reproduction.

Payment Trends

Summary

Address: 19840 Cypress Church Rd Cypress, TX 77433	Primary Industry SIC: 8741
D-U-N-S Number: 17-793-7427	Description: Management services

This is a **single** location.

Payment Activity

Total payment Experiences in D&Bs File:	6
Payments Within Terms: (not dollar weighted)	100%

Largest High Credit:	\$1,000
Highest Now Owing:	\$0
Highest Past Due:	\$0

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.

PAYDEX®®

Score Not Available

We are unable to display a PAYDEX® for this company.
Please call 800-333-0505 for more information.

24 Month PAYDEX®

80

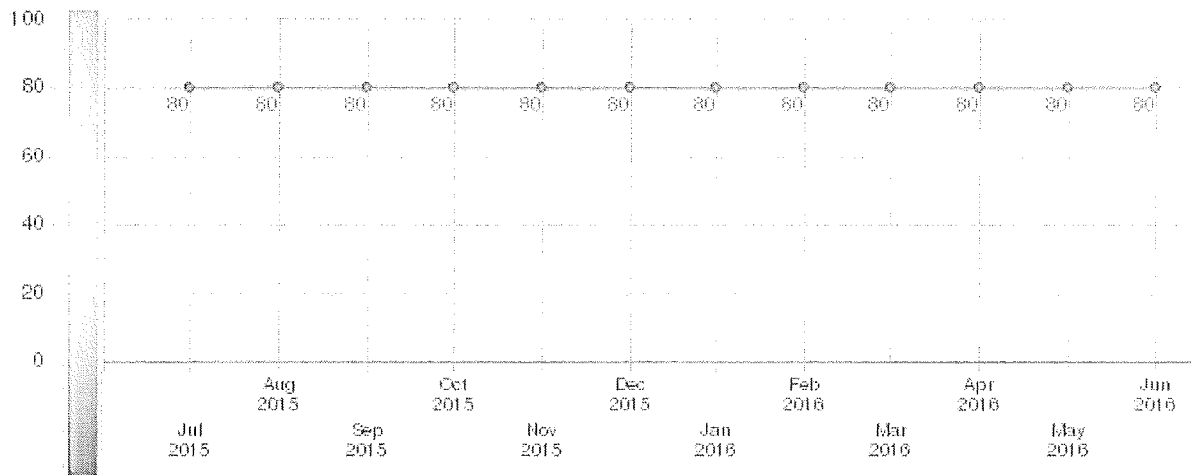


When weighted by dollar amount,
payments to suppliers average ON TERMS terms.



Based on payments collected over the last 24 months

PAYDEX® Trends - This Company, 12 Months

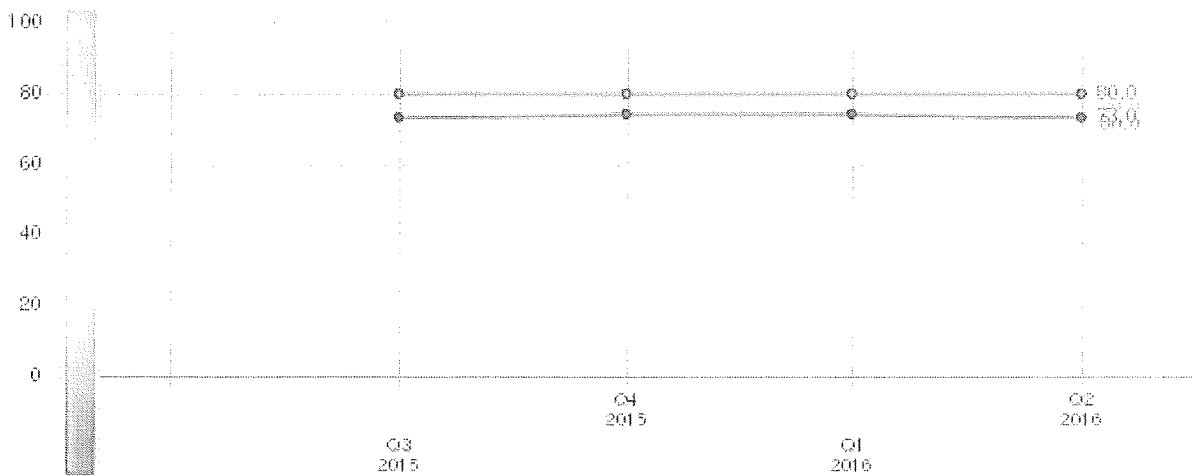


This Company (80)

Based on payments collected over the last 12 months.

- Current PAYDEX® for this Business is 80 , or equal to ON TERMS terms
- The 12-month high is 80 , or equal to GENERALLY WITHIN terms
- The 12-month low is 80 , or equal to GENERALLY WITHIN terms

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



- My Company (80)
- Industry Upper Quartile (80)
- Industry Median (80)
- Industry Median (73)

Based on payments collected over the last 4 quarters.

- Current PAYDEX® for this Business is 80 , or equal to generally within terms
- Current PAYDEX® for this Business is 80 , or equal to GENERALLY WITHIN 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

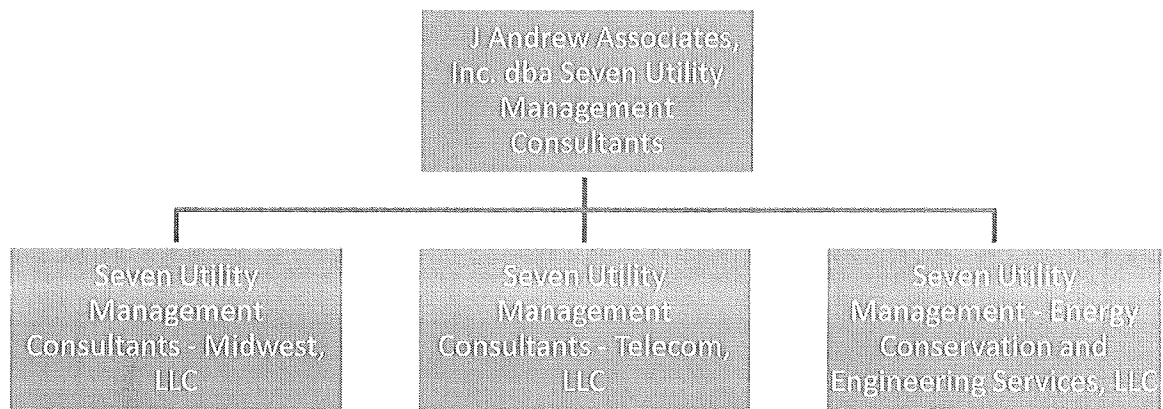
Business Payment Habit by Amount of Credit Extended, 24 Months ⓘ

\$ Credit Extended	% of Payments Within Terms	# Payment Experiences	Total \$ Delinquent 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	0%	0	\$0
1,000-4,999	100%	1	\$1,000
under 1,000	100%	1	\$750

How to Read the D&B PAYDEX ® Score ⓘ



EXHIBIT C-10 (CORPORATE STRUCTURE)



This foregoing document was electronically filed with the Public Utilities

Commission of Ohio Docketing Information System on

6/9/2016 1:43:38 PM

in

Case No(s). 10-0801-EL-AGG

Summary: Application Renewal electronically filed by Mr. Stephen M Howard on behalf of J Andrew Associates, Inc. dba/Seven-Utility Management Consultants