Clear Point Energy, Inc. 120 E. Washington Street, Suite 304, Syracuse, NY 13202

Phone: (315)472-1864, achambrone@clearpointenergy.com

16-1649-EL-AGG

July 22, 2016

**Public Utilities Commission of Ohio Docketing Division** 180 East Broad Street Columbus, Ohio 43215-3793

Dear Sir(s):

Please find respectfully submitted our application and exhibits to become a certified electricity power broker in Ohio. Enclosed is an original and three (3) copies of the application and exhibit information. We have also submitted financial statements and projections in a separate envelope marked "Confidential Information".

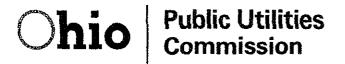
If you have any questions, please contact me directly at the number listed above.

legards,

Angelo Chambrone

President

Clear Point Energy, Inc.



P	UCO USE ONLY	
Date Received	Case Number	Version
	EL-AGG	May 2016

## INITIAL CERTIFICATION 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-12 Company History). All attachments should bear the legal name of the Applicant. Applicants should file completed applications and all related correspondence with the Public Utilities Commission of Ohio, Docketing Division; 180 East Broad Street, Columbus, Ohio 43215-3793.

This PDF form is designed so that you may input information directly onto the form. You may also download the form, by saving it to your local disk, for later use.

### A. APPLICANT INFORMATION

Legal Name Clear Point Energy	, Inc.
Address 120 E. Washington St. Suit	
Telephone # (315) 472-1864	Web site address (if any) www.clearpointenergy.com
List name, address, telepwill do business in Ohio	phone number and web site address under which App
Legal Name Clear Point Energy,	
Address 120 E. Washington St. Sui	<del></del>
Telephone # (888) 311-1041	Web site address (if any) www.clearpointenergy.com
List all names under whi	ich the applicant does business in North America
Clear Point Energy, Inc.	
Clear Point Energy, Inc.	atory or emergency matters
Clear Point Energy, Inc.  Contact person for regul	atory or emergency matters
Clear Point Energy, Inc.	iatory or emergency matters

	Business address 120 E. W	lashington St. Suit	te 304, Syracu	se, NY 13202		
	Telephone # (315) 472-1864		Fax # (888) 465-9937			
	E-mail address _a	chambrone@clearpo	pintenergy.com			
A-5	Contact person for C	Commission	Staff us	e in investigatii	ng customer c	omplaints
	Name Angelo Chambone					
	Title President					
	Business address 120 E.W	ashington St. Suite	≥ 304, Syracuse	e, NY 13202		
	Telephone # (315) 472-1864	····		(888) 465-9937		
		achambrone@cl	earpointenerg	y.com	_	
<b>A-</b> 6	Applicant's address	and tall-fre	sa numha	r for customer	service and c	omplainte
Z <b>1-</b> 0					sci vice and c	ошраше
	Customer Service addre	SS 120 E. Washir (888) 311-1041	igion St. Suite a			· · · · · · · · · · · · · · · · · · ·
	Tour moo torobitome " -		<del></del>	Fax # _(888) 465-9	937	
	E-mail address	customercare@o	ciearpointener	gy.com		
A-8	Applicant's form of a Sole Proprietorship Limited Liability Part	-	<b>□</b> Par P) <b>∀</b> (Lin	tnership		•
A-9	(Check all that app which the applicant in class that the applica mercantile commercia 4928.01 of the Revised Co part of a national account	ntends to prant intends al, and inducted in a comment of the comme	rovide ser to serve istrial. (A mercial cus	vice, including, for example, mercantile custom	identification residential, sr er, as defined in	of each customer nall commercial (A) (19) of Section
	☐ First Energy ☐ Ohio Edison		esidential	☑ Commercial	₩ Mercantile	■ Industrial
	<ul><li>Toledo Edison</li><li>Cleveland Electric Illu</li></ul>		esidential	<ul><li>Commercial</li><li>Commercial</li></ul>	Mercantile	■ Industrial
	Duke Energy		esidentiai esidentiai	☑ Commercial	<ul><li>Mercantile</li><li>Mercantile</li></ul>	<b>☑</b> Industrial <b>☑</b> Industrial
	Monongahela Power     ■		esidential	d Commercial	■ Mercantile     ■ Mercantile	☑ Industrial
	□ American Electric Pow					= Treatment
	Ohio Power		esidential		■ Mercantile	■ Industrial
	🗷 Columbus Southern Pe		esidential	□ Commercial	■ Mercantile	ndustrial
	n Dayton Power and Lig	ht 🛮 R	esidential	Commercial	■ Mercantile	■ Industrial

A-10	Provide the approximate start date that the applicant proposes to begin delivering services
	August 1, 2016

#### PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- A-11 <u>Exhibit A-11 "Principal Officers, Directors & Partners"</u> provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.
- A-12 <u>Exhibit A-12 "Company History,"</u> provide a concise description of the applicant's company history and principal business interests.
- A-13 Exhibit A-13 "Articles of Incorporation and Bylaws," if applicable, provide the articles of incorporation filed with the state or jurisdiction in which the Applicant is incorporated and any amendments thereto.
- A-14 Exhibit A-14 "Secretary of State," provide evidence that the applicant has registered with the Ohio Secretary of the State.

### B. <u>APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE</u>

#### PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- B-1 <u>Exhibit B-1 "Jurisdictions of Operation,"</u> 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 <u>Exhibit B-2 "Experience & Plans,"</u> 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 <u>Exhibit B-3 "Summary of Experience,"</u> provide a concise summary of the applicant's experience in providing aggregation service(s) including contracting with customers to combine electric load and representing customers in the purchase of retail electric services. (e.g. number and types of customers served, utility service areas, amount of load, etc.).
- B-4 Exhibit B-4 "Disclosure of Liabilities and Investigations," provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational status or ability to provide the services it is seeking to be certified to provide.
- B-5 Disclose whether the applicant, a predecessor of the applicant, or any principal officer of the applicant have ever been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years.

X No Yes

If yes, provide a separate attachment labeled as **Exhibit B-5 "Disclosure of Consumer Protection Violations"** detailing such violation(s) and providing all relevant documents.

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

No □ Yes

If yes, provide a separate attachment labeled as **Exhibit B-6 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation"** detailing such action(s) and providing all relevant documents.

### C. APPLICANT FINANCIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- C-1 Exhibit C-1 "Annual Reports," provide the two most recent Annual Reports to Shareholders. If applicant does not have annual reports, the applicant should provide similar information in Exhibit C-1 or indicate that Exhibit C-1 is not applicable and why. (This is generally only applicable to publicly traded companies who publish annual reports)
- C-2 <u>Exhibit C-2 "SEC Filings,"</u> 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 <u>Exhibit C-4 "Financial Arrangements,"</u> provide copies of the applicant's financial to satisfy collateral requirements to conduct retail electric/gas business activity (e.g., parental or third party guarantees, 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 <u>Exhibit C-5 "Forecasted Financial Statements,"</u> 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, 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. If an applicant or its parent does not have such a credit rating, enter "N/A" in Exhibit C-6.
- 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. An applicant that provides an investment grade credit rating for Exhibit C-6 may enter "N/A" for Exhibit C-7.
- 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 <u>Exhibit C-9 "Merger Information,"</u> 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.

Signature of Applicant & Title

Commission Expires 05-31-20\_20

Sworn and subscribed before me this Aday of Wy, All Commission Expires 05-31-20\_20

Month Year

Signature of official administering path

gnature of official administering oath Print Name and Title

My commission expires on 5/31/2020

NICOLE ALBRIGO
Notary Public-State of New York
No. 01AL6341051

State of New York
County of ONONDAGA

rifiant, being duly sworn/affirmed according to law, deposes and says that:

President (Office of Affiant) of Clear

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

- The Applicant herein, attests under penalty of false statement that all statements made in the application for certification are true and complete and that it will amend its application while the application is pending if any substantial changes occur regarding the information provided in the application.
- 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.
- 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.
- 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.
- 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.
- 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.
- 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.
- 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.
- The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, the electric distribution companies, the regional transmission entities, and other electric suppliers in the event of an emergency condition that may jeopardize the safety and reliability of the electric service in accordance with the emergency plans and other procedures as may be determined appropriate by the Commission.
- 10. If applicable to the service(s) the Applicant will provide, the Applicant herein, attests that it will adhere to the reliability standards of (1) the North American Electric Reliability Council (NERC), (2) the appropriate regional reliability council(s), and (3) the Public Utilities Commission of Ohio. (Only applicable if pertains to the services the Applicant is offering)

11. The Applicant herein, attests that it will inform the Commission of any material change to the information supplied in the application within 30 days of such material change, including any change in contact person for regulatory purposes or contact person for Staff use in investigating customer complaints.
That the facts above set forth are true and correct to the best of his/her knowledge information, and belief and that

he/size expects said Applicant to be able to prove the same	<b>v</b> •	ormation, and better and that
Sworn and subscribed before me this 22 day of subscribed before me	July 2016 Mortth Year NICOL Albrid Print Name and Title	go,MSR
My commission expires on	5/31/2020	NICOLE ALBRIGO Notary Public-State of New York No. 01AL6341051 Qualified in Onondaga County Commission Expires 05-31-20_20

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

### **Principal Officers:**

Angelo Chambrone, President

120 E. Washington St. Suite 304

Syracuse, NY 13202

Phone: 315-472-1864

Fax: 888-628-5384

Email: achambrone@clearpointenergy.com

Susan Noonan, Treasurer

120 E. Washington St. Suite 304

Syracuse, NY 13202

Phone: 315-382-0340

Fax: 888-628-5384

Email: noonan.susan@yahoo.com



### **Exhibit A-12 Company History**

### **Clear Point Energy Company History:**

Clear Point Energy is New York Corporation and does not have any affiliates or subsidiaries. Clear Point Energy was formed on 11/17/2010.

Summary: Clear Point Energy, Inc. ("Clear Point") provides energy procurement, brokering and consulting services to clients in deregulated energy markets. Our specialty is natural gas, electricity, and renewable energy. We provide services to consumers of energy, retail suppliers, and others. Clear Point is led by Angelo Chambrone who has over 25 years of experience in the energy industry.



### **Exhibit A-13 Articles of Incorporation and Bylaws**

NECEIVED IN NOVITAMIN: 19

CERTIFICATE OF INCORPORATION

OF

CLEAR POINT ENERGY, INC.

Under Section 402 of the Business Corporation Law

STATE OF NEW YORK DEPARTMENT OF STATE

FILED NOV 17 2010

TAX \$\_

BY:

Douglas J. Gorman, Esq.
Hancock & Estabrook, LLP
1500 AXA Tower I, 100 Madison Street
Syracuse, New York 13202
Cust Ref. No.: 99999-3

HOY 17 PM 12: 00

4.

### CERTIFICATE OF RESERVATION

ENTITY NAME: CLEAR POINT ENERGY, INC.

DOCUMENT TYPE: RESERVATION (DOM. BUSINESS)

FILED:11/10/2010 DURATION:01/10/2011 CASH#:101110000529 FILM #:101110000489

FILER:

DOUGLAS GORMAN HANCOCK & ESTABROOK PO BOX 4976 · SYRACUSE, NY 13221

ADDRESS FOR PROCESS:

REGISTERED AGENT:



\*\* SUBMIT RECEIPT WHEN FILING CERTIFICATE \*\* APPLICANT NAME : DOUGLAS GORMAN

SERVICE	COMPANY;	LIBERTY	CORPORATE	SERVICES,	INC.	**	AL	SERVICE	CODE:	AL
FEES	45.0	0					:	PAYMENTS		45.00
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CERT	0.0	0 .	*		•			CHARGE		0.00
COPIES	0.0	Q.			•			DRAWDOWN	٠.	45.00
HANDLING	25.0	0 -		•				LAGO		0.00
•			•					REFUND		0.00

action or proceeding against the Corporation which may be served upon him is c/o Hancock & Estabrook, LLP, 1500 AXA Tower I, 100 Madison Street, Syracuse, New York 13202 Attn:

Douglas J. Gorman, Esq.

SIXTH: No director shall be personally liable to the Corporation or its shareholders for damages resulting from the breach of any duty such director owes to the Corporation and/or its shareholders, as a result of his position as such, unless a judgment or other final adjudication adverse to such director establishes that the director's acts or omissions were in bad faith or involved intentional misconduct or a knowing violation of law or that such director personally gained in fact a financial profit to which he was not legally entitled or that the director's acts violated Section 719 of the New York Business Corporation Law.

SEVENTH: The name and address of the incorporator is:

Douglas J. Gorman, Esq. Hancock & Estabrook, LLP 1500 AXA Tower I, 100 Madison Street Syracuse, New York 13202

IN WITNESS WHEREOF, this Certificate has been subscribed this 14th d

November, 2010.

Douglas J. Gorman, Incorporator

(H1461118.1)

# 101117000

### CERTIFICATE OF INCORPORATION

OF

### CLEAR POINT ENERGY, INC...

### <u>Under Section 402 of the Business Corporation Law</u>

The undersigned, for the purpose of forming a corporation pursuant to Section 402 of the Business Corporation Law, does hereby make and sign this Certificate, stating as follows:

FIRST:

The name of the Corporation is Clear Point Energy, Inc.

SECOND: The purpose of the Corporation is to engage in any lawful act or activities for which corporations may be organized under the Business Corporation Law of the State of New York. This Corporation is not formed to engage in any act or activity requiring the consent or approval of any State Official, Department, Board, Agency, or other body without such consent or approval first being obtained.

<u>THIRD</u>: The office of the Corporation in the State of New York is located in the County of Onondaga.

<u>FOURTH</u>: The aggregate number of shares which the Corporation shall have the authority to issue is 200 shares each without par value.

FIFTH: The Secretary of State of the State of New York is designated as the agent of the Corporation upon whom process in any action or proceeding against it may be served and the address within the State to which the Secretary of State shall mail a copy of process in any

{H1461118.1}



DRAWDOWN #80

## STATE OF NEW YORK

### **DEPARTMENT OF STATE**

I hereby certify that the annexed copy has been compared with the original document in the custody of the Secretary of State and that the same is a true copy of said original.



WITNESS my hand and official seal of the Department of State, at the City of Albany, on November 18, 2010.

Daniel E. Shapiro First Deputy Secretary of State

Rev. 05/09



#### FILING RECEIPT

ENTITY NAME: CLEAR POINT ENERGY, INC.

DOCUMENT TYPE: INCORPORATION (DOM. BUSINESS)

COUNTY: ONON

FILED:11/17/2010 DURATION: PERPETUAL CASH#:101117000491 FILM #:101117000437

FILER:

EXIST DATE

DOUGLAS J GORMAN, ESQ.

11/17/2010

HANCOCK & ESTABROOK, LLP

1500 AXA TOWER I, 100 MADISON ST

SRYACUSE, NY 13202

ADDRESS FOR PROCESS:

C/O HANCOCK & ESTABROOK, LLP

1500 AXQA TOWER 100 MADISON AV

DOUGLAS J. GORMAN, ESQ.

SYRACUSE, NY 13202

REGISTERED AGENT:

STOCK:

200 NPV

SERVICE COMPANY: HANCOCK & ESTABROOK LLP SERVICE CODE: 80 \*

FEES	195.00	PAYMENTS	195.00
			~~~
FILING	125_00	CASH	000
XAT	10.00	CHECK	0.00
CERT	0.00	CHARGE	0.00
COPIES	10.00	DRAWDOWN	195.00
HANDLING	50.00	OPAL	0.00
		REFUND	0.00

99999-3

DOS-1025 (04/2007)

### **BYLAWS**

OF

### CLEAR POINT ENERGY, INC.

### **ARTICLE I - OFFICES**

Section 1. Office. The Office of the Corporation shall be located in the County of Onondaga, State of New York.

Section 2. Additional Offices. The Corporation may also have offices and places of business at such other places, within or without the State of New York, as the Board of Directors may from time to time determine or the business of the Corporation may require.

### <u>ARTICLE II - MEETINGS OF SHAREHOLDERS</u>

Section 1. Time and Place. The annual meeting of the shareholders for the election of directors and all special meetings of shareholders for that or for any other purpose may be held at such time and place within or without the State of New York as shall be stated in the notice of the meeting or in a duly executed waiver of notice thereof, and if not so stated then said meeting shall be held at the principal office of the Corporation located in the County of Onondaga, State of New York.

Section 2. Annual Meeting. The annual meeting of shareholders shall be held on the first Wednesday in April, in each year, if not a legal holiday, and if a legal holiday, then on the next business day, at nine o'clock at which time the shareholders shall elect a Board of Directors and transact such other business as may properly be brought before the meeting.

Section 3. Notice of Annual Meeting. Written notice of the place, date and hour of the annual meeting shall be given personally, by mail, or electronically (e-mail) to each shareholder {H1460948.1}



entitled to vote thereat, not less than ten (10) days nor more than sixty (60) days prior to the meeting.

Section 4. Special Meetings. Special meetings of the shareholders, for any purpose or purposes, unless otherwise prescribed by statute or by the Certificate of Incorporation may be called by the President or the Board of Directors and shall be called by the President or the Secretary at the request, in writing, of shareholders owning at least a majority of the shares of the Corporation issued and outstanding and entitled to vote.

Section 5. Notice of Special Meeting. Written notice of a special meeting of shareholders, stating the place, date and hour of the meeting, the purpose or purposes for which the meeting is called and by or at whose direction it is being issued, shall be given personally, by mail, or electronically (e-mail) to each shareholder entitled to vote thereat, not less than ten (10) days nor more than sixty (60) days prior to the meeting.

Section 6. Quorum. Except as otherwise provided by the Certificate of Incorporation, the holders of a majority of the shares of the Corporation issued and outstanding and entitled to vote thereat, present in person or represented by proxy, shall be necessary to and shall constitute a quorum for the transaction of business at all meetings of the shareholders and a quorum shall be necessary for a meeting to be constituted.

If, however, such quorum shall not be present or represented at any meeting of the shareholders, the shareholders entitled to vote thereat present in person or represented by proxy, shall have the right to adjourn the meeting from time to time, until a quorum shall be present or represented. At such adjourned meeting at which a quorum shall be present or represented, any business may be transacted which might have been transacted at the meeting as originally noticed.

{H1460948.1}



Section 7. Voting. At any meeting of the shareholders, every shareholder having the right to vote shall be entitled to vote in person or by proxy. Except as otherwise provided by law or the Certificate of Incorporation, each shareholder of record as of the record date shall be entitled to one (1) vote for every share of stock standing in his name on the books of the Corporation. Directors shall, except as otherwise required by law or by the Certificate of Incorporation, be elected by a plurality of the votes cast at a meeting of shareholders by the holders of shares entitled to vote in the election. Whenever any corporate act, other than the election of directors, is to be taken by vote of the shareholders, it shall, except as otherwise required by law or by the Certificate of Incorporation be authorized by a majority of the votes cast at a meeting of shareholders by the holders of shares entitled to vote thereon.

Section 8. Proxies. Every proxy must be executed in writing by the shareholder, his authorized officer, director, employee, or agent. Such signature may be a facsimile signature. Such authorization may be accomplished by the use of a telegram, cablegram or other means of electronic transmission. No proxy shall be valid after the expiration of eleven (11) months from the date thereof, unless otherwise provided in the proxy. Every proxy shall be revocable at the pleasure of the shareholder executing it, except in those cases where an irrevocable proxy is permitted by law.

Section 9. Consents. Whenever by any provision of law, the vote of the shareholders at a meeting thereof is required or permitted to be taken in connection with any corporate action, the meeting and vote of shareholders may be dispensed with, if all the shareholders who would have been entitled to vote upon the action, if such meeting were held, shall consent in writing to such corporate action being taken. However, this section shall not be construed to alter or modify any

{H1460948.1}

(2)

provision of law or of the Certificate of Incorporation under which the written consent of the holders of less than all outstanding shares is sufficient for corporate action.

### **ARTICLE III - DIRECTORS**

Section 1. Number; Tenure. The number of directors shall be one (1), all of whom shall be of full age. The number of directors may be increased or decreased by an amendment of these Bylaws by the shareholders or the majority vote of the entire Board of Directors as provided in Article XI, Section 1.

Directors shall be elected at the annual meeting of the shareholders, except as provided in Section 3 of this Article III, and each director shall be elected to serve until the next annual meeting of shareholders and until his successor has been elected and has qualified.

Section 2. Resignation; Removal. Any director may resign at any time. The Board of Directors may, by majority vote of all directors then in office, remove a director for cause. The shareholders entitled to vote for the election of directors may remove a director without or with cause.

Section 3. Vacancies. If any vacancies occur in the Board of Directors by reason of the death, resignation, retirement, disqualification or removal from office or if any new directorships are created, the directors then in office, although less than a quorum, may by majority vote, choose a successor or successors to fill such vacancies or the newly created directorship and the directors so chosen shall hold office until the next annual meeting of the shareholders and until their successors shall be duly elected and qualified, unless sooner displaced; provided, however, that if in the event of any such vacancy, the directors remaining in office shall be unable, by majority vote, to fill such vacancy within ninety (90) days of the occurrence thereof, the

(13)

President or the Secretary shall call a special meeting of shareholders for the purpose of electing a director to fill such vacancy.

### ARTICLE IV - MEETINGS OF THE BOARD

Section 1. Place. The Board of Directors of the Corporation may hold meetings, both regular and special, either within or without the State of New York.

Section 2. Annual Meeting. The annual meeting of the Board of Directors shall be held immediately following the annual meeting of the shareholders and no notice of such meeting shall be necessary in order to constitute the meeting, provided a quorum shall be present. In the event such annual meeting is adjourned or for any other reason is not held at the time and place so fixed, the meeting may be held at such time and place as shall be specified in a notice given as hereinafter provided for special meetings of the Board of Directors or as shall be specified in a duly executed waiver of notice thereof.

Section 3. Regular Meetings. Regular meetings of the Board of Directors may be held without notice at such time and at such place as shall from time to time be determined by the Board.

<u>Section 4. Special Meetings.</u> Special meetings of the Board of Directors may be called by the President on ten (10) days notice to each director, either personally, or electronically, by mail, telegraph, or facsimile.

Section 5. Quorum. At all meetings of the Board of Directors a majority of the entire Board shall be necessary to form a quorum for the transaction of business, and the vote of a majority of the directors present at the meeting at which a quorum is present shall be the act of the Board of Directors, except as may be otherwise specifically provided by law or by the Certificate of Incorporation. If a quorum shall not be present at the meeting of the Board of {H1460948.1}

Directors, the directors present thereat may adjourn the meeting from time to time, until a quorum shall be present. Notice of any such adjournment shall be given to any directors who were not present, and unless announced at the meeting, to the other directors.

Section 6. Compensation. Directors, as such, shall not receive any stated salary for their services but, by resolution of the Board of Directors, a fixed fee and expense of attendance, if any, may be allowed for attendance at each regular or special meeting of the Board or of any committee of the Board, provided that nothing herein contained shall be construed to preclude any director from serving the corporation in any other capacity and receiving compensation therefore.

Section 7. Unanimous Written Consent. The Board of Directors shall have authority to undertake and/or authorize any action required or permitted to be taken by this Board or any committee thereof to be taken without a meeting if all members of the Board of Directors or any committee thereof shall consent in writing to the adoption of a resolution authorizing the undertaking or authorizing the action.

Section 8. Telephonic Board Meetings. Any one or more members of the Board of Directors or any committee thereof may participate in a meeting of such Board or committee thereof by means of a conference telephone or similar telephonic communication equipment allowing all persons participating in the meeting to hear each other and such participation by telephonic means shall constitute presence in person at such meeting.

### ARTICLE V - COMMITTEES OF THE BOARD

Section 1. Designation. The Board of Directors, by resolution adopted by a majority of the entire Board, may designate from among its members an executive and other committees, each consisting of one (1) or more directors, and each of which, to the extent provided in such {H1460948.1}

resolution, or in the Certificate of Incorporation or Bylaws, shall have all the authority of the Board. However, no such committee shall have authority as to any of the following matters:

- (a) The submission to shareholders of any action which shareholders' approval is required by law;
  - (b) The filling of vacancies in the Board of Directors or in any committee;
- (c) The fixing of compensation of any director for serving on the Board or on any committee;
  - (d) The amendment or repeal of these Bylaws, or the adoption of new bylaws;
- (e) The amendment or repeal of any resolution of the Board which by its terms shall not be so amendable or repealable.

The Board may designate one (1) or more directors as alternate members of any such committee who may replace any absent or disqualified member or members at any meeting of such committee.

Section 2. Tenure; Reports. Each such committee shall serve at the pleasure of the Board. It shall keep minutes of its meetings and report the same to the Board.

### ARTICLE VI - NOTICES: WAIVER

Section 1. Mail. If any notice to a shareholder is mailed, such notice is given when deposited in the United States mail, with postage thereon prepaid, directed to the shareholder at his address as it appears on the record of shareholders or, if he shall have filed with the Secretary of the Corporation a written request that notice to him be mailed to some other address, then directed to him at such other address. If transmitted electronically, such notice is given when directed to the shareholder's electronic mail address as supplied by the shareholder to the



{H1460948.1}

Secretary of the Corporation or as otherwise directed pursuant to the shareholder's authorization or instructions.

Section 2. Waiver. Whenever a notice is required to be given by law, the Certificate of Incorporation or these Bylaws to a shareholder, a waiver thereof in writing, signed by the shareholder in person or by proxy, whether before or after any meeting, shall be deemed equivalent to such notice. Waiver of notice may be written or electronic. In addition, any shareholder attending a meeting of shareholders, in person or by proxy, without protesting prior to the conclusion of the meeting the lack of notice thereof to him, shall be conclusively deemed to have waived notice of such meeting.

Whenever a notice is required to be given by law, the Certificate of Incorporation or these Bylaws to a director, a waiver thereof in writing, signed by the director, whether before or after any meeting, shall be deemed equivalent to such notice. Waiver of notice may be written or electronic. In addition, any director attending a meeting of the Board of Directors without protesting prior thereto or at its commencement, the lack of notice thereof to him, shall be conclusively deemed to have waived notice of such meeting.

### <u>ARTICLE VII - OFFICERS</u>

Section 1. Executive Officers. The officers of the corporation shall be a President, one or more Vice Presidents, a Secretary, a Treasurer and such other officers as the Board of Directors may determine. Any two or more offices may be held by the same person.

Section 2. Authority and Duties. All officers, as between themselves and the Corporation, shall have such authority and perform such duties in the management of the Corporation as may be provided in these Bylaws, or to the extent not so provided, by the Board of Directors.

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Section 3. Term of Office; Removal. All officers shall be elected by the Board of Directors and shall hold office for such term as may be prescribed by the Board. Any officers elected or appointed by the Board may be removed with or without cause at any time by the Board.

Section 4. Compensation. The compensation of all officers of the Corporation shall be fixed by the Board of Directors, and the compensation of agents shall either be so fixed or shall be fixed by officers thereunto duly authorized.

Section 5. Vacancies. If an office becomes vacant for any reason, the Board of Directors shall fill such vacancy. Any officer so appointed or elected by the Board shall serve only until such time as the unexpired term of his predecessor shall have expired unless re-elected or reappointed by the Board.

Section 6. President. The President shall be the Chief Executive Officer of the Corporation. He shall preside at all meetings of the shareholders and directors; he shall be ex officio a member of all standing committees, shall have general and active management and control of the business and affairs of the Corporation subject to the control of the Board of Directors and shall see that all orders and resolutions of the Board are carried into effect.

Section 7. Vice President. The Vice President or, if there be more than one, the Vice Presidents in the order of their seniority or in any other order determined by the Board, shall, in the absence or disability of the President, perform the duties and exercise the powers of the President and shall generally assist the President and perform such other duties as the Board of Directors shall prescribe.

Section 8. Secretary. The Secretary shall attend all meetings of the Board and all meetings of the shareholders and record all votes and the minutes of all proceedings in a book to {H1460948.1}

(18)

be kept for that purpose and shall perform like duties for the standing committees when required. He shall give, or cause to be given, notice of all meetings of the shareholders and special meetings of the Board of Directors and shall perform such other duties as may be prescribed by the Board of Directors or President, under whose supervision he shall act. He shall keep in safe custody the seal of the Corporation and, when authorized by the Board or the President, affix the same to any instrument requiring it and, when so affixed, it shall be attested by his signature or by the signature of an Assistant Secretary. He shall keep in safe custody the certificate books and shareholder records and such other books and records as the Board may direct and shall perform all such other duties incident to the office of Secretary.

Section 9. Assistant Secretary. The Assistant Secretary, if any, shall, in the absence or disability of the Secretary, perform the duties and exercise the powers of the Secretary and shall perform such other duties as the Board of Directors, the President or the Secretary shall prescribe.

Section 10. Treasurer. The Treasurer shall have the care and custody of the corporate funds, and other valuable effects including securities, and shall keep full and accurate accounts of receipts and disbursements in books belonging to the Corporation and shall deposit all moneys and other valuable effects in the name and the credit of the Corporation in such depositories as may be designated by the Board of Directors. The Treasurer shall disburse the funds of the Corporation as may be ordered by the Board, taking proper vouchers for such disbursements, and shall render to the President and directors, at the regular meetings of the Board, or whenever they may require it, an account of all his transactions as Treasurer and of the financial condition of the Corporation. If required by the Board of Directors, the Treasurer shall give the Corporation a bond for such term, in such sum and with such surety or sureties as shall be satisfactory to the {H1460948.1}



Board for the faithful performance of the duties of his office and for the restoration to the Corporation, in case of his death, resignation, retirement or removal from office, of all books, papers, vouchers, money and other property of whatever kind in his possession or under his control belonging to the Corporation.

Section 11. Assistant Treasurer. The Assistant Treasurer, if any, shall, in the absence or disability of the Treasurer, perform the duties and exercise the powers of the Treasurer and shall perform such other duties as the Board of Directors or the Treasurer shall prescribe.

### ARTICLE VIII - SHARE CERTIFICATES

Section 1. Form; Signature. The certificates for shares of the Corporation shall be in such form as shall be determined by the Board of Directors and shall be numbered consecutively and entered in the books of the Corporation as they are issued. Each certificate shall exhibit the registered holder's name, the number and class of shares, shall be signed by the President and the Treasurer or the Secretary, and shall bear the seal of the Corporation or a facsimile thereof. When any such certificate is countersigned by a transfer agent or registered by a registrar, other than the Corporation itself or its employees, the signature of any such officer may be a facsimile signature. In case any officer who has signed or whose facsimile signature or signatures were placed on any such certificate, shall have ceased to be such officer before such certificate is issued, it may nevertheless be issued by the Corporation with the same effect as if he were such officer at the date of issue.

Section 2. Lost Certificates. The Board of Directors may direct a new share certificate or certificates to be issued in place of any certificate or certificates theretofore issued by the Corporation alleged to have been lost or destroyed, upon the making of an affidavit of that fact by the person claiming the certificate to be lost or destroyed. When authorizing such issue of a {H1460948.1}

new certificates, the Board of Directors may, in its discretion and as a condition precedent to the issuance thereof, require the owner of such lost or destroyed certificate or certificates, or his legal representative, to give the Corporation a bond in any such sum as it may direct or indemnity against any claim that may be made against the Corporation on account of the alleged loss or destruction of any such certificate or the issuance of any such new certificate.

Section 3. Registration of Transfer. Upon surrender to the Corporation by any transfer agent of the Corporation of a certificate for shares duly endorsed or accompanied by proper evidence of succession, assignment or authority to transfer, it shall be the duty of the Corporation or such transfer agent to issue a new certificate to the person entitled thereto, cancel the old certificate and record the transaction upon its books.

Section 4. Registered Shareholders. Except as otherwise provided by law, the Corporation shall be entitled to recognize the exclusive right of a person registered on its books as the owner of shares to receive dividends or other distributions, and to vote as such owner, and to hold liable for calls and assessments a person registered on its books as the owner of shares, and shall not be bound to recognize any equitable or legal claim to or interest in such share or shares on the part of any other person.

Section 5. Record Date. For the purpose of determining the shareholders entitled to notice of or to vote at any meeting of shareholders or any adjournment thereof, or to express consent to or dissent from any proposal without a meeting, or for the purpose of determining shareholders entitled to receive payment of any dividend or the allotment of any rights, or for the purpose of any other action affecting the interests of shareholders, the Board of Directors may fix, in advance, a record date. Such date shall not be more than sixty (60) nor less than ten (10) days before the date of any such meeting, nor more than sixty (60) days prior to any other action. {H1460948.1}

In each case, except as otherwise provided by law, only such persons as shall be shareholders of record on the date so fixed shall be entitled to notice of, and to vote at, such meeting and any adjournment thereof, or to express such consent or dissent, or to receive payment of such dividend, or such allotment of rights, or otherwise to be recognized as shareholders for any related purpose, notwithstanding any registration or transfer of shares on the books of the Corporation after any such record date so fixed.

### ARTICLE IX - GENERAL PROVISIONS

Section 1. Dividends. Subject to the applicable provisions of the Certificate of Incorporation, if any, dividends upon the outstanding shares of the Corporation may be declared by the Board of Directors at any regular or special meeting, pursuant to law, and may be paid in cash, in property, or in shares of the Corporation.

Section 2. Reserves. Before payment of any dividend, there may be set aside out of any funds of the Corporation available for dividends such sum or sums as the Board of Directors from time to time, in their absolute discretion, think proper as a reserve or reserves to meet contingencies, or for equalizing dividends, or for repairing or maintaining any property of the Corporation, or for such other purpose as the Board shall think conducive to the interest of the Corporation, and the Board may modify or abolish any such reserve in the manner in which it was created.

Section 3. Instruments Under Seal. All deeds, bonds, mortgages, contracts and other instruments requiring a seal may be signed in the name of the Corporation by the President or by any other officer authorized to sign such instrument by the President or the Board of Directors.



Section 4. Checks, Etc. All checks or demands for money and notes or other instruments evidencing indebtedness or obligations of the Corporation shall be signed by such officer or such other person or persons as the Board of Directors may from time to time designate.

Section 5. Fiscal Year. The fiscal year of the Corporation shall be a January 1 through December 31.

Section 6. Seal. The corporate seal shall have inscribed thereon the name of the Corporation, the year of its organization and the words "Corporate Seal New York". The seal may be used by causing it or a facsimile thereof to be impressed or affixed or otherwise reproduced.

### **ARTICLE X - INDEMNITY**

Section 1. Indemnity. (a) The Corporation shall indemnify to the fullest extent now or hereafter provided for or permitted by law each person involved in, or made or threatened to be made a party to, any action, suit, claim or proceeding, arbitration, alternative dispute resolution mechanism, investigation, administrative or legislative hearing or any other actual, threatened, pending or completed proceeding, whether civil or criminal, or whether formal or informal, and including an action by or in the right of the Corporation or any other corporation, or any partnership, joint venture, trust, employee benefit plan or other enterprise, whether profit or non-profit (any such entity, other than the Corporation, being hereinafter referred to as an "Proceeding"), and including appeals therein (any such process being hereinafter referred to as a "Proceeding"), by reason of the fact that such person, such person's testator or intestate (i) is or was a director or officer of the Corporation, or (ii) while serving as a director or officer of the Corporation, is or was serving, at the request of the Corporation, as a director, officer, or in any other capacity, any other Enterprise, against any and all judgments, fines, penalties, amounts paid (H1460948.1)

in settlement, and expenses, including attorneys' fees, actually and reasonably incurred as a result of or in connection with any Proceeding, or any appeal therein, except as provided in paragraph b hereof.

- (b) No indemnification shall be made to or on behalf of any such person if a judgment or other final adjudication adverse to such person establishes that such person's acts were committed in bad faith or were the result of active and deliberate dishonesty and were material to the cause of action so adjudicated, or that such person personally gained in fact a financial profit or other advantage to which such person was not legally entitled. In addition, no indemnification shall be made with respect to any Proceeding initiated by any such person against the Corporation, or a director or officer of the Corporation, other than to enforce the terms of this ARTICLE X, unless such Proceeding was authorized by the Board of Directors. Further, no indemnification shall be made with respect to any settlement or compromise of any Proceeding unless and until the Corporation has consented to such settlement or compromise.
- person shall be given to the Corporation as soon as practicable. The Corporation shall then be permitted to participate in the defense of any such proceeding or, unless a conflict of interest exists between such person and the Corporation in the conduct of such defense, to assume such defense. In the event that the Corporation assumes the defense of any such Proceeding, legal counsel selected by the Corporation shall be acceptable to such person. After such an assumption, the Corporation shall not be liable to such person for any legal or other expenses subsequently incurred by such person unless such expenses have been expressly authorized by the Corporation. In the event that the Corporation participates in the defense of any such Proceeding, such person may select counsel to represent such person in regard to such a {H1460948.1}

Proceeding provided such person cooperates in good faith with any request that common counsel be utilized by the parties to any Proceeding who are similarly situated, unless to do so would be inappropriate due to actual or potential differing interests between or among such parties.

(d) In making any determination regarding any person's entitlement to indemnification hereunder, it shall be presumed that such person is entitled to indemnification, and the Corporation shall have the burden of proving the contrary.

Section 2. Expenses. Except in the case of a Proceeding against a director or officer specifically approved by the Board of Directors, the Corporation shall, subject to Section 1 above, pay all expenses actually and reasonably incurred by or on behalf of a director or officer in defending any Proceeding in advance of the final disposition of such Proceeding. Such payments shall be made promptly upon receipt by the Corporation, from time to time, of a written demand of such for such advancement, together with an undertaking by or on behalf of such person or repay any expenses so advanced to the extent that the person receiving the advancement is ultimately found not to be entitled to indemnification for part or all of such expenses.

Section 3. Non-Exclusivity. The rights to indemnification and advancement of expenses granted by or pursuant to this ARTICLE X: (i) shall not limit or exclude, but shall be in addition to, any other rights which may be granted by or pursuant to any statute, corporate charter, bylaw, resolution of shareholders or directors or agreement; (ii) shall be deemed to constitute contractual obligations of the Corporation to any director or officer who serves in a capacity referred to in Section 1 at any time while this ARTICLE X is in effect; (iii) shall continue to exist after the repeal or modification of this ARTICLE X with respect to events occurring prior thereto; and (iv) shall continue as to a person who has ceased to be a director or officer and shall {H1460948.1}

inure to the benefit of the estate, spouse, heirs, executors, administrators or assigns of such person. It is the intent of this ARTICLE X to require the Corporation to indemnify the persons referred to herein in each and every circumstance in which such indemnification could lawfully be permitted by express provisions of bylaws, and the indemnification required by this ARTICLE X shall not be limited by the absence of an express recital of such circumstances.

Section 4. Agreements. The Corporation may, with the approval of the Board of Directors, enter into an agreement with any person who is, or is about to become, a director, officer, employee or agent of the Corporation, or who is serving, or is about to serve, at the request of the Corporation, as a director, officer, employee, agent or in any other capacity, of any other Enterprise. Any such agreement may provide for indemnification of such person and advancement of expenses to such person upon terms, and to the maximum extent, permitted by law. The failure to enter into any such agreement shall not affect or limit the rights of any such person under this ARTICLE X.

Section 5. Insurance. The Corporation may purchase and maintain insurance to indemnify the Corporation and any person eligible to be indemnified under this ARTICLE X within the limits permitted by law.

### **ARTICLE XI - AMENDMENTS**

Section 1. Power to Amend. These Bylaws may be amended or repealed or a new bylaw or bylaws may be adopted by the vote of a majority of the Board. However, any bylaw or bylaws adopted by the Board may be amended or repealed by the affirmative vote of the holders of a majority of the shares entitled at the time to vote in the election of any directors.

Section 2. Amendment Affecting Election of Directors. If any bylaw regulating an impending election of directors is adopted, amended or repealed by the Board, there shall be set {H1460948.1}

	forth in the notice of the next meeting of shareholders for the election of directors the bylaw so						
	adopted, amended or repea	led, together with a con	cise statement of the	changes made.			
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## **Exhibit A-14 Secretary of State**



# \*201609700166\*

DATE: 04/06/2016 DOCUMENT ID 201609700166

D DESCRIPTION

FOREIGN LICENSE/FOR-PROFIT (FLF)

FILING 99.00 EXPED 100.00 PENALTY

CERT

COPY

Receipt

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

NSI 145 BAKER ST. ATTN:MARINA REEL MARION, OH 43302

# STATE OF OHIO CERTIFICATE

# Ohio Secretary of State, Jon Husted 3887384

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

CLEAR POINT ENERGY, INC.

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

Document(s)

Document No(s):

201609700166

FOREIGN LICENSE/FOR-PROFIT

Effective Date: 04/05/2016

Authorization to transact business in Ohio is hereby given, until surrender, expiration or cancellation of this license.



United States of America State of Ohio Office of the Secretary of State Witness my hand and the seal of the Secretary of State at Columbus, Ohio this 6th day of April, A.D. 2016.

Ohio Secretary of State





Form 530A Prescribed by:

## JON HUSTED OHIO SECRETARY OF STATE

Toll Free: (977) 803-FRE (877-767-3453) Central Orio: (814) 488-3910

www.ChioSecrolacyofState.gov busserv@ChioSecretaryofState.gov

File coline or for more information; www.ChiBusinessCentral.com

Mail this form to one of the following:

Regular Filing (non separtite) P.O. Box 676 Columbus, Ort 43218

Expedits Filing (Thus business day processing time. Flaquires qui ordelismes \$100.00)

P.O. Box 1990 Codumbus, Chi 42218

## Foreign For-Profit Corporation Application for License

Filing Fee: \$99 (151-FLF)

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Page 1 of 3

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Page 2 of 3

Form 530A

Last Revised: 9/24/2015

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President	of	Clear Point Energy, Inc.
Officer Title	•	Corporation
the corporation described in the foregoing app and correct to best of my knowledge and belie		on, and that the statements contained in sald application are true
Name Angelo Chambr	one	
Signature Signature	Q	
Sworn before me and subscribed on 4-4-	14	
Date  A/A  Notary		South
NOTARY SEAL		Expiration Date of Notery's Commission
Angela M. Boles Notary Poblic, State of Now York Onal. in Oneedzga Co. No. 01806074211 Commission Expires May 13, 20 18		05/13/2018 Date

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## **Exhibit B-1 Jurisdiction of Operations**

## **List of Jurisdictions of Operations**

Clear Point Energy, Inc. ("Clear Point") is not currently licensed in any jurisdiction as an electricity broker. Clear Point currently provides consulting and brokerage services in New York. At present, New York does not require licensing of brokers.

#### **Exhibit B-2 Experience and Plans**

#### **Experience and Plans**

Clear Point Energy, Inc. ("Clear Point") plans to offer electricity brokerage, consulting, and procurement services in Ohio. Our staff has over 60 years combined experience in the energy industry and held senior positions at both utilities and energy marketing companies. See key staff bios below.

#### Angelo Chambrone, President

Angelo Chambrone has over twenty (25) years of energy experience in both deregulated and regulated markets. He has a solid track record of success and exceeding expectations. His expertise spans operations, wholesale supply, risk management, pricing, sales, and regulatory affairs. Angelo currently leads Clear Point Energy, an energy consulting and procurement services firm. His firm focuses on large energy buyers, and start-up and new entrants in the retail energy supply business. Clear Point Energy provides strategic and technical consulting on a national basis. Prior to Clear Point he served as Vice President of BlueRock Energy of Syracuse, NY. He was a founder and key contributor in developing BlueRock from start-up to successful operations. Over his career he has held senior positions with leading energy marketing and utility firms. Angelo has also participated in numerous regulatory proceedings on industry restructuring of deregulated energy markets. He holds an M.B.A from LeMoyne College of Syracuse, and a B.S. in Accounting from the State University of NY College of Technology at Utica, NY.

#### Sandy Kraker, Director of Sales

With over 30 years in the regulated and deregulated energy business, Sandy Kraker, Director of Sales provides technical support, consulting services and procurement activities on behalf of Clear Point Energy. Mr. Kraker's experience began as manager of the gas transportation program at Niagara Mohawk during the genesis of gas deregulation in NY State. After leaving the utility Sandy represented a number of energy and consulting companies working primarily with fortune 500 companies. His energy tenure includes the following: Senior Sales Manager, Direct Energy Business; Vice President, Sales and Marketing, Synergy Energy Holdings; Director of Upstate NY Business, Constellation New Energy; Vice President, North American Energy Conservation (NAEC); Senior Sales Mgr., Hess Corporation and Regional Sales Manager, Direct Gas Supply / Texas Utilities Corporation. With regard to procurement, Sandy's varied experience with these major Energy Companies provides valuable perspective on the viability, credibility and idiosyncrasies of the suppliers most qualified to serve Clear Point Energy clients. Mr. Kraker holds a B.S. in Business Management & Agricultural Engineering from Cornell University and a BS in Industrial Technology, State University of NY at Oswego.

#### Thomas Begay - Energy Analyst

Thomas Begay has almost a decade working in firms in both the regulated and de-regulated portions of the energy market. This has provided him significant experience in both front office (marketing/product development) and back office (billing/account management, customer/market analysis) operations. He currently works at Clear Point Energy, an energy consulting firm. The firm focuses on start-up and new entrants in the retail energy supply business. Clear Point Energy provides strategic and technical consulting on a national basis; Thomas works on market analysis and customer support. His previous work experience in the energy industry includes work for New York State Electric and Gas during the initial de-regulation of New York's energy market; working for Niagara Mohawk Energy Marketing (later Select Energy) in Billing Administration; and then the past two years working as an energy analyst for Clear Point Energy. He holds a B.S. in Business from LeMoyne College and a M.B.A. from Binghamton University.



#### **Exhibit B-2 Experience and Plans**

#### **Contracting Procedures**

Clear Point will follow all Ohio PUC rules and regulations for enrolling customers with a licensed electricity supplier. Our internal procedures require informing customers that we are a licensed broker and represent both suppliers and/or customers. Our fees will be disclosed upfront to customers. We will further advise customers that the price we quote from our licensed suppliers is inclusive of Clear Point fees unless another fee structure has been agreed upon between customer and Clear Point. We also provide customers with important phone numbers and website information for complaint handling and customer service for Clear Point Energy, the licensed supplier, Ohio Public Utility Commission and the Ohio Consumer Council.

#### **Complaint Handling Procedures**

Clear Point treats customer complaints very seriously. We make every effort to resolve customer complaints in a timely fashion. We will also advise customer they can contact directly the licensed supplier, Ohio Public Utility Commission, and Ohio Consumer Council to discuss their complaint. Customer will be provided phone numbers and website information for each of these entities along with any specific utility or supplier account number identification needed to resolve their issue.



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

#### **Summary of Experience**

Clear Point Energy, Inc. ("Clear Point") staff has over 60 years combined experience in the energy industry and held senior positions at both utilities and energy marketing companies. See Exhibit B-2 for more bios of our staff. Angelo Chambrone has direct experience managing the electric supply function for retail suppliers and our staff has worked in sales and billing functions in many deregulated markets.

#### **Experience**

Clear Point currently provides energy brokerage and procurement services in New York. Our client base includes hospitals, national restaurant chains. We currently serve approximately 50 accounts with an annual electricity volume of 40,000,000 kWh across multiple utility service areas.



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

#### **Disclosure**

Clear Point Energy, Inc. ("Clear Point") does not have any past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could impact Clear Point's ability to provide the services we are seeking to be certified.



## **Exhibit C-1 Annual Reports**

#### **Annual Reports**

Clear Point Energy, Inc. ("Clear Point") is a privately held New York corporation and is taxed as a Sub-Chapter-S corporation. Clear Point is not required and does not prepare annual reports.

## **Exhibit C-2 SEC Filings**

## **Annual Reports**

Clear Point Energy, Inc. ("Clear Point") is a privately held New York corporation and is taxed as a Sub-Chapter-S corporation. Clear Point is not required and does not prepare any SEC filings.



## **Exhibit C-3 Financial Statements**

#### **Financial Statements**

Clear Point Energy, Inc. ("Clear Point") is a privately held New York corporation and does not prepare audited financial statements. Please see separate envelope marked "Confidential Information" for a copy of our last two years of un-audited financial statements.



## **Exhibit C-4 Financial Arrangements**

#### **Financial Arrangements**

This section is Not Applicable (N/A). Clear Point Energy, Inc. ("Clear Point") is applying to be certified as a retail electricity broker. Clear Point will not take title of electricity on behalf of our customers. Clear Point therefore does not have any financial arrangements to report.



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

## **Forecasted Financial Statements**

Please see separate envelop marked "Confidential Information" with two years of forecasted financial statements for your review.



## **Exhibit C-6 Credit Rating**

<u>N/A</u>



## **Exhibit C-7 Credit Report**

## **Credit Report**

Please see attached credit report dated May 19, 2016 from Experian credit services company.



#### Experian Business Credit

#### CreditScore<sup>SM</sup> Report

as of: 05/19/16 15:29 ET

#### Clear Point Energy, Inc.

Address:

3934 Pawnee Dr

Liverpool, NY 13090-2851

United States

Phone:

888-341-1041

Website:

clearpointenergy.com

Experian BiN:

959572679

Key Personnel:

Angelo S Chambrone

SIC Code:

4911-Electric Services

NAICS Code:

221100-Electric Power Generation,

Transmission And Distribution

Business Type:

Experian File Established:

Corporation May 2012

Experian Years on File:

4 Years

Years in Business:

More than 4 Years

Payment Tradelines. **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. Lowest 6 Month Balance:

Highest 6 Month Balance: Current Total Account Balance:

Highest Credit Amount Extended:

Businesses Scoring Worse: √ Bankruptcies: √ Liens

√ Judgments Filed:

0

ß

71%

✓ Collections:

## Credit Ranking Score: 72

\$1,168

\$4,425

\$0

High







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:

- · Low number of recently reported commercial accounts.
- · High maximum commercial account bal in the last 12 mos.
- · Length of time on experian's file.
- Ratio of total bal to total high bal across all comm accts.

Recommended Action: Low To Medium Risk

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## **Exhibit C-8 Bankruptcy Information**

#### **Bankruptcy Information**

Clear Point Energy, Inc. ("Clear Point") has never filed for bankruptcy or had any reorganizations since inception. Clear Point does not have any corporate debt or liens filed on behalf of any creditor since inception of the company.



## **Exhibit C-9 Merger Information**

## **Merger Information**

Clear Point Energy, Inc. ("Clear Point") has never had any dissolution, merger, or acquisition of company since inception.



## **Exhibit C-10 Corporate Structure**

### Clear Point Energy Corporate Structure:

Clear Point Energy is a standalone New York Corporation and does not have any affiliates or subsidiaries. Clear Point Energy was formed on 11/17/2010.

