



Public Utilities Commission

PUCO USE ONLY – Version 1.08		
Date Received	Renewal Certification Number	ORIGINAL AGG Case Number
		15 - 0584 - GA-AGG

RENEWAL CERTIFICATION APPLICATION COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS

Please **type or print** all required information. Identify all attachments with an exhibit label and title (*Example: Exhibit A-15 - 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 directly input information onto the form. You may also download the form by saving it to your local disk.

SECTION A - APPLICANT INFORMATION AND SERVICES

A-1 Applicant intends to renew its certificate as: (check all that apply)

☒ Retail Natural Gas Aggregator ☒ Retail Natural Gas Broker

A-2 Applicant information:

Legal Name Energy Deals LLC
 Address 33648 Saint Francis Drive, Avon, Ohio 44011
 Telephone No. 866-892-0910 Web site Address www.energypricechoice.com
 Current PUCO Certificate No. 15-431G Effective Dates 4-24-15

A-3 Applicant information under which applicant will do business in Ohio:

Name Energy Deals LLC
 Address 33648 Saint Francis Drive, Avon, Ohio 44011
 Web site Address www.energypricechoice.com Telephone No. 866-892-0910

A-4 List all names under which the applicant does business in North America:

Energy Deals LLC

A-5 Contact person for regulatory or emergency matters:

Name David Ramos Title Project Manager
 Business Address 33730 Lear Industrial Parkway, Avon, Ohio 44011
 Telephone No. (866) 892-0910 Fax No. (440) 536-9553 Email Address support@energypricechoice.com

This is to certify that the images appearing are an accurate and complete reproduction of a case file document delivered in the regular course of business. Technician 3/24/17 Date Processed 3/24/17

A-6 Contact person for Commission Staff use in investigating customer complaints:

Name David Ramos

Title Project Manager

Business address 33730 Lear Industrial Parkway, Avon, Ohio 44011

Telephone No. (866) 892-0910

Fax No. (440) 536-9553

Email Address support@energypricechoice.com

A-7 Applicant's address and toll-free number for customer service and complaints

Customer service address 866-892-0910

Toll-Free Telephone No. 866-892-0910

Fax No. 4405369553

Email Address support@energypricechoice.

A-8 Provide "Proof of an Ohio Office and Employee," in accordance with Section 4929.22 of the Ohio Revised Code, by listing name, Ohio office address, telephone number, and Web site address of the designated Ohio Employee

Name Dennis Giancola

Title Managing Member

Business address 33730 Lear Industrial Parkway, Avon, Ohio 44011

Telephone No. 8668920910

Fax No. 4405369553

Email Address support@energypricechoice.com

A-9 Applicant's federal employer identification number 46-4909696

A-10 Applicant's form of ownership: (Check one)

☐ Sole Proprietorship

☐ Partnership

☐ Limited Liability Partnership (LLP)

☒ Limited Liability Company (LLC)

☐ Corporation

☐ Other

A-11 (Check all that apply) Identify each natural gas company service area in which the applicant is currently providing service or intends to provide service, including identification of each customer class that the applicant is currently serving or intends to serve, for example: *residential, small commercial, and/or large commercial/industrial (mercantile) customers*. (A mercantile customer, as defined in Section 4929.01(L)(1) of the Ohio Revised Code, means a customer that consumes, other than for residential use, more than 500,000 cubic feet of natural gas per year at a single location within the state or consumes natural gas, other than for residential use, as part of an undertaking having more than three locations within or outside of this state. In accordance with Section 4929.01(L)(2) of the Ohio Revised Code, "Mercantile customer" excludes a not-for-profit customer that consumes, other than for residential use, more than 500,000 cubic feet of natural gas per year at a single location within this state or consumes natural gas, other than for residential use, as part of an undertaking having more than three locations within or outside this state that has filed the necessary declaration with the Public Utilities Commission.)

<input checked="" type="checkbox"/> Columbia Gas of Ohio	<input checked="" type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Dominion East Ohio	<input checked="" type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Duke Energy Ohio	<input checked="" type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Vectren Energy Delivery of Ohio	<input checked="" type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial

A-12 If applicant or an affiliated interest previously participated in any of Ohio's Natural Gas Choice Programs, for each service area and customer class, provide approximate start date(s) and/or end date(s) that the applicant began delivering and/or ended services.

☒ **Columbia Gas of Ohio**

<input checked="" type="checkbox"/> Residential	Beginning Date of Service	4-24-15	End Date
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	4-24-15	End Date
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	4-24-15	End Date
<input checked="" type="checkbox"/> Industrial	Beginning Date of Service	4-24-15	End Date

☒ **Dominion East Ohio**

<input checked="" type="checkbox"/> Residential	Beginning Date of Service	4-24-15	End Date
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	4-24-15	End Date
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	4-24-15	End Date
<input checked="" type="checkbox"/> Industrial	Beginning Date of Service	4-24-15	End Date

☒ **Duke Energy Ohio**

<input checked="" type="checkbox"/> Residential	Beginning Date of Service	4-24-15	End Date
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	4-24-15	End Date
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	4-24-15	End Date
<input checked="" type="checkbox"/> Industrial	Beginning Date of Service	4-24-15	End Date

☒ **Vectren Energy Delivery of Ohio**

<input checked="" type="checkbox"/> Residential	Beginning Date of Service	4-24-15	End Date
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	4-24-15	End Date
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	4-24-15	End Date
<input checked="" type="checkbox"/> Industrial	Beginning Date of Service	4-24-15	End Date

A-13 If not currently participating in any of Ohio's four Natural Gas Choice Programs, provide the approximate start date that the applicant proposes to begin delivering services:

<input type="checkbox"/>	Columbia Gas of Ohio	Intended Start Date
<input type="checkbox"/>	Dominion East Ohio	Intended Start Date
<input type="checkbox"/>	Duke Energy Ohio	Intended Start Date
<input type="checkbox"/>	Vectren Energy Delivery of Ohio	Intended Start Date

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

- A-14 Exhibit A-14 "Principal Officers, Directors & Partners,"** provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.
- A-15 Exhibit A-15 "Company History,"** provide a concise description of the applicant's company history and principal business interests.
- A-16 Exhibit A-16 "Articles of Incorporation and Bylaws,"** provide the articles of incorporation filed with the state or jurisdiction in which the applicant is incorporated and any amendments thereto, *only if the contents of the originally filed documents changed since the initial application.*
- A-17 Exhibit A-17 "Secretary of State,"** provide evidence that the applicant is still currently registered with the Ohio Secretary of the State.

SECTION 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 current 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 natural gas service, or retail/wholesale electric services.
- B-2 Exhibit B-2 "Experience & Plans,"** provide a current 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 4929.22 of the Revised Code and contained in Chapter 4901:1-29 of the Ohio Administrative Code.
- B-3 Exhibit B-3 "Summary of Experience,"** provide a concise and current summary of the applicant's experience in providing the service(s) for which it is seeking renewed certification (e.g., number and types of customers served, utility service areas, volume of gas supplied, etc.).
- B-4 Exhibit B-4 "Disclosure of Liabilities and Investigations,"** provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocations 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 for which it is seeking renewed certification since applicant last filed for certification.

- B-5 Exhibit B-5 "Disclosure of Consumer Protection Violations,"** disclose whether the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant has been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws since applicant last filed for certification.

☒ 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 Exhibit B-6 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation,"** disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail natural gas or retail/wholesale electric service denied, curtailed, suspended, or revoked, or whether the applicant or predecessor has been terminated from any of Ohio's Natural Gas Choice programs, or been in default for failure to deliver natural gas since applicant last filed for certification.

☒ 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.

SECTION 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, labeled as 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 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 whether 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 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 Exhibit C-5 “Forecasted Financial Statements,” provide two years of forecasted income statements for the applicant's **NATURAL GAS 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 current 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 current credit report from Experian, 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.

SECTION D – APPLICANT TECHNICAL CAPABILITY

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

- D-1 Exhibit D-1 "Operations,"** provide a current written description of the operational nature of the applicant's business functions.
- D-2 Exhibit D-2 "Operations Expertise,"** given the operational nature of the applicant's business, provide evidence of the applicant's current experience and technical expertise in performing such operations.
- D-3 Exhibit D-3 "Key Technical Personnel,"** provide the names, titles, email addresses, telephone numbers, and background of key personnel involved in the operational aspects of the applicant's current business.

Applicant Signature and Title

Dennis Leoncole

MANAGING MEMBER

Sworn and subscribed before me this

17th day of March

Month

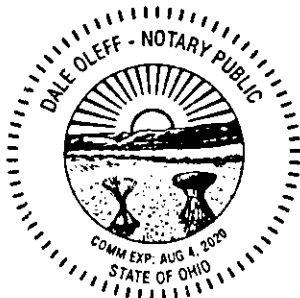
2017 Year

[Signature]

Signature of official administering oath

Dale Oleff / Banker

Print Name and Title



My commission expires on

8/4/2020



The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service Affidavit Form (Version 1.07)

In the Matter of the Application of)

Energy Deals LLC)

for a Certificate or Renewal Certificate to Provide)
Competitive Retail Natural Gas Service in Ohio.)

Case No. 15 - 0584 -GA-AGG

County of Lorain

State of Ohio

Dennis J. Giancola

[Affiant], being duly sworn/affirmed, hereby states that:

- (1) The information provided within the certification or certification renewal application and supporting information is complete, true, and accurate to the best knowledge of affiant.
- (2) The applicant will timely file an annual report of its intrastate gross receipts and sales of hundred cubic feet of natural gas pursuant to Sections 4905.10(A), 4911.18(A), and 4929.23(B), Ohio Revised Code.
- (3) The applicant will timely pay any assessment made pursuant to Section 4905.10 or Section 4911.18(A), Ohio Revised Code.
- (4) Applicant will comply with all applicable rules and orders adopted by the Public Utilities Commission of Ohio pursuant to Title 49, Ohio Revised Code.
- (5) Applicant will cooperate with the Public Utilities Commission of Ohio and its staff in the investigation of any consumer complaint regarding any service offered or provided by the applicant.
- (6) Applicant will comply with Section 4929.21, Ohio Revised Code, regarding consent to the jurisdiction of the Ohio courts and the service of process.
- (7) Applicant will inform the Public Utilities Commission of Ohio of any material change to the information supplied in the certification or certification renewal application within 30 days of such material change, including any change in contact person for regulatory or emergency purposes or contact person for Staff use in investigating customer complaints.
- (8) Affiant further sayeth naught.

Affiant Signature & Title

Dennis J. Giancola MANAGING MEMBER

Sworn and subscribed before me this

17th

day of

March

Month

2017

Year

[Signature]

Signature of Official Administering Oath

Dale Oloff / Banker

Print Name and Title



My commission expires on

8/4/2020

Exhibit A-14 "Principal Officers, Directors & Partners

**Dennis J. Giancola, Managing Member
Energy Deals LLC
33648 St. Francis Drive
Avon, OH 44011
Phone: 440-937-7937**

**David Ramos, Project Manager
Energy Deals LLC
33730 Lear Industrial Parkway
Avon, OH 44011
866-892-0910**

Exhibit A-15 "Company History"

Energy Deals LLC is a legal Ohio LLC established in February 25, 2014. It is solely owned by Dennis J. Giancola, its managing member. Mr. Giancola also owns H.P. Technologies, Inc. H. P. Technologies, Inc. was established in 1984 and has grown into a comprehensive, diversified utility service company. Energy Deals LLC will primarily engage in the marketing and sales of energy supplies as an independent agency, i.e. we sell energy supply agreements to residential, commercial and industrial clients by representing the following utility suppliers: Constellation Energy, MidAmerican Energy, Direct Energy, Santanna Energy Services, Capital Energy, USG&E, Infinite Energy, Engie, Hudson Energy, Source Energy, Entrust Energy, and Crius Energy. We do not take title to the commodities. We are in the customer acquisition business. Approximately 95% of our business revenues will be directly attributed to the solicitation/acquisition of energy supply agreements.

We have been and will be a client relationship type organization dedicated to customer service. Energy Deals LLC has a marketing/sales staff consisting of independent agents and direct employees, that are poised to generate sales. Energy Deals LLC's sales representatives spent the majority of their careers in either the gas or power industry. Complementing our energy expertise, our team of sales consultants has a diverse set of credentials in telecommunications, process technology, facility management and HVAC applications. Energy Deals LLC has in-house expertise in metal melting, metal forming, heat treating, and metal finishing. Energy Deals LLC also has a team of IT specialists that work towards making the enrollment process as streamlined and transparent as possible.

Client Base – We call Northeast Ohio our home base. A majority of our business will be in Northeast Ohio. We will market to clients in Pennsylvania, New York, New Jersey, West Virginia, Texas, Illinois, Michigan and Florida. We will have a diverse customer base which include all customer classifications; residential, small commercial, large commercial and industrial.

Exhibit A-16 "Articles of Incorporation and Bylaws"



DATE	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
02/27/2014	201405600529	ARTICLES OF ORGNZTN/DOM PROFIT LIM LIAB CO.	125 00	0 00	0 00	0 00	0 00

Receipt

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

DENNIS J GIANCOLA
33648 SAINT FRANCIS DR.
AVON, OH 44011-3723

STATE OF OHIO CERTIFICATE

Ohio Secretary of State, Jon Husted
2272262

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

ENERGY DEALS LLC

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

Document(s)

ARTICLES OF ORGNZTN/DOM PROFIT LIM LIAB CO.

Effective Date: 02/25/2014

Document No(s)

201405600529



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 27th day of February, A.D. 2014.

Jon Husted
Ohio Secretary of State

UNITED STATES OF AMERICA
STATE OF OHIO
OFFICE OF THE SECRETARY OF STATE

I, Jon Husted, do hereby certify that I am the duly elected, qualified and present acting Secretary of State for the State of Ohio, and as such have custody of the records of Ohio and Foreign business entities; that said records show ENERGY DEALS LLC, an Ohio For Profit Limited Liability Company, Registration Number 2272262, was organized within the State of Ohio on February 25, 2014, is currently in FULL FORCE AND EFFECT upon the records of this office.



*Witness my hand and the seal of the
Secretary of State at Columbus, Ohio
this 24th day of January, A.D. 2017.*

Jon Husted

Ohio Secretary of State

Validation Number: 201702401430

Exhibit B-1 “Jurisdictions of Operation,”**Energy Deals LLC Licencing Info**

Territory	Electric	Gas
UNITED STATES		
Arkansas	not applicable	<input checked="" type="checkbox"/>
California	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Connecticut	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Delaware	<input checked="" type="checkbox"/> License # <u>5698812</u>	<input checked="" type="checkbox"/>
District of Columbia	<input checked="" type="checkbox"/> License # <u>Pending</u>	<input checked="" type="checkbox"/> License # <u>Pending</u>
Georgia	not applicable	<input checked="" type="checkbox"/>
Illinois	<input checked="" type="checkbox"/> License # <u>15-0268</u>	<input checked="" type="checkbox"/>
Indiana	not applicable	<input checked="" type="checkbox"/>
Kentucky	not applicable	<input checked="" type="checkbox"/>
Maine	<input type="checkbox"/> License # _____	<input type="checkbox"/> License # _____
Maryland	<input checked="" type="checkbox"/> License # <u>IR-3405</u>	<input checked="" type="checkbox"/> License # <u>IR-3403</u>
Massachusetts	<input checked="" type="checkbox"/> License # <u>EB-279</u>	<input checked="" type="checkbox"/> License # <u>RA-127</u>
Michigan	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
New Hampshire	<input checked="" type="checkbox"/> License # <u>DM-14-310</u>	<input checked="" type="checkbox"/> License # <u>DM-14-306</u>
New Jersey	<input type="checkbox"/> License # _____	<input type="checkbox"/> License # _____
New York	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
North Carolina	not applicable	<input checked="" type="checkbox"/>
Ohio	<input checked="" type="checkbox"/> License # <u>15-953E9</u>	<input checked="" type="checkbox"/> License # <u>15-431G</u>
Pennsylvania	<input checked="" type="checkbox"/> License # <u>A-2015-2500373</u>	<input checked="" type="checkbox"/> License # <u>A-2015-2499119</u>
Rhode Island	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
South Carolina	not applicable	<input checked="" type="checkbox"/>
Tennessee	not applicable	<input checked="" type="checkbox"/>
Texas	<input checked="" type="checkbox"/> License # _____	not applicable
Virginia	<input checked="" type="checkbox"/> License # _____	<input checked="" type="checkbox"/> License # _____
West Virginia	not applicable	<input checked="" type="checkbox"/>

Exhibit B- 2 "Experience & Plans,"

Energy Deals LLC is owned by Dennis J. Giancola. Dennis also owns another energy brokerage named H. P. Technologies for the last 31 years. Since 1993, H.P. Technologies, Inc. has successfully operated an independent energy sales organization that has entered into sales representative agreements with various local and national suppliers of energy. H.P. Technologies, Inc. has represented these energy suppliers and successfully acquired customers for these energy suppliers. H.P. Technologies, Inc. has been instrumental in client contact, contract administration and client management. Furthermore, H. P. Technologies, Inc. has been instrumental in addressing client concerns, complaints, etc. Dennis will bring all of these aspects to Energy Deals LLC.

Our plan for the future includes maintaining and expanding our current business. Energy Deals LLC will be customer focused in the commercial and industrial marketplaces. Occasionally, Energy Deals LLC will work through competitive electric and natural gas suppliers to enroll residential customers.

In 2015, Energy Deals LLC, in partnership with one of its energy suppliers and a not-for-profit charitable organization, plans to launch an "affinity" program primarily targeted to attract residential customers. This program will save money for our clients on electricity and natural gas purchases at preferred rates while donating significant portion of the proceeds to the charity.

Although, we have not been established as the primary location or source for customer inquiries based upon the written agreements that we foster between supplier and end user, we often are the primary interface with the customer because we have an established personal relationship with the buyers. Therefore, we have made ourselves readily available and accessible to the client for the purpose of supply, service and billing inquiries and complaints. We will handle these inquiries and complaints in a prudent and professional manner. We record the pertinent facts and judiciously seek suitable resolution to each and every situation.

In January of 2017, Energy Deals LLC launched our energy marketplace, EnergyPriceChoice.com. This site creates a place where our clients can easily sign up with our supplier partners for electricity and natural gas rates. It is also a tool where we can streamline the sign up process and remove as many errors as possible. The site fosters transparency and efficiency with our organization.

Exhibit B-3 "Summary of Experience"

Energy Deals LLC's managing member, Dennis J. Giancola, was employed by The East Ohio Gas Company during the period of 1977-1988, where his duties involved the sale of natural gas to industrial clients. His responsibilities included the sale of natural gas to firms engaged in the manufacturing of metals and metals products. The nearly 200 accounts had an annual usage of natural gas of 45,000,000 dth/yr. Dennis was an internal consultant to other corporate clients of the former Consolidated Natural Gas' subsidiaries, company is now know as Dominion. This activity included client contact and facility studies at businesses in western PA, northwestern West Virginia and clients of the West Ohio Gas Company, Lima, OH.

For the past 20 years, Mr. Giancola's participation in the deregulated sale of energy has largely been located in the Ohio area served by Dominion East Ohio and Columbia Gas. Mr. Giancola's average client count is about 2000 clients which includes residential, commercial (non-manufacturing) and industrial (manufacturing) accounts. His annual sales volume has averaged nearly 1,000,000 dth/yr. For 2015 and beyond, Energy Deals LLC is strategically poised to grow our customer count and volume through collaboration with trade organizations, city governments, charities, affinity programs and the addition of employees and independent sales agents.

From this point forward, our plans are to expand upon our 36 years of expertise in the energy business to expand our service offerings to new and existing residential, commercial and industrial accounts. The majority of our business will continue to be orchestrated through the diverse number of supplier/agent agreements that we nurture.

Exhibit B-4 " Disclosure of Liabilities and Investigations"

Energy Deals LLC has never had 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.

Exhibit C-1 “Annual Reports”

Not applicable: Dennis is sole owner of the company and therefore, it is not necessary to generate an Annual Report.

Exhibit C-2 “SEC Filings”

No 10-K/8-K Filings.

No parent company.

**Not required to file with the SEC
-company is owned by one person and no changes have occurred.**

Exhibit C-3 "Financial Statements,"

The financial statement pages are confidential. The hard copies were sent to the PUCO under seal via the USPS.

Exhibit C-4 "Financial Arrangements,"

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.

N/A - Energy Deals LLC does not take title to the electricity.

Exhibit C-5 "Forecasted Financial Statements,"

The forecasted financial statement pages are confidential. The hard copies were sent to the PUCO via the USPS under seal.




Exhibit C-6 "Credit Rating,"

A credit rating for Energy Deals LLC from Duff & Phelps, Duns and Bradstreet, Information Services, Fitch IBCA, Moody's Investors Service, Standard & Poors, or a similar organization is not available at the time of this application.

[Accounts](#)[Pay Bills](#)[Transfer Money](#)[Budget & Planning](#)[Settings](#)[Help](#)

Credit Score

As an exclusive benefit to Alliant members, we're making your credit score available to you for free to help you monitor and improve your creditworthiness.

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 [View Your Credit Score](#)
 [Manage Alerts](#)

Account Options

[Statements & Tax Forms](#)[Transactions](#)[Pending Transactions](#)[Pay Bills](#)[Transfer Money](#)[Travel Notifications](#)[Deposit Checks Online](#)[View Deposit Images](#)[Order Checks](#)[Withdrawal By Check](#)[Courtesy Pay & Overdraft](#)[Place Stop Payment](#)[Prior Year Contributions](#)[Verification Of Deposit](#)

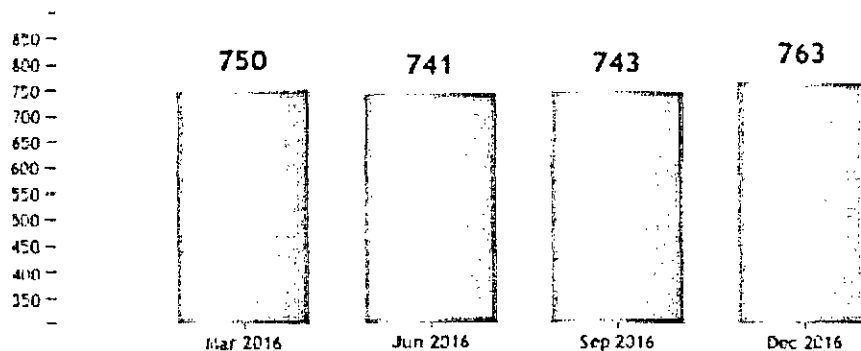
Apply for a New Account

[Open an Account](#)[Loan Applications](#)[Credit Card Applications](#)

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Credit Score History



EQ Vantage 3.0

[Credit Score FAQs](#)

Credit Score

763

December 2016

Factors affecting your credit score, in order of importance

1. Total of all balances on bankcard or revolving accounts is too high
2. You have too many inquiries on your credit report
3. Balances on bankcard/revolving accts too high compared to credit limits
4. The balances on your accounts are too high compared to loan amounts

743

September 2016

[Show Factors](#)**741**

June 2016

[Show Factors](#)**750**

March 2016

[Show Factors](#)

Your credit score is a key indicator of your creditworthiness, representing the likelihood to meet or become delinquent on a credit obligation in the future. A high credit score may save you thousands of dollars in interest and premiums if you're in the market to open a credit card, get a loan, and obtain insurance. Use this credit score to help you monitor and improve your creditworthiness.

There are many different scoring systems with different scales; a "good" credit score depends on the scoring system. The credit score displayed here is VantageScore[®]. It was developed by the three national credit reporting companies (Experian, Equifax, and TransUnion). Unlike other scoring models, the VantageScore[®] uses one set of calculations for all three bureaus, resulting in a more uniform and consistent score. This model weighs your payment history, credit utilization, outstanding balances, depth of credit, recent credit, and available credit to calculate your credit score.

We will update your credit score quarterly. This is not a hard pull and will not impact your credit rating. Alliant uses a different scoring model for lending.

If you do not want to receive this free credit score you can [Opt-out](#).

[Credit Score FAQs](#)

Exhibit C-7 'Credit Report,'

DENNIS J GIANCOLA - Experian
Date of Report: Mar 17, 2017

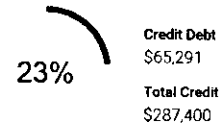


Account Summary

My Accounts Summary

Open Credit Cards	10
Open Retail Cards	2
Open Real Estate Loans	1
Open Installment Loans	3
Total Open Accounts	17
Accounts Ever Late	0
Collections Accounts	0
Average Account Age	7 yrs
Oldest Account	25 yrs 6 mos
newest account	◆

My Overall Credit Usage



My Debt Summary

Credit and Retail Card Debt	\$65,291
Real Estate Debt	\$20,978
Installment Loans Debt	\$34,525
Collections Debt	\$0
Total Debt	\$120,794

My Hard Credit Inquiries

8

My Public Records

0

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 since the last filed application.

NONE

Exhibit C-9 “Merger Information”

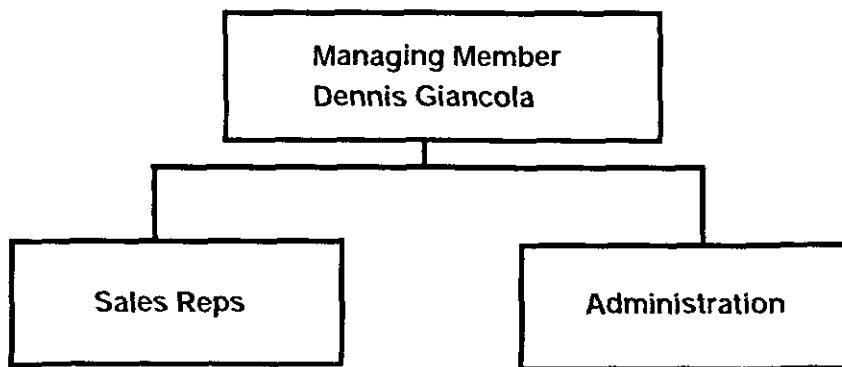
Provide a statement describing any dissolution or merger or acquisition of the applicant since applicant last filed for certification.

NONE

Exhibit C-10 "Corporate Structure"

Energy Deals LLC has a combination of employee(s) and independent sales representatives in its organization. There are no subsidiaries or affiliate companies that supply energy to customers in North America.

Energy Deals Organization Chart



D-1 Exhibit D-1 “Operations,”

Energy Deals LLC has been engaged in the sale of natural gas to end users for redelivery through local distribution companies. We typically arrange for this sale of natural gas by representing the seller of gas to the end user. We have not been engaged in the practice of taking title to the gas. The sales are executed by employing the supplier's legal agreements. In most cases, we deliver these documents to the end user for signature. Therefore, we have been engaged in customer acquisition, the presentation and completion of natural gas sales agreements on behalf of licensed CRNGS suppliers.

D-2 “Operations Expertise,”

given the operational nature of the applicant's business, provide evidence of the applicant's experience and technical expertise in performing such operations.

In 1977, Mr. Giancola started his thirteen year tenure with The East Ohio Gas Company. He began his career there as an industrial sales representative and was promoted several times in the sales and marketing departments. This first-hand experience provided Mr. Giancola with the tools necessary to plan, organize and successfully operate his own energy service company. It is here that he learned many of the desirable business methods and procedures that are applicable to the sale of energy. He became a master of this discipline and is an expert in the procedure of customer acquisition. The process requires a thorough understanding of energy, energy measurement, energy distribution, rates, accounting, finance and communication. All of the aforementioned business skills have been mastered by Mr. Giancola and blend seamlessly into his everyday business activity. He has a passion for his livelihood and has thrived on the competition in an environment with no guarantee of success but has built a credible relationship business one customer at time. It has been a slow and methodical rise to establishing a sustainable income in a commission only climate with a penchant for small margins.

H.P. Technologies, Inc. is an organized business that utilizes state-of-the-art information systems and communication tools to optimize its services in harmony with the suppliers and the end use clients. H.P. Technologies, Inc. takes a proactive role in defining the clients' energy requirements. The company creates and maintains the usage information so that it can advise its suppliers concerning monthly and annual supply requirements. H.P. Technologies, Inc. has provided this data, at the request of various suppliers, as a regular practice and is prepared to provide the information on a moment's notice.

H.P. Technologies, Inc. has learned and adapted to the sales procedures, contracts, start-up, operation, maintenance and fulfillment of natural gas sales/requirements for a regulated utility from 1977-1990 and for the past 20 years for suppliers in the deregulated sale of energy. It is through this combination of experiences that H.P. Technologies, Inc. has withstood the test of time, change and turmoil and has turned its attention to growth and expansion by accomplishing what it does best - bring seller and buyer together in a win-win cost savings environment.

Dennis Giancola carries over all these traits and business practices to Energy Deals LLC. Dennis established Energy Deals LLC with the intention of expanding our business by utilizing technology.

D-3 Exhibit D-3 “Key Technical Personnel,”

provide the names, titles, email addresses, telephone numbers, and background of key personnel involved in the operational aspects of the applicant's business.

Dennis J. Giancola, Managing Member of Energy Deals LLC
33648 St. Francis Dr.
Avon, OH 44011
440-937-7937
giancoladenny@gmail.com

Background:

DENNIS J. GIANCOLA, Managing Member, has a distinctive blend of engineering, financial and marketing skills, valuable to providing energy services. Many of Dennis' skills were developed through his 36 years in the energy industry. Dennis has extensive experience in energy planning, forecasting and marketing. Mr. Giancola is a graduate materials engineer and also earned a masters degree in business administration. He is also a Chartered Industrial Gas Consultant, a designation achieved through the successful fulfillment of the study of energy sales and applications presented by the Institute of Gas Technology, Chicago, IL.

In 1990, Mr. Giancola and the Edison Materials Technology Center (EMTEC), Kettering, OH were awarded a \$286,000 grant from the Ohio Department of Development to launch a technology transfer organization for firms involved in the treatment of metals. H.P. Technologies, Inc. managed the successful launch and growth of the “Heat Treating Network”.

H.P. Technologies, Inc. was instrumental in the start-up of two natural gas marketing companies. In 1994, Mr. Giancola redirected the focus of H.P. Technologies, Inc. into an independent energy sales organization. H.P. Technologies, Inc. has to its credit an industrial and commercial customer following of approximately 1000 companies with an aggregate usage of about 1.0 billion cubic feet of natural gas per year. H.P. Technologies, Inc. has also been involved in the sale of electricity and to a lesser extent telecommunications.

Mr. Giancola has performed over 100 site assessments to identify opportunities to improve equipment energy efficiency. He has been involved in over 40 performance evaluations relating to R & D projects and commercial demonstrations of new and emerging technologies. H.P. Technologies, Inc. has a unique understanding of the usage of energy gained from its hands on experiences inside various industrial and commercial facilities.

D-3 Exhibit D-3 “Key Technical Personnel,”

Mr. Giancola has had articles published in Entrepreneurial Economy Review, Heat Treating, Industrial Heating, and Wire Journal. Dennis published his own industry newsletter titled Energy Informant News from 1981 - 1987 and published Networking from 1991-1995.

Dennis' merits include many awards and achievements. He is a past recipient of the Cleveland Technical Societies Council - Technical Achievement Award and the American Gas Association - Industrial Achievement Award. In addition, he was inducted into the American Gas Association Commercial and Industrial Hall of Flame and served as past Chairman of the Cleveland Chapter of ASM International. He is listed in six Who's Who publications including Who's Who Worldwide.

Dennis started Energy Deals LLC February 25th, 2014 with the intention of expanding upon what he created with H. P. Technologies, Inc. through the use of the Internet and technology.