

FILE

20



# Public Utilities Commission

Original AGG Case Number	Version
15 - 930 -EL-AGG	May 2016

## RENEWAL APPLICATION FOR ELECTRIC AGGREGATORS/POWER BROKERS

Please print or type all required information. Identify all attachments with an exhibit label and title (Example: Exhibit C-10 Corporate Structure). All attachments should bear the legal name of the Applicant. Applicants should file completed applications and all related correspondence with the Public Utilities Commission of Ohio, Docketing Division; 180 East Broad Street, Columbus, Ohio 43215-3793.

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

### A. RENEWAL INFORMATION

A-1 Applicant intends to be certified as: (check all that apply)

- Power Broker       Aggregator

A-2 Applicant's legal name, address, telephone number, PUCO certificate number, and web site address

Legal Name Broadway Energy Inc.  
 Address 100 Tec St, Suite A Hicksville, NY 11801  
 PUCO Certificate # and Date Certified 15-981E - 6/13/2015  
 Telephone # (718) 205-1800 Web site address (if any) www.broadwayenergyus.com

A-3 List name, address, telephone number and web site address under which Applicant will do business in Ohio

Legal Name Broadway Energy Inc.  
 Address 100 Tec St, Suite A Hicksville, NY 11801  
 Telephone # (718) 205-1800 Web site address (if any) www.broadwayenergyus.com

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

Broadway Energy Inc. \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

A-5 Contact person for regulatory or emergency matters

Name Tassan Jatikusuma  
 Title Owner  
 Business address 100 Tec St, Suite A Hicksville, NY 11801  
 Telephone # (718) 205-1800 Fax # (212) 937-3813  
 E-mail address tassan@broadwayenergyus.com

RECEIVED DOCUMENTS  
 2017 MAY 10 PM 1:25  
 PUCO

This is to certify that the information contained herein is an accurate and complete reproduction of a case file document delivered in the regular course of business.  
 Technician SM Date Processed MAY 10 2017

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

Name Tassan Jatikusuma  
Title Owner  
Business address 100 Tec St, Suite A Hicksville, NY 11801  
Telephone # (718) 205-1800 Fax # (212) 937-3813  
E-mail address tassan@broadwayenergyus.com

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

Customer Service address 100 Tec St, Suite A Hicksville, NY 11801  
Toll-free Telephone # (718) 205-1800 Fax # (212) 937-3813  
E-mail address tassan@broadwayenergyus.com

**A-8 Applicant's federal employer identification number # 26-4166993**

**A-9 Applicant's form of ownership (check one)**

- |  |  |
|--|--|
| <input type="checkbox"/> Sole Proprietorship                 | <input type="checkbox"/> Partnership                     |
| <input type="checkbox"/> Limited Liability Partnership (LLP) | <input type="checkbox"/> Limited Liability Company (LLC) |
| <input checked="" type="checkbox"/> Corporation              | <input type="checkbox"/> Other _____                     |

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- ✓ **A-10 Exhibit A -10 "Principal Officers, Directors & Partners"** provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.

Principal Officers: TASSAN JATIKUSUMA (CEO)  
9032 51st AVE. ELMAHURST, NY - 11373  
MIKE POLICASTRO (PRESIDENT)  
241 ARNOLD AVE, SCRANTON, PA 18505

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

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED: *Resume*

- ✓ **B-1 Exhibit B-1 "Jurisdictions of Operation,"** provide a list of all jurisdictions in which the applicant or any affiliated interest of the applicant is, at the date of filing the application, certified, licensed, registered, or otherwise authorized to provide retail or wholesale electric services including aggregation services.

- B-2 Exhibit B-2 "Experience & Plans,"** provide a description of the applicant's experience and plan for contracting with customers, providing contracted services, providing billing statements, and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4928.10 of the Revised Code.

✓ **B-3** Exhibit B-3 "Disclosure of Liabilities and Investigations," provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational status or ability to provide the services it is seeking to be certified to provide. NA

**B-4** Disclose whether the applicant, a predecessor of the applicant, or any principal officer of the applicant have ever been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years.  
 No       Yes

If yes, provide a separate attachment labeled as Exhibit B-4 "Disclosure of Consumer Protection Violations" detailing such violation(s) and providing all relevant documents.

**B-5** Disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail or wholesale electric service including aggregation service denied, curtailed, suspended, revoked, or cancelled within the past two years.  
 No       Yes

If yes, provide a separate attachment labeled as Exhibit B-5 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation" detailing such action(s) and providing all relevant documents.

## **C. FINANCIAL CAPABILITY AND EXPERIENCE**

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

**C-1** Exhibit C-1 "Annual Reports," provide the two most recent Annual Reports to Shareholders. If applicant does not have annual reports, the applicant should provide similar information in Exhibit C-1 or indicate that Exhibit C-1 is not applicable and why. (This is generally only applicable to publicly traded companies who publish annual reports.)

NO ANNUAL REPORTS

**C-2** Exhibit C-2 "SEC Filings," provide the most recent 10-K/8-K Filings with the SEC. If the applicant does not have such filings, it may submit those of its parent company. An applicant may submit a current link to the filings or provide them in paper form. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 that the applicant is not required to file with the SEC and why.

NO SEC FILINGS

C-3

**Exhibit C-3 "Financial Statements,"** provide copies of the applicant's two most recent years of audited financial statements (balance sheet, income statement, and cash flow statement). If audited financial statements are not available, provide officer certified financial statements. If the applicant has not been in business long enough to satisfy this requirement, it shall file audited or officer certified financial statements covering the life of the business. If the applicant does not have a balance sheet, income statement, and cash flow statement, the applicant may provide a copy of its two most recent years of tax returns (with social security numbers and account numbers redacted).

**C-4 Exhibit C-4 "Financial Arrangements,"** provide copies of the applicant's financial arrangements to conduct CRES as a business activity (e.g., guarantees, bank commitments, contractual arrangements, credit agreements, etc.). N/A

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. N/A
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). N/A
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. N/A
4. Posting a Letter of Credit with the LDU(s) as the beneficiary. N/A

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.

BROADWAY ENERGY IS AN ENERGY BROKER

**C-5** Exhibit C-5 "Forecasted Financial Statements," provide two years of forecasted income statements for the applicant's **ELECTRIC related business activities in the state of Ohio Only**, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer. The forecasts should be in an annualized format for the two years succeeding the Application year. *N.A*

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

**C-7** Exhibit C-7 "Credit Report," provide a copy of the applicant's credit report from Experian, Dun and Bradstreet or a similar organization. An applicant that provides an investment grade credit rating for Exhibit C-6 may enter "N/A" for Exhibit C-7. *N/A*

**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. *N/A*

**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. *N/A*

**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. *N/A*

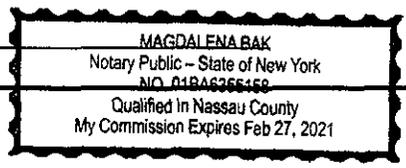
*[Signature]* & OWNER  
Signature of Applicant & Title

Sworn and subscribed before me this 8<sup>th</sup> day of May, 2017  
Month Year

*[Signature]*  
Signature of official administering oath

Tassan Jatikusuma, Owner  
Print Name and Title

My commission expires on



# AFFIDAVIT

State of New York

Westbury ss.  
(Town)

County of Nassau :

Tassan Jatikusuma, Affiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the owner (Office of Affiant) of Broadway energy (Name of Applicant);

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

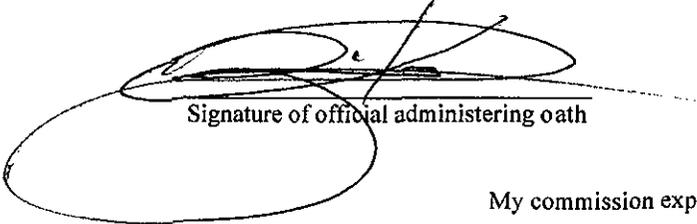
1. The Applicant herein, attests under penalty of false statement that all statements made in the application for certification renewal are true and complete and that it will amend its application while the application is pending if any substantial changes occur regarding the information provided in the application.
2. The Applicant herein, attests it will timely file an annual report with the Public Utilities Commission of Ohio of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Division (A) of Section 4905.10, Division (A) of Section 4911.18, and Division (F) of Section 4928.06 of the Revised Code.
3. The Applicant herein, attests that it will timely pay any assessments made pursuant to Sections 4905.10, 4911.18, or Division F of Section 4928.06 of the Revised Code.
4. The Applicant herein, attests that it will comply with all Public Utilities Commission of Ohio rules or orders as adopted pursuant to Chapter 4928 of the Revised Code.
5. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, and its Staff on any utility matter including the investigation of any consumer complaint regarding any service offered or provided by the Applicant.
6. The Applicant herein, attests that it will fully comply with Section 4928.09 of the Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
7. The Applicant herein, attests that it will use its best efforts to verify that any entity with whom it has a contractual relationship to purchase power is in compliance with all applicable licensing requirements of the Federal Energy Regulatory Commission and the Public Utilities Commission of Ohio.
8. The Applicant herein, attests that it will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
9. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, the electric distribution companies, the regional transmission entities, and other electric suppliers in the event of an emergency condition that may jeopardize the safety and reliability of the electric service in accordance with the emergency plans and other procedures as may be determined appropriate by the Commission.
10. If applicable to the service(s) the Applicant will provide, the Applicant herein, attests that it will adhere to the reliability standards of (1) the North American Electric Reliability Council (NERC), (2) the appropriate regional reliability council(s), and (3) the Public Utilities Commission of Ohio. (Only applicable if pertains to the services the Applicant is offering)

11. The Applicant herein, attests that it will inform the Commission of any material change to the information supplied in the renewal application within 30 days of such material change, including any change in contact person for regulatory purposes or contact person for Staff use in investigating customer complaints.

That the facts above set forth are true and correct to the best of his/her knowledge, information, and belief and that he/she expects said Applicant to be able to prove the same at any hearing hereof.

 & OWNER  
Signature of Affiant & Title

Sworn and subscribed before me this 8<sup>th</sup> day of May, 2017 Year  
Month

  
Signature of official administering oath

Tassan Jatikusuma, Owner  
Print Name and Title

My commission expires on \_\_\_\_\_

MAGDALENA BAK  
Notary Public - State of New York  
NO. 01BA6355158  
Qualified in Nassau County  
My Commission Expires Feb 27, 2021

11:14 AM  
05/05/17  
Accrual Basis

**BROADWAY ENERGY GROUP**  
**Balance Sheet**  
As of December 31, 2016

	<u>Dec 31, 16</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
Checking/Savings	
Chase 3739	28,643.42
Chase Savings-1661	4.20
<b>Total Checking/Savings</b>	<u>28,647.62</u>
<b>Total Current Assets</b>	28,647.62
<b>Fixed Assets</b>	
Accumulated Depreciation	-6,466.00
Furniture and Equipment	2,419.92
Leasehold Improvement	10,252.75
<b>Total Fixed Assets</b>	<u>6,206.67</u>
<b>Other Assets</b>	
Investment Nu Leaf Restaurant	162,264.59
Loan To Joseph Gambino	3,000.00
Security Deposit-conedison	1,000.00
<b>Total Other Assets</b>	<u>166,264.59</u>
<b>TOTAL ASSETS</b>	<b><u>201,118.88</u></b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Other Current Liabilities</b>	
Payroll Tax Payable	
CITY	1,808.29
FICA	5,745.94
FUTA	1.97
FWTH	5,658.39
SUTA	-576.41
SWTH	2,765.53
Payroll Tax Payable - Other	-15,403.71
<b>Total Payroll Tax Payable</b>	0.00
Salaries Payable	2,172.96
<b>Total Other Current Liabilities</b>	<u>2,172.96</u>
<b>Total Current Liabilities</b>	2,172.96
<b>Long Term Liabilities</b>	
Loan To Advantage	89,738.90
<b>Total Long Term Liabilities</b>	<u>89,738.90</u>
<b>Total Liabilities</b>	91,911.86
<b>Equity</b>	
Additional Paid In Capital	67,210.00
Retained Earnings	244,959.64
Shareholder Distributions	-236,760.15
Net Income	33,797.53
<b>Total Equity</b>	<u>109,207.02</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>201,118.88</u></b>

11:12 AM

05/05/17

Accrual Basis

**BROADWAY ENERGY GROUP****Profit & Loss**

January through December 2016

	<u>Jan - Dec 16</u>
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
Job Income	446,315.94
<b>Total Income</b>	446,315.94
<b>Cost of Goods Sold</b>	
Job Materials Purchased	635.93
Salaries Officer	52,000.00
Subcontractors Expense	155,972.59
<b>Total COGS</b>	208,608.52
<b>Gross Profit</b>	237,707.42
<b>Expense</b>	
Advertising & Promotion	9,666.24
Auto and Truck Expenses	
Car Wash	28.74
Gas	1,913.65
Lease	12,603.72
Parking	432.81
Rental	213.68
Repairs	1,294.53
Tolls	1,045.00
<b>Total Auto and Truck Expenses</b>	17,532.13
Bank & Credit Card Charges	806.00
Computer and Internet Expenses	2,040.73
Depreciation Expense	5,418.00
Donations	200.00
Dues & Subscriptions	530.17
Income Tax	
City	
2015	3,000.00
<b>Total City</b>	3,000.00
Estimated 2016	3,000.00
State	
2014	5,227.60
2015	678.96
Estimated 2016	300.00
<b>Total State</b>	6,206.56
<b>Total Income Tax</b>	12,206.56
<b>Insurance Expense</b>	
Bond	370.00
Car	5,186.38
Disability	-56.40
Liability	1,932.75
Life	686.40
Worker Compensation	1,773.86
<b>Total Insurance Expense</b>	9,892.99
Interest Expense	179.70
License & Permits	1,999.18
Office Exp	235.58
Office Supplies	12,688.63
Payroll tax	
FICA	5,155.34
FUTA	84.00
SUTA	941.60
<b>Total Payroll tax</b>	6,180.94

11:12 AM  
05/05/17  
Accrual Basis

**BROADWAY ENERGY GROUP**  
**Profit & Loss**  
January through December 2016

	<u>Jan - Dec 16</u>
Penalties & Fines	1,129.88
Postage & Delivery	526.39
Professional Fees	
Accounting	3,775.00
Consulting	760.00
Legal	7,239.65
Payroll Services	715.00
<b>Total Professional Fees</b>	<b>12,489.65</b>
Purchase	66,000.00
Rent Expense	9,900.00
Salary office	15,390.00
Sanitation Expense	667.06
Security Expense	288.01
Telephone Expense	
Cable	3,449.88
Fax	239.40
Telephone	5,203.03
<b>Total Telephone Expense</b>	<b>8,892.31</b>
Travel & Entertainment	
Meals and Entertainment ( 50% )	3,362.66
Travel & Hotel (100%)	960.47
<b>Total Travel &amp; Entertainment</b>	<b>4,323.13</b>
Utilities	
Electricity	4,493.07
Water	233.54
<b>Total Utilities</b>	<b>4,726.61</b>
<b>Total Expense</b>	<b>203,909.89</b>
<b>Net Ordinary Income</b>	<b>33,797.53</b>
<b>Net Income</b>	<b>33,797.53</b>

11:14 AM  
05/05/17  
Accrual Basis

**BROADWAY ENERGY GROUP**  
**Balance Sheet**  
As of December 31, 2015

	<u>Dec 31, 15</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
Checking/Savings	
Chase 3739	8,607.33
Chase Savings-1661	5.86
<b>Total Checking/Savings</b>	<u>8,613.19</u>
<b>Total Current Assets</b>	8,613.19
<b>Fixed Assets</b>	
Accumulated Depreciation	-2,258.00
Furniture and Equipment	2,419.92
<b>Total Fixed Assets</b>	161.92
<b>Other Assets</b>	
Investment Nu Leaf Restaurant	44,410.00
Security Deposit	2,100.00
Security Deposit-conedison	1,000.00
Security Deposit-Source Energy	700.00
<b>Total Other Assets</b>	<u>48,210.00</u>
<b>TOTAL ASSETS</b>	<u><u>56,985.11</u></u>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
Other Current Liabilities	
Payroll Tax Payable	
CITY	1,690.88
FICA	4,857.76
FWTH	6,824.23
SWTH	2,607.25
Payroll Tax Payable - Other	-16,651.99
<b>Total Payroll Tax Payable</b>	-671.87
Salaries Payable	6,401.81
<b>Total Other Current Liabilities</b>	<u>5,729.94</u>
<b>Total Current Liabilities</b>	5,729.94
<b>Long Term Liabilities</b>	
Loan From IOU Central	43,000.50
<b>Total Long Term Liabilities</b>	<u>43,000.50</u>
<b>Total Liabilities</b>	48,730.44
<b>Equity</b>	
Retained Earnings	201,587.81
Shareholder Distributions	-236,704.97
Net Income	43,371.83
<b>Total Equity</b>	<u>8,254.67</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>56,985.11</u></u>

9:17 AM  
05/05/17  
Cash Basis

**BROADWAY ENERGY GROUP**  
**Profit & Loss**  
January through December 2015

	<u>Jan - Dec 16</u>
Ordinary Income/Expense	
Income	
Job Income	
Refund	-127.25
Job Income - Other	513,095.16
Total Job Income	512,967.91
Total Income	512,967.91
Cost of Goods Sold	
Job Materials Purchased	1,500.00
Salaries Officer	43,250.00
Subcontractors Expense	245,375.38
Total COGS	290,125.38
Gross Profit	222,842.53
Expense	
Advertising & Promotion	2,238.28
Auto and Truck Expenses	
Gas	3,409.47
Lease	12,853.72
Parking	563.50
Rental	291.76
Repairs	3,132.97
Tolls	1,580.00
Total Auto and Truck Expenses	21,831.42
Bank & Credit Card Charges	1,521.68
Computer and Internet Expenses	197.77
Depreciation Expense	108.00
Donations	1,600.00
Dues & Subscriptions	548.61
Gifts	1,085.05
Income Tax	
City	5,551.00
Federal	0.00
NYS Est. 2015	5,214.00
State	459.00
Total Income Tax	11,224.00
Insurance Expense	
Bond	400.00
Car	5,336.11
Disability	-54.40
Health	820.65
Liability	1,319.25
Life	92.00
Worker Compensation	2,966.54
Total Insurance Expense	10,880.15
Interest Expense	1,104.30
License & Permits	2,247.26
Office Exp	6,537.85
Office Supplies	9,330.10
Payroll tax	
FICA	4,857.76
FUTA	84.00
SUTA	935.94
Total Payroll tax	5,877.70

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05/05/17  
Cash Basis

**BROADWAY ENERGY GROUP**  
**Profit & Loss**  
January through December 2015

	<u>Jan - Dec 16</u>
Penalties & Fines	394.27
Postage & Delivery	1,555.38
Professional Fees	
Accounting	5,000.00
Legal	20,182.50
Payroll Services	722.50
<b>Total Professional Fees</b>	<b>25,905.00</b>
Reimbursement	77.42
Rent Expense	26,570.16
Repairs and Maintenance	
Computer	231.60
<b>Total Repairs and Maintenance</b>	<b>231.60</b>
Salary office	20,250.00
Sanitation Expense	658.68
Seminars, Continuing Education	1,407.43
Telephone Expense	
Cable	501.28
Fax	259.40
Internet Exps	475.25
Telephone	933.03
Telephone Expense - Other	9,298.16
<b>Total Telephone Expense</b>	<b>11,467.12</b>
Travel & Entertainment	
Meals and Entertainment ( 50% )	6,457.26
Travel & Hotel (100%)	2,607.65
<b>Total Travel &amp; Entertainment</b>	<b>9,064.91</b>
Utilities	
Electricity	5,380.87
Water	175.69
<b>Total Utilities</b>	<b>5,556.56</b>
<b>Total Expense</b>	<b>179,470.70</b>
<b>Net Ordinary income</b>	<b>43,371.83</b>
<b>Net Income</b>	<b>43,371.83</b>

**Broadway Energy Inc.**  
100 Tec St. Ste A, Hicksville, NY 11801  
Phone: 718-205-1800/1600 Fax: 212-937-3813  
contact@broadwayenergyus.com  
www.broadwayenergyus.com



**BROADWAY ENERGY**  
Commercial & Residential Energy Consulting Co.

## EXHIBIT A-10 "PRINCIPAL OFFICERS, DIRECTORS & PARTNERS"

Principal officers : Tassan Jatikusuma

Title: CEO

Address: 90-32 51<sup>st</sup> ave, Elmhurst, NY 11373

Phone: 718-205-1800

President: Michael Policastro

Title: President

Address: 241 Arnold Ave, Scranton, PA 18505

Phone: 718-205-1600



# MICHAEL POLICASTRO

## CONTACT ME

---

Mobile 570-591-3514  
Email mikep1213@aol.com  
Address 124 Arnold Ave, Scranton, PA 18505

## OBJECTIVE

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To obtain a challenging and responsible position in the financial industry where my experience, education and training skills will be effectively utilized in the realization of corporate goals while promoting personal and professional growth

**Skills and abilities:** I have a gift in sales which comes to me naturally. I have always exceeded my expectations with every company I have worked for and very confident that I would be a great asset to a company. I have the ability to manage and oversee a group of people for a company

## WORK EXPERIENCE

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### **BROADWAY ENERGY GROUP - Queens, NY / 12/01/2010 - PRESENT**

Pennsylvania Manager and Energy Consultant

Supervise the work of agents that I hired and trained in Pennsylvania to ensure adherence to quality standards, deadlines and proper procedures, correcting errors or problems. Provide agents with guidance in handling difficult or complex problems and in resolving any situations that may occur. To guidance in handling difficult or complex problems and in resolving any situations that may occur. To train my agents to be successful and maximize profit for themselves and the company. Also closing deals on a daily basis for myself and becoming the most profitable agent in Pennsylvania for our company.

### **COMMONWEALTH FINANCIAL - Dickson City, PA / 10/01/2009 - 11/01/2010**

Debt Collector in Portfolio

I would contact people on a daily basis to notify them about their debt. I would guide them in the best possible way to close their account either by settlement or payment plan in a timely fashion. I would also use a program which is a skip tracing way to contact relatives to find the debtor.

### **OXFORD MANAGEMENT SERVICES - Scranton, PA / 06/01/2007 - 09/01/2009**

Debt Collector

I contacted individuals on a daily basis to notify them about their debt. I would guide them in the best possible way to close their account either by settlement or payment plan in a timely fashion.

### **DIAL AMERICA - Scranton, PA / 02/01/2005 - 01/15/2006**

Customer Service Representative

I made outbound calls to people in the United States to sell the product we had to offer them. To build a client base and maximize profit for myself and the company.

### **TELESPECTRUM - Dunmore, PA / 03/01/1999 - 02/01/2000**

Customer Service Representative

I made outbound calls to people in the United States to sell the product we had to offer them. To build a client base and maximize profit myself and the company.

## EDUCATION

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### **KEYSTONE COLLEGE - LaPlume, PA / 09/01/2002 - 06/15/2005**

Major - Business Administration

I attended Keystone College and received an associates degree.

### **NORTH POCONO HIGH SCHOOL - Moscow, PA**

Academic Courses



# TASSAN JATIKUSUMA

## CONTACT ME

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- Mobile 347-628-7236
- Email tassan@broadwayenergygroup.com
- Address 52-12 Van Horn St., Apt 2A

## OBJECTIVE

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Seeking a full time employment for a long term career in managerial position for hospitality and service industries where I can utilize my skills and knowledge to contribute to the company.

## SUMMARY OF QUALIFICATIONS

Professional who enjoys a challenge and work until job is completed. Proven team player with ability to initiate. Hard working self starter with leadership, communication and organizational skills. Proficient in Microsoft word, Excel, Outlook and internet access

## WORK EXPERIENCE

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**BROADWAY ENERGY GROUP / 05/01/2010 - Present**  
(Business Owner)

Manage company and doing marketing to increase sales and make company more profitable. Doing advertising, recruiting, hiring and training all the employee to work together as a team and doing a good job taking care the customers. Control all aspect of the business. Work together as a team with all the staff member. Work together with all the ESCO company with a good and honest relationship

**FOUNDATION ENERGY SERVICES / 11/01/2009 - 04/15/2010**  
(General Manager)

- Managed account executive as a team and work closely to achieve the target that given from the owner
- Performed general management task including recruiting, sales and training
- Respond daily to the principle of the company
- Doing Sales and closed the customers contract
- Planned, organized and executed sales.

**EXCELLENT DYNAMIC ENERGY / 12/01/2008 - 10/08/2009**  
(Regional Manager)

- Recruiting, training and hiring New Sales agent
- Handle all the sales aspect for New York City Region
- Develop relationship with the customers
- Provide excellent customers Services
- Executing all Sales/marketing initiatives and generated promotions throughout the Company

**US FIRST ENERGY / 01/04/2008 - 09/07/2008**  
(NY Region Top Producer / Area Manager)

- Breaking record all the time in the whole company for consistently closing deals
- Experience in Business to Business sales
- Responsible for training new Sales Agent on the field and perform superior presentation
- Supervise over 10 people in the office, including Sales Agent, Operations, Team Leader and HR
- Work closely with all sales agent as a team to reach company target weekly and monthly.
- Assist Regional Manager on daily basis and weekly basis

**MORE THAN FISH INC / 02/01/2002 - 11/01/2007**  
(Manager & Buyer)

- Control all aspects of the business including food cost, labor and overhead expenses to have a healthy bottom line
- Negotiate agreements with Vendors, Check on prices and get the best quality of seafood
- Provide excellent service to the clients and customers and following health code standards to provide safe and sanitary food and environment
- Place order and purchase directly fish from distributor and choose the best quality of raw fish and all kinds of seafood

## EDUCATION

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2010 - Current      **LONG ISLAND BUSINESS INSTITUTE** - Associate Degree  
1997 - 1998      **UBAYA UNIVERSITY** - Major in Economic Management

**LANGUAGE:** Malaysian, Indonesian, and English

## **EXHIBIT B-1 "JURISDICTIONS OF OPERATION"**

**BROADWAY ENERGY IS LICENSED IN:**

- A) NEW JERSEY
- B) OHIO
- C) ILLINOIS
- D) PA

**BROADWAY ENERGY IS DOING BUSINESS IN:**

**NEW YORK, NEW JERSEY, PENNSYLVANIA, ILLINOIS & CONNECTICUT**

**Broadway Energy Inc.**  
100 Tec St. Ste A, Hicksville, NY 11801  
Phone: 718-205-1800/1600 Fax: 212-937-3813  
contact@broadwayenergyus.com  
www.broadwayenergyus.com



**BROADWAY ENERGY**  
Commercial & Residential Energy Consulting Co.

## **EXHIBIT B-1 "JURISDICTIONS OF OPERATION"**

Broadway Energy is interested to do business in OHIO Utility Service Areas:

Columbia Gas of Ohio

Duke Energy

Dominion East OH

Vectren

OP

CSP

Dayton

Ohio Edison (OE)

VEI

Toledo Edison (TE)

Cleveland Illuminating

Duquesne

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www.broadwayenergyus.com



**BROADWAY ENERGY**  
Commercial & Residential Energy Consulting Co.

## **EXHIBIT B-2 "EXPERIENCE & PLANS"**

Experience: Tassan Jatikusuma has been in the energy industry since year of 2007. Open Broadway Energy since May 1<sup>st</sup> 2010. Today, Broadway Energy has serve over 1000 meter and accounts in Energy Deregulation Market.

Contacting Customers: "Calling Customers and make appointment"

Contracted Services: "Using ESCO's"

Billing Services: "Using ESCO's"

Responding to customer inquiries and complaints: "with Honesty, fast and fairly"



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**EXHIBIT B-3 "DISCLOSURE OF LIABILITIES AND INVESTIGATIONS"**

Description:

No Judgment

No existing Judgment

No Pending Judgment

No past ruling Judgment

No contingent Liabilities

No revocation of authority

No regulatory investigations