

FILE

Ohio**Public Utilities
Commission**

15-1057-EL-AGG	
Original AGG Case Number	Version
15-1057-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 Search Energy LLC
 Address 1760 Hamilton Dr Bloomfield Hills, MI 48302
 PUCO Certificate # and Date Certified 15-1057-EL-AGG 7-4-2015
 Telephone # (248) 842-0866 Web site address (if any) www.searchenergy.net

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

Legal Name Search Energy LLC
 Address 1760 Hamilton Dr Bloomfield Hills, MI 48302
 Telephone # (248) 482-0866 Web site address (if any) www.searchenergy.net

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

Search Energy LLC

A-5 Contact person for regulatory or emergency matters

Name Jim Barnes
 Title Director
 Business address 1760 Hailton Dr Bloomfield Hills, MI 48302
 Telephone # (248) 842-0866 Fax # (248) 282-0467
 E-mail address jimbarnes@searchenergy.net

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 Sho Date Processed MAY 26 2017

PUCO
2017 MAY 26 PM 3:02

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

Name Jim Barnes
Title Director
Business address 1760 hamilton Dr
Telephone # (248) 842-0866 Fax # (248) 282-0467
E-mail address jimbarnes@searchenergy.net

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

Customer Service address 1760 Hamilton Dr Bloomfield Hills, MI 48302
Toll-free Telephone # (248) 842-0866 Fax # (248) 282-0467
E-mail address jimbarnes@searchenergy.net

A-8 Applicant's federal employer identification number # 27-2403836

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

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- A-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.

B. APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- B-1 Exhibit B-1 "Jurisdictions of Operation,"** provide a list of all jurisdictions in which the applicant or any affiliated interest of the applicant is, at the date of filing the application, certified, licensed, registered, or otherwise authorized to provide retail or wholesale electric services including aggregation services.
- B-2 Exhibit B-2 "Experience & Plans,"** provide a description of the applicant's experience and plan for contracting with customers, providing contracted services, providing billing statements, and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4928.10 of the Revised Code.

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

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

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

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

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

C. FINANCIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

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

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

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

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

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

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

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

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

- C-5 Exhibit C-5 “Forecasted Financial Statements,”** provide two years of forecasted income statements for the applicant’s **ELECTRIC related business activities in the state of Ohio Only**, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer. The forecasts should be in an annualized format for the two years succeeding the Application year.
- C-6 Exhibit C-6 “Credit Rating,”** provide a statement disclosing the applicant’s credit rating as reported by two of the following organizations: Duff & Phelps, Fitch IBCA, Moody’s Investors Service, Standard & Poor’s, or a similar organization. In instances where an applicant does not have its own credit ratings, it may substitute the credit ratings of a parent or an affiliate organization, provided the applicant submits a statement signed by a principal officer of the applicant’s parent or affiliate organization that guarantees the obligations of the applicant. If an applicant or its parent does not have such a credit rating, enter “N/A” in Exhibit C-6.
- C-7 Exhibit C-7 “Credit Report,”** provide a copy of the applicant’s credit report from 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.

Signature of Applicant & Title

Sworn and subscribed before me this _____ day of _____, _____
Month Year

Signature of official administering oath

Print Name and Title

My commission expires on _____

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 similar officials.

Jim Barnes

Director Of Energy Services

1760 Hamilton Dr

Bloomfield hills, MI 48302

248 842 0866

248 282 0467- fax

jimbarnes@searchenergy.net

Kurt Karrer

Director of Sales

34358 Jared Ct

Chesterfield Twp, MI 48047

586-713 8254

kurtkarrer@searchenergy.net

Search Energy

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.

Search Energy is licensed to provide energy procurement services in Michigan, Ohio and Pennsylvania.

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.

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The 2 principles of Search Energy have over 40 years sales and marketing experience in manufacturing, medical , and energy related fields. Both principles have served as account managers and sales managers in their respective fields.

Current and past responsibilities:

- Business Development
- Account Management
- Procurement
- Contract administration
- Customer Services
- Channel Development
- Sales Training

Search Energy engages with its prospects customers utilizing a formal sales process similar to a project management experience. Search Energy outlines processes and steps for sales engagement, energy analysis and recommendations, contract settlement and customer inquiries.

B-3 Exhibit B-3 "Summary of Experience," 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.).

8 years experience providing energy procurement strategies representing both a large REP and as an independent energy managers.

Customer base

- Big three automotive.
- Tier I, II Manufacturing.
- Commercial and Industrial.

Utility Service areas

- Detroit Edison
- Consumers Energy
- Oncor
- ComEd
- SEMCO
- Michigan Gas & Utilities
- PPL
- Penelec
- PECO

Load

130 customers

2 bcf of Natural gas under management

450,000,000 KWHs contracted

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.

None of the above is applicable.

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 ☐

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.

Search Energy LLC is a privately held company and does not provide 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 that the applicant is not required to file with the SEC and why.

Not applicable. Search Energy is a privately held company.

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.

Please see next 3 pages for officer certified statements.

Accrual for the period

January 1, 2015- December 31st, 2015

Income Statement- 2015

Revenues	\$790,000
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Operating Expenses

Commission	\$687,050
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Utilities	\$3600
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Rent	\$6,000
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Meal & Ent.	\$6,600
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Total Operating Expenses	\$703,250
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Accrual for the period

January 1, 2016- December 31st, 2016

Income Statement- 2016

Revenues	\$890,000
Operating Expenses	
Commission	\$787,040
Utilities	\$3600
Rent	\$6,000
Meal & Ent.	\$5,600
Total Operating Expenses	\$802,240

Cash Flow Statement

January 1, 2015- December 31st, 2015

Cash Flow Statement 2015

Cash Received from customers	\$613,543
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Cash Payments for Operating Expenses	\$698,543
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Net Cash Flow from Operating expenses	\$15,000
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Preparer:

Charles P Barnes
1645 Dell Rose
Bloomfield Hills, MI 48302
cpatrickbarnes@yahoo.com
248-996 0061

Cash Flow Statement

January 1, 2016- December 31st, 2016

Cash Flow Statement 2016

Cash Received from customers	\$713,153
Cash Payments for Operating Expenses	\$698,153
Net Cash Flow from Operating expenses	\$15,000

Preparer:

Charles P Barnes
1645 Dell Rose
Bloomfield Hills, MI 48302
cpatrickbarnes@yahoo.com
248-996 0061

Balance Sheet

2015

ASSETS

Current Assets \$10,000
Accounts Receivable- net \$100,100

Total Current Assets \$110,100

Equipment \$2500

Total Assets \$112,600

LIABILITIES

Current Liabilities
Accounts Payable \$10,000

Total Current Liabilities \$10,000

Beginning balance \$2,500

Net Income \$100,100

Total Liabilities \$112,600

Preparer:

Charles P Barnes
1645 Dell Rose
Bloomfield Hills, MI 48302
cpatrickbarnes@yahoo.com
248-996 0061

Balance Sheet

2016

ASSETS

Current Assets \$10,000
Accounts Receivable- net \$105,300

Total Current Assets \$115,300

Equipment \$3000

Total Assets \$118,300

LIABILITIES

Current Liabilities
Accounts Payable \$10,000

Total Current Liabilities \$10,000

Beginning balance \$3,000

Net Income \$105,300

Total Liabilities \$118,300

Preparer:

Charles P Barnes
1645 Dell Rose
Bloomfield Hills, MI 48302
cpatrickbarnes@yahoo.com
248-996 0061

Search Energy LLC

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.,).

Not applicable.

C-5 Exhibit C-5 “Forecasted Financial Statements,” provide two years of forecasted financial statements (balance sheet, income statement, and cash flow statement) for the applicant’s CRES operation, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer.

Please see next page.

Accrual for the period

January 1, 2018- December 31st, 2018

Income Statement Forecast— 2018

Revenues	\$11,000
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Operating Expenses

Commission	\$8200
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Utilities	\$600
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Rent	\$1,000
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Meal & Ent.	\$600
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Total Operating Expenses	\$10,400
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Assumptions

Revenue will increase 10 %

Expenses will increase by 5%

Preparer:

Charles P Barnes
1645 Dell Rose
Bloomfield Hills, MI 48302
cpatrickbarnes@yahoo.com
248-996 0061

Accrual for the period

January 1, 2017- December 31st, 2017

Income Statement Forecast— 2017

Revenues	\$10,000
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Operating Expenses

Commission	\$7200
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Utilities	\$600
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Rent	\$1,000
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Meal & Ent.	\$600
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Total Operating Expenses	\$9,400
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Assumptions

Revenue will increase 10 %

Expenses will increase by 5%

Preparer:

Charles P Barnes
1645 Dell Rose
Bloomfield Hills, MI 48302
cpatrickbarnes@yahoo.com
248-996 0061

Search Energy LLC

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.

Search Energy does not report to a credit agency.

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.

Search Energy LLC does not report to a credit agency and is not rated by any agency.

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.

The answer is NO to all of the above.

C-9 Exhibit C-9 “Merger Information,” provide a statement describing any dissolution or merger or acquisition of the applicant within the five most recent years preceding the application.

Not applicable.

AFFIDAVIT

State of Michigan:

Blomfield ss.
(Town)

County of Oakland:

Jim Barnes, Affiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the Director (Office of Affiant) of SEARL Energy LLC (Name of Applicant);

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

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

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

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



Signature of Affiant & Title

Sworn and subscribed before me this 24 day of MAY, 2017
Month Year


Signature of official administering oath

JOHN COREY FRIEDRICH
Print Name and Title

My commission expires on JUNE 11, 2021

JOHN COREY FRIEDRICH NOTARY PUBLIC - STATE OF MICHIGAN COUNTY OF OAKLAND My Commission Expires June 11, 2021 Acting in the County of <u>OAKLAND</u>
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