

FILE



CONSUMER ENERGY SOLUTIONS, INC.

1255 Cleveland Street, Clearwater, Florida, 33755

727-724-5811

May 22, 2017

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

**RE: CONSUMER ENERGY SOLUTIONS, INC. RENEWAL APPLICATION AS A RETAIL NATURAL GAS  
BROKER. CERTIFICATE # 11-219G(2) – AGG Pursuant to case number – 11-3277-GA-AGG**

Dear Sir or Madame,

Enclosed, please find the completed application for the above captioned entity to become a recertified Retail Natural Gas Broker in the natural gas market with the PUCO, in the state of Ohio.

Consumer Energy Solutions' existing Certificate # **11-219G(2)**, Case Number **11-3277-GA-AGG**, was initially issued July 3<sup>rd</sup> 2011.

Please find attached, an original plus 3 copies, including all attachments as well as a redacted version for filing under Seal the financials accompanying the application.

Thank you in advance for your time and attention to this matter. Should you have any questions or concerns regarding the foregoing, please do not hesitate to contact me at your convenience at 727-724-5811 Extension 2020 or via email at [ceslegal@cesstaff.com](mailto:ceslegal@cesstaff.com).

Best Regards,

A handwritten signature in cursive script, appearing to read 'Tina Silagyi', is written over the printed name.

Tina Silagyi

Regulatory Director  
Consumer Energy Solutions  
1255 Cleveland Street, Suite 400  
Clearwater, FL 33755

PUCO

2017 JUN -2 AM 8:21

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.  
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ORIGINAL

Ohio

Public Utilities  
Commission

PUCO USE ONLY - Version 4/08

Date Received	Renewal Certification Number	ORIGINAL AGG Case Number
		- - 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                      Consumer Energy Solutions, Inc.  
Address                         1255 Cleveland Street, Suite 400, Clearwater FL 33755  
  
Telephone No.    727-724-5811                      Web site Address    <http://www.consumerenergysolutions.com>  
Current PUCO Certificate No.    11-219G(3)                      Effective Dates    July 4th 2015 through July 4th 2017

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

Name                              Consumer Energy Solutions of Florida, Inc.  
Address                         1255 Cleveland Street, Suite 400, Clearwater FL 33755  
  
Web site Address    <http://www.consumerenergysolutions.com/>    Telephone No.    727-724-5811

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

Consumer Energy Solutions, Inc.                      Consumer Energy Solutions of Florida, Inc.

#### A-5 Contact person for regulatory or emergency matters:

Name    Tina Silagyi    Title    Regulatory Director  
  
Business Address    1255 Cleveland Street, Suite 400, Clearwater FL 33755  
  
Telephone No.    727-724-5811 ext. 2020    Fax No.    727-216-6444                      Email Address    [ceslegal@cesstaff.com](mailto:ceslegal@cesstaff.com)

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

Name Tina Silagyi

Title Regulatory Director

Business address 1255 Cleveland Street, Suite 400, Clearwater FL 33755

Telephone No. 727-724-5811 ext. 202C Fax No. 727-216-6444

Email Address ceslegal@cesstaff.com

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

Customer service address Customer Service Department, CES 1255 Cleveland St., Ste. 400, Clearwater FL 33755

Toll-Free Telephone No. 1-866-263-7808 Fax No. 727-324-4025 Email Address karen@cesstaff.com

**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 Kegler, Brown, Hill & Ritter LPA (Margeaux Kimbrough Esq.) Title Margeaux Kimbrough Esq.

Business address 65 East State Street, Suite 1800, Columbus, OH 43215

Telephone No. (614) 462-5437 Fax No. (614) 464-2634 Email Address mkimbrough@keglerbrown.com

**A-9 Applicant's federal employer identification number 593600276**

**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	July, 3, 2011	End Date	Perpetual/as renewed
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	July, 3, 2011	End Date	Perpetual/as renewed
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	July, 3, 2011	End Date	Perpetual/as renewed
<input checked="" type="checkbox"/> Industrial	Beginning Date of Service	July, 3, 2011	End Date	Perpetual/as renewed

☒ **Dominion East Ohio**

<input checked="" type="checkbox"/> Residential	Beginning Date of Service	July, 3, 2011	End Date	Perpetual/as renewed
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	July, 3, 2011	End Date	Perpetual/as renewed
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	July, 3, 2011	End Date	Perpetual/as renewed
<input checked="" type="checkbox"/> Industrial	Beginning Date of Service	July, 3, 2011	End Date	Perpetual/as renewed

☒ **Duke Energy Ohio**

<input checked="" type="checkbox"/> Residential	Beginning Date of Service	July, 3, 2011	End Date	Perpetual/as renewed
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	July, 3, 2011	End Date	Perpetual/as renewed
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	July, 3, 2011	End Date	Perpetual/as renewed
<input checked="" type="checkbox"/> Industrial	Beginning Date of Service	July, 3, 2011	End Date	Perpetual/as renewed

☒ **Vectren Energy Delivery of Ohio**

<input checked="" type="checkbox"/> Residential	Beginning Date of Service	July, 3, 2011	End Date	Perpetual/as renewed
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	July, 3, 2011	End Date	Perpetual/as renewed
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	July, 3, 2011	End Date	Perpetual/as renewed
<input checked="" type="checkbox"/> Industrial	Beginning Date of Service	July, 3, 2011	End Date	Perpetual/as renewed

**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	Not Applicable
<input type="checkbox"/>	Dominion East Ohio	Intended Start Date	Not Applicable
<input type="checkbox"/>	Duke Energy Ohio	Intended Start Date	Not Applicable
<input type="checkbox"/>	Vectren Energy Delivery of Ohio	Intended Start Date	Not Applicable

**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.

See attached

- A-15 Exhibit A-15 "Company History,"** provide a concise description of the applicant's company history and principal business interests.

See attached

- 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.*

See attached

- A-17 Exhibit A-17 "Secretary of State,"** provide evidence that the applicant is still currently registered with the Ohio Secretary of the State.

See attached

## **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.

See attached

- 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.

See attached

- 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.).

See attached

- 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.

See attached

- 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.)  
See attached
- 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.  
See attached
- 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).

See attached

**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.

See attached

**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.

See attached

**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.

See attached

**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.

See attached

**C-8 Exhibit C-8 "Bankruptcy Information,"** provide a list and description of any reorganizations, protection from creditors or any other form of bankruptcy filings made by the applicant, a parent or affiliate organization that guarantees the obligations of the applicant or any officer of the applicant in the current year or within the two most recent years preceding the application.

See attached

**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.

See attached

**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.

See attached

## **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.

See attached

**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.

See attached

**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.

See attached

Applicant Signature and Title

*Patrick Anderson*

Sworn and subscribed before me this 22nd day of May Month 2017 Year

*Amanda Hill*

Signature of official administering oath

Amanda Hill  
notary

Print Name and Title



My commission expires on

July 21, 2020





# The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service  
Affidavit Form  
(Version 1.07)

In the Matter of the Application of )

Consumer Energy Solutions, Inc )

for a Certificate or Renewal Certificate to Provide )

Competitive Retail Natural Gas Service in Ohio. )

Case No. 11 - 3277 -GA-AGG

County of Pinellas

State of Florida

Patrick J Clouden

[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

Patrick J Clouden, CEO, CES, Inc

Sworn and subscribed before me this

22nd

day of

May

Month

2017

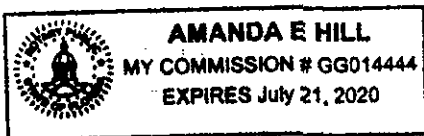
Year

[Signature of Amanda E Hill]

Signature of Official Administering Oath

Amanda Hill, Notary

Print Name and Title



My commission expires on

July 21, 2020

**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.

**Patrick Clouden, CEO**  
**1255 Cleveland Street**  
**Suite 400**  
**Clearwater, FL 33755**  
**727-724-5811**

**A-15 Exhibit A-15 "Company History,"** provide a concise description of the applicant's company history and principal business interests.



**CONSUMER ENERGY SOLUTIONS, INC.**

**<http://www.consumerenergysolutions.com/>**

### **Our Mission**

Our mission is to be the most effective Brokering agent available to the energy marketing industry and to help the consumer manage their energy costs through effective energy purchasing strategies.

To support that mission, the owners bring over 30 years of sales experience to our clients and customers, with 11 years directly related to the Energy Markets in both Gas and Electric. By employing well-trained representatives, stringent policies related to the industry rules, effective management, and sales techniques, CES guarantees a degree of excellence in the field which supports our efforts in successfully attaining our mission goals.

### **Overview**

Consumer Energy Solutions was founded in 1999 and has enrolled over 2 million residential and 200,000 commercial customers across the United States and Canada. We represent some of the largest energy suppliers in North America and have serviced many Fortune 500 companies.

We accomplish our goals by continuous research into the energy markets around the country. CES has built over the last 11 years a successful team of Sales Managers and Sales Consultants who are well educated in the Energy Supplier services industry, and is proud to serve the industry and its customers in maintaining and ensuring a degree of excellence and competence by training all those who work within CES on the important issues in the Energy Supplier Industry to provide the best services possible.

**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.*

**Not Applicable, no changes have been made.**

**A-17 Exhibit A-17 "Secretary of State,"** provide evidence that the applicant is still currently registered with the Ohio Secretary of the State.

**See Attached**

# Jon Husted Ohio Secretary

[Jon Husted & the Office](#) | [Elections & Voting](#) | [Campaign Finance](#) | [Legislation & Ballot Issues](#) | [Businesses](#) | [Records](#) | [Media Center](#) | [Publications](#)

## Business Filing Portal

[Print this report](#)

### Corporation Details

Corporation Details		
Entity Number	2006323	
Business Name	CONSUMER ENERGY SOLUTIONS OF FLORIDA, INC. (CONSUMER ENERGY SOLUTIONS, INC.)	
Filing Type	FOREIGN CORPORATION	
Status	Active	
Original Filing Date	03/22/2011	
Expiry Date		
Location:	County:	State: FLORIDA

Agent / Registrant Information
CORPORATION SERVICE COMPANY 50 WEST BROAD STREET SUITE 1330 COLUMBUS, OH 43215 Effective Date: 11/10/2016 Contact Status: Active

Filings		
Filing Type	Date of Filing	Document Number/Image
FOREIGN LICENSE/FOR-PROFIT	03/22/2011	<a href="#">201108101203</a>
FOREIGN/DESIGNATED APPOINTMENT OF AGENT	05/02/2011	<a href="#">201112300790</a>
FOREIGN/AGENT CHANGE OF ADDRESS	09/23/2014	<a href="#">201426700496</a>
FOREIGN/DESIGNATED APPOINTMENT OF AGENT	05/26/2015	<a href="#">201514600544</a>
FOREIGN/AGENT CHANGE OF ADDRESS	11/10/2016	<a href="#">201632602630</a>

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## **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.

**Consumer Energy Solutions, Inc. has an existing Certificate in Ohio as a Retail Natural Gas Service Provider – Certificate # 11-219G(2)**  
**(See Attached)**

**Additionally, Consumer Energy Solutions, Inc. has an 15 year proven track record in the electric and natural gas industry as a broker/marketer licensed in and serving the Energy Supplier Markets in Pennsylvania, Maryland, Maine, New Hampshire, Rhode Island, New Jersey, Massachusetts and Connecticut.**

**The Public Utilities Commission of Ohio**  
**Ohio Competitive Retail Natural Gas Aggregator/Broker Certificate**  
**Renewal**

Issued pursuant to Case Number(s):  
**11-3277-GA-AGG**

is  
Ohio Competitive Retail Natural Gas Aggregator/Broker Certificate Number:  
**11-219G (3)**

Granted to:  
**Consumer Energy Solutions, Inc.**

Whose office or principal place of business is located at:  
**1255 Cleveland Street, Suite 400, Clearwater, FL 33755**

And is hereby certified to provide:  
**Retail Natural Gas Aggregator/Broker Services**  
within the state of Ohio, for a two-year period.

Certification Effective:  
**July 4, 2015 through July 4, 2017**


The certification of Ohio competitive retail natural gas aggregators/brokers is governed by Chapter 4901:1-27 of the Ohio Administrative Code and section 4929.20 of the Ohio Revised Code.

This Certificate is revocable if all of the conditions set forth in the aforementioned case(s) as well as those under law, are not met.

Certified entity is subject to all rules and regulations of the commission, now existing or hereafter promulgated.

Witness the seal of the Commission affixed at Columbus, Ohio  
Dated: **July 6, 2015**

By Order of  
The Public Utilities Commission of Ohio

  
Barcy F. McNeal, Secretary  
Tanowa M. Troupe, Acting Secretary  
Felecia D. Burdett, Acting Secretary



**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.

**Consumer Energy Solutions Inc has a proven 17 year track record in the industry as broker/marketers licensed in and serving the Energy Supplier Markets in Pennsylvania, Maryland, Maine, New Hampshire, Rhode Island, New Jersey, Massachusetts, and Connecticut.**

**Neither CES nor any of its affiliated interests have been denied approval by a State Commission to sell electricity to Retail Electric Consumers or has had its authority revoked in the Gas and Electric markets it serves.**

**Consumer Energy Solutions follows certain protocols and sets company policy to both monitor and control the quality of its outreach and to fulfill its duty as a Broker. First , any and all employees who will have contact with the public are trained in the Energy Industry basics and then, are trained specific to each program it offers to the consumer with the program patters and guidelines. There is a specific 5 tier training program for all new employees and those wishing to advance to managerial positions in the sales areas must accomplish all the Mandatory Training and show proven skill in the sales area before attaining final Manager Status. Company disciplinary procedures and implementation of those procedures are also keyed to the industry and designed from the view of complete professionalism on the part of every company employee.**

**Consumer Energy Solutions records all calls, and through routine and daily call monitoring from its Quality Control Department, takes a proactive approach in maintaining an assurance of industry standards in its marketing activities.**

**Consumer Energy Solutions, Inc. maintains a Customer Service department dedicated to quickly resolve any customer questions or complaints that may occur with its own dedicated call lines.**

**In addition to the above, Consumer Energy Solutions uses a third party verification company to verify all its offers and acceptances of offers from the consumers who wish to take advantage of the energy programs they are informed of. The verification service employs recorded verification procedures which are then provided to CES for its obligations in record keeping management of all marketing calls.**

**CES maintains an advanced IT Department to enable it to effectively reach, monitor and maintain its internal record keeping obligations, as well as custom designed programs to monitor and track all aspects of the business life cycle involved.**

**CES retains a dedicated Corporate Regulatory Assistant, who in liaison with the company attorneys, monitors, tracks, and keeps its licensing and other obligations as an industry supplier current in each of the states it operates in, as well as assists in the internal procedures to track and ensure correct handling of marketing related regulations and rules as applicable to such items as , Do Not Call lists, Slamming prohibitions, and any other items related to regulations and offers ,as the various individual program offers from suppliers are implemented and presented to the consumer.**

**CES has taken the time and the interest to create a company that effectively serves the Energy Industry in the current retail and commercial markets and has created a model for future markets in industrial, large commercial, and the markets for the existing and emerging resources in renewable energy and biotechnologies.**

**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.).

**Consumer Energy Solutions, Inc acting as Broker/Marketer has serviced Gas Suppliers throughout the Northeastern Regions in the deregulated states since 1999.**

**Specific to its services in Ohio, Consumer Energy Solutions, Inc has been engaged by various suppliers to provide broker/marketer services to residential, small commercial, large commercial and industrial customers in the territories of the following utilities.**

**Columbia Gas**

**Dominion East**

**Duke Energy**

**Vectren**

**Summary of Marketed Accounts in all Service Areas obtaining Choice Program offers.**

**2015 – Grand Total – 49 accounts**

**2016 – Grand Total – 31 accounts**

**Consumer Energy Solutions, Inc intends to continue Broker/Marketer services in the above mentioned territories as well as expand its service to suppliers and customers in those territories by marketing to all classes of customers, the Energy Choice Program offers available or which may come available throughout its next certification period July 4<sup>th</sup> 2017- July 4<sup>th</sup> 2019.**

**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.

**Consumer Energy Solutions, Inc** has no 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.

## **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.

**C-1 Exhibit C-1 is not applicable to Consumer Energy Solutions, Inc. as CES is privately owned with no public shares.**

**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-2 Exhibit C-2 is not applicable to Consumer Energy Solutions, Inc.**

**As a privately held Corporation, applicant is not obligated to file with the Securities and Exchange Commission.**

**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. ).

**Consumer Energy Solutions, Inc operates as a Broker/Marketer for the suppliers in the Energy Markets and does not contract with consumers for Natural Gas Service, nor provide installation or service under any contractual agreements with the consumers. Consumer Energy Solutions, as a Broker/Marketer operates solely under the Supplier to fulfill its role in the competitive markets to offer the public a choice, which precludes its financial status as pertinent to the application process for the purposes it seeks such as licensure as an applicant in the energy market.**

**Consumer Energy Solutions, Inc.**  
**C-5 Forecasted Financial Statements**

**Exhibit C-5 provides two years of forecasted income for the applicant's CRNGS operation, along with the contact information of the preparer.**

**Ohio Gas Sales**

	<b>2018</b>	<b>2019</b>
<b>Total Revenues</b>	\$ 85,000	\$ 108,000
<b>Operating Expenses</b>	\$ 52,570	\$ 68,000
<b>Net Income</b>	\$ 32,430	\$ 40,000

Should you have any questions or comments, please contact me at the number below.

Prepared by:  
Stephen Henson, CPA  
Henson & Company, CPA's

2045 Huntington Drive, Suite B  
South Pasadena, CA 91030  
(626) 403.4410



**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, 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.

**C-6 Exhibit is not applicable to Consumer Energy Solutions, Inc.**

**Consumer Energy Solutions, Inc operates as a Retail Natural Gas Broker for the suppliers in the Natural Gas Markets and does not contract with consumers for Gas Service, nor provide installation or service under any contractual agreements with the consumers. Consumer Energy Solutions, as a Retail Natural Gas Broker operates solely under the Supplier to fulfill its role in the competitive markets to offer the public a choice, which precludes its financial status as pertinent to the application process for the purposes it seeks such as licensure as an applicant in the energy market.**

**C-7 Exhibit C-7 "Credit Report,"** provide a copy of the applicant's credit report from Experion, Dun and Bradstreet or a similar organization.

**See attached Credit Report.**

## CONSUMER ENERGY SOLUTIONS, INC.

D-U-N-S® 86-813-8780 Single  
 Mailing PO BOX 2454 1255 Cleveland St Suite 400,  
 Address Clearwater, FL 33755 Clearwater, FL 33755  
 Website:  
 www.consumerenergysolutions.com

Phone 727 724-5811  
 Fax 727-712-0225

## Business Information Report

Purchase Date: 05/04/2017  
 Last Update Date: 01/31/2017  
 Attention: customer order

### Executive Summary

#### Company Info

Year Started 1999  
 Control Year 1999

CEO PATRICK CLOUDEN, CEO

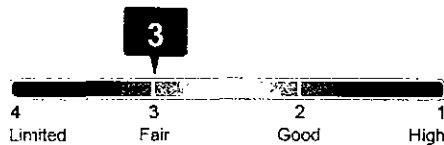
Employees 70

#### D&B Rating

D&B Rating

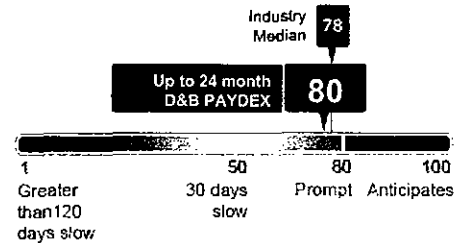
**1R3**

Composite Credit Appraisal

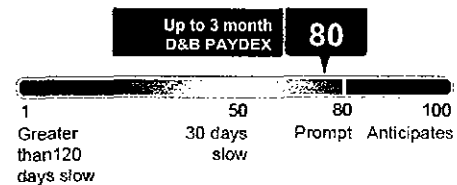


#### D&B PAYDEX®

Up to 24 month D&B PAYDEX



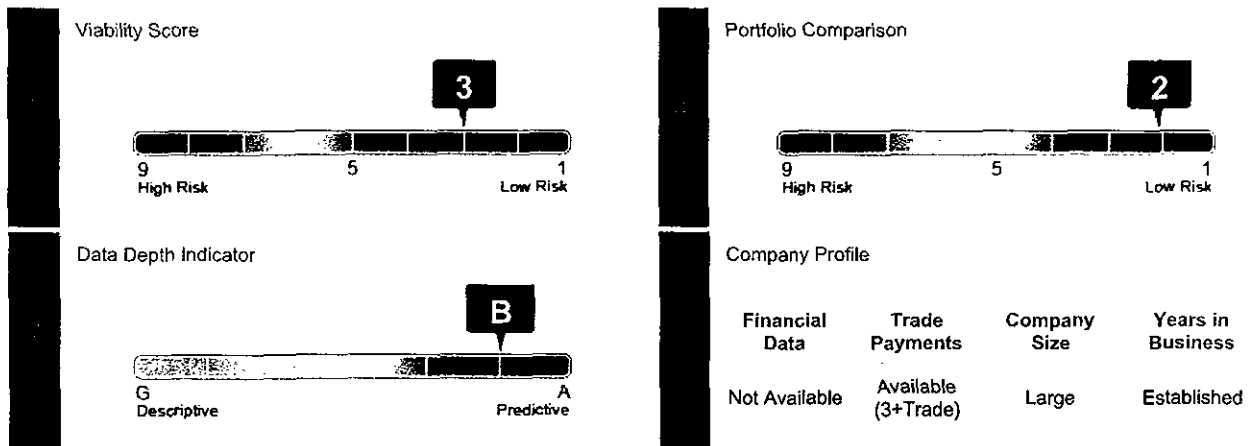
Up to 3 month D&B PAYDEX



#### D&B Viability Rating

D&B Viability Rating





## Business Information

### Business Summary

**Financing** SECURED

**SIC** 7389  
Business services

**NAICS** 711410  
Agents and Managers for Artists, Athletes, Entertainers, and Other Public Figures

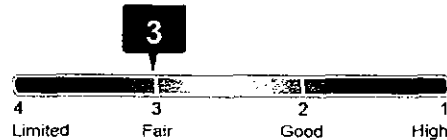
**History Status** CLEAR

### Credit Capacity Summary

#### D&B Rating

**1R3**

#### Composite Credit Appraisal



**Prior D&B Rating** 1R3

**Rating Date** 06/25/2015

**Payment Activity** (based on 15 experiences) USD

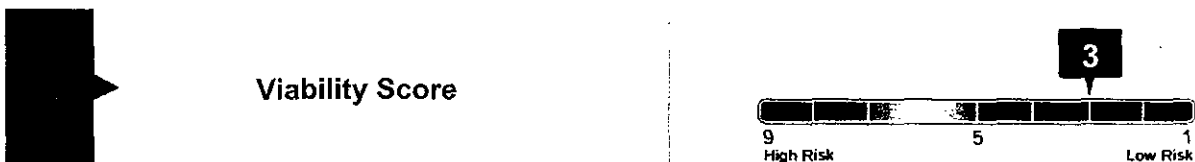
**Average High Credit** \$1,944

**Highest Credit** 15,000

**Total Highest Credit** 18,100

### D&B Viability Rating

The D&B Viability Rating uses D&B's proprietary analytics to compare the most predictive business risk indicators and deliver a highly reliable assessment of the probability that a company will no longer be in business within the next 12 months.



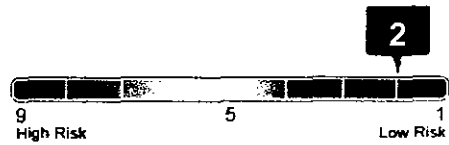
#### Compared to All US Businesses within D&B Database:

- Level of risk: **Low Risk**
- Businesses ranked 3 have a probability of becoming no longer viable: **3%**
- Percentage of businesses ranked 3: **15%**
- Across all US businesses, the average probability of becoming no longer viable: **14%**

### Portfolio Comparison

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## Portfolio Comparison

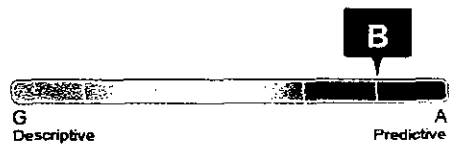


Compared to all Businesses within the same MODEL SEGMENT:

Model Segment: **Established Trade Payments**

- Level of risk: **Low Risk**
- Businesses ranked 2 within this model segment have a probability of becoming no longer viable: **3%**
- Percentage of businesses ranked 2 within this model segment: **16%**
- Within this model segment, the average probability of becoming no longer viable: **5%**

## Data Depth Indicator



Data Depth Indicator Details:

- ✓ Rich Firmographics
- ✓ Extensive Commercial Trading Activity
- ✓ Basic Financial Attributes

Greater data depth can increase the precision of the D&B Viability Rating assessment.

You have the ability to influence the confidence of the viability assessment by asking the business to report more information to D&B at

<https://iupdate.dnb.com//Update/>

## Company Profile

Financial Data	Trade Payments	Company Size	Years in Business
Not Available	Available (3+Trade)	Large	Established

Company Profile Details:

- Financial Data: **Not Available**
- Trade Payments: **Available (3+Trade)**
- Business Size: **Large** (Employees:50+ or Sales: \$500K+)
- Years in Business: **Established (5+)**

## Business History

**Officers** PATRICK CLOUDEN, CEO;  
JIM MATHERS, PRES;  
FUMEI MATHERS, CFO;  
BEVERLY HEPNER, CFO

**Directors** THE OFFICER(S)

As of 01/31/2017

The Florida Secretary of State's business registrations file showed that Consumer Energy Solutions, Inc. was registered as a corporation on August 20, 1999, under the file registration number P99000075979.

Business started 1999. 100% of capital stock is owned by the officers.

PATRICK CLOUDEN. 1999-present active here.

JIM MATHERS. 1999-present active here.

FUMEI MATHERS. Antecedents are unknown.

BEVERLY HEPNER. Antecedents not available.

## Business Registration

CORPORATE AND BUSINESS REGISTRATIONS REPORTED BY THE SECRETARY OF STATE OR OTHER OFFICIAL SOURCE AS OF Apr 14 2017:

<b>Registered Name</b>	CONSUMER ENERGY SOLUTIONS, INC.	<b>Registration ID</b>	P99000075979	<b>Principals</b>
		<b>Status</b>	ACTIVE	
		<b>Where Filed</b>		<b>Name</b> <b>Title</b>
<b>Business Type</b>	DOMESTIC CORPORATION	<b>STATE DEPARTMENT/CORPORATION DIVISION</b>		PATRICK J CLOUDEN <b>Pres</b>
<b>Corporation Type</b>	PROFIT	<b>TALLAHASSEE, FL</b>		1255 Cleveland Street, Clearwater, 337550000, FL
<b>Incorporated Date</b>	08/20/1999	<b>Registered Agent</b>	R. CARLTON WARD	
<b>State of Incorporation</b>	FLORIDA		1253 PARK ST., CLEARWATER, FL 337560000	
<b>Filing Date</b>	08/20/1999			

## Government Activity Summary

Activity Summary	Possible candidate for socioeconomic program consideration
<b>Borrower</b>	No Labor Surplus Area N/A
<b>Administrative Debt</b>	No Small Business YES (2017)
<b>Grantee</b>	No Women Owned N/A
<b>Party Excluded from Federal Programs</b>	No Minority Owned N/A
<b>Public Company</b>	N/A
<b>Contractor</b>	No
<b>Importer/Exporter</b>	N/A

The details provided in the Government Activity section are as reported to Dun & Bradstreet by the federal government and other sources.

## Operations Data

As of 01/31/2017

Description: Operates a playwright's broker (100%).  
 Terms are undetermined. Sells to undetermined. Territory : Local.  
 Employees: 70 which includes officer(s).  
 Facilities: Occupies premises in a building.

## Industry Data

### SIC

Code	Description
73890105	Playwrights' brokers

### NAICS

Code	Description
711410	Agents and Managers for Artists, Athletes, Entertainers, and Other Public Figures

## Financial Statements

### Key Business Ratios (Based on 80 establishments)

D&B has been unable to obtain sufficient financial information from this company to calculate business ratios. Our check of additional outside sources also found no information available on its financial performance. To help you in this instance, ratios for other firms in the same industry are provided below to support your analysis of this business.

	This Business	Industry Median	Industry Quartile
<b>Profitability</b>			
Return on Sales	UN	5.2	UN
Return on Net Worth	UN	12.9	UN
<b>Short Term Solvency</b>			
Current Ratio	UN	1.9	UN
Quick Ratio	UN	1.5	UN
<b>Efficiency</b>			
Assets Sales	UN	80.1	UN
Sales / Net Working Capital	UN	5.8	UN
<b>Utilization</b>			
Total Liabs / Net Worth	UN	76.0	UN

### Most Recent Financial Statement

As of 01/31/2017

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

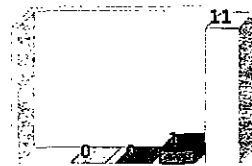
## Indicators

### Public Filings Summary

The following data includes both open and closed filings found in D&B's database on this company

Record Type	No. of Records	Most Recent Filing Date
Judgment	0	
Lien	0	
Suit	1	10/11/2013
UCC	11	01/18/2017

### Public Filings



Bankruptcy Judgment Lien Suit UCC

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

## Full Filings

### Suits

Status	Pending	Latest Info Received	10/29/2013
Where Filed	PINELLAS COUNTY/CIRCUIT COURT, CLEARWATER, FL	CASE NO.	2013CI 9645
Plaintiff	KEITH, ERNEST P	Status Attained	10/11/2013
Defendant	CONSUMER ENERGY SOLUTIONS INC	Date Filed	10/11/2013

### UCC Filings

Collateral	All Assets including proceeds and products - Inventory including proceeds and products - Account(s) including proceeds and products - Equipment including proceeds and products - and OTHERS	Latest Info Received	09/26/2014
Filing No.	201402187481	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL	Date Filed	09/16/2014
Secured Party	ASPEN PRIVATE CAPITAL, LLC, ASPEN, CO		
Debtor	CONSUMER ENERGY SOLUTIONS, INC.		
Filing No.	201608392269	Latest Info Received	08/08/2016
Original UCC Filed Date	09/16/2014	Type	Termination
Where Filed	SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL	Date Filed	08/05/2016
Secured Party	ASPEN PRIVATE CAPITAL, LLC, ASPEN, CO	Original Filing No.	201402187481
Debtor	CONSUMER ENERGY SOLUTIONS, INC.		
Collateral	All Inventory - All Account(s) - All General intangibles(s) - All Equipment - All Chattel paper	Latest Info Received	09/26/2014
Filing No.	201402169157	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL	Date Filed	09/10/2014
Secured Party	CADENCE BANK, N.A., BIRMINGHAM, AL		
Debtor	CONSUMER ENERGY SOLUTIONS, INC.		
Collateral	Inventory including proceeds and products - Account(s) including proceeds and products - Assets including proceeds and products - Chattel paper including proceeds and products - and OTHERS	Latest Info Received	08/20/2015
Filing No.	201504618392	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL	Date Filed	08/05/2015
Secured Party	ASPEN PRIVATE CAPITAL CES #2, LLC, A COLORADO LIMITED		

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Debtor	CONSUMER ENERGY SOLUTIONS, INC., A FLORIDA CORPORATION		
Filing No.	201700013236	Latest Info Received	01/19/2017
Original UCC Filed Date	08/05/2015	Type	Termination
Where Filed	SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL	Date Filed	01/18/2017
Secured Party	ASPEN PRIVATE CAPITAL CES #2, LLC, A COLORADO LIMITED LIABILITY COMPANY, ASPEN, CO	Original Filing No.	201504618392
Debtor	CONSUMER ENERGY SOLUTIONS, INC., A FLORIDA CORPORATION		
Collateral	Business machinery/equipment and proceeds		
Filing No.	201402283863	Latest Info Received	10/24/2014
Where Filed	SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL	Type	Original
Secured Party	U.S. BANK EQUIPMENT FINANCE, MARSHALL, MN	Date Filed	09/29/2014
Debtor	CONSUMER ENERGY SOLUTIONS, INC.		
Collateral	Business machinery/equipment and proceeds		
Filing No.	201401999415	Latest Info Received	08/29/2014
Where Filed	SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL	Type	Original
Secured Party	U.S. BANK EQUIPMENT FINANCE, A DIVISION OF U.S. BANK NATIONAL ASSOCIATION, MARSHALL, MN	Date Filed	08/13/2014
Debtor	CONSUMER ENERGY SOLUTIONS, INC.		
Collateral	Computer equipment		
Filing No.	201002621079	Latest Info Received	06/04/2010
Where Filed	SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL	Type	Original
Secured Party	US BANCORP, MARSHALL, MN	Date Filed	06/03/2010
Debtor	CONSUMER ENERGY SOLUTIONS INC		
Filing No.	20150316875X	Latest Info Received	03/04/2015
Original UCC Filed Date	06/03/2010	Type	Continuation
Where Filed	SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL	Date Filed	02/27/2015
Secured Party	US BANCORP, MARSHALL, MN	Original Filing No.	201002621079
Debtor	CONSUMER ENERGY SOLUTIONS INC		
Collateral	Computer equipment		
Filing No.	201001973044	Latest Info Received	02/18/2010
Where Filed	SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL	Type	Original
Secured Party	US BANCORP, MARSHALL, MN	Date Filed	02/08/2010
Debtor	CONSUMER ENERGY SOLUTIONS INC		
Collateral	Leased Computer equipment and proceeds		
Filing No.	200900822293	Latest Info Received	07/16/2009
Where Filed	SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL	Type	Original
Secured Party	DELL FINANCIAL SERVICES L.L.C., AUSTIN, TX	Date Filed	07/07/2009
Debtor	CONSUMER ENERGY SOLUTIONS, INC		

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed. Additional UCC and SLJ filings for this company can be found by conducting a more detailed search in our Public Records Database.

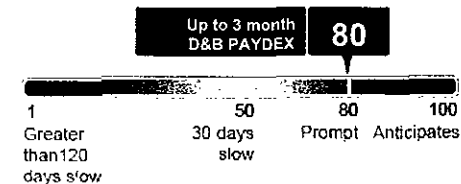
**Paydex**

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# D&B PAYDEX®

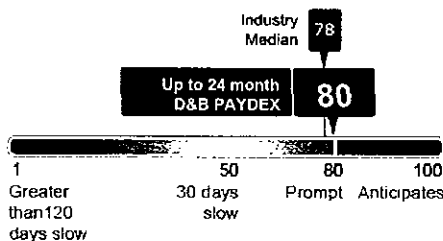
Shows the D&B PAYDEX scores as calculated up to 3 months and up to 24 months of payment experiences.

## Up to 3 month D&B PAYDEX



When weighted by dollar amount, payments to suppliers average Within terms. Based on payments collected over last 3 months.

## Up to 24 month D&B PAYDEX



When weighted by dollar amount, payments to suppliers average generally within terms. Based on payments collected up to 24 months.

When weighted by dollar amount, the industry average is 3 DAYS BEYOND terms.

High risk of late payment (average 30 to 120 days beyond terms)

Medium risk of late payment (average 30 days or less beyond terms)

Low risk of late payment (average prompt to 30+ days sooner)

Payment Trend	unchanged *	Total Payment Experiences for the HQ	15	Highest Now Owing	\$15,000
Payments Within Terms	100%	Total Placed for Collection	0	Highest Past Due	\$0
Average High Credit	\$1,944	Largest High Credit	\$15,000		

\* compared to payments three months ago

## Payment Summary

The Payment Summary section reflects payment information in D&B's file as of the date of this report.

There are 15 payment experiences in D&B's file, with 4 experiences reported during the last three month period. The highest Now Owes on file is \$15,000. The highest Past Due on file is \$0.

## Top 10 Industries

Industries	Total Received	Total Amounts	Largest High Credit	Within Terms (%)	Days Slow (%)			
					0-30	31-60	61-90	90+
Security broker/deal	2	\$550	\$500	100	0	0	0	0
Short-trm busn credit	1	15,000	15,000	100	0	0	0	0
Radiotelephone commun	1	500	500	100	0	0	0	0
Telephone communictns	1	500	500	100	0	0	0	0
Nonclassified	1	500	500	100	0	0	0	0
Misc business service	1	250	250	100	0	0	0	0
Lithographic printing	1	100	100	100	0	0	0	0
Nondeposit trust	1	100	100	100	0	0	0	0

## Other Payment Categories

Category	Total Received	Total Dollar Amounts	Largest High Credit
Cash Experiences	6	\$600	\$100
Payment record unknown	0	0	0
Unfavorable comments	0	0	0
Placed for Collection	0	0	0

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Date Reported	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last Sale within(months)
March 2017	Ppt	\$15,000	\$15,000	\$0	N/A	1
	Ppt	500	500	0	N30	1
	Ppt	50	50	0	N30	1
	(004)	100	0	0	Cash account	1
January 2017	Ppt	100	0	0	N/A	1
December 2016	Ppt	500	0	0	N/A	6-12
September 2016	(007)Cash own option	100	0	0	Cash account	1
	(008)	100	0	0	Cash account	6-12
July 2016	(009)	100	0	0	Cash account	1
June 2016	(010)	100	0	0	Cash account	1
May 2016	Ppt	500	0	0	N/A	6-12
December 2015	(012)	100	0	0	Cash account	1
November 2015	Ppt	500	0	0	N/A	6-12
October 2015	Ppt	250	0	0	N/A	6-12
July 2015	Ppt	100	0	0	N/A	6-12

Lines shown in red are 30 or more days beyond terms

Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

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**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.

**Consumer Energy Solutions, Inc. has had no actions pertaining to bankruptcy in the current 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 five most recent years preceding the application.

**Consumer Energy Solutions, Inc. has not had any dissolution or merger or acquisition within the five 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.

**Consumer Energy Solutions, Inc. is 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.

**Consumer Energy Solutions acts as a Broker/ Marketer in the Deregulated Markets in the Natural Gas and Electric Energy field, servicing suppliers and retail customers in providing the best possible options in the deregulated markets.**

**Consumer Energy Solutions, Inc has 17 years of experience servicing the Deregulated Markets for Residential, Commercial, Small Government and Industrial customer for the Supplier(s) with whom it contracts to provide such offerings to their public in deregulated states.**

### **Full Summary of Consumer Energy Solutions, Inc Capabilities**

#### **Overview**

**Consumer Energy Solutions was founded in 1999 and has enrolled over 2 million residential and 200,000 commercial customers across the United States and Canada. We represent some of the largest energy suppliers in North America and have serviced many Fortune 500 companies.**

**We accomplish our goals by continuous research into the energy markets around the country. CES has built over the last 17 years, a successful team of Sales Managers and Sales Consultants who are well educated in the Energy Supplier services industry, and is proud to serve the industry and its customers in maintaining and ensuring a degree of excellence and competence by training all those who work within CES on the important issues in the Energy Supplier Industry to provide the best services possible.**

#### **QUALIFYING FACTORS CREATING CES AS A LEADER IN THE ENERGY INDUSTRY**

**Consumer Energy Solutions Inc has a proven 17 year track record in the industry as broker/marketers licensed in and serving the Energy Supplier Markets in Pennsylvania, Maryland, Maine, New Hampshire, Rhode Island, New Jersey, Massachusetts, and Connecticut.**

**Neither CES nor any of its affiliated interests have been denied approval by a State Commission to sell electricity to Retail Electric Consumers or has had its authority revoked in the Gas and Electric markets it serves.**

**Consumer Energy Solutions follows certain protocols and sets company policy to both monitor and control the quality of its outreach and to fulfill its duty as a Broker. First , any**

and all employees who will have contact with the public are trained in the Energy Industry basics and then, are trained specific to each program it offers to the consumer with the program patters and guidelines. There is a specific 5 tier training program for all new employees and those wishing to advance to managerial positions in the sales areas must accomplish all the Mandatory Training and show proven skill in the sales area before attaining final Manager Status. Company disciplinary procedures and implementation of those procedures are also keyed to the industry and designed from the view of complete professionalism on the part of every company employee.

Consumer Energy Solutions records all calls, and through routine and daily call monitoring from its Quality Control Department, takes a proactive approach in maintaining an assurance of industry standards in its marketing activities.

Consumer Energy Solutions, Inc. maintains a Customer Service department dedicated to quickly resolve any customer questions or complaints that may occur with its own dedicated call lines.

In addition to the above, Consumer Energy Solutions uses a third party verification company to verify all its offers and acceptances of offers from the consumers who wish to take advantage of the energy programs they are informed of. The verification service employs recorded verification procedures which are then provided to CES for its obligations in record keeping management of all marketing calls.

CES maintains an advanced IT Department to enable it to effectively reach, monitor and maintain its internal record keeping obligations, as well as custom designed programs to monitor and track all aspects of the business life cycle involved.

CES retains a dedicated Corporate Regulatory Assistant, who in liaison with the company attorneys, monitors, tracks, and keeps its licensing and other obligations as an industry supplier current in each of the states it operates in, as well as assists in the internal procedures to track and ensure correct handling of marketing related regulations and rules as applicable to such items as , Do Not Call lists, Slamming prohibitions, and any other items related to regulations and offers ,as the various individual program offers from suppliers are implemented and presented to the consumer.

CES has taken the time and the interest to create a company that effectively serves the Energy Industry in the current retail and commercial markets and has created a model for future markets in industrial, large commercial, and the markets for the existing and emerging resources in renewable energy and biotechnologies.

End of Statement.

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**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.



**Patrick Clouden, CEO**

Patrick founded CES nearly ten years ago. Pat uses his extensive sales and business experience to guide the company. Pat was hands on in the development of the procedures and policies for CES as a Marketing Broker services company at the time of the emerging deregulation in the Energy Markets and brings 19 years of experience to the firm in the Gas and Electric fields. Before CES, he was partner and co-founder of Least Cost Routing, Inc., which was sold to Primus Telecommunications, a publicly traded company. Patrick works daily within the company to ensure its expansion with the key note of professionalism, to guarantee exemplary service to its customers and clients.



**George Clouden, President**

George started at CES in outside sales more than 15 years ago. He moved from Dallas, Texas for an opportunity in management at CES and has since become the Director of Sales. Prior to CES, George worked in the equipment leasing business for 9 years with GE Capital in addition to being an Independent Broker.

George as the President ensures the sales teams are active, ethical and succeeding as employees' of CES, and as Managers , coordinating with Mr. Clouden and other executives to ensure the companies ultimate success in the Gas and Electric markets it serves.

**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.

**Patrick Clouden, CEO**

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**George Clouden, President**

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