NC FILE

13

Ohio | Public Utilities Commission

PUCO USE ONLY – Version 1.08 May 2016		
Date Received	Case Number	Certification Number
	- GA-AGG	

17-1491-GA-AGG

INITIAL 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.

2017 JUN 23 PM 2:46 PUCO

SECTION A - APPLICANT INFORMATION AND SERVICES

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

☑ **Retail Natural Gas Aggregator** ☑ **Retail Natural Gas Broker**

A-2 Applicant information:

Legal Name: Daniel E. Eisinger

Address: 3434 Harley Rd. Suite 200

Telephone No.: 419-601-1602 Web site Address:

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

Name: Zinger Strategies LLC.

Address: 3434 Harley Rd. Suite 200

Web site Address: zingerstrategies.com Telephone No.: 419-601-1602

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

A-5 Contact person for regulatory or emergency matters:

Name: Daniel E. Eisinger Title: President

Business Address: 3434 Harley Rd. Suite 200

Telephone No.: 419-601-1602 Fax No.: 800-604-5762 Email Address: zingerstrategies@yahoo.com

This is to certify that the images appearing are an accurate and complete reproduction of a case file document delivered in the regular course of business.
Technician ____ Date Processed JUN 23 2017

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

Name Daniel E. Eisinger Title President

Business address 3434 Harley Rd. Suite 200

Telephone No. 419-601-1602 Fax No. 800-604-5762 Email Address zingerstrategies@yahoo.com

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

Customer service address 3434 Harley Rd. Suite 200

Toll-Free Telephone No. 800-604-5762 Fax No. 800-604-5762 Email Address zingerstrategies@yahoo.con

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 Daniel E. Eisinger Title President

Business address 3434 Harley Rd. Suite 200

Telephone No. 419-601-1602 Fax No. 800-604-5762 Email Address zingerstrategies.com

A-9 Applicant's federal employer identification number 82-1676219

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.)

✔ Columbia Gas of Ohio	✔ Residential	✔ Small Commercial	✔ Large Commercial / Industrial
✔ Dominion East Ohio	✔ Residential	✔ Small Commercial	✔ Large Commercial / Industrial
✔ Duke Energy Ohio	✔ Residential	✔ Small Commercial	✔ Large Commercial / Industrial
✔ Vectren Energy Delivery of Ohio	✔ Residential	✔ Small Commercial	✔ 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

☐ Residential	Beginning Date of Service	End Date
☐ Small Commercial	Beginning Date of Service	End Date
☐ Large Commercial	Beginning Date of Service	End Date
☐ Industrial	Beginning Date of Service	End Date

☐ Dominion East Ohio

☐ Residential	Beginning Date of Service	End Date
☐ Small Commercial	Beginning Date of Service	End Date
☐ Large Commercial	Beginning Date of Service	End Date
☐ Industrial	Beginning Date of Service	End Date

☐ Duke Energy Ohio

☐ Residential	Beginning Date of Service	End Date
☐ Small Commercial	Beginning Date of Service	End Date
☐ Large Commercial	Beginning Date of Service	End Date
☐ Industrial	Beginning Date of Service	End Date

☐ Vectren Energy Delivery of Ohio

☐ Residential	Beginning Date of Service	End Date
☐ Small Commercial	Beginning Date of Service	End Date
☐ Large Commercial	Beginning Date of Service	End Date
☐ Industrial	Beginning Date of Service	End Date

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

✔	**Columbia Gas of Ohio**	**Intended Start Date**	July 25, 2017
✔	**Dominion East Ohio**	**Intended Start Date**	July 25, 2017
✔	**Duke Energy Ohio**	**Intended Start Date**	July 25, 2017
✔	**Vectren Energy Delivery of Ohio**	**Intended Start Date**	July 25, 2017

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

A-14 **Exhibit A-14 "Principal Officers, Directors & Partners,"** provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.

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

A-16 **Exhibit A-16 "Articles of Incorporation and Bylaws,"** if applicable, provide the articles of incorporation filed with the state or jurisdiction in which the applicant is incorporated and any amendments thereto.

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

SECTION B - APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED

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

B-2 **Exhibit B-2 "Experience & Plans,"** provide a current description of the applicant's experience and plan for contracting with customers, providing contracted services, providing billing statements, and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4929.22 of the Revised Code and contained in Chapter 4901:1-29 of the Ohio Administrative Code.

B-3 **Exhibit B-3 "Summary of Experience,"** provide a concise and current summary of the applicant's experience in providing the service(s) for which it is seeking to be certified to provide (e.g., number and types of customers served, utility service areas, volume of gas supplied, etc.).

B-4 **Exhibit B-4 "Disclosure of Liabilities and Investigations,"** provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocations of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational

status or ability to provide the services it is seeking to be certified to provide.

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 within the past five years.

☑ **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.

☑ **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 the applicant does not produce annual reports, the applicant should indicate that Exhibit C-1 is not applicable and why.
(This is generally only applicable to publicly traded companies who publish annual reports.)

C-2 **Exhibit C-2 "SEC Filings,"** provide the most recent 10-K/8-K Filings with the SEC. If applicant does not have such filings, it may submit those of its parent company. 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 current financial arrangements to satisfy collateral requirements to conduct retail electric/gas business activity (e.g., parental or third party guarantees, contractual arrangements, credit agreements, etc.,).

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

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

1. The applicant itself stating that it is investment grade rated by Moody's, Standard & Poor's or Fitch and provide evidence of rating from the rating agencies.

2. Have a parent company or third party that is investment grade rated by Moody's, Standard & Poor's or Fitch guarantee the financial obligations of the applicant to the LDU(s).

3. Have a parent company or third party that is not investment grade rated by Moody's, Standard & Poor's or Fitch but has substantial financial wherewithal in the opinion of the Staff reviewer to guarantee the financial obligations of the applicant to the LDU(s). The guarantor company's financials must be included in the application if the applicant is relying on this option.

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

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

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

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

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

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

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

C-10 **Exhibit C-10 "Corporate Structure,"** provide a description of the applicant's corporate structure, not an internal organizational chart, including a graphical depiction of such structure, and a list of all affiliate and subsidiary companies that supply retail or wholesale electricity or natural gas to customers in North America. If the applicant is a stand-alone entity, then no graphical depiction is required and applicant may respond by stating that they are a stand-alone entity with no affiliate or subsidiary companies.

SECTION D – APPLICANT TECHNICAL CAPABILITY

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

D-1 **Exhibit D-1 "Operations,"** provide a current written description of the operational nature of the applicant's business functions.

D-2 **Exhibit D-2 "Operations Expertise,"** given the operational nature of the applicant's business, provide evidence of the applicant's current experience and technical expertise in performing such operations.

D-3 **Exhibit D-3 "Key Technical Personnel,"** provide the names, titles, email addresses, telephone numbers, and background of key personnel involved in the operational aspects of the applicant's current business.

Applicant Signature and Title [signature], PRESIDENT

Sworn and subscribed before me this 22 **day of** June **Month** 2017 **Year**

[signature] Alberta L. Rochon

Signature of official administering oath **Print Name and Title**

My commission expires on 6-8-2018

NOTARY PUBLIC STATE OF OHIO

ALBERTA L. ROCHON
Notary Public, State of Ohio
My Commission Expires
June 8, 2018

The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service
Affidavit Form
(Version 1.07)

In the Matter of the Application of)
ZINGER STRATEGIES LLC)
for a Certificate or Renewal Certificate to Provide)
Competitive Retail Natural Gas Service in Ohio.)

Case No. [ ]-[ ] **-GA-AGG**

County of LUCAS
State of OHIO

DANIEL E. ETZINGER [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 [signature], PRESIDENT

Sworn and subscribed before me this 22 **day of** June **Month** 2017 **Year**

[signature] **Signature of Official Administering Oath**

Alberta L. Rochon **Print Name and Title**

ALBERTA L. ROCHON
Notary Public, State of Ohio
My Commission Expires
June 8, 2018

My commission expires on 6-8-2018

ZINGER STRATEGIES LLC.
Dan Eisinger, President
3434 Harley Rd. Suite 200
Toledo, OH 43606
Phone: 419-601-1602
zingerstrategies@yahoo.com

Natural Gas

Exhibit A-14 "Principal Officers, Directors & Partners"

Daniel E. Eisinger, President
3434 Harley Rd. Suite 200, Toledo, OH 43606
419-601-1602 / 800-604-5762

Exhibit A-15 "Company History"

Zinger Strategies LLC. was founded on May 27, 2017 and is a consulting firm focused on Energy Brokering in Ohio, primary in Northwest Ohio. It also offers consulting in development, fundraising, sales, marketing, project management and government consulting.

Exhibit A-16 "Articles of Incorporation and Bylaws"

See Attachment A-16

Exhibit A-17 "Secretary of State"

See Attachment A-17

Exhibit B-1 " Jurisdictions of Operation"

Zinger Strategies LLC. Is not certified, licensed, registered, or otherwise authorized in any other jurisdiction and intends, at this time, to only be certified in Ohio.

Exhibit B-2 "Experience Plans"

Daniel E. Eisinger has six (6) years experience in the utility supply industry. Zinger Strategies LLC. will work with authorized suppliers who will provide contracted services, the utility or supplier will provide billing statements and Zinger Strategies LLC. will use supplier contracts and will respond to customer inquiries and complaints.

Exhibit B-3 "Summary of Experience"

Daniel E. Eisinger was the project manager of Direct Energy's governmental aggregation program for two (2) years. At this time, he worked closely with the aggregation sales manager and many Ohio government groups.

Exhibit B-4 "Disclosure of Liabilities and Investigations"

Neither Daniel E. Eisinger nor Zinger Strategies LLC. have or had any existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational status or ability to provide the services it is seeking to be certified to provide.

B-5

Disclose whether the applicant, a predecessor of the applicant, or any principal officer of the applicant have ever been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years.

No

B-6

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

No

Exhibit C-1 "Annual Reports"

Zinger Strategies LLC. was founded on May 27, 2017 and does not have any annual reports at this time.

Exhibit C-2 "SEC Filings"

Zinger Strategies LLC. was founded on May 27, 2017 and has not completed any SEC Filings at this time.

Exhibit C-3 "Financial Statements"

Zinger Strategies LLC. was founded on May 27, 2017 and does not have any financial statements at this time.

Exhibit C-4 "Financial Arrangements"

N/A

Exhibit C-5 "Forecasted Financial Statements"

Zinger Strategies LLC. was founded on May 27, 2017 and does not have any forecasted financial statements at this time.

Exhibit C-6 "Credit Rating"

Zinger Strategies LLC. was founded on May 27, 2017 and does not have a credit rating at this time.

Exhibit C-7 "Credit Report"

Zinger Strategies LLC. was founded on May 27, 2017 and does not have a credit report at this time.

Exhibit C-8 "Bankruptcy Information"

Zinger Strategies LLC. was founded on May 27, 2017 and does not have 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.

Exhibit C-9 "Merger Information"

Zinger Strategies LLC. was founded on May 27, 2017 and does not have any any dissolution or merger or acquisition of the applicant within the most recent years preceding the application.

Exhibit C-10 "Corporate Structure"

Zinger Strategies LLC. Is a stand-alone entity with no affiliate or subsidiary companies.

Exhibit D-1 "Operations"

Zinger Strategies LLC. will work with suppliers and will preform all operations on excel or access and will keep back up paper copies.

Exhibit D-2 "Operations Expertise"

Daniel E. Eisinger has extensive working knowledge of excel and access and will work with suppliers on all operation needs.

Exhibit D-3 "Key Technical Personnel"

Daniel E. Eisinger, President
3434 Harley Rd. Suite 200, Toledo, OH 43606
419-601-1602 / 800-604-5762

DATE	DOCUMENT ID	DESCRIPTION	FILING	OVER PAYMENT	EXPED	CERT	COPY
05/26/2017	201714600016	DOMESTIC FOR PROFIT LLC - ARTICLES OF ORG (LCP)	99.00	0.00	0.00	0.00	0.00

Receipt

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

DANIEL EISINGER
3434 HARLEY RD.
TOLEDO, OH 43606

STATE OF OHIO
CERTIFICATE

Ohio Secretary of State, Jon Husted

4033407

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

ZINGER STRATEGIES LLC

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

Document(s)	Document No(s):
DOMESTIC FOR PROFIT LLC - ARTICLES OF ORG **Effective Date: 05/27/2017**	**201714600016**

United States of America
State of Ohio
Office of the Secretary of State

Witness my hand and the seal of the Secretary of State at Columbus, Ohio this 26th day of May, A.D. 2017.

Jon Husted

Ohio Secretary of State

IRS DEPARTMENT OF THE TREASURY
INTERNAL REVENUE SERVICE
CINCINNATI OH 45999-0023

Date of this notice: 05-26-2017

Employer Identification Number:
82-1676219

Form: SS-4

Number of this notice: CP 575 G

ZINGER STRATEGIES LLC
DANIEL E EISINGER SOLE MBR
3434 HARLEY RD
TOLEDO, OH 43606

For assistance you may call us at:
1-800-829-4933

IF YOU WRITE, ATTACH THE
STUB AT THE END OF THIS NOTICE.

WE ASSIGNED YOU AN EMPLOYER IDENTIFICATION NUMBER

Thank you for applying for an Employer Identification Number (EIN). We assigned you EIN 82-1676219. This EIN will identify you, your business accounts, tax returns, and documents, even if you have no employees. Please keep this notice in your permanent records.

When filing tax documents, payments, and related correspondence, it is very important that you use your EIN and complete name and address exactly as shown above. Any variation may cause a delay in processing, result in incorrect information in your account, or even cause you to be assigned more than one EIN. If the information is not correct as shown above, please make the correction using the attached tear off stub and return it to us.

A limited liability company (LLC) may file Form 8832, *Entity Classification Election*, and elect to be classified as an association taxable as a corporation. If the LLC is eligible to be treated as a corporation that meets certain tests and it will be electing S corporation status, it must timely file Form 2553, *Election by a Small Business Corporation*. The LLC will be treated as a corporation as of the effective date of the S corporation election and does not need to file Form 8832.

To obtain tax forms and publications, including those referenced in this notice, visit our Web site at www.irs.gov. If you do not have access to the Internet, call 1-800-829-3676 (TTY/TDD 1-800-829-4059) or visit your local IRS office.

IMPORTANT REMINDERS:

* Keep a copy of this notice in your permanent records. **This notice is issued only one time and the IRS will not be able to generate a duplicate copy for you.** You may give a copy of this document to anyone asking for proof of your EIN.

* Use this EIN and your name exactly as they appear at the top of this notice on all your federal tax forms.

* Refer to this EIN on your tax-related correspondence and documents.

If you have questions about your EIN, you can call us at the phone number or write to us at the address shown at the top of this notice. If you write, please tear off the stub at the bottom of this notice and send it along with your letter. If you do not need to write us, do not complete and return the stub.

Your name control associated with this EIN is ZING. You will need to provide this information, along with your EIN, if you file your returns electronically.

Thank you for your cooperation.