

FILE

# Ohio | Public Utilities Commission

14-1594-EL-AGG

Original AGG Case Number	Version
14-1594-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 Secure Energy Solutions, LLC  
 Address 515 Shaker Rd., East Longmeadow, MA 01028-3126  
 PUCO Certificate # and Date Certified 14-882E; 10/17/2014  
 Telephone # (413) 733-2571 Web site address (if any) www.sesenergy.org

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

Legal Name Secure Energy Solutions, LLC  
 Address 515 Shaker Rd., East Longmeadow, MA 01028-3126  
 Telephone # (413) 733-2571 Web site address (if any) www.sesenergy.org

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

Secure Energy Solutions, LLC  
SES Secure Energy Solutions, LLC

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

Name Erk J. Ness, CEM, CEP  
 Title Vice President & General Counsel  
 Business address 515 Shaker Rd., East Longmeadow, MA 01028-3126  
 Telephone # (413) 733-2571 Fax # (413) 733-2574  
 E-mail address eness@sesenergy.org

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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 PUCO

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

Name Christopher A. Duby  
Title President  
Business address 515 Shaker Rd., East Longmeadow, MA 01028-3126  
Telephone # (413) 733-2571 Fax # (413) 733-2574  
E-mail address cduby@sesenergy.org

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

Customer Service address 515 Shaker Rd., East Longmeadow, MA 01028-3126  
Toll-free Telephone # (800) 655-9818 Fax # (413) 733-2574  
E-mail address jhaynes@sesenergy.org

**A-8 Applicant's federal employer identification number # 11-3776111**

**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:

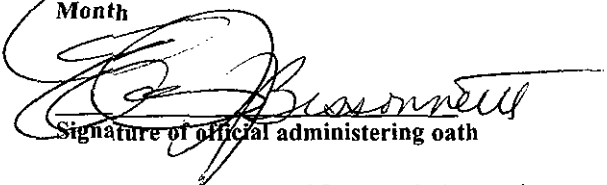
1. The applicant itself stating that it is investment grade rated by Moody’s, Standard & Poor’s or Fitch and provide evidence of rating from the rating agencies.
2. Have a parent company or third party that is investment grade rated by Moody’s, Standard & Poor’s or Fitch guarantee the financial obligations 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.

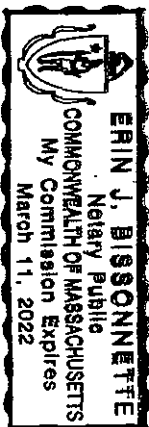
  
Signature of Applicant & Title **CEO**

Sworn and subscribed before me this 20<sup>th</sup> day of August, 2018  
Month Year

  
Signature of official administering oath

**ERIN J. BISSONNETTE, NOTARY**  
Print Name and Title

My commission expires on MARCH 11, 2022



# **AFFIDAVIT**

State of Massachusetts: EAST LONGMEADOW ss.  
(Town)  
County of HAMPSHIRE :

KEVIN MATTSON, Affiant, being duly sworn/affirmed according to law, deposes and says that:  
He/She is the CEO (Office of Affiant) of SECURE ENERGY SOLUTIONS LLC (Name of Applicant);

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

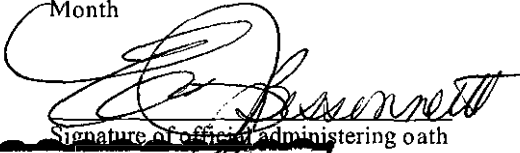
1. The Applicant herein, attests under penalty of false statement that all statements made in the application for certification renewal are true and complete and that it will amend its application while the application is pending if any substantial changes occur regarding the information provided in 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.

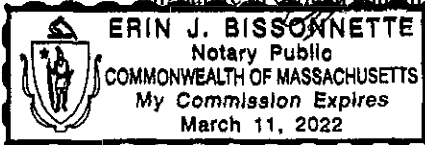
That the facts above set forth are true and correct to the best of his/her knowledge, information, and belief and that he/she expects said Applicant to be able to prove the same at any hearing hereof.

  
Signature of Affiant & Title

Sworn and subscribed before me this 20<sup>th</sup> day of August 2018  
Month Year

  
Signature of official administering oath

ERIN J. BISSONNETTE, NOTARY  
Print Name and Title



My commission expires on March 11, 2022

## Exhibit A-10 "Principal Officers, Directors & Partners"

1. Kevin R. Mattson  
Chief Executive Officer  
Secure Energy Solutions, LLC  
515 Shaker Rd.  
East Longmeadow, MA 01028-3126  
(413) 733-2571; ext. 212
  
2. Christopher A. Duby  
President  
Secure Energy Solutions, LLC  
515 Shaker Rd.  
East Longmeadow, MA 01028-3126  
(413) 733-2571; ext. 211
  
3. Joseph S. Fusco  
Managing Partner  
Secure Energy Solutions, LLC  
515 Shaker Rd.  
East Longmeadow, MA 01028-3126  
(413) 733-2571; ext. 215



## Exhibit B-1 "Jurisdictions of Operation"

Secure Energy Solutions, LLC, is currently registered, licensed, and operating in the following States:

1. Massachusetts (Domestic)
2. Connecticut
3. Delaware
4. District of Columbia
5. Florida
6. Illinois
7. Maine
8. Maryland
9. Michigan
10. New Hampshire
11. New Jersey
12. New York
13. Ohio
14. Oregon
15. Pennsylvania
16. Rhode Island
17. Texas

## Exhibit B-2 "Experience & Plans"

Secure Energy Solutions, LLC is a broker/aggregator who does not take ownership of the power. Secure Energy Solutions, LLC currently contracts power through a number of competitive suppliers including AEP Energy, Agera Energy, Amerigreen Energy, APG&E, *Constellation New Energy*, *Direct Energy*, *Discount Power Inc*, *Great Eastern Energy*, *Hudson Energy*, *Infinite Energy*, *Liberty Power*, *Major Energy*, *NextEra Energy*, *Nordic Energy*, *NRG Energy*, *Spark Energy*, *Sprague*, *Suez*, *Summit Energy*, *Talen Energy*, *TransCanada USG&E* and *WGL Energy*.

Secure Energy Solutions uses a consultative approach to inform commercial, industrial & governmental customers about their options and current market conditions. The services we provide include reviewing energy load profiles, building competitive bidding situations, and also aggregating customers to pool their energy loads to achieve buying power. Secure Energy Solutions will not be taking ownership of the power, hence Secure Energy Solutions will not be collecting or remitting payment to either the customer, or Local Distribution Companies. The LDC and/or Supplier will provide billing services to the customer to collect and remit gross receipts tax to the State.

Secure Energy Solutions offers a full-time administrative staff whose duties include providing customer service. We have a toll-free number, (800) 655-9818 in which our customers may utilize during normal business hours. Each of our employees distributes business cards which also lists an office telephone number, personal telephone number as well as an email address which are all monitored daily. Furthermore, we have made it practice to mail within 3 days of contract a copy of the agreement in conjunction with a welcome letter which confirms the rate, term and Supplier information. The terms of each agreement explicitly details the rescission period, termination procedures, supplier contact information and individual account information.

## Exhibit B-3 "Disclosure of Liabilities and Investigations"

Secure Energy Solutions, LLC, has had no regulatory issues regarding its ability to provide services.

## Exhibit C-1 "Annual Reports"

Secure Energy Solutions, LLC, is a privately held company and maintains financial information as confidential.

## Exhibit C-2 "SEC Filings"

Secure Energy Solutions, LLC, is a privately held company and does not have shareholders. Therefore, Secure Energy Solutions does not make 10-K/8-K Filings with the SEC.

Exhibit C-4 "Financial Arrangements"

N/A. Secure Energy Solutions, LLC, operates as a broker/aggregator, and does not take title of the electricity or power.

## Exhibit C-8 "Bankruptcy Information"

Secure Energy Solutions, LLC, has no reorganizations, protection from creditors, or any other form of bankruptcy filings made by Secure Energy Solutions, LLC, or affiliate organization that guarantees the obligations of Secure Energy Solutions or any Officer of Secure Energy Solutions, LLC, in the current year or within the two most recent years preceding the application.

Exhibit C-9 "Merger Information"

Secure Energy Solutions, LLC, has no dissolutions or mergers or acquisitions within the two most recent years preceding the application.



## Exhibit C-10 "Corporate Structure"

Secure Energy Solutions, LLC, is incorporated as a Limited Liability Company and files as an S-Corp. Secure Energy Solutions is a stand-alone entity and has no affiliate or subsidiary companies that supply retail or wholesale electricity or natural gas.