Ohio | Public Utilities Commission

FILE

PUCO USE O	NLY-Version 1.08	
Date Received	Renewal Certification Number	ORIGINAL AGG Case Number
		17 - 0335 - 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.

							_	0113 1113	20	
		SECTION A	- Applicant	INFORMATIO	ON AND S	ERVICES			241	
A-1	Applicant inte	nds to renew i	its certificate as	: (check all tha	t apply)			00271 2 C	0 1	-
	Retail Natur	al Gas Aggrega	ntor 🗹 Retail	Natural Gas Bro	oker				Dear	
A-2	Applicant info	rmation:						050	S L C C	1
	Legal Name	Ohio Energy Cor	nsultants					1mc	ouo Sula B	i Ş
	Address	348 Plymouth Dr	., Bay Village OH 4	4140				the	epro erec Dat	
	Telephone No.	21 6 -401-1862		Web site	Address	www.ohioene	ergy.energy	د. 13 12	с цри цри	
	Current PUCO Ce	rtificate No.	17-588G	Effective Dates	3/4/17 t	hru 3/4/19		-454 C	complet vered 1	
A-3	Applicant info	rmation unde	r which applica	nt will do busi	ness in O	hio:		1.0 v		P.
	Name	Ohio Energy Co	nsultants					(Ч
	Address	348 Plymouth D	r., Bay Village OH 4	4140					81. 81.8181 81.810	b, ci
	Web site Address	www.ohioenergy	/.energy	Telephor	ne <u>No</u> . 216	-401-1862			this is accurat	Technici
A-4	List all names	under which (the applicant do	oes business in l	North An	nerica:			્રેન શરૂ વ	
	Ohio Energy Consu	itants						2019 J	RECEIVED-DOCKETING DIV	
								AN 2	1-03	
A-5	Contact perso	a for regulator	ry or emergenc	y matters:			PUCO	2019 JAN 24 AM 11:	DOCKET	
	Name Fred Kasu	nick		Title	President/	Owner	\cup		ING	
	Business Address	348 Plymouth [Dr., Bay Village OH	44140				8	AIC	•,
	Telephone No. 21	6-401-1862	Fax No. 440	-808-8871	Email Ado	dress fred@ol	nioenergy.e	nergy		

(CRNGS Broker/Aggregator Renewal-Revised May 2016) Page 1 of 7

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

Name Fred Kasunic	ck	Title President/Owner				
Business address	348 Plymouth Dr.,	Bay Village OH 44140				
Telephone No. 216	-401-1862	Fax No. 440-808-8871	Email Address	fred@ohioenergy.energy		

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

Customer service address	348 Plymouth Dr.	, Bay Village OH 44140		
Toll-Free Telephone No. 2	16-401-1862	Fax No. 440-808-8871	Email Address	fred@ohioenergy.energy

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 Fred Kasunick		Title President/Owner				
	Business address 348 Plymouth Dr.,						
	Telephone No. 216-401-1862	Fax No. 440-808-8871	Em	ail Address fred@ohioenergy.energy			
A-9	Applicant's federal employer	identification numb	oer 🥌	82-0765176			
A-10	Applicant's form of ownershi	p: (Check one)					
	✓ Sole Proprietorship		🗌 Partn	ership			
	Limited Liability Partnershi	p (LLP)	Limit	ed 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 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
Dominion East Ohio	Intended Start Date
Duke Energy Ohio	Intended Start Date
Vectren Energy Delivery of Ohio	Intended Start Date

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

- A-14 <u>Exhibit A-14 "Principal Officers, Directors & Partners,</u>" 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," 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.
- A-17 Exhibit A-17 "Secretary of State," provide evidence that the applicant is still 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** <u>Exhibit B-1 "Jurisdictions of Operation</u>," 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 <u>Exhibit B-2 "Experience & Plans</u>," 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** <u>Exhibit B-3 "Summary of Experience</u>," 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.).
- **B-4** <u>Exhibit B-4</u> "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.

B-5 <u>Exhibit B-5</u> "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	5
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If Yes, provide a separate attachment labeled as <u>Exhibit B-5</u> "Disclosure of Consumer Protection <u>Violations</u>," 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 <u>Exhibit B-6</u> "Disclosure of <u>Certification Denial</u>, <u>Curtailment</u>, <u>Suspension</u>, or <u>Revocation</u>," 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 <u>Exhibit C-1 "Annual Reports,</u>" 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.)
- C-2 <u>Exhibit C-2 "SEC Filings</u>," 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-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 <u>Exhibit C-4 "Financial Arrangements</u>," 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.

- C-5 <u>Exhibit C-5 "Forecasted Financial Statements</u>," 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 <u>Exhibit C-6 "Credit Rating</u>," 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 <u>Exhibit C-7 "Credit Report,</u>" 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.

- Exhibit D-1 "Operations," provide a current written description of the operational nature of the **D-1** applicant's business functions.
- Exhibit D-2 "Operations Expertise," given the operational nature of the applicant's business, provide **D-2** evidence of the applicant's current experience and technical expertise in performing such operations.
- Exhibit D-3 "Key Technical Personnel," provide the names, titles, email addresses, telephone D-3 numbers, and background of key personnel involved in the operational aspects of the applicant's current business.

Applicant Signature and Title Rul (owner Sworn and subscribed before me this) 8th day of Vanuary Month 2019 Uhlauwich Liana Najada Banker

Year

Signature of official administering oath

Print Name and Title

LIANA NAJADA Notary Public, State of Ohio My Commission Expires June 04, 2022

My commission expires on ()6/04/2022

Competitive Retain	<i>es Commission of Ohio</i> I Natural Gas Service avit Form sion 1.07)
In the Matter of the Application of for a Certificate or Renewal Certificate to Provide Competitive Retail Natural Gas Service in Ohio.	Case No. 17 - 0335 -GA-AGG
County of CUTAHOGA State of OHIO	[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	Land owner
Sworn and subscribed before me this	18th day of Univery Month 2019 Year
<i>flour ciel</i> Signature of Official Administering O	ath Print Name and Title
LIANA NAJADA Notary Public. State of Ohio My Commission Expires June 04. 2022	My commission expires on 06/04/2022
and the second s	(CRNGS Broker/Aggregator Renewal - Version 1.08, Revised May 2016) Page 7 of

180 East Broad Street • Columbus, OH 43215-3793 • (614) 466-3016 • www.PUCO.ohio.gov

President/Owner Fred Kasunick 348 Plymouth Dr., Bay Village OH 44140 fred@ohioenergy.energy 216-401-1862

A-15

Ohio Energy Consultants will only service Ohio's commercial accounts, using price matrix for fixed and variable gas programs. Residential services will not be offered.

Fred Kasunick, president/owner of Ohio Energy Consultants, was N.E Ohio sales manager for Constellation energy. After leaving, Fred contacted former employees to continue selling gas to businesses. Ohio Energy Consultants goes door to door, converting leads and contacts established while working for former employer. Ohio Energy Consultants converts referrals from existing client base.

Customer inquiries and complaints will be handled through Ohio Energy Consultants.

A-16

Not Applicable-sole propriety

A-17

Secretary of State Certificate attached

A-14

ι.



DATE 01/30/2017 DOCUMENT ID DE 201702600260 TR

DESCRIPTION TRADE NAME REGISTRATION (RNO) FILING EXPED PENALTY CERT COPY 39.00 0.00 0.00 0.00 0.00

Receipt

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

FRED KASUNICK 348 PLYMOUTH DR BAY VILLAGE, OH 44140

STATE OF OHIO CERTIFICATE

Ohio Secretary of State, Jon Husted

3983832

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

OHIO ENERGY CONSULTANTS

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

Document(s)

TRADE NAME REGISTRATION

Effective Date: 01/26/2017

Document No(s): 201702600260

Date of First Use:

01/25/2017

Expiration Date:

01/26/2022

FRED KASUNICK 348 PLYMOUTH DR BAY VILLAGE, OH 44140



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 30th day of January, A.D. 2017.

for Huster

Ohio Secretary of State

B-1

Ohio Energy Consultants services all of Ohio's commercial accounts, using price matrix for fixed and variable natural gas programs. Company also provides same services for electric customers.

Residential services will not be offered.

B-2

Fred Kasunick, president/owner of Ohio Energy Consultants, was N.E Ohio sales manager for Constellation energy. After leaving, Fred contacted former employees to continue selling gas to businesses. Ohio Energy Consultants goes door to door, converting leads and contacts established while working for former employer. Ohio Energy Consultants converts referrals from existing client base.

Customer inquiries and complaints will be handled through Ohio Energy Consultants.

B-3

Ohio Energy Consultants has over 25 current commercial natural gas customers enrolled with multiple suppliers. Customers primarily serviced by Dominion and Columbia Gas. Company also has seasoned and well trained sales staff.

B-4

Not Applicable- No ruling, judgments, liabilities or investigations

C-1

Not Applicable-not a publicly traded company

C-2

Not Applicable- not a publicly traded company

C-3

Attached copies of 2016 & 2017 personal tax returns for Fred Kasunick, Owner/President.

C-4

Not Applicable- Ohio Energy Consultants is a brokerage.

C-5

Forecasted Financial Statements

Table: Market Analysis

		<u>Year 1</u>	Year 2	Year 3	<u>Year 4</u>	Year 5	
Potential Customers Small businesses Mid-sized businesses	<u>Growth</u> 75% 25%	75% 25%	75% 25%	75% 25%	75% 25%	75% 25%	<u>CAGR</u> 75.00% 25.00%
Total	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Table: Sales Forecast	:						
Sales			<u>Year 1</u>	<u>Year 2</u>	Year	· <u>3</u>	
Gas			\$5,000	\$7,500	\$10,00	00	
Total Sales			\$5,000	\$7,500	\$10,00	00	
Direct Cost of Sales			Year 1	Year 2	Year		
Gas			\$5,000	\$7,500	\$10,00	00	
Subtotal Direct Cost	of Sales		\$5,000	\$7,500	\$10,0	00	
5401044 2911001 0001			42,000	φ.,500	<i>\$</i> 10,00		

C-5 Table: Profit and Loss

	Year 1	Year 2	Year 3
Sales	\$5,000	\$7,500	\$10,000
Direct Cost of Sales	\$750	\$1,000	\$1,500
Other Costs of Sales	\$250	\$500	\$500
Total Cost of Sales	\$1,000	\$1,500	\$2,000
Gross Margin	\$4,000	\$6,000	\$8,000
Gross Margin %	80.00%	80.00%	80.00%
_			
Expenses	#1 000	\$1000	*1 000
Gas	\$1000	\$1000	\$1000
Supplies	\$100	\$100	\$100
Depreciation	\$0	\$0	\$0
Rent	\$0	\$0	\$0
Utilities	\$0	\$0	\$0
Insurance	\$0	\$0	\$0
Payroll Taxes	\$0	\$0	\$0
Other	\$0	\$0	\$0
Total Operating Expenses	<u>\$1,100</u>	<u>\$1,100</u>	<u>\$1,100</u>
Profit Before Interest and	\$3,890	\$5,890	\$7,890
Taxes	ψ3,070		Ψ7,070
EBITDA	\$0	\$0	\$0
Interest Expense	\$0	\$0	\$0
Taxes Incurred	\$390	\$590	\$790
Net Profit	\$3,500	\$5,300	\$7,100
Net Profit/Sales	80.00%	80.00%	80.00%

Prepared by: Fred Kasunick 348 Plymouth Dr Bay Village OH 44140 216-401-1862 fred@ohioenergy.energy

C-6

Not Applicable-

C-7

Experian credit report attached separately

C-8

Not Applicable-

C-9

Not Applicable-

C-10

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Stand-alone entity with no affiliate or subsidiary companies

Fred Kasunick, president/owner of Ohio Energy Consultants was N.E Ohio sales manager for Constellation energy. After leaving, Fred contacted former employees to continue selling natural gas to businesses going door to door and converting leads and contacts established while working for former employer. Company uses successful referral plan to acquire new clients.

Residential services will not be offered.

Customer inquiries and complaints will be handled through Ohio Energy Consultants.

D-2

As a top performing sales rep, sales trainer and sales manager for Constellation Energy, Fred Kasunick has contacts and referrals with many business owners for their natural gas services all over N.E. Ohio. Company also uses 2 seasoned and well trained sales agents.

D-3

President/Owner Fred Kasunick 348 Plymouth Dr., Bay Village OH 44140 fred@ohioenergy.energy 216-401-1862