



# Public Utilities Commission

Original AGG Case Number	Version
13 - 1335-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's legal name, address, telephone number, PUCO certificate number, and web site address

Legal Name Supernova Partners, LLC, Affordable Gas & Electric Company, LLC  
Address 10749 E Garden Rd, Mt. Vernon, IL 62864  
PUCO Certificate # and Date Certified 13-709E(3) on 7/7/2017  
Telephone # (618) 204-0115 Web site address (if any) www.agellc.com

#### A-2 List name, address, telephone number and web site address under which Applicant will do business in Ohio

Legal Name Supernova Partners, LLC, Affordable Gas & Electric Company, LLC  
Address 10749 E Garden Rd, Mt. Vernon, IL 62864  
Telephone # (618) 204-0115 Web site address (if any) www.agellc.com

#### A-3 List all names under which the applicant does business in North America

Supernova Partners, LLC, Affordabl  
\_\_\_\_\_  
\_\_\_\_\_

#### A-4 Contact person for regulatory or emergency matters

Name Jeffrey C Haarmann  
Title Managing Partner  
Business address 10749 E Garden Rd, Mt. Vernon, IL 62864  
Telephone # (618) 204-0115 Fax # (618) 205-5069  
E-mail address jhaarmann@supernovapartners.co

**A-5 Contact person for Commission Staff use in investigating customer complaints**

Name Jeffrey C Haarmann  
Title Managing Partner  
Business address 10749 E Garden Rd, Mt. Vernon, IL 62864  
Telephone # (618) 204-0115 Fax # (618) 205-5069  
E-mail address jhaarmann@supernovapartners.c

**A-6 Applicant's address and toll-free number for customer service and complaints**

Customer Service address 10749 E Garden Rd, Mt. Vernon, IL 62864  
Toll-free Telephone # (855) 682-0222 Fax # (618) 204-0115  
E-mail address info@agellc.com

**A-7 Applicant's federal employer identification number # 45-5136377**

**A-8 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-9 Exhibit A-9 "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.

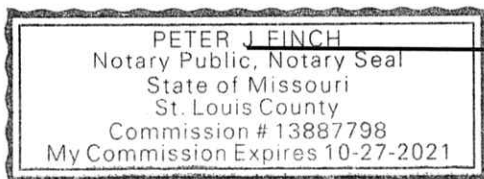
 ops VP  
 Signature of Applicant & Title

Sworn and subscribed before me this 20<sup>TH</sup> day of MAY, 2019  
 Month Year

  
 Signature of official administering oath

Ross Callott - ops VP  
 Print Name and Title

My commission expires on 10/27/2021



# **AFFIDAVIT**

State of Missouri :

\_\_\_\_\_  
(Town) ss.

County of St Louis :

Ross Calliot, Affiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the Vice President (Office of Affiant) of Supernova Partners, LLC (Name of Applicant);  
Affordable Gas & Electric

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.

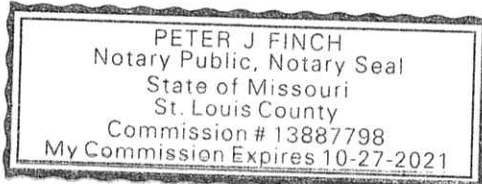
That the facts above set forth are true and correct to the best of his/her knowledge, information, and belief and that he/she expects said Applicant to be able to prove the same at any hearing hereof.

Ross Calliott ops VP  
Signature of Affiant & Title

Sworn and subscribed before me this 20<sup>th</sup> day of MAY, 2019  
Month Year

Peter J. Finch  
Signature of official administering oath

Ross Calliott - ops VP  
Print Name and Title



My commission expires on 10/27/2021



#### Exhibit A-9 "Principal Officers, Directors and Partners"

Jeffrey Haarmann – Managing Partner  
10749 E Garden Rd  
Mt Vernon, IL 62864  
618.204.0115

Ross Calliott – Vice President of Operations  
10749 E Garden Rd  
Mt Vernon, IL 62864  
636.399.2501

#### Exhibit B-1 "Jurisdiction of Operation"

Supernova Partners, LLC, Affordable Gas & Electric Company, LLC currently holds an Agent, Broker, and Consultant license in the State of Illinois and Broker/Aggregator certification in Ohio (13-709E(3) for electricity and 13-320G(3) for natural gas).

#### Exhibit B-2 "Experience and Plans"

Supernova Partners, LLC, Affordable Gas & Electric Company, LLC (AGE) is an expert in community aggregation and commercial brokerage programs. AGE currently represents 130 communities with approximately 70,000+ households across Illinois and Ohio under opt-out aggregation programs.

AGE also represents the membership of 19 Chambers of Commerce across IL and OH, serving as a broker and consultant to 1000+ small, medium, and industrial-sized commercial accounts.

AGE intends to continue to grow its C&I and Community Aggregation businesses in Illinois and Ohio over the next 2 years.

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

Supernova Partners, LLC, Affordable Gas & Electric Company, LLC has no existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact its financial or operational status or ability to provide the services it is seeking to be certified to provide.

#### Exhibit C-1 "Annual Reports"

Supernova Partners, LLC, Affordable Gas & Electric Company, LLC is a privately held firm and files no annual reports to shareholders.

#### Exhibit C-2 "SEC Filings"

Supernova Partners, LLC, Affordable Gas & Electric Company, LLC is a privately held firm and is not required to file with the SEC



Exhibit C-3 “Financial Statements”

*Please see attached “Exhibit C-3” for officer certified historical financial statements.*

Exhibit C-4 “Financial Arrangements”

N/A – Supernova Partners, LLC, Affordable Gas & Electric Company, LLC does not take title to electricity or natural gas.

Exhibit C-5 “Forecasted Financial Statements”

*Please see attached “Exhibit C-5” for officer certified forecasted financial statements.*

Exhibit C-6 “Credit Rating”

N/A – Supernova Partners, LLC, Affordable Gas & Electric Company, LLC does not have a credit rating; will provide bank references upon request.

Exhibit C-7 “Credit Report”

*Please see attached “Exhibit C-7” for Experian credit report*

Exhibit C-8 “Bankruptcy Information”

None.

Exhibit C-9 “Merger Information”

In January 2019, Supernova Partners, LLC, Affordable Gas & Electric Company, LLC acquired the assets of Eagle Energy, LLC (PUCO Case # 16-0871-EL-AGG). A notice of material change was docketed with PUCO earlier this year.

Exhibit C-10 “Corporate Structure”

Supernova Partners, LLC, Affordable Gas & Electric Company, LLC is a stand-alone entity with no affiliate or subsidiary companies.

Exhibit C-3 "Financial Statements"

2017 and 2018 Profit and Loss Statements

	<u>2017</u>	<u>2018</u>
Income	894,348.68	1,277,261.88
Gross Profit	894,348.68	1,277,261.88
Expense		
Bank Charges	360.00	1,204.34
CEO Prog Bot Purchases	0.00	2,222.48
Chamber Commissions	62,350.76	78,809.03
Chamber Dues	3,815.00	3,742.50
Computer and Software	0.00	26,531.75
Contractor Commissions	1,795.43	2,954.64
Donations to NFP	510.00	4,157.00
Insurance	10,251.68	10,986.64
Interest Expense	381.33	268.19
Legal & Professional Fees	16,101.87	15,316.67
Meals and Entertainment	23,808.33	34,560.65
Payroll Expenses	403,782.90	615,817.52
Phone & Internet	14,084.89	16,435.18
Promotional	16,657.67	8,933.21
Public Notices	384.20	0.00
Rent or Lease	-26.11	2,577.68
Repair & Maintenance	4,633.52	9,094.77
Scholarship	0.00	3,500.00
Shipping	160.51	2,199.12
Stationery & Printing	0.00	2,917.67
Supplies	19,341.90	32,366.83
Taxes & Licenses	5,413.00	8,679.84
Travel	30,148.85	45,022.86
Uniforms	37.89	0.00
Total Expense	<u>613,993.62</u>	<u>928,298.57</u>
Net Income	<u><b>280,355.06</b></u>	<u><b>348,963.31</b></u>

This statement has been prepared and certified by Ross Calliott, Vice President of Operations for AGE.

636-399-2501  
ross.c@agellc.com

Exhibit C-3 "Financial Statements"

Balance Sheet through 12/31/2018

This statement has been  
prepared and certified by  
Ross Calliott, Vice President  
of Operations for AGE

636-399-2501  
ross.c@agellc.com

	<u>As of Dec 31, 2018</u>
<b>ASSETS</b>	
Current Assets	76,528.95
Fixed Assets	<u>92,535.78</u>
<b>TOTAL ASSETS</b>	<u><b>169,064.73</b></u>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	17,746.66
Equity	<u>151,318.07</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><b>169,064.73</b></u>

**2019 and 2020 Projected P and L – OH ELE Business Only**

	<u><b>2019</b></u>	<u><b>2020</b></u>
Existing ELE GA Revenue	\$220,000	\$230,000
Existing ELE C&I Revenue	\$40,000	\$50,000
New Revenue from GA Activities	\$10,000	\$10,000
New Revenue from C&I Activities	\$1,000	\$1,000
<b>Total OH ELE Revenue</b>	<u>\$271,000</u>	<u>\$291,000</u>
Ohio ELE Operating Expenses	(\$80,000)	(\$80,000)
<b>Net Income</b>	<u><u>\$191,000</u></u>	<u><u>\$211,000</u></u>



## Exhibit C-7 "Credit Report"

## Report

[Home](#) [My reports](#) [My account](#) [Products](#) [Help](#) [Business services](#) [Logout](#)

For help reading this report, please review our sample report.

Search inquiry: Supernova Partners, Llc / Mount Vernon / IL / (My company)

CreditScore<sup>SM</sup> Report

as of: 05/17/19 09:41 ET

## Supernova Partners, LLC

**Address:** 10749 E Garden Rd  
Mount Vernon, IL 62864-8086  
United States

**Phone:** 618-204-0115

**Website:** [www.agellc.com](http://www.agellc.com)

**Experian BIN:** 957829210

**Agent:** Henry P. Villani

**Agent Address:** 2215 Broadway PO Box 1593  
Mount Vernon,

**Family Linkage:**  
Ultimate Parent  
Supernova Partners, LLC  
10749 E Garden Rd  
Mount Vernon, IL

**Branches / Alternative Locations**  
Supernova Partners, LLC  
10749 E Garden Rd  
Mount Vernon, IL United States

## Key Personnel:

Manager: Jackie S Haarmann  
Manager: Jeffrey Haarmann

## SIC Code:

8111-Legal Services

## NAICS Code:

541110-Offices Of Lawyers

## Business Type:

Corporation

## Experian File Established:

April 2012

## Experian Years on File:

7 Years

## Years in Business:

More than 7 Years

## Total Employees:

1

## Sales:

\$25,000

## Filing Data Provided by:

Illinois

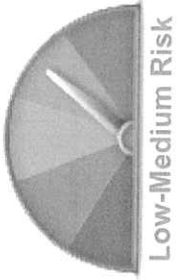
## Date of Incorporation:

04/13/2012

## Experian Business Credit Score

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The objective of the Experian Business Credit Score is to

**59****Business Credit Score**

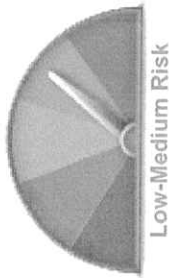
predict payment behavior. High Risk means that there is a significant probability of delinquent payment. Low Risk means that there is a good probability of on-time payment.

**Key Score Factors:**

- Number of commercial accounts with net 1-30 days term.
- Nbr of active commercial accts within the last 12 mos.
- Number of recently active commercial accounts.
- Number of commercial accounts with high utilization.

**Business Credit Scores range from a low of 1 to high of 100 with this company receiving a score of 59.** Higher scores indicate lower risk. This score predicts the likelihood of serious credit delinquencies within the next 12 months. This score uses tradeline and collections information, public filings as well as other variables to predict future risk.

## Experian Financial Stability Risk Rating

[Back to top](#)**2****Financial Stability Risk Rating**

A Financial Stability Risk Rating of 2 indicates a 1.11% potential risk of severe financial distress within the next 12 months.

**Key Rating Factors:**

- Number of active commercial accounts.
- Balance to high credit ratio for commercial accounts.
- Risk associated with the business type.
- Risk associated with the company's industry sector.

**Financial Stability Risk Ratings range from a low of 1 to high of 5 with this company receiving a rating of 2.** Lower ratings indicate lower risk. Experian categorizes all businesses to fit within one of the five risk segments. This rating predicts the likelihood of payment default and/or bankruptcy within the next 12 months. This rating uses tradeline and collections information, public filings as well as other variables to predict future risk.

**Credit Summary**[Back to top](#)**Current Days Beyond Terms (DBT):****0****Predicted DBT for 07/10/2019:****1****Average Industry DBT:****2****Payment Trend Indicator:**

No Trend Identifiable

**Lowest 6 Month Balance:**

\$429,889

**Highest 6 Month Balance:**

\$435,000

**Current Total Account Balance:**

\$0

**Highest Credit Amount Extended:**

\$0

**Payment Tradelines (see charts):**

UCC Filings: 2 4

☐ **Businesses Scoring Worse:**

58%

☒ **Bankruptcies:**

0

☒ **Liens:**

0

☒ **Judgments Filed:**

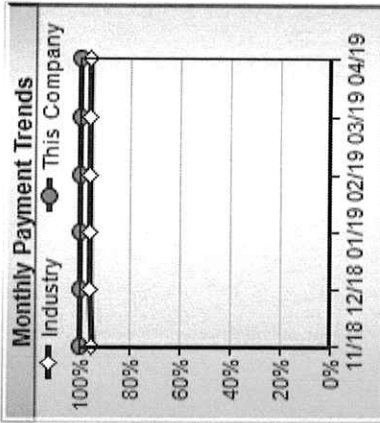
0

☒ **Collections:**

0



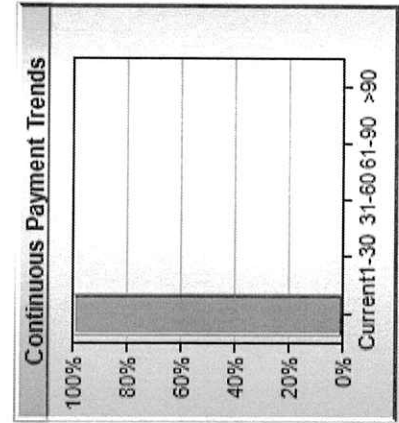
## Payment Trend Summary

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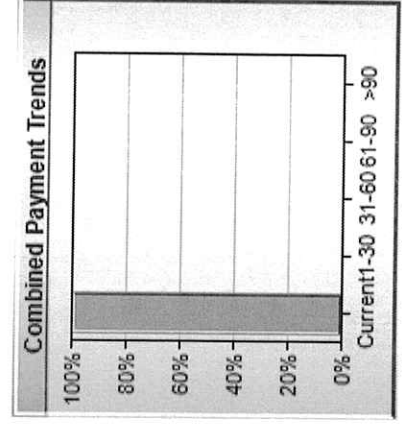
\*Percentage of on-time payments by month.

## Monthly Payment Trends - Recent Activity

Date	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT
11/18	0%	0%	0%	0%	0%
12/18	0%	0%	0%	0%	0%
01/19	0%	0%	0%	0%	0%
02/19	0%	0%	0%	0%	0%
03/19	100%	0%	0%	0%	0%
04/19	100%	0%	0%	0%	0%

Insufficient information to produce  
Quarterly Payment Trends  
table.Insufficient information to produce  
Quarterly Payment Trends  
chart.

\*Continuous distribution with DBT.

Insufficient information to produce  
Newly Reported Payment Trends  
chart.

\*Combined distribution with DBT.

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**This foregoing document was electronically filed with the Public Utilities**

**Commission of Ohio Docketing Information System on**

**5/20/2019 11:42:14 AM**

**in**

**Case No(s). 13-1335-EL-AGG**

Summary: Application Renewal Application for Certification as an Electric Aggregator/Broker electronically filed by Mr. Ross Calliott on behalf of Supernova Partners, LLC, Affordable Gas & Electric Company, LLC