Ohio Public Utilities Commission

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Version
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 Energy Consultants LLC Address 209 Plymouth Ave West Berlin NJ 08091
	PUCO Certificate # and Date Certified 13-720E 7/26/2015
	Telephone # <u>(856) 673-1782</u> Web site address (if any)
A-3	List name, address, telephone number and web site address under which Applicant will do business in Ohio
	Legal Name Energy Consultants LLC
	Address 209 Plymouth Ave West Berlin NJ 08091
	Telephone #(856) 673-1782 Web site address (if any)
A-4	List all names under which the applicant does business in North America  Energy Consultants LLC
A-5	Contact person for regulatory or emergency matters  Name Rob Propp  Title Controller  Business address 209 Plymouth Ave West Berlin NJ 08091  Telephone # (856) 673-1782  Fax # (267) 790-8163  F-mail address  robpropn@live.com
	Name Rob Propp
	Title Controller
	Business address 209 Plymouth Ave West Berlin NJ 08091  Telephone # (856) 673-1782  Fax # (267) 790-8163
	Telephone # <u>(856) 673-1782</u> Fax # <u>(267) 790-8163</u> E-mail address
	TON

A-6	Contact person for Commission Staff v	se in investigating customer complaints
	Name Rob Propp	
	Title Controller	<del></del>
	Business address 209 Plymouth Ave West Ber	lin NJ 08091
	Telephone # (856) 673-1782	Fax # (267) 790-8163
	E-mail address robpropp@live.com	
A-7	Applicant's address and toll-free numb	er for customer service and complaints
	Customer Service address 209 Plymouth Ave	
	Toll-free Telephone # (888) 602-1782	Fax # (267) 790-8163
	E-mail address robpropp@live.com	
A-8	Applicant's federal employer identifica	tion number # <u>27-1059684</u>
A-9	Applicant's form of ownership (check	one)
	☐Sole Proprietorship	☐ Partnership
	Limited Liability Partnership (LLP)	ElLimited Liability Company (LLC)
	Corporation	Other
	PROVIDE THE FOLLOWING AS SEPARAT	TE ATTACHMENTS AND LABEL AS INDICATED:
A-10	Exhibit A -10 "Principal Officers, I addresses and telephone numbers of the or other similar officials.	Directors & Partners" provide the names, titles applicant's principal officers, directors, partners,

#### 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 1st 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.

  ENO 
  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 <u>Exhibit C-4 "Financial Arrangements."</u> 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 <u>Exhibit C-5 "Forecasted Financial Statements,"</u> 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 <u>Exhibit C-7 "Credit Report,"</u> provide a copy of the applicant's 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 <u>Exhibit C-8 "Bankruptcy Information,"</u> 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 <u>Exhibit C-9 "Merger Information,"</u> 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.

Kennton Profil Controllar	
Signature of Applicant & Title	
Signature of Applicant & Title	
Sworn and subscribed before me this 4 day of \( \text{une}  \( \green \rightarrow \)	
Month / Year	
Naliniyarlageda NALINI YARIAGADI	H
Signature of official administering oath Print Name and Title	
My commission expires on NALINI YARLAGADDA Notary Public - State of New Jerse	₂ у
My Commission Expires Sep 19, 20	22

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.

Fred Rodio Owner 209 Plymouth Ave West Berlin, NJ 08091 856-673-1782

Kenneth R. Propp Controller 209 Plymouth Ave West Berlin, NJ 08091 856-673-1782 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.

New Jersey Pennsylvania Delaware 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.

Energy Consultants LLC is a broker of electricity. Energy Consultants LLC will analyze a customer's bill to determine the current rate they are paying. Energy Consultants LLC will request quotes from alternative suppliers that offer electricity in the customers market. Energy Consultants LLC will analyze the quotes from the suppliers. Energy Consultants LLC will recommend the supplier that best fits the needs of the customer.

Energy Consultants LLC has brokered over 150,000,000 kWh for over 150 customers in New Jersey, Pennsylvania Delaware and New York.

Energy Consultants LLC plans on serving commercial, industrial and residential customers.

Energy Consultants LLC will not contract with customers.

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.

NONE

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.)

N/A Energy Consultants LLC is privately held

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.

N/A Energy Consultants LLC is privately held

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).

I certify to the best of my knowledge that the attached balance sheets and income statements present the financial position of Energy Consultants LLC

Certified by

Kenneth R Propp Controller 6/4/2019

Kenntt RROFF

2:55 PM 06/05/19 **Accrual Basis** 

Net Income

#### **Energy Consultants LLC Profit & Loss**

#### **January through December**

Jan - Dec 18

	Jan - Dec 18
Ordinary Income/Expense	
Income	
Commission Income	290,990.81
Total Income	290,990.81
Expense	
Advertising and Promotion	2,709.70
Automobile Expense	6,532.39
Bank Service Charges	816.00
Commission Expense	156,117.12
Computer and Internet Expenses	17,036.64
Dues and Subscriptions	700.70
Insurance Expense	9,604.53
License	1,399.00
Meals and Entertainment	4,264.13
Miscellaneous Expense	666.81
Office Supplies	1,354.32
Postage and Delivery	252.86
Professional Fees	2,449.86
Repairs and Maintenance	2,336.95
Taxes State	325.00
Telephone Expense	7,809.19
Travel Expense	6,040.01
Utilities	3,210.78
Total Expense	223,625.99
Net Ordinary Income	67,364.82
Income	67,364.82

3:03 PM 06/05/19 Accrual Basis

#### Energy Consultants LLC Balance Sheet

As of December 31, 2018

Dec 31, 18

ASSETS	
Current Assets	
Checking/Savings	
LIBERTY BELL	5,581.28
NJ GOLD	60.00
TD BANK ENERGY CONSULTANTS LLC	109.63
Total Checking/Savings	5,750.91
Total Current Assets	5,750.91
Fixed Assets	
Furniture and Equipment	1,826.49
Total Fixed Assets	1,826.49
TOTAL ASSETS	7,577.40
LIABILITIES & EQUITY	
Equity	
Member 1 Draws	-443,359.31
Opening Balance Equity	555.54
Retained Earnings	383,016.35
Net Income	67,364.82
Total Equity	7,577.40
TOTAL LIABILITIES & EQUITY	7,577.40

3:00 PM 06/05/19 Accrual Basis

#### Energy Consultants LLC Profit & Loss

#### January through December

Jan -	Dec 17	
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Ordinary Income/Expense	
Income	
Commission Income	299,547.24
Total Income	299,547.24
Expense	
Advertising and Promotion	1,390.00
Automobile Expense	3,902.07
Bank Service Charges	882.00
<b>Business Licenses and Permits</b>	10.00
Commission Expense	159,561.19
Computer and Internet Expenses	18,249.52
Dues and Subscriptions	3,388.00
Insurance Expense	10,622.53
License	1,651.00
Meals and Entertainment	1,381.81
Miscellaneous Expense	1,524.60
Office Supplies	1,106.69
Postage and Delivery	392.12
Professional Fees	9,260.70
Repairs and Maintenance	1,383.85
Taxes State	325.00
Telephone Expense	10,898.89
Travel Expense	10,508.75
Utilities	3,951.63
Total Expense	240,390.35
Net Ordinary Income	59,156.89
Net Income	59,156.89

3:04 PM 06/05/19 Accrual Basis

TOTAL LIABILITIES & EQUITY

**Total Equity** 

#### **Energy Consultants LLC Balance Sheet**

As of December 31, 2017

6,095.25

6,095.25

	Dec 31, 17
ASSETS	
Current Assets	
Checking/Savings	
LIBERTY BELL	3,804.42
NJ GOLD	60.00
TO BANK ENERGY CONSULTANTS LLC	404.34
Total Checking/Savings	4,268.76
Total Current Assets	4,268.76
Fixed Assets	
Furniture and Equipment	1,826.49
Total Fixed Assets	1,826.49
TOTAL ASSETS	6,095.25
LIABILITIES & EQUITY	
Equity	
Member 1 Draws	-377 <b>,4</b> 76.64
Opening Balance Equity	555.54
Retained Earnings	323,859.46
Net Income	59,156.89

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.

N/A

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.

Currently Energy Consultants LLC has no forecasted business in Ohio. Energy Consultants LLC would like to obtain more business in Ohio in the future.

#### **ENERGY CONSULTANTS LLC**

#### **OHIO FORCAST**

	YEAR 1	YEAR 2
INCOME	\$0.00	\$0.00
EXPENSES	\$0.00	\$0.00
	700-	¥ 3.33
NET INCOME	\$0.00	\$0.00

We are a broker. Our current supplier is not competitive in the OHIO market. We are trying to obtain a more competitive supplier.

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.

N/A

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

## dun & bradstreet

# Energy Savings DUNS: 03-860-9774

GS CreditSignal

Update Company Info 

Tools

Summary o

Company Info	Company Info U <del>pdate Company Info</del> ▶
209 Plymouth Ave	DBA's:
Phone: (856, 673-1782	~~~
URL:	

### Speak with a Credit Advisor to learn more Help build your D&Bs scores and ratings and benchmark your company against your industry and competitors 1-800-700-2733

Alerts

Upgrade to CreditBuilder™ Today

Scores and Ratings		
Score / Rating:	Status	Last Date Changed
PAYDEX®	900d	05/01/2017
Delinquency Predictor Class Fair	Fair	05/22/2017
Financial Stress Class	Fair	05/22/2017
Supplier Evaluation Rating	Fair	05/22/2017
D&B Rating	NiA	05/22/2017
D&B Vlability Rating	rair air	

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

NONE

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.

N/A

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.

Stand-alone entity with no affiliate or subsidiary companies

State of New Jersey:
County of Comden:

Cherry Hill ss.

Kenneth Proff, Affiant, being duly sworn/affirmed according to law, deposes and says that: He/She is the Controller (Office of Affiant) of Energy Consulton's (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.
- 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.
- 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.
- 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.
- 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.
- 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.
- 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.

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IALINI YARLAGADDA Public – State of New Jersey mission Expires Sep 19, 2022