FILE

July 2019

Public Utilities Commission of Ohio Docketing Division 180 East Broad Street Columbus, Ohio 43215-3793

# To Whom It May Concern:

Enclosed is all of the requested information in application for recertification as a Power Broker, <u>Certification # 17-1254E</u>. As required, this package includes the original notarized and signed application and all appropriate attachments and three copies of that same information.

Thank you for your attention to this matter.

Sincerely,

Philip Muldeon

9378 Mason-Montgomery Road, Ste 225

Mason, OH 45040

513-624-1785

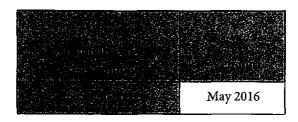
513-509-7233 (Cell)

phil.muldoon@tefusiongroup.com

This is to certify that the images appearing are an accurate and complete reproduction of a case file document deligated in the regular course of business.

DILIS ANII:

| BRITANOOR-DAVISOR



#### 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.

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١.	RENEWAL INFORMATION				
<b>~1</b>	Applicant intends to be certified as: (check all that apply)				
	Power Broker Aggregator				
<b>A-2</b>	Applicant's legal name, address, telephone number, PUCO certificate number, and				
	web site address				
	Legal Name TE Fusion Group, LLC				
	Address 9378 Mason-Montgomery Rd, Ste 225, Mason, OH 45040				
	PUCO Certificate # and Date Certified 17-1254 E 8/16/2017				
	Telephone #(513) 624-1785 Web site address (if any) www.tefusiongroup.com				
	Legal Name TE Fusion Group  Address 9378 Mason-Montgomery Rd., Ste 225, Mason, OH 45040  Telephone #(513) 624-1785 Web site address (if any) www.tefusiongroup.com				
-4	List all names under which the applicant does business in North America TE Fusion Group				
-5	Contact person for regulatory or emergency matters				
	Name Philip Muldoon				
	Title Director				
	Business address 9378 Mason-Montgomery Rd., Ste 225, Mason, OH 45040				
	Telephone # (513) 624-1785 Fax #				

phil.muldoon@tefusiongroup.com

E-mail address

2019 JUL 15 AM 11: 3

AND SHALBWOOTH CALL

1

#### Contact person for Commission Staff use in investigating customer complaints A-6 Name Jeffrey Liebert Title Director Business address 9378 Mason-Montgomery Rd., Ste 225, Mason, OH 45040 Telephone # (513) 624-1785 Fax # E-mail address jeff.liebert@tefusiongroup.com Applicant's address and toll-free number for customer service and complaints A-7 Customer Service address 9378 Mason-Montgomery Rd., Ste 225, Mason, OH 4504 Toll-free Telephone # (513) 624-1785 Fax # E-mail address info@tefusiongroup.com A-8 Applicant's federal employer identification number # 83-0934034 Applicant's form of ownership (check one) A-9 ☐ Sole Proprietorship ■Partnership Limited Liability Partnership (LLP) ☐Limited Liability Company (LLC) Other ☐ Corporation PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED: Exhibit A-10 "Principal Officers, Directors & Partners" provide the names, titles, A-10 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 <u>Exhibit B-5</u> "<u>Disclosure of Certification Denial</u>, <u>Curtailment</u>, <u>Suspension</u>, <u>or Revocation</u>" 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 guaranter 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 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.
- 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.

Signature of Applicant & Title

Sworn and subscribed before me this 11th day of 1014, 2019

Wenth

Many Bock Will Signature of official administering oath

MARY BETY MILLINE
Print Name and Title

My commission expires on 5.19.23



MARY BETH MILLING Notary Public, State of Ohio My Commission Expires 05-19-2023

# **AFFIDAVIT**

State of OHIO :	MASON s
County of WARREN :	(Town)

AHLIP J HUDON TAffiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the DIRECTOR (Office of Affiant) of TETISUN GAUP, LLC (Name of Applicant);

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

- 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.
- 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.
- 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.

DIRECTOR

Sworn and subscribed before me this 11th day of July , 2019

Signature of official administering of ath

My commission expires on 5.19.23



MARY BETH MILLING Notary Public, State of Ohio My Commission Expires 05-19-2023

# **PUCO License Renewal Exhibits**

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

names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.

Joe Lukens

**Chief Executive Officer** 

9378 Mason-Montgomery Rd., Ste 225, Mason, OH 45040

513-624-1785

**Todd Smith** 

President

9378 Mason-Montgomery Rd., Ste 225, Mason, OH 45040

513-624-1785

Jeffrey Liebert

Director

9378 Mason-Montgomery Rd., Ste 225, Mason, OH 45040

513-624-1785

Philip Muldoon

Director

9378 Mason-Montgomery Rd., Ste 225, Mason, OH 45040

513-624-1785

## B. MANAGERIAL CAPABILITY AND EXPERIENCE

## **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.

At the date of filing the application, we are certified, licensed, registered, or otherwise authorized to provide retail or wholesale electric services in Ohio.

#### 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.

TE Fusion Group LLC is applying for recertification as an Electric Power Broker. TE Fusion assumes no contractual or legal authority for the sale or arrangement for the supply of retail electrical generation service to customers and the Applicant will never take title to any power. TE Fusion is a marketing representative that looks to connect customers with licensed sellers of retail electrical power in the State of Ohio. TE Fusion acts as broker for these transactions, but not squarely within the definition of the Power Broker under the Ohio Administrative Code. In addition, subsequent to TE Fusion making the introduction of a potential customer to the actual supplier of retail power and assisting in establishing a contractual service between such retail power supplier and the customer, TE Fusion is not involved in customer service, billing, the contract or the provision of power.

# 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

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.

X No Yes

If yes, provide a separate attachment labeled as <u>Exhibit B-4 "Disclosure of Consumer Protection Violations"</u> 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 denied, curtailed, suspended, revoked, or cancelled within the past two years.

X No Yes

If yes, provide a separate attachment labeled as <u>Exhibit B-5 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation"</u> detailing such action(s) and providing all relevant documents.

# C. FINANCIAL CAPABILITY AND EXPERIENCE

## 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.)

**Not Applicable** 

TE Fusion Group LLC since its founding in 2018 has not issued an Annual Report

## 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.

The Applicant because of its organization, operation and size has no requirements to file Form 10-K or Form 8-K with the SEC.

#### 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).

The Applicant does not have a balance sheet, income statement and cash flow statement so is providing the appropriate tax return for the life of the business (one year, founded in 2018).

#### SCHEDULE C (Form 1040)

Profit or Loss From Businer

(Sole Proprietorship)

OMB No. 1645-0074

Department of the Treasury Internal Revenue Service (99)

➤ Go to www.irs.gov/ScheduleC for instructions and the latest information. ► Attach to Form 1040, 1040NR, or 1041; partnerships generally must file Form 1065. Attachment Sequence No

Neme	of proprietor				Social	security n	iumber (SSN)
A	Principal business or profession, Inc.	cluding product or service (see ins	tructio	ns)			from instructions
C	Business name, if no separate business rame, if no separate busine	ness name, leave blank.			D) En	nptoyer li	9 number (EIN) (see instr.)*:4
E	Business address (including suite of			RN ROW ROAD			
	City, town or post office, state, and		LLE	OH 4503	9		
F	Accounting method: (1)	Cash (2) X Accruai	(3) [	Other (specify) ▶		******	
G	Did you "materially participate" in the	e operation of this business during	<b>2018</b>	3? If "No," see instructions for limit or	losses		X Yes No
H	if you started or acquired this busine	ess during 2018, check here	• • • • • • •	,,		.,,, 🕨	X Yes No
	Did you make any payments in 2016	8 that would require you to file For	m(s) 1	1099? (see Instructions)			Yes No
J Da	If "Yes," did you or will you file requi	red Forms 1099?					X Yes No
1	Gross resolute or spice. See instance	those for the double book the book	24 (1.1.			1	<del></del>
•	Gross receipts or sales. See instruc	Mons for line 1 and check the box	II UNIS	income was reported to you on	m	1	267,218
2	Form W-2 and the "Statutory employ Returns and allowances					2	201,210
3	Cushings the O four lies of			.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		3	267,218
4			• • • • • • •			4	2017220
5	Cost of goods sold (from line 42)  Gross profit. Subtract line 4 from line	ine 3	• • • • • •	***************************************		5	267,218
6	Other income, including federal and state	gasoline of fuel tax credit or refund (se	e Instru	ictions)		6	
7	Gross income. Add lines 5 and 6					7	267,218
Pa	HIM Expenses. Enter exp	penses for business use of	Vour	home only on line 30.	<del></del>	<del></del>	
8	Advertising	8	18	Office expense (see instructions)		18	975
3.	Car and truck expenses (see		19	Pension and profit-sharing plans		19	
	instructions)	9	20	Rent or lease (see instructions):	•••••	330	
10	Commissions and fees	10 3,560	а	Vehicles, machinery, and equipme	nt	20a	
11	Contract labor (see instructions)	11	b	Other business property		20b	4,998
12	Depletion	12	21	Repairs and maintenance		21	
13	Depreciation and section 179	]	22	Supplies (not included in Part III)		22	
	expense deduction (not included in Part III) (see		23	Taxes and licenses		23	4,131
	Instructions)	13	24	Travel and meals:		<b>28</b>	
14	Employee benefit programs		а	Travel		24a	
	(other than on line 19)	14	b	Deductible meak (see			
15	Insurance (other than health)	16		Instructions)		24b	
16	Interest (see instructions):	200	25	Utilities		25	75 176
a	Mortgage (paid to banks, etc.)	16a   355	26	Wages (less employment credits)	• • • • •	26	75,476
b	Other	16b 355	97-	Other numerous (from the 40)			189,218
47	t again and made along to a street	17		Other expenses (from line 48)		27a 27b	109,210
17 28	Legal and professional services  Total expenses before expenses for			Reserved for future use	·····	28	278,713
29	Tentative profit or (loss), Subtract lir	no 30 from line 7				29	-11,495
30	Expenses for business use of your i		es els	sewhere. Altrach Form 8829	•••••	-	
	unless using the simplified method (		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,			1	
	Simplified method filers only: enter		vour h	iome:			
	and (b) the part of your home used to			implified		] }	
	Method Worksheet in the instruction					30	
31	Net profit or (loss). Subtract line 3				• • • • •		
	• If a profit, enter on both Schedule	e 1 (Form 1040), line 12 (or Form	n 1040	NR, line 13) and on Schedule SE,	٦	1	
	line 2. (If you checked the box on lin				ŀ	31	-11,49 <u>5</u>
	• If a loss, you must go to line 32.						
32	If you have a loss, check the box the	at describes your investment in th	is acti	vity (see instructions).	٦		=3
	• If you checked 32a, enter the loss	on both Schedule 1 (Form 1040	)), line	12 (or Form 1048NR,	- }	32a	X Ali investment is at risk.
	line 13) and on Schedule SE, line		1, see	e the line 31 instructions).		32b	Some investment is not
	Estates and trusts, enter on Form 1				-		at risk.
	• If you checked 32b, you must atta	ach Form 6198. Your loss may be	) ilmite	ed.			

Sche	dule C (Form 1040) 2018 CONSULTING				P	age 2
	Cost of Goods Sold (see instructions)					
33	Method(s) used to value closing inventory: a Cost b Lower of cost or market c Other (attach explanation)	n)				
34	Was there any change in determining quantities, costs, or valuations between opening and closing inventory?  If "Yes," attach explanation	•••••	<i>.</i>	Yes		No
35	Inventory at beginning of year. If different from last year's closing inventory, attach explanation	35				
36	Purchases less cost of items withdrawn for personal use	36				
37	Cost of labor. Do not include any amounts paid to yourself	37				
38	Materials and supplies	38		· · · · · · · · · · · · · · · · · · ·		
39	Other costs	39	_			
40	Add lines 35 through 39	40	_			···-
41	Inventory at end of year	41	_			
42	Cost of goods sold. Subtract line 41 from line 40. Enter the result here and on line 4	42				
43 44	When did you place your vehicle in service for business purposes? (month, day, year)					
a	Business b Commuting (see instructions) c Other			•••••		
45	Was your vehicle available for personal use during off-duty hours?			Yes		No
46	Do you (or your spouse) have another vehicle available for personal use?		. L	Yes		No
47a	Do you have evidence to support your deduction?		. L	Yes		No
<u>b</u>	If "Yes," is the evidence written?			Yes		No
	Other Expenses, List below business expenses not included on lines 8-26 or line 30.				24 /	A A A
Ρ.	ROFESSIONAL FEES AYROLL SERVICE COSTS ANK CHARGES	••••		1)	1	723 151
P	OMPUTER SUPPORT / SUPPLIES DSTAGE, FREIGHT & DELIVERY	••••	_		3	137 386 727
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• ••••		••••				
48 DAA	Total other expenses. Enter here and on line 27a	48 Sch	edul	1 e C (Form	89,2	

## 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.

#### **Not Applicable**

As discussed previously in this application, TE Fusion does not conduct the transitional aspects of a CRES. As a result, no financial arrangements are required to be put in place. TE Fusion simply markets the services of other licensed CRES providers to potential customers, assists in getting a formal contractional relationship established as required by the customer and earns a fee from the CRES for facilitating such an arrangement.

## 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, 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.

See enclosed forecasted income statements for ELECTRIC related business activities in the State of Ohio.

Prepared by:
Philip Muldoon Director
9378 Mason-Montgomery Rd., Ste 225, Mason, OH 45040
phil.muldoon@tefusiongroup.com
513-624-1785

	Income Statements	
TE Fusion	n Group, LLC CRES Ope	eration
Dec	ember 31, 2019 and 202	10
	<u>2019</u>	<u>2020</u>
Net Revenues	\$40,607	\$44,667
Operating Expenses		
Selling Expenses	\$24,364	\$26,800
Administrative Expenses	\$12,182	\$13,400
	\$36,546	\$40,200
Income from Operations	\$4,061	\$4,467
Income Taxes	\$853	\$938
Net Income	\$3,208	\$3,529
<u>Assumptions</u>		
Sales Growth	10% from \$36,915	10%
% of Sales		
Selling Expenses	60.0%	60.0%
Administrative Expenses	30.0%	30.0%
Tax Rate	21.0%	21.0%

## Exhibit C-6 "Credit Rating"

provide a statement disclosing the applicant's credit rating

**Not Applicable** 

TE Fusion does not have a credit rating. As discussed, TE Fusion does not take on any contractual or legal obligation with respect to any retail power customer. TE Fusion is just a marketing company and all contractual obligations with any retail power customer will be with another licensed CRES.

# 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.

# **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.

#### 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-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. 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.

#### 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.

The Applicant is a stand-alone entity with no affiliate or subsidiary companies