

One Source Energy, LLC  
52 East Park Ave. Niles, Ohio 44446  
Phone: 330-505-1315  
Cell: 330-282-7432  
Fax: 330-505-1621  
[WWW.Onesourceenergyohio.com](http://WWW.Onesourceenergyohio.com)



AUGUST 4, 2019

Per Paragraph 36 following is a business plan for One Source Energy

One Source Energy

Business Plan

Sabrina Urick, Manager

Amended on August 4<sup>th</sup>, 2019

## Executive Summary

One Source Energy, LLC is a locally owned natural gas public utility company aimed at providing an uninterrupted supply of low cost, reliable, safe, and efficient natural gas to our customers. The principal business interests behind starting this company is to not only bring but ensure a lower cost energy to rural areas that are in need of the utility.

As previously stated, One Source Energy aims to bring natural gas service to rural areas that are in need of the utility. While One Source Energy is open to all customers, the original primary goal is to service residents/customers of which to date have not been able to consider or have the use of natural gas service.

The potential growth for a natural gas public utility is never ending. By bringing natural gas to rural areas it will support and allow for economic growth of the community. As a community grows, the need for a natural gas supply will too.

## Principal Members

David McElrath – owner and president – Mr. McElrath has been in business himself in the natural gas industry for 15 years. His responsibilities include, while not limited to; overseeing the daily operations and the development efforts of the company, scheduling and performing all construction and restoration, maintaining all detection, safety, surveying, and repairs of all facilities. All financial aspects of supporting and maintaining One Source Energy.

Sabrina Urick – Manager – Miss Urick has been working in the natural gas industry for 7 years. She has overseen every and all aspects pertaining to creating One Source Energy. Her responsibilities include, while not limited to, establishing all necessary aspects in preparing a planned job/extension (determining the local need for natural gas supply, easements, right of ways, permitting, collecting applications, surveying, ensuring accurate marking of the area, etc.), being a direct point of contact for all customers, overseeing the day to day billing and transactions, completing all necessary documentation of all facilities once they are installed.

Being that One Source Energy (OSE) is a locally owned company, our customer base knows and trusts who we are and what we are doing. OSE is currently serving residents in Southington Ohio. They are customers of which have been told, promised, and lead to believe numerous times that natural gas service would be made available to them, all of which had always fallen through. Having natural gas service has made it so that many of these residents can now afford to continue to maintain and stay in their homes. One Source Energy is a name that they know, trust, appreciate, and rely on. One Source Energy has every and all intentions on ensuring that they are able to continue to provide a safe and trustworthy natural gas service to not only it's current customers but its potential future customers as well.

Once a new customer/ community has been determined, OSE first determines that the need and/or want of natural gas service is present. Once it has been determined, OSE locates the closest potential natural gas feed for the project. As long as there is an 80% interest in the service, OSE will extend the mainline at no additional cost to the residents/customers. Mr. McElrath financially supports/covers all costs associated with installing the mainline. His employees, all of which are certified under Dominion East Ohio standards, along with himself handle all installation. Each resident is responsible for installing the service line from the mainline to the dwelling, as well as the cost of the internal conversion. Upon initial construction, any resident/customer that installs a service line while initial construction takes place is offered service line installation at the cost of \$750.00 for the first 200' (feet) and \$2.00 per foot after that. This covers all labor and material for the service line up to the dwelling inlet. Once the customer has converted a minimum of one interior appliance, a technician preforms a pressure test and sets the meter, at which point the customer is deemed active and will begin receiving a monthly bill.

One Source Energy, LLC  
52 East Park Ave. Niles, Ohio 44446  
Phone: 330-505-1315  
Cell: 330-282-7432  
Fax: 330-505-1621  
WWW.Onesourceenergyohio.com

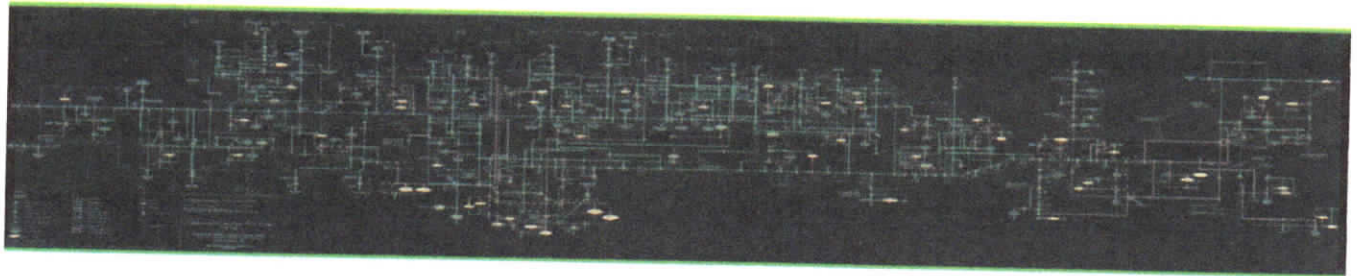


Miss Urick (myself) and Mr. McElrath both understand that at the level of One Source Energy and given all that goes into owning and/or managing a natural gas public utility, it requires more than just the two of us. We are and will continue to actively reach out to various points of contact in search of a qualified and experienced individual that can help achieve ensuring One Source Energy has the continuing growing foundation of which it needs. In addition to, we have posted a job listing in search of a qualified candidate that has the knowledge and experience to oversee all aspects of regulatory compliance including but not limited to; federal, state, local and internal compliance programs and requirements. Lastly, I (Sabrina Urick) have been in contact with the Institute of Public Utilities at Michigan State University. I am scheduled to take my first course September 29<sup>th</sup> through October 2<sup>nd</sup> of this year. The course in which I am enrolled in is the IPU Ratemaking Course. In addition to this course, I have been in touch with the program and Mrs. Beecher is preparing a list of additional courses that I can take in sequence to ensure that I can continue to gain further knowledge and experience forthgoing.

Following you will find a complete description of the course in which I am enrolled in, as well as confirmation that I have been registered. We have all intentions of continuing any and all possible education and training, not just in the near future, but as a newly implemented internal ongoing requirement for One Source Energy.

In addition to, I have also included a copy of the job posting for your reference.





## IPU Ratemaking Course – New for 2019!

*A concise and comprehensive introduction to public utility accounting, financing, and pricing to ensure sustainability and protect ratepayers. Interactive exercises make use of actual data for a regulated water company and rate case.*

### WHAT

#### IPU Ratemaking Course 2019: Agenda and Faculty

Open to everyone but space is limited to 90 attendees to ensure an optimal learning experience.

Eligible for continuing education credits, including IPU's CCRE.

*Please note that this is the only CCRE eligible ratemaking course.*

### WHEN

#### Sep. 30-Oct. 2, 2019

The program begins at 8:15 am on Monday (Sep. 30) and ends at 12:30 pm on Wednesday (Oct. 2).

#### April 13-15, 2020

The program begins at 8:15 am on Monday (April 13) and ends at 12:30 pm on Wednesday (April 15).

### WHERE

#### Kellogg Hotel and Conference Center, MSU, East Lansing, MI

Hotel reservations may be made directly with MSU's Kellogg Center.

Room rates start at \$114 per night plus taxes with conference code 1909IPURAT.

### REGISTRATION

#### Register online or by fax or email (pdf).

Registration fees are \$875 for the public sector and \$1,100 for the private sector.

Fees include a **full breakfast and lunch** Monday and Tuesday, and breakfast Wednesday.

Contact us about discounts for IPU Affiliates, early registration, and groups.

Use the IPU Ratemaking Course **budget estimator** to plan your participation.

*A non-IPU program covers less and costs about \$1,000 more.*

### Ratemaking Course

- » **REGISTRATION ONLINE**
- » Registration PDF
- » Program Agenda and Faculty
- » Program materials
- » Evaluation
- » Visiting MSU

## About the program

IPU is pleased to offer this new and unique educational opportunity to economic regulators and the regulatory policy community. IPU Ratemaking Course is a concise and comprehensive introduction to public utility accounting, financing, and pricing to ensure sustainability and protect ratepayers. The program focuses on the enterprise model of utilities and the utility basis for ratemaking, as used by regulated and other utility companies. Interactive exercises will make use of actual financial reports and

other publicly available data pertaining to a vertically integrated, regional private water company, and cover real issues in a contemporary regulatory case following the utility basis for ratemaking.

The course is organized around generally accepted principles and methods of regulatory and rate-case accounting, analysis, and auditing, consistent with the NARUC Uniform System of Accounts and Rate Case and Audit Manual and other key resources. The methods of instruction will make key concepts and terminology accessible. This course is recommended for anyone relatively new to ratemaking, whether for publicly owned, or not-for-profit utilities in the water, electricity, or natural gas subsectors, as well as experienced professionals looking to refresh their knowledge in today's context.

IPU's Ratemaking Course provides an intensive and enjoyable learning experience. IPU welcomes lifelong learners, including former attendees, to all of our programs. Participants will become comfortable with the essential vocabulary of ratemaking and the elements of the process. Even those who have attended a rate school in the past will benefit from this course and its thorough, objective, and policy-centric approach. We teach not just the *how-to* of ratemaking but the *why*, and cover more material than others try to cover in a week.

IPU's Ratemaking Course offers a great value in terms of program content and total cost of participation, with the benefit of independent university sponsorship, highly qualified and experienced instructors, and professionally developed presentation and supplemental materials. The program is eligible for continuing education credits as well as IPU's Certificate of Continuing Regulatory Education ([www.ipu.msu.edu/ccre](http://www.ipu.msu.edu/ccre))

IPU's Ratemaking Course is designed to complement our Annual Regulatory Studies Program, which provides a deeper interdisciplinary exploration of regulatory theory, jurisdiction, and market structures.

For questions about IPU educational programs and role in the regulatory policy community, please contact IPU Director, Dr. Janice Beecher ([beecher@msu.edu](mailto:beecher@msu.edu)).

For a list of IPU FAQ's [Click Here](#).

## Topics covered

- Foundations of public utility regulation and ratemaking
- Balance sheet, capital expenditures, and rate base (CAPEX)
- Income statement, revenues, and expenses (OPEX)
- Cash flow, debt and equity financing, and revenue requirements
- Tariffs, cost allocation, rate design, and consumer policies

## Course learning objectives

- To understand the core principles, concepts, and methods of ratemaking
- To understand the policies, procedures, and processes that guide ratemaking
- To understand the elements of utility revenue requirements and tariffs
- To understand ratemaking goals and issues from different perspectives
- To understand ratemaking and rate oversight through interactive exercises

## Course value and advantages

- A carefully designed and efficient 2.5-day format at a campus location.
- Consistency with generally accepted regulatory policies and practices.
- A knowledgeable, experienced, and objective program faculty team.
- Professionally prepared materials including a holistic and realistic case study.
- Facilitated discussion and exercises based on a contemporary rate case.
- Comparative financial data for privately and publicly owned water systems.
- Relevant to all utilities whether water or energy, public or private, and large or small.
- University sponsorship and opportunity to earn continuing education credits.
- High program value with reasonable registration and accommodation costs.

## Who should attend

- State and local public utility regulators and policymakers.
- Regulatory accountants, auditors, and financial analysts.
- Employees of private, public, and not-for-profit utilities.
- Members of water or energy boards and other local public officials.
- Public, consumer, and environmental advocates.
- Attorneys, economists, engineers, and consultants

## Faculty

- Mr. Danny Kermode, CPA, Washington Utilities and Transportation Commission
- Dr. Janice Beecher, Institute of Public Utilities, Michigan State University

## Testimonials

- "Very well-run program."
- "I enjoyed the program and learned so much... I look forward to attending future IPU programs!"

- "Interesting topics, good instructors and pacing. I enjoyed networking with others in the program."
- "I enjoyed the use of a real rate case example to relate the information to."
- "I liked the small group atmosphere and vast professional diversity in participants."
- "The program was very well put together and I came away with some valuable insights."
- "I enjoyed learning the material... it was smooth sailing. Thank you again."
- "Food was great; lunch was a nice treat."
- "Keep doing this program!!!"

## Additional logistics

**Materials:** Attendees will have access to electronic materials, including presentations, worksheets, and useful supplemental resources. Bringing a portable computer is encouraged for participation in exercises.

**Comfort:** Campus casual attire is recommended, but bring a sweater, hoodie, or light jacket as meeting rooms can be cool.

**Attendee list:** Out of respect for your privacy, and in keeping with our educational mission, we do not publicize our attendee lists in advance of our programs.

**Cancellation and refunds:** Cancellations are generally accepted until one week before the program but may result in forfeiture of a group discount. Program fees may be applied toward a future program or refunded. Substitutions are accepted at any time.

**Comments and complaints:** IPU welcomes program input and feedback. Participants will be asked to complete program evaluation forms. Comments and complaints about the program may be directed to IPU Director, Dr. Janice A. Beecher (beecher@msu.edu) or the IPU Operations Manager (ipu@msu.edu).

## NASBA information

**NASBA National Registry Statement:** *The Institute of Public Utilities is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State Boards of Accountancy have the final authority on the acceptance of individual course for CPE credit. Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors through its website: [www.nasbaregistry.org](http://www.nasbaregistry.org).*

**Program level:** The program is classified as both "basic" and "overview" and is accessible to relatively new personnel working in the regulatory policy community. The program focuses on public utility accounting, financing, and ratemaking.

**Program prerequisites:** No formal prerequisites apply to this program. However, preparatory resources are available on the IPU program web page and prereading of some materials may be advised.

**Program delivery:** The program delivery method is classified as a "group-live" event with interactive workshop-style lectures, a comprehensive case study, and hands-on exercises. Active learning and participation are encouraged. Program instructors are accessible for individual assistance throughout the program.

**Field of study:** This program is relevant to the following NASBA fields of study: administrative practice, accounting and auditing (corporate and governmental), business law, economics, finance, taxes, regulatory ethics, and specialized knowledge and applications. For program details and registration, please visit [ipu.msu.edu/ratemaking](http://ipu.msu.edu/ratemaking).



INSTITUTE OF PUBLIC UTILITIES | [ipu@msu.edu](mailto:ipu@msu.edu) | 517-355-1876 | 517-355-1854 fax

Call MSU: (517) 355-1855 | Visit: [msu.edu](http://msu.edu) | MSU is an affirmative action, equal-opportunity employer.  
© 2010 Michigan State University Board of Trustees



## Institute of Public Utilities

Institute of Public Utilities  
517 432-2262  
ipu@msu.edu

Receipt Number: 3718449  
Customer: URICK, SABRINA  
MSU Online  
Current Date: 08/08/2019

Name: One Source Energy  
Address: 52 E Park Ave Ste D  
City: Niles  
Zip Code/Postal Code: 44446  
e-mail: s.urick@dmexcavating.org

Description	Amount	Tax
Fall - IPU Ratemaking Program Private Sector Registration	\$1,100.00	
Courtesy title: Ms.		
First name: Sabrina		
Last name: Urick		
Organization: One Soure Energy		
Address line 1: 52 E Park Ave		
Address line 2: STE D		
City: Niles		
State: Ohio		
Zip code: 44446		
Mobile phone: 3302827432		
Office phone: 3305051315		
E-mail: S.Urick@dmexcavating.org		
Dietary restrictions: Pescatarian		
Fall - IPU Ratemaking Program Private Sector Registration East Lansing, MI		
Sunday Introduction to Regulation Private Sector	\$300.00	
Sunday Introduction to Regulation Private Sector		
<b>Total</b>	<b>\$1,400.00</b>	

Payments Received	Amount
MSU CC Payment	\$1,400.00
MasterCard XXXXXXXXXXXXX8019	
Authorization # 008470	
<b>Total</b>	<b>\$1,400.00</b>

This payment will appear on your statement as Michigan State University.

---

**IPUMSU**

MICHIGAN STATE UNIVERSITY | INSTITUTE OF PUBLIC UTILITIES Regulatory Research and Education  
517.355.1876 | 517.355.1854 fax | ipu.msu.edu | ipu@msu.edu

## IPU Ratemaking Course

September 30 to October 2, 2019

*A concise and comprehensive introduction to public utility accounting, financing, and pricing to ensure sustainability and protect ratepayers.*

### Program Agenda - Preliminary

#### Sunday

1:00-5:00 pm

240 min.

#### **Introduction to Public Utility Regulation [Beecher]**

Kellogg Center – Room 105

Optional preconference program (separate registration is required).

*Recommended for those relatively new to public utility regulation.*

#### Monday

7:30-8:30 am

#### **Registration and Breakfast**

A full breakfast is provided daily at 7:30 am in the Lincoln Room Hallway.

Daily networking breaks are at 10:00 am and 3:00 pm.

8:15-8:30 am

15 min.

#### **Welcome and Introductions**

Kellogg Center – Riverside Room (all sessions)

8:30-12:15 pm

195 min.

#### **Foundations of Public Utility Regulation and Ratemaking**

Introduction to the course. System capacity and sustainability. Regulatory policy foundations. Role of accounting. Accounting governance (FASB, GASB). Generally accepted principles and standards. Regulatory accounting vs. GAAP. Uniform systems of accounts (USoA). Financial statements and reports. Regulatory auditing. Ratemaking process and key steps. Revenue requirement formulas (public, private). Test year periods for rates. Standards of review. Case-study overview.

12:15-1:30 pm

Lunch at the Brody Hall Cafeteria (voucher provided)

1:30-5:15 pm

195 min.

#### **Balance Sheet, Capital Expenditures, and Rate Base (Capex)**

Balance sheet overview. Capital planning and asset management. Certificates of need and preapproval. Utility plant in service. Contributed capital (CIAC). Funds for construction (AFUDC, CWIP). Asset valuation. Acquisition adjustments. Plant service lives. Accumulated depreciation. Deferred income taxes. Working capital. Reserve accounts. Regulatory assets and liabilities. Deriving the rate base. Case-study recap. Rate-case scenarios.

5:30-6:30 pm

#### **Welcome Reception**

---

**Tuesday****8:30-12:15 pm**

195 min.

**Income Statement, Revenues, and Expenses (Opex)**

Income statement overview. Sales revenues by customer class. Nonrevenue production. Operating revenues. Operating expenses. Salaries, wages, and pensions. Expenses by function. Disallowed expenses. Depreciation expense. Income and other taxes. Cost-adjustment mechanisms (trackers). System improvement charges. Financial auditing. Management auditing. Case-study recap. Rate-case scenarios.

**12:15-1:30 pm****Lunch at the Brody Hall Cafeteria (voucher provided)****1:30-5:15 pm**

195 min.

**Cash Flow, Debt and Equity Financing, and Revenue Requirements**

Cash-flow statement overview. Funding vs. financing. Utility ownership structures. Corporate governance and accountability. Financial regulation and reporting. Risk factors and disclosure. Capital structure (debt and equity). Debt financing and credit ratings. Equity financing and capital markets. Cost of equity methods. Weighted cost of capital. Authorized rates of return. Regulatory lag and performance incentives. Financial metrics and ratios. Revenue requirements. Revenue conversion factors. Rate-case adjustments. Case-study recap. Rate-case scenarios.

**Wednesday****8:30-12:30 pm**

195 min.

**Tariffs, Cost Allocation, Rate Design, and Consumer Policies**

Rate schedules (tariffs). Role of price and policy criteria. Full-cost concepts. Price elasticity of demand. Cost-of-service studies. Functionalization and classification. Cost allocation by class. Price differentiation and subsidy. Metering and billing. Fixed and variable charges. Rate-design alternatives. Bill calculation and impact. Revenue risk and assurance mechanisms. Consumer rights and responsibilities. Affordability and assistance. Implementing rate changes. Case-study recap. Rate-case scenarios.

**12:30 pm****Program Adjourns**

College of Social Science  
MICHIGAN STATE UNIVERSITY



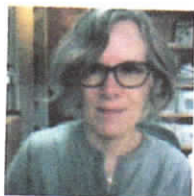
## IPU Ratemaking Course 2019

April 8-10, 2019 | Kellogg Center, MSU

### Program Faculty



Mr. Danny Kermode ([dkermode@wutc.wa.gov](mailto:dkermode@wutc.wa.gov)) is the Assistant Director for Water and Transportation at the Washington Utilities and Transportation Commission. Mr. Kermode has more than thirty years of accounting experience. Previously, as a Senior Energy Policy Advisor, he reviewed and analyzed technical information and regulatory policy issues while providing advice on current and emerging energy issues. He has been a program faculty member for the Institute of Public Utilities' Annual and Advanced Regulatory Studies Programs. He has worked on a number of international peer-to-peer projects for USAID. Mr. Kermode has appeared as an expert witness in numerous contested cases, presenting financial, income tax, and accounting issues. He has also published several research papers. Mr. Kermode holds a Bachelor of Science degree in Accounting from Arizona State University and is a Certified Public Accountant.



Dr. Janice Beecher ([beecher@msu.edu](mailto:beecher@msu.edu)) has served as IPU Director since 2002, bringing more than thirty years of applied research experience to the position. Her areas of interest include regulatory principles, institutions, governance, and pricing and she specializes in the water sector. She is a frequent author, lecturer, and participant in professional forums and Editor of the journal *Utilities Policy* (Elsevier). She co-authored the book *Risk Principles for Public Utility Regulators* (MSU Press). Dr. Beecher is presently serving on the U.S. EPA's Environmental Finance Advisory Board and has served as an appointed advisor to the State of Michigan on infrastructure and water policy. She previously held positions at The Ohio State and Indiana Universities and the Illinois Commerce Commission. She is a faculty member in MSU's Department of Political Science and holds a Ph.D. in Political Science from Northwestern University.

IPUMSU

MICHIGAN STATE UNIVERSITY | INSTITUTE OF PUBLIC UTILITIES Regulatory Research and Education  
517.355.1876 | 517.355.1854 fax | [ipu.msu.edu](http://ipu.msu.edu) | [ipu@msu.edu](mailto:ipu@msu.edu)



## IPU Ratemaking Course 2019

April 8-10, 2019 | Kellogg Center, MSU

### Program Notes

**Internet access**

Free internet access is available throughout the Kellogg Center using the login MSUnet Guest.

**Accessing program materials**

Presentations and supplemental materials are available to all attendees. Please navigate to the attendee link on the program web page and enter the program password: \_\_\_\_\_.

**Submitting questions during the program**

Program attendees are encouraged to ask clarifying questions at any time. To queue up a question for speakers from your phone, tablet, or computer, visit [www.sli.do](http://www.sli.do) and enter event code #\_\_\_\_\_. Downloading the sli.do app is optional.

**Continuing education credits**

If you would like IPU-MSU to certify your attendance for continuing education purposes, please complete the personal attendance form and turn it in at the conclusion of the program. IPU programs are NASBA-approved for Continuing Professional Education (CPE) credits in accounting. For Continuing Legal Education (CLE) credits and others, attendees must submit application materials to their certifying body.

IPU will provide a confirmation letter and certificate based on reported attendance and program hours. All attendees will earn credit toward IPU's Certificate of Continuing Regulatory Education. Please visit [ipu.msu.edu/ccre](http://ipu.msu.edu/ccre) for details.

**Evaluation forms**

IPU is committed to continuous improvement and your feedback is very important to us. Please complete the daily and overall evaluation forms, which can be accessed through the attendee link on the program web page.

**Copyright notice**

Program materials are copyrighted and intended only for use by registered attendees. Please do not distribute by electronic or other means or cite without permission.



College of Social Science  
MICHIGAN STATE UNIVERSITY

[Overview](#) [Jobs](#) [Candidates](#) [Career Page](#)

Find Candidates...

Post a Job

[Back to all jobs](#)

## Compliance Manager

OSE – Niles, OH

[Sponsor this job](#)[Edit job](#)Status: **Open**

### Clicks

#### Gathering data...

Check back tomorrow to see how your job is performing.

10

#### Clicks this week

5

[Sponsor Job for  
More Clicks](#)

0

[Improve Job  
Description](#)

### Details

Created: August 7, 2019

Views: 0

Candidates: 0 total

[Add a candidate](#)[Find candidates](#)

### Candidates

Awaiting Review

0

Total (excluding rejected)

0

0 Rejected

### Budget

Job Budget: Not sponsored

[Sponsor job](#)

#### Discover your top applicants faster by sending a free assessment



Get a more complete picture of each candidate by being able to view and compare their assessment score results when you turn on the assessment of your choice.

[Choose Assessment](#)

### Job Description

The compliance manager will oversee all aspects of regulatory compliance for a natural gas public utility. Duties and responsibilities will include; implementing, administering, and ensuring timely compliance with all federal, state, local, and internal compliance programs.

Applicant must have experience in the natural gas industry. Applicant must be familiarized with and dealing with the PUCO, as well as the Ohio revised code 4091. Applicant is expected to be timely, organized, self motivated, readily available at times, and capable to sticking within time frames.

Job Types: Full-time, Part-time

Salary: \$40,000.00 to \$60,000.00 /year

### Application Questions

You have requested that Indeed ask candidates the following questions:

- How many years of relevant experience do you have?

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

**Commission of Ohio Docketing Information System on**

**8/9/2019 3:46:12 PM**

**in**

**Case No(s). 16-1181-GA-ACE**

Summary: Amended Application Response to 7/31/19 electronically filed by Michael D Rossi  
on behalf of One Source Energy, LLC