



# Public Utilities Commission

41

PUCO USE ONLY – Version 1.08 May 2016		
Date Received	Renewal Certification Number	ORIGINAL CRS Case Number
		17 - 1963 - GA-CRS

## RENEWAL CERTIFICATION APPLICATION COMPETITIVE RETAIL NATURAL GAS SUPPLIERS

Please type or print all required information. Identify all attachments with an exhibit label and title (*Example: Exhibit A-15 - Company History*). All attachments should bear the legal name of the Applicant. Applicants should file completed applications and all related correspondence with the Public Utilities Commission of Ohio, Docketing Division, 180 East Broad Street, Columbus, Ohio 43215-3793.

This PDF form is designed so that you may directly input information onto the form. You may also download the form by saving it to your local disk.

### SECTION A - APPLICANT INFORMATION AND SERVICES

#### A-1 Applicant intends to renew its certificate as: (check all that apply)

☒ Retail Natural Gas Aggregator    ☐ Retail Natural Gas Broker    ☒ Retail Natural Gas Marketer

#### A-2 Applicant information:

Legal Name      Archer Energy, LLC  
Address      4026 N Hampton Dr.    Powell, OH 43065  
Telephone No.    (844) 795-7491      Web site Address    www.archerenergy.com  
Current PUCO Certificate No.    17-1963-GA-CRS    Effective Dates    10/9/2019

#### A-3 Applicant information under which applicant will do business in Ohio:

Name      Archer Energy  
Address      4026 N Hampton Dr.    Powell, OH 43065  
Web site Address    www.archerenergy.com      Telephone No.    (844) 795-7491

#### A-4 List all names under which the applicant does business in North America:

Archer Energy

#### A-5 Contact person for regulatory or emergency matters:

Name      Mr. Grant T. Christman      Title    Vice President  
Business Address      4026 North Hampton Dr.    Powell, OH 43065  
Telephone No.    (844) 795-7491      Fax No. (614) 360-3542      Email Address    gchristman@archerenergy.com

This is to certify that the above accurate and complete information was received and delivered in the manner and form of the document.

Technician A Date Processed 9/5/19 (CRNGS Supplier Renewal - Version 1.08)

Page 1 of 8

PUCO  
2019 SEP -5 AM 11:35  
180 E BROAD STREET, COLUMBUS, OH 43215-3793

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

Name Mr. Grant T Christman Title Vice President  
Business address 4026 N Hampton Dr. Powell, OH 43065  
Telephone No. (844) 795-7491 Fax No. (614) 360-3542 Email Address gchristman@archerenergy.com

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

Customer service address 4026 N Hampton Dr. Powell, OH 43065  
Toll-Free Telephone No. (844) 795-7491 Fax No. (614) 360-3542 Email Address info@archerenergy.com

**A-8 Provide "Proof of an Ohio Office and Employee," in accordance with Section 4929.22 of the Ohio Revised Code, by listing name, Ohio office address, telephone number, and Web site address of the designated Ohio Employee**

Name Mr. Grant T. Christman Title Vice President  
Business address 4026 N Hampton Dr. Powell, OH 43065  
Telephone No. (844) 795-7491 Fax No. (614) 360-3542 Email Address gchristman@archerenergy.com

**A-9 Applicant's federal employer identification number 47-2060931**

**A-10 Applicant's form of ownership: (Check one)**

☐ Sole Proprietorship ☐ Partnership  
☐ Limited Liability Partnership (LLP) ☒ Limited Liability Company (LLC)  
☐ Corporation ☐ Other

**A-11 (Check all that apply) Identify each natural gas company service area in which the applicant is currently providing service or intends to provide service, including identification of each customer class that the applicant is currently serving or intends to serve, for example: *residential, small commercial, and/or large commercial/industrial (mercantile) customers*. (A mercantile customer, as defined in Section 4929.01(L)(1) of the Ohio Revised Code, means a customer that consumes, other than for residential use, more than 500,000 cubic feet of natural gas per year at a single location within the state or consumes natural gas, other than for residential use, as part of an undertaking having more than three locations within or outside of this state. In accordance with Section 4929.01(L)(2) of the Ohio Revised Code, "Mercantile customer" excludes a not-for-profit customer that consumes, other than for residential use, more than 500,000 cubic feet of natural gas per year at a single location within this state or consumes natural gas, other than for residential use, as part of an undertaking having more than three locations within or outside this state that has filed the necessary declaration with the Public Utilities Commission.)**

<input checked="" type="checkbox"/> Columbia Gas of Ohio	<input checked="" type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Dominion East Ohio	<input checked="" type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Duke Energy Ohio	<input checked="" type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Vectren Energy Delivery of Ohio	<input checked="" type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial

**A-12 If applicant or an affiliated interest previously participated in any of Ohio's Natural Gas Choice Programs, for each service area and customer class, provide approximate start date(s) and/or end date(s) that the applicant began delivering and/or ended services.**

☒ **Columbia Gas of Ohio**

<input checked="" type="checkbox"/> Residential	Beginning Date of Service	3/1/18	End Date
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	3/1/18	End Date
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	3/1/18	End Date
<input type="checkbox"/> Industrial	Beginning Date of Service		End Date

☐ **Dominion East Ohio**

<input type="checkbox"/> Residential	Beginning Date of Service		End Date
<input type="checkbox"/> Small Commercial	Beginning Date of Service		End Date
<input type="checkbox"/> Large Commercial	Beginning Date of Service		End Date
<input type="checkbox"/> Industrial	Beginning Date of Service		End Date

☐ **Duke Energy Ohio**

<input type="checkbox"/> Residential	Beginning Date of Service		End Date
<input type="checkbox"/> Small Commercial	Beginning Date of Service		End Date
<input type="checkbox"/> Large Commercial	Beginning Date of Service		End Date
<input type="checkbox"/> Industrial	Beginning Date of Service		End Date

☐ **Vectren Energy Delivery of Ohio**

<input type="checkbox"/> Residential	Beginning Date of Service		End Date
<input type="checkbox"/> Small Commercial	Beginning Date of Service		End Date
<input type="checkbox"/> Large Commercial	Beginning Date of Service		End Date
<input type="checkbox"/> Industrial	Beginning Date of Service		End Date

**A-13 If not currently participating in any of Ohio's four Natural Gas Choice Programs, provide the approximate start date that the applicant proposes to begin delivering services:**

<input type="checkbox"/>	Columbia Gas of Ohio	Intended Start Date	
<input checked="" type="checkbox"/>	Dominion East Ohio	Intended Start Date	10/1/19
<input type="checkbox"/>	Duke Energy Ohio	Intended Start Date	
<input type="checkbox"/>	Vectren Energy Delivery of Ohio	Intended Start Date	

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

- A-14 Exhibit A-14 "Principal Officers, Directors & Partners,"** provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.
- A-15 Exhibit A-15 "Company History,"** provide a concise description of the applicant's company history and principal business interests.
- A-16 Exhibit A-16 "Articles of Incorporation and Bylaws,"** provide the articles of incorporation filed with the state or jurisdiction in which the applicant is incorporated and any amendments thereto, *only if the contents of the originally filed documents changed since the initial application.*
- A-17 Exhibit A-17 "Secretary of State,"** provide evidence that the applicant is still currently registered with the Ohio Secretary of the State.

## SECTION B - APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED

- B-1 Exhibit B-1 "Jurisdictions of Operation,"** provide a current list of all jurisdictions in which the applicant or any affiliated interest of the applicant is, at the date of filing the application, certified, licensed, registered, or otherwise authorized to provide retail natural gas service, or retail/wholesale electric services.
- B-2 Exhibit B-2 "Experience & Plans,"** provide a current description of the applicant's experience and plan for contracting with customers, providing contracted services, providing billing statements, and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4929.22 of the Revised Code and contained in Chapter 4901:1-29 of the Ohio Administrative Code.
- B-3 Exhibit B-3 "Summary of Experience,"** provide a concise and current summary of the applicant's experience in providing the service(s) for which it is seeking renewed certification (e.g., number and types of customers served, utility service areas, volume of gas supplied, etc.).
- B-4 Exhibit B-4 "Disclosure of Liabilities and Investigations,"** provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocations of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational

status or ability to provide the services for which it is seeking renewed certification since applicant last filed for certification.

- B-5 Exhibit B-5 "Disclosure of Consumer Protection Violations,"** disclose whether the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant has been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws since applicant last filed for certification.

☒ No      ☐ Yes

If Yes, provide a separate attachment labeled as Exhibit B-5 "Disclosure of Consumer Protection Violations," detailing such violation(s) and providing all relevant documents.

- B-6 Exhibit B-6 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation,"** disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail natural gas or retail/wholesale electric service denied, curtailed, suspended, or revoked, or whether the applicant or predecessor has been terminated from any of Ohio's Natural Gas Choice programs, or been in default for failure to deliver natural gas since applicant last filed for certification.

☒ No      ☐ Yes

If Yes, provide a separate attachment, labeled as Exhibit B-6 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation," detailing such action(s) and providing all relevant documents.

## **SECTION C - APPLICANT FINANCIAL CAPABILITY AND EXPERIENCE**

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED

- C-1 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, labeled as Exhibit C-1, or indicate that Exhibit C-1 is not applicable and why.  
(This is generally only applicable to publicly traded companies who publish annual reports.)
- C-2 Exhibit C-2 "SEC Filings,"** provide the most recent 10-K/8-K Filings with the SEC. If applicant does not have such filings, it may submit those of its parent company. 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 current financial arrangements to conduct competitive retail natural gas service (CRNGS) 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 **NATURAL GAS related business activities in the state of Ohio Only**, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer. The forecasts should be in an annualized format for the two years succeeding the Application year.

**C-6 Exhibit C-6 "Credit Rating,"** provide a statement disclosing the applicant's current credit rating as reported by two of the following organizations: Duff & Phelps, Fitch IBCA, Moody's Investors Service, Standard & Poor's, or a similar organization. In instances where an applicant does not have its own credit ratings, it may substitute the credit ratings of a parent or an affiliate organization, provided the applicant submits a statement signed by a principal officer of the applicant's parent or affiliate organization that guarantees the obligations of the applicant. If an applicant or its parent does not have such a credit rating, enter "N/A" in Exhibit C-6.

- C-7 **Exhibit C-7 "Credit Report,"** provide a copy of the applicant's current 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 within the two most recent years preceding the application.

## SECTION D – APPLICANT TECHNICAL CAPABILITY

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

- D-1 **Exhibit D-1 "Operations,"** provide a current written description of the operational nature of the applicant's business. Please include whether the applicant's operations will include the contracting of natural gas purchases for retail sales, the nomination and scheduling of retail natural gas for delivery, and the provision of retail ancillary services, as well as other services used to supply natural gas to the natural gas company city gate for retail customers.
- D-2 **Exhibit D-2 "Operations Expertise,"** given the operational nature of the applicant's business, provide evidence of the applicant's current experience and technical expertise in performing such operations.
- D-3 **Exhibit D-3 "Key Technical Personnel,"** provide the names, titles, email addresses, telephone numbers, and background of key personnel involved in the operational aspects of the applicant's current business.

Applicant Signature and Title

*[Signature]* President

Sworn and subscribed before me this

30<sup>th</sup>

day of August

Month

2019

Year

Signature of official administering oath

Print Name and Title

Brandon Rigano - Notary Public

My commission expires on

11/23/2019



BRANDON W. RIGANO  
Notary Public, State of Ohio  
My Commission Expires 11/23/2019



# The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service  
Affidavit Form  
(Version 1.07)

In the Matter of the Application of )

Archer Energy, LLC )

for a Certificate or Renewal Certificate to Provide )  
Competitive Retail Natural Gas Service in Ohio. )

Case No. 17 - 1963 -GA-CRS

County of Delaware

State of Ohio

I, Mr. Andy Mitrey, President of Archer Energy, LLC

[Affiant], being duly sworn/affirmed, hereby states that:

- (1) The information provided within the certification or certification renewal application and supporting information is complete, true, and accurate to the best knowledge of affiant.
- (2) The applicant will timely file an annual report of its intrastate gross receipts and sales of hundred cubic feet of natural gas pursuant to Sections 4905.10(A), 4911.18(A), and 4929.23(B), Ohio Revised Code.
- (3) The applicant will timely pay any assessment made pursuant to Section 4905.10 or Section 4911.18(A), Ohio Revised Code.
- (4) Applicant will comply with all applicable rules and orders adopted by the Public Utilities Commission of Ohio pursuant to Title 49, Ohio Revised Code.
- (5) Applicant will cooperate with the Public Utilities Commission of Ohio and its staff in the investigation of any consumer complaint regarding any service offered or provided by the applicant.
- (6) Applicant will comply with Section 4929.21, Ohio Revised Code, regarding consent to the jurisdiction of the Ohio courts and the service of process.
- (7) Applicant will inform the Public Utilities Commission of Ohio of any material change to the information supplied in the certification or certification renewal application within 30 days of such material change, including any change in contact person for regulatory or emergency purposes or contact person for Staff use in investigating customer complaints.
- (8) Affiant further sayeth naught.

Affiant Signature & Title

Sworn and subscribed before me this

30th

day of

August

Month

2009

Year

Signature of Official Administering Oath

Print Name and Title



BRANDON W. RIGANO  
Notary Public, State of Ohio  
My Commission Expires 11/23/2019

My commission expires on

11/23/2009

(CRNGS Supplier Renewal) - Version 1.08

Page 8 of 8



## **Section A**

# **Applicant Information and Services A-14 through A-17**

- A-14** **Exhibit A-14 "Principal Officers, Directors & Partners,"** provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.

**Mr. Andy Mitrey – President & Chief Executive Officer**  
4026 N Hampton Rd.,  
Powell, OH 43065  
(614) 450-1860

**Mr. Grant T. Christman – Vice President & Officer**  
4026 N Hampton Rd.,  
Powell, OH 43065  
(614) 450-1860

**Mr. Andrew Ernst – Vice President & Officer**  
4026 N Hampton Rd.,  
Powell, OH 43065  
(614) 450-1860

**A-15 Exhibit A-15 "Company History,"** Provide a concise description of the applicant's company history and principal business interests.

**Response:** Archer Energy's principal business interest is to be a leading retail natural gas and electricity supplier in selected markets throughout the country. Archer Energy is led by industry executives that have significant retail natural gas experience from prior ventures who believe in creating a reliable and efficient operating platform that adapts quickly to ever changing markets and caters to clients' needs. Archer Energy was founded in 2014 by Mr. Andy Mitrey, who serves as the company's President and CEO. Prior to September 1, 2017, Mr. Mitrey, and by association Archer Energy, was prohibited from entering certain states and/or market areas related to the sale of Border Energy to IGS Energy in 2014.

**A-16** Exhibit A-16 "Articles of Incorporation and Bylaws," if applicable, provide the articles of incorporation filed with the state or jurisdiction in which the applicant is incorporated and any amendments thereto.



DATE	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
10/17/2014	201428901517	ARTICLES OF ORGNZTN/DOM. PROFIT LIM. LIAB. CO. (LCP)	125.00	0.00	0.00	0.00	0.00

**Receipt**

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

ARCHER ENERGY  
ATTN: ANDY MITREY  
9360 PINE CREEK  
POWELL, OH 43065

**STATE OF OHIO  
CERTIFICATE**

**Ohio Secretary of State, Jon Husted**  
2335679

It is hereby certified that the Secretary of State of Ohio has custody of the business records for  
**ARCHER ENERGY, LLC**

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

Document(s)

**ARTICLES OF ORGNZTN/DOM. PROFIT LIM. LIAB. CO.**  
Effective Date: 10/16/2014

Document No(s):

**201428901517**



United States of America  
State of Ohio  
Office of the Secretary of State

Witness my hand and the seal of the  
Secretary of State at Columbus, Ohio this  
17th day of October, A.D. 2014.

*Jon Husted*  
Ohio Secretary of State



Form 533A Prescribed by:  
Ohio Secretary of State

**JON HUSTED**  
Ohio Secretary of State

Central Ohio: (614) 466-3910  
Toll Free: (877) SOS-FILE (767-3453)  
[www.OhioSecretaryofState.gov](http://www.OhioSecretaryofState.gov)  
[BusServ@OhioSecretaryofState.gov](mailto:BusServ@OhioSecretaryofState.gov)

Mail this form to one of the following:

Regular Filing (non expedite)  
P.O. Box 670  
Columbus, OH 43216

Expedite Filing (Two-business day processing  
time requires an additional \$100.00).  
P.O. Box 1390  
Columbus, OH 43216

## Articles of Organization for a Domestic Limited Liability Company

Filing Fee: \$125

CHECK ONLY ONE (1) BOX

(1) ☒ Articles of Organization for Domestic  
For-Profit Limited Liability Company  
(115-LCA)

(2) ☐ Articles of Organization for Domestic  
Nonprofit Limited Liability Company  
(115-LCA)

Name of Limited Liability Company **Archer Energy, LLC**

Name must include one of the following words or abbreviations: "limited liability company," "limited," "LLC," "L.L.C.," "Ltd.," or "Ltd."

Effective Date   
(Optional)  
mm/dd/yyyy

(The legal existence of the limited liability company begins upon the filing  
of the articles or on a later date specified that is not more than ninety days  
after filing)

This limited liability company shall exist for   
(Optional)  
Period of Existence

Purpose (Optional)

### \*\*Note for Nonprofit LLCs

The Secretary of State does not grant tax exempt status. Filing with our office is not sufficient to obtain state or federal tax exemptions. Contact the Ohio Department of Taxation and the Internal Revenue Service to ensure that the nonprofit limited liability company secures the proper state and federal tax exemptions. These agencies may require that a purpose clause be provided.

## ORIGINAL APPOINTMENT OF AGENT

The undersigned authorized member(s), manager(s) or representative(s) of

Archer Energy, LLC

Name of Limited Liability Company

hereby appoint the following to be Statutory Agent upon whom any process, notice or demand required or permitted by statute to be served upon the limited liability company may be served. The name and address of the agent is

Andy Mitrey

Name of Agent

9360 Pine Creek Dr

Mailing Address

Powell

City

OR

State

43065

ZIP Code

## ACCEPTANCE OF APPOINTMENT

The undersigned, Andy Mitrey named herein as the statutory agent

Statutory Agent Name

for Archer Energy, LLC

Name of Limited Liability Company

hereby acknowledges and accepts the appointment of agent for said limited liability company

Statutory Agent Signature

Individual Agent's Signature / Signature on Behalf of Business Serving as Agent

By signing and submitting this form to the Ohio Secretary of State, the undersigned hereby certifies that he or she has the requisite authority to execute this document.

**Required**

Articles and original appointment of agent must be signed by a member, manager or other representative.

If authorized representative is an individual, then they must sign in the "signature" box and print their name in the "Print Name" box.

If authorized representative is a business entity, not an individual, then please print the business name in the "signature" box, an authorized representative of the business entity must sign in the "By" box and print their name in the "Print Name" box.



Signature

By (if applicable)

Andy Mitrey

Print Name

Signature

By (if applicable)

Print Name

Signature

By (if applicable)

Print Name

A-17 Exhibit A-17 "Secretary of State," provide evidence that the applicant is currently registered with the Ohio Secretary of the State.

UNITED STATES OF AMERICA  
STATE OF OHIO  
OFFICE OF THE SECRETARY OF STATE

*I, Frank LaRose, do hereby certify that I am the duly elected, qualified and present acting Secretary of State for the State of Ohio, and as such have custody of the records of Ohio and Foreign business entities; that said records show ARCHER ENERGY, LLC, an Ohio For Profit Limited Liability Company, Registration Number 2335679, was organized within the State of Ohio on October 16, 2014, is currently in FULL FORCE AND EFFECT upon the records of this office.*



*Witness my hand and the seal of the  
Secretary of State at Columbus, Ohio  
this 7th day of August, A.D. 2019.*

A handwritten signature in cursive script, appearing to read "Frank LaRose".

Ohio Secretary of State

Validation Number: 201921901438



## **Section B**

# **Applicant Managerial Capability and Experience**

- B-1** **Exhibit B-1 "Jurisdictions of Operation,"** provide a current list of all jurisdictions in which the applicant or any affiliated interest of the applicant is, at the date of filing the application, certified, licensed, registered, or otherwise authorized to provide retail natural gas service, or retail/wholesale electric services.

**Response:**

Archer Energy is actively licensed by the applicable state authorities to provide retail natural gas service in the following states: Ohio, Indiana, Wyoming, and Nebraska. From 2015 thru 2017 Archer was licensed in Illinois but voluntarily withdrew and exited in good standing with the state of Illinois.

Archer Energy is registered and actively providing retail natural gas service to customers in the following market areas: Northern Indiana Public Service Co (NIPSCO), Vectren Indiana, Columbia Gas of Ohio, Citizens Energy, and Black Hills Energy. From 2015 thru 2017 Archer was registered and actively serving customers behind Peoples Gas, but voluntarily withdrew and exited in good standing. Archer also has registration pending with Dominion East Ohio.

Archer Energy is actively licensed by the Federal Energy Regulatory Committee (FERC) as an approved power marketer, and licensed to provide retail electric service in the following states: Ohio, Rhode Island and the District of Columbia

Archer Energy is currently registered and actively providing retail electric service to customers in the following areas: National Grid Rhode Island, AEP Ohio, and has registration pending with First Energy

- B-2** **Exhibit B-2 "Experience & Plans,"** provide a current description of the applicant's experience and plan for contracting with customers, providing contracted services, providing billing statements, and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4929.22 of the Revised Code and contained in Chapter 4901:1-29 of the Ohio Administrative Code.

**Response:** Archer Energy has significant experience contracting with and providing retail natural gas supply to retail choice customers. It is company policy that all enrollments are supported by either a contract or independent third party verification of customers' intent to have Archer Energy as their natural gas supplier. Archer Energy currently serves thousands of retail choice customers and to date has not had a formal complaint successfully lobbied against the company.

For the avoidance of confusion and the ease of all parties, Archer Energy intends to utilize Utility Consolidated Billing (UCB) whenever possible. While it is our first choice to utilize UCB, Archer Energy can easily move to a direct billing platform where UCB is unavailable or circumstances necessity invoicing customers directly. Archer Energy already operates in a market area where it is responsible for providing a bill directly to customers in a timely manner. In either case, UCB or an internally created bill provided to customers, Archer Energy's charges are provided in a clear and concise manner along with our toll-free phone number such that customers may easily reach us to discuss their bill or any issues they may have with their natural gas supply service.

In the event of a customer dispute, Archer Energy has dispute resolution procedures in place, maintained by Mr. Andrew Ernst, CPA. Mr. Ernst created the policies and procedures for the call center, customer complaint resolution, and also managed utility and commission complaints for his former employer, Border Energy, Inc. serving the needs of nearly 100,000 residential gas and electricity customers.

Highlights of the Archer Energy's dispute resolution procedures include:

- Archer will use its best efforts to resolve the dispute in the most efficient and timely manner possible.
- Archer will acknowledge all written complaints either in writing or by personal contact.
- Archer will maintain a detailed record of each complaint, the results of the investigation, and the final disposition of the complaint.

Further, Archer Energy intends to adhere to Commission Rules adopted in Section 4929.22 of the Revised Code and those contained in Chapter 4901:01-29 of the Ohio Administrative Code as amended from time to time.

**B-3**    **Exhibit B-3 "Summary of Experience,"** provide a concise and current summary of the applicant's experience in providing the service(s) for which it is seeking to be certified to provide (e.g., number and types of customers served, utility service areas, volume of gas supplied, etc.).

**Response:** Redacted; Filed under confidential seal.

**B-4**    **Exhibit B-4 "Disclosure of Liabilities & Investigations,"** provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocations of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational status or ability to provide the services it is seeking to be certified to provide.

**Response:** Archer Energy has no existing, pending or past rulings, judgments, contingent liabilities, revocations of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational status or ability to provide service to customers.

**B-5**    **Exhibit B-5 "Disclosure of Consumer Protection Violations,"** disclose whether the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant has been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years.

**Response:** Archer Energy, nor any of its principal officers have been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws.

**B-6**    **Exhibit B-6 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation,"** disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail natural gas or retail/wholesale electric service denied, curtailed, suspended, or revoked, or whether the applicant or predecessor has been terminated from any of Ohio's Natural Gas Choice programs, or been in default for failure to deliver natural gas.

**Response:** Archer Energy has not had any certification, license, or application to provide retail natural gas or retail/wholesale electric service denied, curtailed, suspended or revoked, nor has it ever been in default for failure to deliver natural gas.

## **Section C**

# **Applicant Financial Capability and Experience**

**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, labeled as Exhibit C-1, or indicate that Exhibit C-1 is not applicable and why.

**Response:** Exhibit C-1 is not applicable to Archer Energy, as it is not a publicly traded company; it is a small privately held limited liability company and does not produce an annual report to shareholders.

**C-2** **Exhibit C-2 "Annual Reports,"** provide the most recent 10-K/8-K Filings with the SEC. If applicant does not have such filings, it may submit those of its parent company. 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.

**Response:** Exhibit C-2 is not applicable to Archer Energy, as it is not a publicly traded company; it is a small privately held limited liability company and is not required to file any documents with the SEC

**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).

**Response:** Redacted; Filed under confidential seal.



**C-4** **Exhibit C-4 "Financial Arrangements,"** provide copies of the applicant's current financial arrangements to conduct competitive retail natural gas service (CRNGS) as a business activity (e.g., guarantees, bank commitments, contractual arrangements, credit agreements, etc.) 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.

**Response:** Redacted; Filed under confidential seal.

**C-5** **Exhibit C-5 "Forecasted Financial Statements,"** provide two years of forecasted income statements for the applicant's NATURAL GAS related business activities in the state of Ohio Only, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer. The forecasts should be in an annualized format for the two years succeeding the Application year.

**Response:** Redacted; Filed under confidential seal.

- C-6** **Exhibit C-6 "Credit Rating,"** provide a statement disclosing the applicant's current credit rating as reported by two of the following organizations: Duff & Phelps, Dun and Bradstreet Information Services, 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 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.

**Response:** Not applicable – Archer is a small privately held company

- C-7** **Exhibit C-7 "Credit Report,"** provide a copy of the applicant's current 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.

**Response:** A copy of a credit report by Dun & Bradstreet is provided beginning on the following page

# Archer Energy, Llc

DUNS: 07-969-3561

## Quick View Report

### Company Information

4026 North Hampton Dr Powell  
Powell, OH 43065

This is a **single location** location.

**Telephone** (614) 450-1860

**Chief Executive:** DIRECTOR(S): THE OFFICER(S)

**Stock Symbol:** NA

**Year Started** 2014

**Employees** 5

### Financial Statement

**Sales** NA

**Net Worth** NA

**History:** NA

**Financial Condition:** NA

**Financing:** NA

**SIC:** 4939

**Line of Business:** Combination utilities

### Corporate Family:

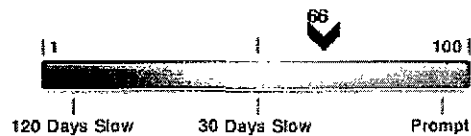
This business is a single location of the corporate family.

## Scores

### PAYDEX®

**66** ▼

19 days beyond terms



Based on up to 24 months of trade.

#### D&B PAYDEX® Key



High risk of late payment  
(average 30 to 120 days beyond terms)



Medium risk of late payment  
(average 30 days or less beyond terms)



Low risk of late payment  
(average prompt to 30+ days sooner)

### Credit Limit Recommendation

**Risk Category**  
**Low**

**Conservative Credit Limit**

**\$10k**

**Aggressive Credit Limit**

**\$25k**



## D&B Rating ®

Rating

--

The credit rating was assigned based on D&B's assessment of the company's financial ratios and its cash flow. For more information, see the D&B Rating Key.

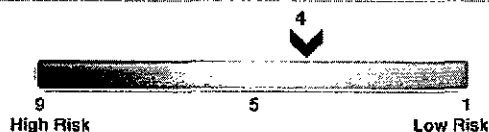
Below is an overview of the company's rating history since 01/12/2016

D&B Rating	Date Applied
--	2016-01-12

The Summary Analysis section reflects information in D&B's file as of August 15, 2019

## D&B Viability Rating

Viability Score



Compared to ALL US Businesses within the D&B Database:

- Level of Risk: **Low Risk**
- Businesses ranked 4 have a probability of becoming no longer viable: **5%**
- Percentage of businesses ranked 4: **14%**
- Across all US businesses, the average probability of becoming no longer viable: **14%**

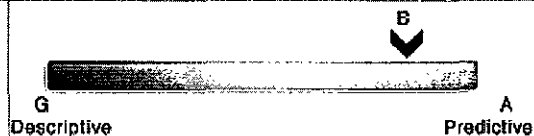
Portfolio Comparison



Compared to ALL US Businesses within the D&B Database:

- Model Segment: **Established Trade Payments**
- Level of Risk: **Moderate Risk**
- Businesses ranked 5 within this model segment have a probability of becoming no longer viable: **5%**
- Percentage of businesses ranked 5 within this model segment: **11%**
- Within this model segment, the average probability of becoming no longer viable: **5%**

Data Depth Indicator



**Data Depth Indicator:**

Rich Firmographics  
Extensive Commercial Trading Activity  
Basic Financial Attributes

**K**

## Company Profile

Financial  
Data**Not  
Available**Trade  
Payments**Available  
(3+Trade)**Company  
Size**Small**Years in  
Business**Established**

Compared to ALL US Businesses within the D&amp;B Database:

- Financial Data: **Not Available**
- Trade Payments: **Available: 3+Trade**
- Company Size: **Small: Employees: <10 and Sales: <\$10K or Missing**
- Years in Business: **Established: 5+**

## History &amp; Operations

## History

The following information was reported: **06/22/2019**

## Officer(s):

ANDREW MITREY, PRES

## DIRECTOR(S):

THE OFFICER(S)

The Ohio Secretary of State's business registrations file showed that Archer Energy, LLC was registered as a Limited Liability Company on October 16, 2014.

Business started 2014.

While this company operates as a limited liability company, the members have elected to use officer titles to denote areas of responsibility.

ANDREW MITREY. Antecedents not available.

Business address has changed from 4145 Powell Rd, Powell, OH, 43065 to 4026 North Hampton Dr Powell, Powell, OH, 43065.

## Operations

**06/22/2019**

## Description:

Provides utilities combined (electric, gas or other).

**Employees:** 5 which includes officer(s).

**Facilities:** Leases 2,000 sq. ft. on 1st floor of a one story brick building.

## SIC &amp; NAICS

## SIC:

Based on information in our file, D&B has assigned this company an extended 8-digit SIC. D&B's use of 8-digit SICs enables us to be more specific to a company's operations than if we use the standard 4-digit code. The 4-digit SIC numbers link to the description on the Occupational Safety & Health Administration (OSHA) Web site. Links open in a new browser window.

4939 0000 Combination utilities, nec

## NAICS:

221118 Other Electric Power Generation

## Payments

The D&B PAYDEX® is a unique, dollar weighted indicator of payment performance based on up to 7 payment experiences as reported to D&B by trade references.

**3 Month PAYDEX®**

**65 ▲**

When weighted by dollar amount,  
payments to suppliers average 19 days beyond terms.

Based on payments collected over the last 3 months




**24 Month PAYDEX®**

**66 ▼**

When weighted by dollar amount,  
payments to suppliers average 19 days beyond terms.

Based on payments collected over the last 24 months

When dollar amounts are not considered, then  
approximately 72 of the company's payments are within  
terms.

-  **High risk of late payment (average 30 to 120 days beyond terms)**
-  **Medium risk of late payment (average 30 days or less beyond terms)**
-  **Low risk of late payment (average prompt to 30+ days sooner)**

**Payments Summary**

**Total (Last 24 Months): 7**

	Total Received	Total Dollar Amount	Largest High Credit Payment summary	Within Terms	Days Slow	31	30-80	\$1-90	90
<b>Top Industries</b>									
Whol office supplies	1	\$750.00	\$750.00	50%	50	0	0	0	0
Electric services	1	\$500.00	\$500.00	50%	50	0	0	0	0
Ret stationery	1	\$50.00	\$50.00	100%	0	0	0	0	0
<b>Other Categories</b>									
Cash experiences	2	\$300	\$250	--	--	--	--	--	--
Unknown	2	\$100	\$50	--	--	--	--	--	--
Unfavorable comments	0	\$0	\$0	--	--	--	--	--	--
Placed for collections with D&B:	0	\$0	\$0	--	--	--	--	--	--
Other	0	N/A	\$0	--	--	--	--	--	--
Total in D&B's file	7	\$1,700	\$750	--	--	--	--	--	--

The highest Now Owes on file is \$250


The highest Past Due on file is \$50

There are 7 payment experience(s) in D&B's file for the most recent 24 months, with 4 experience(s) reported during the last three month period.

**Payments Details**

**Total (Last 24 Months): 7**

Date	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last sale w/ (Mo. )
07/2019	Ppt-Slow 30	\$750	\$0	\$0	--	6-12 mos
07/2019	(002)	\$250	\$0	\$0	Cash account	6-12 mos
06/2019	(003)	\$50	\$0	\$0	--	2-3 mos
06/2019	(004)	\$50	\$0	\$0	--	2-3 mos
04/2019	Ppt-Slow 30	\$500	\$250	\$50	--	1 mo
12/2018	(006)	\$50	--	--	Cash account	1 mo
09/2017	Ppt	\$50	\$0	\$0	N30	6-12 mos

Payments Detail Key:  30 or more days beyond terms

Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

Payment experiences reflect how bills are met in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.

Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

## Banking and Finance

### Statement Update

#### Key Business Ratios from D&B

We currently do not have enough information to generate the graphs for the selected Key Business Ratio.

- This Company

#### Key Financial Comparisons



(\$)

(\$)

(\$)

**This Company's Operating Results Year Over Year**

Net Sales	NA	NA	NA
Gross Profit	NA	NA	NA
Net Profit	NA	NA	NA
Dividends / Withdrawals	NA	NA	NA
Working Capital	NA	NA	NA

**This Company's Assets Year Over Year**

Cash	NA	NA	NA
Accounts Receivable	NA	NA	NA
Notes Receivable	NA	NA	NA
Inventories	NA	NA	NA
Other Current	NA	NA	NA
Total Current	NA	NA	NA
Fixed Assets	NA	NA	NA
Other Non Current	NA	NA	NA
Total Assets	NA	NA	NA

**This Company's Liabilities Year Over Year**

Accounts Payable	NA	NA	NA
Bank Loan	NA	NA	NA
Notes Payable	NA	NA	NA
Other Current Liabilities	NA	NA	NA
Total Current Liabilities	NA	NA	NA
Other Long Term and Short Term Liabilities	NA	NA	NA
Deferred Credit	NA	NA	NA
Net Worth	NA	NA	NA
Total Liabilities and Net Worth	NA	NA	NA



**We currently do not have any recent financial statements on file for your business. Submitting financial statements can help improve your D&B scores. To submit a financial statement, please call customer service at 800-333-0505.**

**Key Business Ratios**

	This Company	Industry Median	Industry Quartile
<b>Solvency</b>			
Quick Ratio	NA	NA	NA
Current Ratio	NA	NA	NA
Current Liabilities to Net Worth	NA	NA	NA
Current Liabilities to Inventory	NA	NA	NA
Total Current	NA	NA	NA
Fixed Assets to Net Worth	NA	NA	NA
<b>Efficiency</b>			
Collection Period	NA	NA	NA
Inventory Turn Over	NA	NA	NA
Sales to NWC	NA	NA	NA
Acct Pay to Sales	NA	NA	NA
<b>Profitability</b>			
Return on Sales	NA	NA	NA
Return on Assets	NA	NA	NA
Return on NetWorth	NA	NA	NA

## Public Filings

### Summary

The following data includes both open and closed filings found in D&B's database on this company.

Record Type	# of Records	Most Recent Filing Date
Bankruptcy Proceedings	0	-
Judgments	0	-
Liens	0	-
Suits	0	-
UCCs	5	02/28/18

The following Public Filing data is for information purposes only and is not the official record.  
Certified copies can only be obtained from the official source.

### Judgments

We currently don't have enough data to display this section

### Liens

We currently don't have enough data to display this section

### Suits

We currently don't have enough data to display this section

### UCC Filings

**Collateral:** Negotiable instruments including proceeds and products - Accounts receivable including proceeds and products - Account(s) including proceeds and products - Oil, gas and minerals including proceeds and products - and OTHERS

**Type:** Original

**Sec.Party:** TWIN EAGLE RESOURCE MANAGEMENT, LLC, HOUSTON, TX

**Debtor:** ARCHER ENERGY, LLC

**Filing No.:** OH00200472162

**Filed With:** SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH

**Date Filed:** 05/02/16

**Latest Info Received:** 05/10/16

**Type:** Amendment

**Sec.Party:** TWIN EAGLE RESOURCE MANAGEMENT, LLC, HOUSTON, TX

**Debtor:** ARCHER ENERGY, LLC

**Filing No.:** SR38935

**Filed With:** SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH

**Date Filed:** 10/16/17

**Latest Info Received:** 10/17/17

**Original Filing No.:** OH00200472162

**Original UCC Filed Date:** 05/02/16

**Collateral:** RIGHT, TITLE AND INTEREST and proceeds

**Type:** Original

**Sec.Party:** Columbia Gas of Ohio, Inc., Columbus, OH

**Debtor:** Archer Energy, LLC

**Filing No.:** OH00216042725

**Filed With:** SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH

**Date Filed:** 10/24/17

**Latest Info Received:** 10/31/17

**Collateral:** RIGHT, TITLE AND INTEREST and proceeds

**Type:** Original

**Sec.Party:** Northern Indiana Public Service Company, Merrillville, IN

**Debtor:** Archer Energy, LLC

**Filing No.:** OH00216042492

**Filed With:** SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH

**Date Filed:** 10/24/17

**Latest Info Received:** 10/31/17

**Type:** Amendment

**Sec.Party:** Northern Indiana Public Service Company, Merrillville, INNorthern Indiana Public Service Company LLC, Merrillville, IN

**Debtor:** Archer Energy, LLC

**Filing No.:** SR102797

**Filed With:** SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH

**Date Filed:** 02/28/18

**Latest Info Received:** 03/05/18

**Original Filing No.:** OH00216042492

**Original UCC Filed Date:** 10/24/17

The public record items contained herein may have been paid, terminated, vacated or released prior to today's date.

## Government Activity

### Summary

**Borrower (Dir/Guar):** NO

**Administrative Debt:** NO

**Contractor:** NO

**Grantee:** NO

#### Party excluded

**from federal program(s):** NO

**Possible Candidate:**

**Labor Surplus Area:** N/A

**Small Business:** YES (2019)

**8(A) Firm:** N/A

The public record items contained herein may have been paid, terminated, vacated, or released prior to today's date.

The public record items contained herein may have been paid, terminated, vacated or released prior to today's date.

## Special Events

**01/12/2016**

Business address has changed from 4145 Powell Rd, Powell, OH, 43065 to 4026 North Hampton Dr Powell, Powell, OH, 43065.

## Corporate Linkage

### Parent

Company Name	DUNS #	City, State
ARCHER ENERGY, LLC	07-969-3561	POWELL, OHIO

- 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.

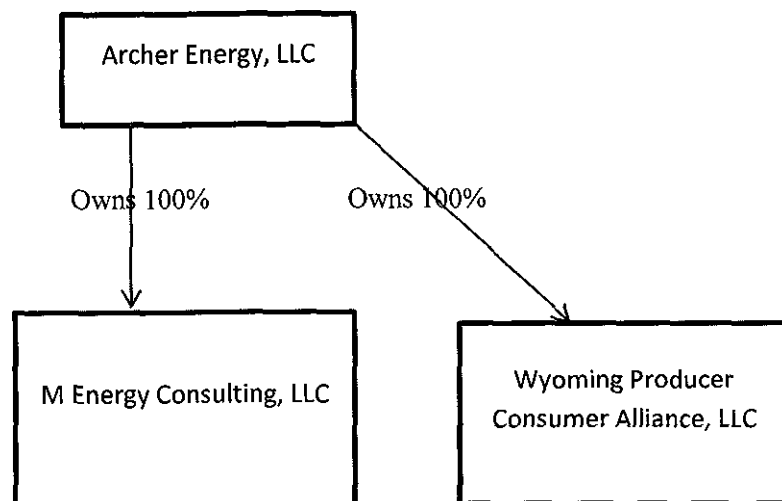
**Response:** Archer Energy has not had any reorganization, protection from creditors, or any other form of bankruptcy filing since its inception.

- 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.

**Response:** Archer Energy has not had any dissolution, merger, since inception. Archer Energy purchased Wyoming Producer Consumer Alliance, LLC in 2019, this entity serves customers in Wyoming under the Black Hills choice Gas program only.

- 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.

**Response:** Archer Energy has a wholly owned subsidiary for the purpose of brokering natural gas and electricity in market areas in which it does not operate as a supplier. A graphical depiction is provided below.



## **Section D**

# **Applicant Technical Capability**

**D-1** **Exhibit D-1 "Operations,"** provide a current written description of the operational nature of the applicant's business. Please include whether the applicant's operations will include the contracting of natural gas purchases for retail sales, the nomination and scheduling of retail natural gas for delivery, and the provision of retail ancillary services, as well as other services used to supply natural gas to the natural gas company city gate for retail customers.

**Response:** Archer Energy's objective is to enter select deregulated energy markets that allow us to provide value to our clients while successfully mitigating the risks associated with our business. Our commodity risk management strategy is to hedge substantially all of our forecasted demand for our customers selecting a fixed price product at the time of execution, based on normalized consumption patterns, adjusted for forecasted weather deviations and anticipated attrition. Our management team has significant experience executing on this strategy even in the most difficult of operating environments.

To execute this strategy, Archer Energy works with industry leading supply partners for the purchase of natural gas for retail sales. Archer Energy already physically transports natural gas on interstate pipelines to local distribution companies (LDC's) required delivery points/gates, and schedules deliveries on LDC systems for thousands of retail choice customers in three different regions of the country. Archer Energy relies on its deep technical experience, nominating and transporting gas on over 20 different interstate pipelines and coordinating purchase and delivery efforts relying solely on proprietary internally created systems; Archer Energy does not have the need at this time to involve or rely on a third party provider to meet the demands of its retail natural gas customers. Where possible, Archer Energy relies on delivery requirements provided by LDC's to meet the demands of its retail customers. Where LDC's do not provide delivery requirements for Archer Energy, Archer Energy relies again on its deep experience to develop proprietary delivery modeling algorithms that take into account a variety of factors such as temperature, wind, seasonality, customer mix, and other market dynamics to closely match supply with retail customer demand.

**D-2     Exhibit D-2 "Operations Expertise,"** given the operational nature of the applicant's business, provide evidence of the applicant's current experience and technical expertise in performing such operations.

**Response:** Archer Energy is led by Mr. Andy Mitrey and Mr. Grant T. Christman; Combined, these two individuals have nearly 30 years of experience successfully running a retail natural gas supply company catering to the operational and technical needs of the company. Further evidence of Archer Energy's operational expertise is founded in the fact that Archer Energy was awarded a competitive retail natural gas supplier license by both the Public Utilities Commission of Ohio and Wyoming Public Service Commission and actively provides competitively priced natural gas to residential customers through choice programs in both states.

Prior to forming Archer Energy, Mr. Mitrey was the president of Border Energy, Inc., a certified provider of natural gas and electricity to residential and commercial customers across Indiana, Michigan and Ohio. Mr. Mitrey spent 10 years at Border Energy and oversaw all of its day to day operations and owned 25% of the company. Mr. Mitrey has spent time in all areas of the natural gas business. He purchased all of the natural gas and basis needs for their customers across three states, negotiated with suppliers for favorable terms, determined the company's mass marketing strategy and interacted with regulators on any regulatory issues. Mr. Mitrey has more than 20 years of experience in the energy industry with 12 of them directly related to serving end use customers through a customer choice program. Mr. Mitrey has an undergraduate degree in accounting and an MBA from The Ohio State University.

Mr. Grant T. Christman is a 10 year veteran of the retail natural gas industry and serves as Vice President of Archer Energy managing all natural gas related activities of the company. Prior to joining Archer Energy, Mr. Christman served as the Vice President of Natural Gas for Border Energy, Inc. overseeing all Natural Gas operations and carrying the profit and loss responsibility for the business segment and reported to the President of the company. In his role as Vice President, Mr. Christman led all day-to-day natural gas operations including but not limited to asset valuation, pricing, contract structuring, natural gas procurement, risk management, strategy, marketing and regulatory affairs. Prior to his role as Vice President with Border Energy, Mr. Christman served as the Director of Operations for Border Energy, Inc. In this capacity, Mr. Christman carried the key technical responsibilities of the company, including scheduling natural gas nominations on intra and interstate pipelines and LDC's, managing storage injections and withdrawals, facilitating capacity releases and re-releases, load forecasting, and supply procurement. From his time with Border Energy, Mr. Christman possesses the necessary technical and operational experience required to successfully operate a retail natural gas supplier. Prior to joining Border Energy, Mr. Christman was an investment banker with KeyBanc Capital markets. Mr. Christman graduated with degrees in Finance, Accounting and Pre-Law from Ohio University.



**D-3** **Exhibit D-3 "Key Technical Personnel,"** provide the names, titles, email addresses, telephone numbers, and background of key personnel involved in the operational aspects of the applicant's current business.

**Response:**

**Mr. Grant T. Christman – Vice President & Officer**

4026 N Hampton Rd.,

Powell, OH 43065

(614) 450-1860

gchristman@archerenergy.com

Mr. Grant T. Christman is a 10 year veteran of the retail natural gas industry and serves as Vice President of Archer Energy managing all natural gas related activities of the company. Prior to joining Archer Energy, Mr. Christman served as the Vice President of Natural Gas for Border Energy, Inc. overseeing all Natural Gas operations and carrying the profit and loss responsibility for the business segment and reported to the President of the company. In his role as Vice President, Mr. Christman led all day-to-day natural gas operations including but not limited to asset valuation, pricing, contract structuring, natural gas procurement, risk management, strategy, marketing and regulatory affairs. Prior to his role as Vice President with Border Energy, Mr. Christman served as the Director of Operations for Border Energy, Inc. In this capacity, Mr. Christman carried the key technical responsibilities of the company, including scheduling natural gas nominations on intra and interstate pipelines and LDC's, managing storage injections and withdrawals, facilitating capacity releases and re-releases, load forecasting, and supply procurement. From his time with Border Energy, Mr. Christman possesses the necessary technical and operational experience required to successfully operate a retail natural gas supplier. Prior to joining Border Energy, Mr. Christman was an investment banker with KeyBanc Capital markets. Mr. Christman graduated with degrees in Finance, Accounting and Pre-Law from Ohio University.