FILE

Ohio | Public Utilities Commission

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Date Received	Renewal Certification Number	ORIGINAL AGG Case Number
		13 - 1960 - GA-AGG

RENEWAL CERTIFICATION APPLICATION
COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS

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.

RECEIVED-DOCKETING DIV
2019 SEP 17 PM 12:48
PUCO

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**

A-2 Applicant information:

Legal Name: Progressive Energy Consultants, LLC

Address: 2009 Sunnydale Blvd., Ste 100, Clearwater, FL 33765

Telephone No. 888-978-6445 Web site Address ProgressiveEnergyConsultants.com

Current PUCO Certificate No. 13-327G(3) Effective Dates October 20, 2017 through October 20, 2019

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

Name: Progressive Energy Consultants, LLC

Address: 2009 Sunnydale Blvd., Ste 100, Clearwater, FL 33765

Web site Address www.ProgressiveEnergyConsultants.com Telephone No. 888-978-6445

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

Progressive Energy Consultants, LLC

P.E. Consultants

A-5 Contact person for regulatory or emergency matters:

Name Yvonne Guevara Title Regulatory Dept.

Business Address 2009 Sunnydale Blvd., Ste 100, Clearwater, FL 33765

Telephone No. 727-442-0111 Fax No. 727-479-0577 Email Address Regulatory@ProgressiveEnergyC

This is to certify that the images appearing are an accurate and complete reproduction of a case file document delivered in the regular course of business.
Technician DMM Date Processed 09/17/19

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

Name Deborah Joyce Title President

Business address 2009 Sunnydale Blvd., Ste 100, Clearwater, Fl 33765

Telephone No. 727-442-0111 Fax No. 727-479-0577 Email Address DebbieJ@ProgressiveEnergyCo

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

Customer service address 2009 Sunnydale Blvd., Ste 100, Clearwater, FL 33765

Toll-Free Telephone No. 888-978-6445 Fax No. 727-479-0577 Email Address CustomerService@Progress

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 Northwest Registered Agent Service, Inc. Title Registered Agent

Business address 6545 Market Ave. North STE 100, North Canton, OH 44721

Telephone No. 509-768-2249 Fax No. Email Address

A-9 Applicant's federal employer identification number 46-1811262

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.)

✓	Columbia Gas of Ohio	✓	Residential	✓	Small Commercial	✓	Large Commercial / Industrial
✓	Dominion East Ohio	✓	Residential	✓	Small Commercial	✓	Large Commercial / Industrial
✓	Duke Energy Ohio	✓	Residential	✓	Small Commercial	✓	Large Commercial / Industrial
✓	Vectren Energy Delivery of Ohio	✓	Residential	✓	Small Commercial	✓	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.

Not applicable - broker

☐ **Columbia Gas of Ohio**

☐	Residential	Beginning Date of Service	End Date	
☐	Small Commercial	Beginning Date of Service	End Date	
☐	Large Commercial	Beginning Date of Service	End Date	
☐	Industrial	Beginning Date of Service	End Date	

☐ **Dominion East Ohio**

☐	Residential	Beginning Date of Service	End Date	
☐	Small Commercial	Beginning Date of Service	End Date	
☐	Large Commercial	Beginning Date of Service	End Date	
☐	Industrial	Beginning Date of Service	End Date	

☐ **Duke Energy Ohio**

☐	Residential	Beginning Date of Service	End Date	
☐	Small Commercial	Beginning Date of Service	End Date	
☐	Large Commercial	Beginning Date of Service	End Date	
☐	Industrial	Beginning Date of Service	End Date	

☐ **Vectren Energy Delivery of Ohio**

☐	Residential	Beginning Date of Service	End Date	
☐	Small Commercial	Beginning Date of Service	End Date	
☐	Large Commercial	Beginning Date of Service	End Date	
☐	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:

Not applicable - broker

☐	**Columbia Gas of Ohio**	**Intended Start Date**	
☐	**Dominion East Ohio**	**Intended Start Date**	
☐	**Duke Energy Ohio**	**Intended Start Date**	
☐	**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.

Attached.

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

Attached.

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.***

Attached.

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

Attached.

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.

Attached.

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. As a broker, we have a customer service line to assist the customer in dealing with the supplier if necessary, but the other points do not apply.

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.).

Attached.

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.

Attached.

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.)

Attached.

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. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 whether the applicant is not required to file with the SEC and why.

Attached.

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).

Attached.

C-4 **Exhibit C-4 "Financial Arrangements,"** provide copies of the applicant's financial arrangements to satisfy collateral requirements to conduct retail electric/gas business activity (e.g., parental or third party guarantees, 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.

Attached.

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.

Attached.

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.

Attached.

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

Attached.

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. Attached.

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.

Attached.

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. Attached.

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 functions. Attached.

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.

Attached.

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.

Attached.

Applicant Signature and Title Deborah Joyce, President

Sworn and subscribed before me this 13 **day of** September **Month** 2019 **Year**

Anna Lisa Barry, Notary

Signature of official administering oath **Print Name and Title**

ANNA LISA BARRY
Commission # GG 033074
Expires October 16, 2020
Bonded Thru Troy Fain Insurance 800-385-7019

My commission expires on 16 October 2020

The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service
Affidavit Form
(Version 1.07)

In the Matter of the Application of)
Progressive Energy Consultants, LLC)
for a Certificate or Renewal Certificate to Provide)
Competitive Retail Natural Gas Service in Ohio.)

Case No. 13 - 1960 -GA-AGG

County of Pinellas
State of Florida

Deborah Joyce [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 Deborah S. Joyce President

Sworn and subscribed before me this 13 **day of** September **Month** 2019 **Year**

Anna Lisa Barry
Signature of Official Administering Oath

Anna Lisa Barry, Notary
Print Name and Title

ANNA LISA BARRY
Commission # GG 033074
Expires October 16, 2020
Bonded Thru Troy Fain Insurance 800-385-7019

My commission expires on 16 October 2020

180 East Broad Street • Columbus, OH 43215-3793 • (614) 466-3016 • www.PUCO.ohio.gov
The Public Utilities Commission of Ohio is an Equal Opportunity Employer and Service Provider

Exhibit A-14
"Principal Officers, Directors & Partners"

PROGRESSIVE
ENERGY CONSULTANTS

Principal Officers, Directors & Partners

Deborah Joyce

President / Manager

2009 Sunnydale Blvd, Ste 100, Clearwater, Fl 33765 / Tel: 727.442.0111 Fax: 727.479.0577 www.ProgressiveEnergyConsultants.com

Exhibit A-15
"Company History"

Progressive Energy Consultants, LLC

Company Profile and Experience

Progressive Energy Consultants 2009 Sunnydale Blvd., Ste 100 Clearwater, FL 33765	**Owner** Debbie Joyce
Contact Tel: 727-442-0111 • Fax: 727-479-0577 Email: DebbieJ@ProgressiveEnergyConsultants.com	**Statistics** Staff: 22

What We Do

Progressive Energy Consultants (PEC) is a professional energy brokerage; we specialize in providing solutions to commercial consumers, by providing custom tailored energy rates to fit their needs.

The Industry

The executive and staff of Progressive Energy Consultants have a combined 45 years in the energy industry. This includes customer acquisition and customer service for millions of consumers in literally every Choice program across America.

The Successful Process

At Progressive Energy Consultants we invest a lot of time and consideration into making sure the customer is getting exactly what they want, be it a fixed or variable rate. We always think of the customer first and negotiate on their behalf to provide the best-tailored energy rates the market has to offer.

Operations

Progressive Energy Consultants started operations on 1/1/2013 and presently has brokers operating in the different deregulated states.

Licensing

District of Columbia Electricity Supplier
Case No. EA 2015-12

Delaware Electric Broker
PSC Docket No. 15-0634

Illinois Electricity Supplier Broker Services
License Reference Number 13-0609

Maryland Electricity Supplier Broker Services
License Reference Number IR-3128

Maryland Natural Gas Broker Services
License Reference Number IR-3193

Massachusetts Electricity Broker
License Number EB-283

Massachusetts Gas Retail Agent
License Number RA-116

New Hampshire Electric Aggregator
License DM 17-111

New Jersey Energy Agent
Registration No. EA-0246

Ohio Power Broker
Certificate Number 13-708E

Ohio Natural Gas Broker
Certificate Number 13-327G

Pennsylvania Electric Supplier License (for Brokering)
Docket # A-2013-2359823

Pennsylvania Natural Gas Supplier License (for Brokering)
Docket # A-2013-2388663

Rhode Island Power Broker
Docket # D-96-6 (N7)

Texas Broker
Registration # BR190372

Exhibit A-16
"Articles of Incorporation and Bylaws"

Electronic Articles of Organization
For
Florida Limited Liability Company

L12000143293
FILED 8:00 AM
November 13, 2012
Sec. Of State
alunt

Article I

The name of the Limited Liability Company is:

PROGRESSIVE ENERGY CONSULTANTS, LLC

Article II

The street address of the principal office of the Limited Liability Company is:

411 CLEVELAND ST
299
CLEARWATER, FL. 33755

The mailing address of the Limited Liability Company is:

411 CLEVELAND ST
299
CLEARWATER, FL. 33755

Article III

The purpose for which this Limited Liability Company is organized is:

ANY AND ALL LAWFUL BUSINESS.

Article IV

The name and Florida street address of the registered agent is:

DEBBIE JOYCE
411 CLEVELAND ST
299
CLEARWATER, FL. 33775

Having been named as registered agent and to accept service of process for the above stated limited liability company at the place designated in this certificate, I hereby accept the appointment as registered agent and agree to act in this capacity. I further agree to comply with the provisions of all statutes relating to the proper and complete performance of my duties, and I am familiar with and accept the obligations of my position as registered agent.

Registered Agent Signature: DEBBIE JOYCE

L12000143293
FILED 8:00 AM
November 13, 2012
Sec. Of State
alunt

Article V

The name and address of managing members/managers are:

Title: MGRM
DEBBIE JOYCE
411 CLEVELAND ST # 299
CLEARWATER, FL. 34698

Article VI

The effective date for this Limited Liability Company shall be:

01/01/2013

Signature of member or an authorized representative of a member

Electronic Signature: DEBBIE JOYCE

I am the member or authorized representative submitting these Articles of Organization and affirm that the facts stated herein are true. I am aware that false information submitted in a document to the Department of State constitutes a third degree felony as provided for in s.817.155, F.S. I understand the requirement to file an annual report between January 1st and May 1st in the calendar year following formation of the LLC and every year thereafter to maintain "active" status.

2019 FLORIDA LIMITED LIABILITY COMPANY ANNUAL REPORT

DOCUMENT# L12000143293

FILED
Jan 09, 2019
Secretary of State
2255052330CC

Entity Name: PROGRESSIVE ENERGY CONSULTANTS, LLC

Current Principal Place of Business:

2009 SUNNYDALE BLVD STE 100
CLEARWATER, FL 33756

Current Mailing Address:

2009 SUNNYDALE BLVD STE 100
CLEARWATER, FL 33756 US

FEI Number: 46-1811262

Certificate of Status Desired: No

Name and Address of Current Registered Agent:

NORTHWEST REGISTERED AGENT, LLC
3030 N ROCKY POINT DRIVE STE 150A
TAMPA, FL 33607 US

The above named entity submits this statement for the purpose of changing its registered office or registered agent, or both, in the State of Florida.

SIGNATURE: _____

Electronic Signature of Registered Agent — Date

Authorized Person(s) Detail :

Title	MGRM
Name	JOYCE, DEBBIE
Address	2009 SUNNYDALE BLVD. STE 100
City-State-Zip:	CLEARWATER FL 33765

I hereby certify that the information indicated on this report or supplemental report is true and accurate and that my electronic signature shall have the same legal effect as if made under oath; that I am a managing member or manager of the limited liability company or the receiver or trustee empowered to execute this report as required by Chapter 605, Florida Statutes; and that my name appears above, or on an attachment with all other like empowered.

SIGNATURE: DEBBIE JOYCE — PRESIDENT — 01/09/2019

Electronic Signature of Signing Authorized Person(s) Detail — Date

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State of Florida
Department of State

I certify from the records of this office that PROGRESSIVE ENERGY CONSULTANTS, LLC is a limited liability company organized under the laws of the State of Florida, filed on November 13, 2012, effective January 1, 2013.

The document number of this limited liability company is L12000143293.

I further certify that said limited liability company has paid all fees due this office through December 31, 2019, that its most recent annual report was filed on January 9, 2019, and that its status is active.

Given under my hand and the Great Seal of the State of Florida at Tallahassee, the Capital, this the Twenty-fifth day of January, 2019

GREAT SEAL OF THE STATE OF FLORIDA
IN GOD WE TRUST

Jennifer Kennedy

Secretary of State

Tracking Number: 3528378653CU

To authenticate this certificate,visit the following site,enter this number, and then follow the instructions displayed.

https://services.sunbiz.org/Filings/CertificateOfStatus/CertificateAuthentication

Sunbiz.org DIVISION of CORPORATIONS
an official State of Florida website

Detail by Entity Name

Florida Limited Liability Company
PROGRESSIVE ENERGY CONSULTANTS, LLC

Filing Information

Document Number	L12000143293
FEI/EIN Number	46-1811262
Date Filed	11/13/2012
Effective Date	01/01/2013
State	FL
Status	ACTIVE

Principal Address

2009 SUNNYDALE BLVD STE 100
CLEARWATER, FL 33756

Changed: 08/07/2018

Mailing Address

2009 SUNNYDALE BLVD STE 100
CLEARWATER, FL 33756

Changed: 08/07/2018

Registered Agent Name & Address

NORTHWEST REGISTERED AGENT LLC.
7901 4TH STREET N,
SUITE 300
ST.PETERSBURG, FL 33702

Name Changed: 08/07/2018

Address Changed: 01/28/2019

Authorized Person(s) Detail

Name & Address

Title MGRM

JOYCE, DEBBIE
2009 SUNNYDALE BLVD.
STE 100
CLEARWATER, FL 33765

Annual Reports

Report Year	Filed Date
2017	01/12/2017
2018	01/22/2018
2019	01/09/2019

Document Images

01/09/2019 -- ANNUAL REPORT	View image in PDF format
08/07/2018 -- Reg. Agent Change	View image in PDF format
01/22/2018 -- ANNUAL REPORT	View image in PDF format
01/12/2017 -- ANNUAL REPORT	View image in PDF format
02/02/2016 -- ANNUAL REPORT	View image in PDF format
02/03/2015 -- ANNUAL REPORT	View image in PDF format
01/24/2014 -- ANNUAL REPORT	View image in PDF format
11/13/2012 -- Florida Limited Liability	View image in PDF format

Exhibit A-17
"Secretary of State"

DOC ID ----> 201818702506

DATE	DOCUMENT ID	DESCRIPTION	FILING	EXPED	CERT	COPY
07/09/2018	201818702506	Foreign/Amendment (FAM)	50.00	0.00	0.00	0.00

Receipt

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

PROGRESSIVE ENERGY CONSULTANTS
ATTN: LISA BARRY
2009 SUNNYDALE BLVD., STE 100
CLEARWATER, FL 33765

STATE OF OHIO
CERTIFICATE

Ohio Secretary of State, Jon Husted

2186039

It is hereby certified that the Secretary of State of Ohio has custody of the business records for

PROGRESSIVE ENERGY CONSULTANTS, LLC

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

Document(s)	Document No(s):
Foreign/Amendment	**201818702506**

Effective Date: 07/05/2018

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 9th day of July, A.D. 2018.

Jon Husted

Ohio Secretary of State

20

FRANK LAROSE
Ohio Secretary of State

Wed Sep 11 2019

Entity#:	2186039
Filing Type:	FOREIGN LIMITED LIABILITY COMPANY
Original Filing Date:	03/26/2013
Location:	--
Business Name:	PROGRESSIVE ENERGY CONSULTANTS, LLC
Status:	Active
Exp. Date:	-

Agent/Registrant Information

NORTHWEST REGISTERED AGENT SERVICE, INC.
6545 MARKET AVENUE N.
SUITE 100
NORTH CANTON OH 44721
04/09/2015
Active

Filings

Filing Type	Date of Filing	Document ID
REG. OF FOR. PROFIT LIM. LIAB. CO.	03/26/2013	201308700852
AGENT ADDRESS CHANGE/LIMITED/LIABILITY/PARTNERS	04/09/2015	201510000396
FOREIGN/AMENDMENT	07/05/2018	201818702506

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

I, Frank LaRose, Secretary of State of the State of Ohio, do hereby certify that this is a list of all records approved on this business entity and in the custody of the Secretary of State.

Witness my hand and the seal of the Secretary of State at Columbus, Ohio this 11th of September, A.D. 2019

Ohio Secretary of State

21

Form 565 Prescribed by:

JON HUSTED
Ohio Secretary of State

Toll Free: (877) SOS-FILE (877-767-3453)
Central Ohio: (614) 466-3910
www.OhioSecretaryofState.gov
busserv@OhioSecretaryofState.gov
File online or for more information: www.OHBusinessCentral.com

Mail this form to one of the following:

Regular Filing (non expedite)
P.O. Box 1329
Columbus, OH 43216

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

For screen readers, follow instructions located at this path.

Certificate of Amendment to Foreign Licensed Corporation Application

(For-profit or Nonprofit Foreign Corporation)

Filing Fee: $50

(179-FAM)

Form Must Be Typed

2018 JUL -5 AM 10:13

A foreign corporation must file a Certificate of Amendment if, in amending its articles of incorporation, it modifies any of the information included in its application for license to transact business in Ohio or in any amendment to that application.

Complete the following information (as currently on file in the Ohio Secretary of State's Office).

The foreign corporation named below amends its application for its license to transact business in Ohio.

Name of Corporation: Progressive Energy Consultants, LLC

(as registered in Jurisdiction of Formation)

Assumed Name used in Ohio (if applicable):

Jurisdiction of Formation: Florida

Ohio License Number: 2186039

Complete only the information below that has been amended.

The information provided below supersedes the information currently on file with the Ohio Secretary of State's Office.

Name of Corporation:

(as registered in Jurisdiction of Formation)

Assumed Name used in Ohio (if applicable):

Jurisdiction of Formation:

Location of principal office

2009 Sunnydale Blvd., Ste 100
Mailing Address

Clearwater — City
Florida — State
33765 — ZIP Code

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Location of any Ohio office

Mailing Address

City

OH
State

ZIP Code

A brief summary of the corporate purpose(s) to be exercised within the state:

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

Must be signed by an authorized officer of the corporation.

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)

Deborah Joyce

Print Name

Signature

By (if applicable)

Print Name

Signature

By (if applicable)

Print Name

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Exhibit B-1
"Jurisdictions of Operation"

PROGRESSIVE
ENERGY CONSULTANTS

Jurisdictions of Operations

Broker Licensing

District of Columbia Electricity Supplier

Case No. EA 2015-12

Delaware Electric Broker

PSC Docket No. 15-0634

Illinois Electricity Supplier Broker Services

License Reference Number 13-0609

Maryland Electricity Supplier Broker Services

License Reference Number IR-3128

Maryland Natural Gas Broker Services

License Reference Number IR-3193

Massachusetts Electricity Broker

License Number EB-283

Massachusetts Gas Retail Agent

License Number RA-116

New Hampshire Electric Aggregator

License DM 17-111

New Jersey Energy Agent

Registration No. EA-0246

Ohio Power Broker

Certificate Number 13-708E

Ohio Natural Gas Broker

Certificate Number 13-327G

Pennsylvania Electric Supplier License (for Brokering)

Docket # A-2013-2359823

Pennsylvania Natural Gas Supplier License (for Brokering)

Docket # A-2013-2388663

Rhode Island Power Broker

Docket # D-96-6 (N7)

Texas Broker

Registration # BR190372

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Exhibit B-2
"Experience & Plans"

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Experience and Plans

As a broker, PEC has a customer service line to assist the customer in dealing with the supplier if necessary, but the other points (such as providing billing statements) do not apply.

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Exhibit B-3
"Summary of Experience"

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Experience and Plans

What We Do

Progressive Energy Consultants is a professional energy brokerage; we specialize in providing solutions to high usage consumers, by providing custom tailored energy rates to fit their needs.

The Industry

The executives and staff of Progressive Energy Consultants have a combined 45 years in the energy industry. This includes customer acquisition and customer service for millions of consumers in literally every Choice program across America.

The Successful Process

At Progressive Energy Consultants we invest a lot of time and consideration into making sure the customer is getting exactly what they want, be it a fixed or variable rate. We always think of the customer first and negotiate on their behalf to provide the best-tailored energy rates the market has to offer. Progressive Energy Consultants has never had a complaint – a statistic the entire company is very proud of.

~Jurisdictions of Operations~

Operations

Progressive Energy Consultants started operations on 1/1/2013 and presently has 8 brokers operating in the different deregulated states. We manage a book of business of close to 3,000 customers under electric and gas contracts.

Planned Operation in Ohio

PEC has relationships with many licensed energy suppliers. We will continue to reach out to large usage customers and offer our tailored services thus providing rate quotes from numerous suppliers and coordination between customers and the supplier of their choice for mutual benefit.

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Exhibit B-4
"Disclosure of Liabilities and Investigations"

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Disclosure of Liabilities and Investigations

Progressive Energy Consultants, LLC does not have any liabilities or investigations.

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Exhibit C-1
"Annual Reports"

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Annual Reports

Progressive Energy Consultants, LLC is privately held and does not submit Annual Reports.

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Exhibit C-2
"SEC Filings"

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SEC Filings

Progressive Energy Consultants, LLC is privately held therefore does not submit SEC filings.

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Exhibit C-6
"Credit Rating"

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Credit Rating

Progressive Energy Consultants, LLC does not have a credit rating, but a credit report that includes a credit ranking score is attached at exhibit C-7.

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Exhibit C-7
"Credit Report"

Report Originally Retrieved 05/29/2019

Note: This report was requested and billed to your account within the past 7 days.

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

Search inquiry: Progressive Energy Consultants, Llc / Clearwater / FL / (My company)

CreditScore℠ Report

as of: 05/29/19 12:15 ET

Progressive Energy Consultants, LLC

Address:	1548 S Missouri Ave Clearwater, FL 33756-2237 United States
Experian BIN:	969875127
Agent:	Northwest Registered Agent, LLC
Agent Address:	3030 N Rocky Point Drive Ste 150a Tampa, FL
Family Linkage:	
Ultimate Parent	Progressive Energy Consultants, LLC 1548 S Missouri Ave Clearwater, FL
Branches / Alternative Locations	Progressive Energy Consultants, LLC 1080 Kapp Dr Clearwater, FL United States

Key Personnel:	Manager: Joyce Deborah
SIC Code:	8748-Business Consulting Services, Nec 8742-Management Consulting Services
NAICS Code:	541618-Other Management Consulting Services 541612-Human Resources Consulting Services
Business Type:	Corporation
Experian File Established:	November 2012
Experian Years on File:	7 Years
Years in Business:	More than 7 Years
Total Employees:	6
Sales:	$759,000
Filing Data Provided by:	Florida
Date of Incorporation:	11/13/2012

Experian Business Credit Score

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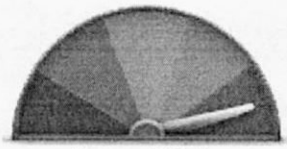
Business Credit Score



Low Risk

The objective of the Experian Business Credit Score is to predict payment behavior. High Risk means that there is a significant probability of delinquent payment. Low Risk means that there is a good probability of on-time payment.

Key Score Factors:

- Low number of recently reported commercial accounts.
- High maximum commercial account bal in the last 12 mos.

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Exhibit C-8 "Bankruptcy Information"

PROGRESSIVE
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Bankruptcy Information

Progressive Energy Consultants, LLC has not reorganized or declared bankruptcy in the current or last two years.

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Exhibit C-9
"Merger Information"

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Merger Information

Progressive Energy Consultants, LLC has not experienced any dissolutions or acquisitions within the two most recent years preceding this application.

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Exhibit C-10
"Corporate Structure"

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Corporate Structure

Progressive Energy Consultants, LLC is a stand-alone entity with no affiliate or subsidiary companies.

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Exhibit D-1
"Operations"

PROGRESSIVE
ENERGY CONSULTANTS

Operations

Progressive Energy Consultants, LLC is a professional energy brokerage specializing in providing solutions to high usage customers by providing custom tailored energy rates to fit their needs.

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Exhibit D-2
"Operations Expertise"

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Company Owner Experience

Deborah Joyce
President

Deborah Joyce has over thirty years of experience in sales. She started as a salesperson and earned her way to top performer status. She then moved to management of her own teams and worked her way to running a team of more than 50 staff.

Her sales production and management record led her to a start-up business in the energy industry where she established a team and has now managed it successfully, expanding into 17 states and helping customers compare rates and choose the best program available for their energy needs.

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Exhibit D-3
"Key Technical Personnel"

Deborah E. Joyce

2009 Sunnydale Blvd, Ste 100 ■ Clearwater, FL 33765
Cell: (727) 656-6842 ■ debbiej@progressiveenergyconsultants.com

Top-Performing Sales Executive

Sales Management • Direct Sales • Channel Development & Management • New Business Development • Team Building • Maintenance Renewals

- 30 years of sales and management experience
- Results-driven sales leader; built a successful record of increasing revenue, capturing market share, and exceeding sales goals.
- Progressive management style; considerable success in developing and managing productive sales teams.

Current Employment

Progressive Energy Consultants, LLC Clearwater, FL ♦ **Jan 2013 – Present**
President

January 1st, 2013, I made the decision to start my own energy brokerage (Progressive Energy Consultants). We presently have 8 brokers operating in the different deregulated states and manage a book of business consisting of 2,382 electric contracts equaling 814,912,515 kWh annually. We also manage 693 natural gas contracts equaling 1,833,747 Mcfs annually.

Professional Experience

Consumer Sales Solutions, LLC Dunedin, FL ♦ **May 2012 – Jan 2013**
Director of National Accounts

Hired to expand and further establish CSS's division responsible for contract work for SMBs and large commercial accounts. Responsibilities included hiring and training of all new broker personnel, quality control of contracts submitted, new customer acquisition and overseeing service to existing customer base. Directly responsible for day to day sales management.

KNOWBe4 Clearwater, FL ♦ **Mar 2011 – Sep 2011**
VP Sales

Was hired to help establish sales division in start-up company by previous Sunbelt Software founder. Company produces security awareness training for SMBs.

- Expanded sales team
- Worked on promotion of company through key trade shows such as Microsoft Tech Ed
- Helped establish CRM (Salesforce) as well as key reports to analyze marketing leads and ROI

GFI SOFTWARE, Inc. (Previously Sunbelt Software) Clearwater, FL ♦ **June 2010 – Feb 2011**
Sr. Director of Sales

Continued in position of Sr. Dir Sales after GFI's June 2010 acquisition of Sunbelt Software.

- 60% growth in sales FY 2010 over FY 2009
- Implemented new CRM, salesforce.com that included merging two systems together, that of GFI's and Sunbelt's existing team.
- Handled merging of two sales teams, channel, direct and sales engineer groups.
- Implemented new partner programs as part of combining two channels, GFI/Sunbelt
- Designed and implemented new compensation plan for restructured team after acquisition

SUNBELT SOFTWARE, Clearwater, FL ♦ **Jan 1999 – Jun 2010**
Sr. Director of Sales
Director of Sales
Sales Manager
Account Rep

Manufacturer of security software; anti-virus, security scanners, etc. for SMB and consumer markets.

Successfully held multiple positions within Sunbelt sales division over 12 year span up until and through company acquisition by GFI Software in June 2010. Responsible for all global enterprise sales.

- Developed and managed a sales team of 43 people consisting of 5 different departments: Direct Sales, Channel, International, Maintenance, and third-party distribution.
- FY 2008 45% growth in new license sales
- 65% growth in new license sales Q2 09 over Q2 08
- Implemented new expansion strategies for Sunbelt product line including retail, international as well as national distribution. Signed distribution agreements with Lifeboat, Topics, Bell Micro, Dell OLS.
- Negotiated deal with HSN (Home Shopping Network) - largest producing account in consumer division.
- Designed and implemented customer retention program which effectively increased renewal revenue.
- Implemented MDF program with key partners, which resulted in 152% growth in channel sales Q1 09 over Q1 08 and 103% growth Q2 09 over Q2 08.
- Successful expansion of sales team, hiring on channel development rep, additional sales engineers, and customer retention reps resulting in continued YOY growth.
- Hired Director International Sales & Dir EMEA, recruited channel partners within UK, Germany, and Australia. 124% international growth for YTD 2009 compared to same in 2008.
- Directly reported to CEO, was responsible for sales division budget/P&L as part of executive finance team.
- In previous positions at Sunbelt I was top performing sales rep in 1999 and was promoted to sales mgr. As Sales Manager I managed the top sales team consisting of myself and four reps. Team exceeded quota every year and remained the top selling team for 6 years at which point I was promoted to Dir Sales.

DIGITAL LIGHTWAVE, Clearwater, FL ♦ **1997 – 1999**
Corporate Communications and Marketing

Manufacturer of fiber-optic test-equipment for telecommunications industry.

Responsibilities included investor relations, coordination and production of marketing materials, including all sales and investor collateral, organization of all quarterly company events.

- ISO 9000 auditor training and certification

COMPETENCE SOFTWARE, Concord, NH and Clearwater, FL ♦ **1996-1997**
Sales and Marketing

Start-up company that develops corporate training software for business finance and investing. I was hired to help establish and manage online sales as well as new marketing efforts.

DAVID MORSE & ASSOC, Glendale, CA and Tampa, FL ♦ **1994-1996**
Marketing Mgr

National based insurance claim services firm.

Responsibilities included all new lead generation and direct sales efforts for all national offices. Our customers included: State Farm, Farmers, AAA, The Hartford. Based out of HQ office in Glendale, CA I later moved on to help open up new branch office in Tampa.

CHICK COREA PRODUCTIONS, Los Angeles, CA ♦ **1990 – 1994**
Director of Communications & Marketing

Music production company.

Responsibilities included all marketing, merchandising and corporate communications for privately held production company for GRP Records jazz recording artists.

SURVIVAL INSURANCE, Los Angeles, CA ♦ **1986-1988**
Sales Agent

Privately held insurance agency.

- Consistent top performer and quota achiever
- Beat formerly held new agent sales records
- 100% quality pass in underwriting
- Promoted to other sales dept at new HQ office in Hollywood, became the top sales rep.

REALWORLD CORPORATION, Concord, NH ♦ **1983-1986**
Sales Representative

Developer of business accounting software for SMBs, sold to competitor, Great Plains and then Microsoft.

- Consistent top performer and quota achiever
- Beat former sales records, top performing rep in Eastern territory
- Top Sales Rep Award - 1984

PROFESSIONAL DEVELOPMENT

Enhanced professional qualifications through attendance at numerous continuing education courses and sales training seminars. Managerial Accounting courses at St. Petersburg College.