

NC

19-1928-EL-AGG

31



PUCO USE ONLY		
Date Received	Case Number	Version
	-EL-AGG	May 2016

## INITIAL CERTIFICATION APPLICATION FOR ELECTRIC AGGREGATORS/ POWER BROKERS

Please print or type all required information. Identify all attachments with an exhibit label and title (Example: Exhibit A-12 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 input information directly onto the form.  
You may also download the form, by saving it to your local disk, for later use.

### A. APPLICANT INFORMATION

#### A-1 Applicant intends to be certified as: (check all that apply)

☒ Power Broker ☒ Aggregator

#### A-2 Applicant's legal name, address, telephone number and web site address

Legal Name Energy Deals LLC  
Address 5505 Detroit Road, Suite E, Sheffield Village, OH 44054  
Telephone # (800) 977-2364 Web site address (if any) energypricechoice.com

#### A-3 List name, address, telephone number and web site address under which Applicant will do business in Ohio

Legal Name Energy Deals LLC  
Address 5505 Detroit Road, Suite E, Sheffield Village, OH 44054  
Telephone # (800) 977-2364 Web site address (if any) energypricechoice.com

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

Energy Deals LLC  
Energy Price Choice

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

Name David Ramos  
Title Procurement Officer

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 A Date Processed 10/21/19

Business address 5505 Detroit Road, Suite E, Sheffield Village, OH 44054

Telephone # (800) 977-2364 Fax # (440) 536-9553

E-mail address david@energypricechoice.com

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

Name David Ramos

Title Procurement Officer

Business address 5505 Detroit Road, Suite E, Sheffield Village, OH 44054

Telephone # (800) 977-2364 Fax # (440) 536-9553

E-mail address david@energypricechoice.com

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

Customer Service address 5505 Detroit Road, Suite E, Sheffield Village, OH 44054

Toll-free Telephone # (800) 977-2364 Fax # (440) 536-9553

E-mail address support@energypricechoice.com

**A-8 Applicant's federal employer identification number # 464909696**

**A-9 Applicant's form of ownership (check one)**

- |  |  |
|--|--|
| <input type="checkbox"/> Sole Proprietorship                 | <input type="checkbox"/> Partnership                     |
| <input type="checkbox"/> Limited Liability Partnership (LLP) | <input type="checkbox"/> Limited Liability Company (LLC) |
| <input type="checkbox"/> Corporation                         | <input type="checkbox"/> Other _____                     |

**A-10 (Check all that apply) Identify each electric distribution utility certified territory in which the applicant intends to provide service, including identification of each customer class that the applicant intends to serve, for example, residential, small commercial, mercantile commercial, and industrial. (A mercantile customer, as defined in (A) (19) of Section 4928.01 of the Revised Code, is a commercial customer who consumes more than 700,000 kWh/year or is part of a national account in one or more states).**

- |  |                                      |                                     |                                     |                                     |
|--|--------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|
| <input type="checkbox"/> <b>First Energy</b>             |                                      |                                     |                                     |                                     |
| <input type="checkbox"/> Ohio Edison                     | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> Toledo Edison                   | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> Cleveland Electric Illuminating | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> <b>Duke Energy</b>              | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> <b>Monongahela Power</b>        | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> <b>American Electric Power</b>  |                                      |                                     |                                     |                                     |
| <input type="checkbox"/> Ohio Power                      | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> Columbus Southern Power         | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> <b>Dayton Power and Light</b>   | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |

- A-11** Provide the approximate start date that the applicant proposes to begin delivering services  
October 28, 2019

**PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:**

- A-12** **Exhibit A-12 "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-13** **Exhibit A-13 "Company History,"** provide a concise description of the applicant's company history and principal business interests.
- A-14** **Exhibit A-14 "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.
- A-15** **Exhibit A-15 "Secretary of State,"** provide evidence that the applicant has registered with the Ohio Secretary of the State.

**B. APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE**

**PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:**

- B-1** **Exhibit B-1 "Jurisdictions of Operation,"** provide a list of all jurisdictions in which the applicant or any affiliated interest of the applicant is, at the date of filing the application, certified, licensed, registered, or otherwise authorized to provide retail or wholesale electric services including aggregation services.
- B-2** **Exhibit B-2 "Experience & Plans,"** provide a description of the applicant's experience and plan for contracting with customers, providing contracted services, providing billing statements, and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4928.10 of the Revised Code.

**B-3** **Exhibit B-3 "Summary of Experience,"** provide a concise summary of the applicant's experience in providing aggregation service(s) including contracting with customers to combine electric load and representing customers in the purchase of retail electric services. (e.g. number and types of customers served, utility service areas, amount of load, etc.).

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

**B-5** Disclose whether the applicant, a predecessor of the applicant, or any principal officer of the applicant have ever been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years.

☒ No            ☐ Yes

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

**B-6** Disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail or wholesale electric service including aggregation service denied, curtailed, suspended, revoked, or cancelled within the past two years.

☐ No            ☒ Yes

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

## **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 in Exhibit C-1 or indicate that Exhibit C-1 is not applicable and why. (This is generally only applicable to publicly traded companies who publish annual reports)

**C-2** **Exhibit C-2 "SEC Filings,"** provide the most recent 10-K/8-K Filings with the SEC. If the applicant does not have such filings, it may submit those of its parent company. An applicant may submit a current link to the filings or provide them in paper form. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 that the applicant is not required to file with the SEC and why.

**C-3 Exhibit C-3 “Financial Statements,”** provide copies of the applicant’s two most recent years of audited financial statements (balance sheet, income statement, and cash flow statement). If audited financial statements are not available, provide officer certified financial statements. If the applicant has not been in business long enough to satisfy this requirement, it shall file audited or officer certified financial statements covering the life of the business. If the applicant does not have a balance sheet, income statement, and cash flow statement, the applicant may provide a copy of its two most recent years of tax returns (with social security numbers and account numbers redacted).

**C-4 Exhibit C-4 “Financial Arrangements,”** provide copies of the applicant's financial 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.

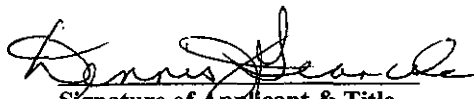
First time applicants or applicants whose certificate has expired as well as renewal applicants can meet the requirement by one of the following methods:

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.

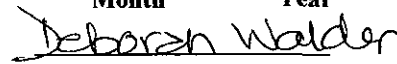
**C-5 Exhibit C-5 “Forecasted Financial Statements,”** provide two years of forecasted income statements for the applicant’s **ELECTRIC related business activities in the state of Ohio Only**, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer.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

- C-6 **Exhibit C-6 "Credit Rating,"** provide a statement disclosing the applicant's credit rating as reported by two of the following organizations: Duff & Phelps, Dun and Bradstreet Information Services, Fitch IBCA, Moody's Investors Service, Standard & Poors, 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.
- C-7 **Exhibit C-7 "Credit Report,"** provide a copy of the applicant's credit report from Experian, Dun and Bradstreet or a similar organization. An applicant that provides an investment grade credit rating for Exhibit C-6 may enter "N/A" for Exhibit C-7.
- 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 or subsidiary companies.

 MANAGING MEMBER  
Signature of Applicant & Title

Sworn and subscribed before me this 22 day of July, 2019

  
Signature of official administering oath

Month Year  
  
Print Name and Title



DEBORAH A. WALDEN

Notary Public, State of Ohio

My Comm. Expires May 29, 2024

Recorded in Lorain County

My commission expires on 5/29/2024

# **AFFIDAVIT**

State of Ohio :

Avon ss.  
(Town)

County of Lorain :

Dennis Giancola, Affiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the Managing Member (Office of Affiant) of Energy Deals LLC (Name of Applicant);

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

1. The Applicant herein, attests under penalty of false statement that all statements made in the application for certification are true and complete and that it will amend its application while the application is pending if any substantial changes occur regarding the information provided in the application.
2. The Applicant herein, attests it will timely file an annual report with the Public Utilities Commission of Ohio of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Division (A) of Section 4905.10, Division (A) of Section 4911.18, and Division (F) of Section 4928.06 of the Revised Code.
3. The Applicant herein, attests that it will timely pay any assessments made pursuant to Sections 4905.10, 4911.18, or Division F of Section 4928.06 of the Revised Code.
4. The Applicant herein, attests that it will comply with all Public Utilities Commission of Ohio rules or orders as adopted pursuant to Chapter 4928 of the Revised Code.
5. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, and its Staff on any utility matter including the investigation of any consumer complaint regarding any service offered or provided by the Applicant.
6. The Applicant herein, attests that it will fully comply with Section 4928.09 of the Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
7. The Applicant herein, attests that it will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
8. The Applicant herein, attests that it will use its best efforts to verify that any entity with whom it has a contractual relationship to purchase power is in compliance with all applicable licensing requirements of the Federal Energy Regulatory Commission and the Public Utilities Commission of Ohio.
9. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, the electric distribution companies, the regional transmission entities, and other electric suppliers in the event of an emergency condition that may jeopardize the safety and reliability of the electric service in accordance with the emergency plans and other procedures as may be determined appropriate by the Commission.
10. If applicable to the service(s) the Applicant will provide, the Applicant herein, attests that it will adhere to the reliability standards of (1) the North American Electric Reliability Council (NERC), (2) the appropriate regional reliability council(s), and (3) the Public Utilities Commission of Ohio. (Only applicable if pertains to the services the Applicant is offering)

11. The Applicant herein, attests that it will inform the Commission of any material change to the information supplied in the application within 30 days of such material change, including any change in contact person for regulatory purposes or contact person for Staff use in investigating customer complaints.

That the facts above set forth are true and correct to the best of his/her knowledge, information, and belief and that he/she expects said Applicant to be able to prove the same at any hearing hereof.

Dennis Deane MANAGING MEMBER  
Signature of Affiant & Title

Sworn and subscribed before me this 22 day of July, 2019  
Month Year

Deborah Walden  
Signature of official administering oath

Deborah Walden Asst. mgr.  
Print Name and Title



DEBORAH A. WALDEN commission expires on 5/29/2024  
Notary Public, State of Ohio  
My Comm. Expires May 29, 2024  
Recorded in Lorain County

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**Exhibit A-12 "Principal Officers, Directors & Partners**

**Dennis J. Giancola, Managing Member  
Energy Deals LLC  
33648 St. Francis Drive  
Avon, OH 44011  
Phone: 440-949-0094**

## **Exhibit A-13 "Company History"**

Energy Deals LLC is a legal Ohio LLC established in February 25, 2014. It is solely owned by Dennis J. Giancola, its managing member. Mr. Giancola also owns H.P. Technologies, Inc. H. P. Technologies, Inc. was established in 1984 and has grown into a comprehensive, diversified utility service company. Energy Deals LLC will primarily engage in the marketing and sales of energy supplies as an independent agency, i.e. we will sell energy supply agreements to residential, commercial and industrial clients by representing the following energy suppliers: Constellation NewEnergy, Vistra Energy, MidAmerican Energy, Direct Energy, Tomorrow Energy, Infinite Energy, APG&E, Centerpoint Energy, Elevation Energy Group, Engie Resources Inc., Enspire Energy, Firstpoint Power, Freepoint Solutions, Hudson Energy, Liberty Power, Mega Energy, Nordic Energy, Pesco Energy, Santanna Energy Services, SFE, Snyder Brothers, Talen Energy, Texpo, YEP, and Titan Energy.

We do not take title to the commodities. We are in the customer acquisition business. Approximately 95% of our business revenues will be directly attributed to the solicitation/acquisition of energy supply agreements.

We are client relationship type organization dedicated to customer service. Energy Deals LLC has a marketing/sales staff consisting of independent agents and direct employees, that are poised to generate sales. Energy Deals LLC's sales representatives spent the majority of their careers in either the gas or power industry. Complementing our energy expertise, our team of sales consultants has a diverse set of credentials in telecommunications, process technology, facility management and HVAC applications. Energy Deals LLC has in-house expertise in metal melting, metal forming, heat treating, and metal finishing.

Client Base – We call Northeast Ohio our home base. A majority of our business will be in Northeast Ohio. We currently market to clients in Pennsylvania, New York, New Jersey, West Virginia, Texas, Illinois, and Michigan. We will have a diverse customer base which include all customer classifications; residential, small commercial, large commercial and industrial.



DATE	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
02/27/2014	201405600529	ARTICLES OF ORGNZTN/DOM. PROFIT LIM.LIAB. CO.	125.00	0.00	0.00	0.00	0.00

**Receipt**

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

DENNIS J GIANCOLA  
33648 SAINT FRANCIS DR.  
AVON, OH 44011-3723

**STATE OF OHIO  
CERTIFICATE**

**Ohio Secretary of State, Jon Husted**  
2272262

It is hereby certified that the Secretary of State of Ohio has custody of the business records for  
**ENERGY DEALS LLC**  
and, that said business records show the filing and recording of:

Document(s)

**ARTICLES OF ORGNZTN/DOM. PROFIT LIM.LIAB. CO.**

Effective Date: 02/25/2014

Document No(s):

**201405600529**



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 27th day of February, A.D. 2014.

*Jon Husted*  
Ohio Secretary of 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 ENERGY DEALS LLC, an Ohio For Profit Limited Liability Company, Registration Number 2272262, was organized within the State of Ohio on February 25, 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 15th day of August, A.D. 2019.*

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

Ohio Secretary of State

Validation Number: 201922701918

**Exhibit B-1 "Jurisdictions of Operation,"****Energy Deals LLC Licencing Info**

<b>Territory</b>	<b>Electric</b>	<b>Gas</b>
<b>UNITED STATES</b>		
Arkansas	not applicable	<input type="checkbox"/>
California	<input type="checkbox"/>	<input type="checkbox"/>
Connecticut	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Delaware	<input checked="" type="checkbox"/> License # <u>5698812</u>	<input checked="" type="checkbox"/>
DC	<input type="checkbox"/> License # _____	<input type="checkbox"/> License # _____
Georgia	not applicable	<input checked="" type="checkbox"/>
Illinois	<input checked="" type="checkbox"/> License # <u>15-0268</u>	<input checked="" type="checkbox"/>
Indiana	not applicable	<input checked="" type="checkbox"/>
Kentucky	not applicable	<input type="checkbox"/>
Maine	<input type="checkbox"/> License # _____	<input type="checkbox"/> License # _____
Maryland	<input checked="" type="checkbox"/> License # <u>IR-3405</u>	<input checked="" type="checkbox"/> License # <u>IR-3403</u>
Massachusetts	<input checked="" type="checkbox"/> License # <u>EB-279</u>	<input checked="" type="checkbox"/> License # <u>RA-127</u>
Michigan	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
New Hampshire	<input checked="" type="checkbox"/> License # <u>DM-14-310</u>	<input checked="" type="checkbox"/> License # <u>DM-14-306</u>
New Jersey	<input type="checkbox"/> License # _____	<input type="checkbox"/> License # _____
New York	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
North Carolina	not applicable	<input type="checkbox"/>
Ohio	<input type="checkbox"/> License # _____	<input type="checkbox"/> License # _____
Pennsylvania	<input checked="" type="checkbox"/> License # <u>A-2015-2500373</u>	<input checked="" type="checkbox"/> License # <u>A-2015-2499119</u>
Rhode Island	<input type="checkbox"/>	<input type="checkbox"/>
South Carolina	not applicable	<input type="checkbox"/>
Tennessee	not applicable	<input type="checkbox"/>
Texas	<input checked="" type="checkbox"/> License # <u>BR190413</u>	not applicable
Virginia	<input type="checkbox"/> License # _____	<input type="checkbox"/> License # _____
West Virginia	not applicable	<input type="checkbox"/>

## **Exhibit B- 2 "Experience & Plans,"**

Energy Deals LLC is owned by Dennis J. Giancola. Dennis also owns another energy brokerage named H. P. Technologies for the last 31 years. Since 1993, H.P. Technologies, Inc. has successfully operated an independent energy sales organization that has entered into sales representative agreements with various local and national suppliers of energy. H.P. Technologies, Inc. has represented these energy suppliers and successfully acquired customers for these energy suppliers. H.P. Technologies, Inc. has been instrumental in client contact, contract administration and client management. Furthermore, H. P. Technologies, Inc. has been instrumental in addressing client concerns, complaints, etc. Dennis will bring all of these aspects to Energy Deals LLC.

Our plan for the future includes maintaining and expanding our current business. Energy Deals LLC will be customer focused in the commercial and industrial marketplaces. Occasionally, Energy Deals LLC will work through competitive electric and natural gas suppliers to enroll customers.

In 2015, Energy Deals LLC, in partnership with one of its energy suppliers and a not-for-profit charitable organization, plans to launch an "affinity" program primarily targeted to attract residential customers. This program will save money for our clients on electricity and natural gas purchases at preferred rates while donating significant portion of the proceeds to the charity.

Although, we have not been established as the primary location or source for customer inquiries based upon the written agreements that we foster between supplier and end user, we often are the primary interface with the customer because we have an established personal relationship with the buyers. Therefore, we have made ourselves readily available and accessible to the client for the purpose of supply, service and billing inquiries and complaints. We will handle these inquiries and complaints in a prudent and professional manner. We record the pertinent facts and judiciously seek suitable resolution to each and every situation.

In January of 2017, Energy Deals LLC launched our energy marketplace, EnergyPriceChoice.com. This site creates a place where our clients can easily sign up with our supplier partners for electricity and natural gas rates. It is also a tool where we can streamline the sign up process and remove as many errors as possible. The site fosters transparency and efficiency with our organization.

### **Exhibit B-3 "Summary of Experience"**

Energy Deals LLC's managing member, Dennis J. Giancola, was employed by The East Ohio Gas Company during the period of 1977-1988, where his duties involved the sale of natural gas to industrial clients. His responsibilities included the sale of natural gas to firms engaged in the manufacturing of metals and metals products. The nearly 200 accounts had an annual usage of natural gas of 45,000,000 dth/yr. Dennis was an internal consultant to other corporate clients of the former Consolidated Natural Gas' subsidiaries, company is now know as Dominion. This activity included client contact and facility studies at businesses in western PA, northwestern West Virginia and clients of the West Ohio Gas Company, Lima, OH.

For the past 25 years, Mr. Giancola's participation in the deregulated sale of energy has largely been located in the Ohio area served by First Energy. Mr. Giancola's average client count is about 4000 clients which includes residential, commercial (non-manufacturing) and industrial (manufacturing) accounts. For 2019 and beyond, Energy Deals LLC is strategically poised to grow our customer count and volume through collaboration with trade organizations, city governments, charities, affinity programs and the addition of employees and independent sales agents.

From this point forward, our plans are to expand upon our years of expertise in the energy business to expand our service offerings to new and existing residential, commercial and industrial accounts. The majority of our business will continue to be orchestrated through the diverse number of supplier/agent agreements that we nurture.

#### **Exhibit B-4 " Disclosure of Liabilities and Investigations"**

Energy Deals LLC has never had judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational status or ability to provide the services it is seeking to be certified to provide.



**Exhibit B-6 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation"**

We recently had our broker licenses suspended/cancelled by the PUCO (Electricity License Number: 15-953E9 & Natural Gas License Number: 15-431G). This was because we missed the deadline to send in our bi-annual renewal report in the allotted timeframe.

This was due to an ex-employee falsely stating they sent in the renewal reports. We did not find out that was not the case until we got the notice from the PUCO that they were not filed. It was an unfortunate situation that lead to them being let go from the company.

We will work to make sure this is error will not happen again. We suspended all Ohio energy brokering and will focus on business in other states until we can get reinstated by the PUCO.

Please know that we apologize for any inconvenience this has caused the PUCO. We look forward to getting back to brokering in our home state.

**Exhibit C-1: "Annual Reports"**

Not applicable: Dennis is sole owner of the company and therefore, it is not necessary to generate an Annual Report.

**Exhibit C-2: 'SEC Filings'**

No 10-K/8-K Filings.

No parent company.

Not required to file with the SEC

-company is owned by one person and no changes have occurred.

### **Exhibit C-3: "Financial Statements"**

The financial statement pages are confidential. The hard copies are included, under seal, with this renewal application.

**Exhibit C-4: "Financial Arrangements"**

N/A - Broker only, not taking the title to the electricity

## **Exhibit C-5 "Forecasted Financial Statements"**

The forecasted financial statement pages are confidential. The hard copies are included, under seal, with this renewal application.

**Exhibit C-6: "Credit Rating"**

N/A: No such credit rating exists for Energy Deals LLC

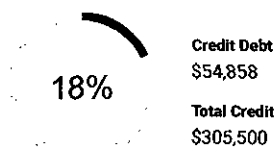
**Exhibit C-7: "Credit Report"**<https://www.freecreditscore.com/c/#!/print/experian/201908221503311460>

DENNIS J GIANCOLA - Experian

Date of Report: Aug 22, 2019

**Account Summary****My Accounts Summary**

Open Credit Cards	10
Open Retail Cards	2
Open Real Estate Loans	0
Open Installment Loans	2
Total Open Accounts	15
Accounts Ever Late	0
Collections Accounts	0
Average Account Age	8 yrs 2 mos
Oldest Account	27 yrs 11 mos
newest account	✦

**My Overall Credit Usage****My Debt Summary**

Credit and Retail Card Debt	\$54,858
Real Estate Debt	\$0
Installment Loans Debt	\$27,456
Collections Debt	\$0
Total Debt	\$82,314

**My Hard Credit Inquiries****6****My Public Records****0**



**Exhibit C-7: "Credit Report"**<https://www.freecreditscore.com/c##/print/experian/201908221503311460>

DENNIS J GIANCOLA - Experian

Date of Report: Aug 22, 2019



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## Account Summary

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### My Personal Information

**Name**

DENNIS J GIANCOLA

**Personal Statement(s)**

No Statement(s) present at this time

**Also Known As****Birth Year**

1952

**Addresses**33648 SAINT FRANCIS DR  
AVON, OH 44011-372314761 PEARL RD ## 311  
CLEVELAND, OH 44136-5026195 VISTA CIR  
NORTH OLMSTED, OH 44070-5707**Employer(s)**

HP TECHNOLOGIES

ENERGY DEALS LLC

DENNIS J GIANCOLA - Experian  
Date of Report: Aug 22, 2019



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## Collections

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**No collection accounts**

DENNIS J GIANCOLA - Experian  
Date of Report: Aug 22, 2019



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## Public Records

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**No public records**

## Exhibit C-7: "Credit Report"

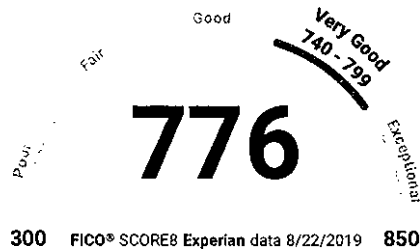
<https://www.freecreditscore.com/c/#/print/experian/201908221503311460>

DENNIS J GIANCOLA - Experian

Date of Report: Aug 22, 2019



### Credit Score



**Learn More about FICO®  
Scores ▶**

Your score is above the average of U.S. consumers and demonstrates to lenders that you are a very dependable borrower.

### What's helping your score?

#### ✓ No Missed Payments

You have no missed payments on your credit accounts.

Number of your accounts with a missed payment or derogatory description

**0 accounts**

The FICO® Score evaluates if there are any missed payments being reported. Staying current and paying bills on time demonstrate lower credit risk.

About 98% of FICO High Achievers ② have no missed payments at all. But of those who do, the missed payment happened nearly 4 years ago, on average.

#### ✓ Long Credit History

You have an established credit history.

Your oldest account was opened

**27 Years, 11 Months ago**

FICO® Scores measure the age of the oldest account and the average age of all accounts being reported. Generally speaking, having a relatively long credit history and not opening many new accounts is reflective of lower risk.

FICO High Achievers ② opened their oldest account 25 years ago, on average.

#### ✓ Many Accounts Paid On Time

You have many accounts that are in good standing.

Number of your accounts currently being paid as agreed

**15 accounts**

FICO® Scores consider the number of accounts that are being paid as agreed - in your case this number is high. Staying current and paying bills on time demonstrates lower risk.

FICO High Achievers ② have an average of 6 accounts currently being paid as agreed.

**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 since the last filed application.

**NONE**

**Exhibit C -9 "Merger Information"**

Provide a statement describing any dissolution or merger or acquisition of the applicant since applicant last filed for certification.

**NONE**

Energy Deals LLC is a stand-alone entity.

Energy Deals LLC has no affiliate or subsidiary companies.

Energy Deals LLC has a combination of employee(s)  
and independent sales representatives in its organization.