

FILE

20-1163-EL-AGG

**AFFINITY ENERGY
MANAGEMENT, LLC**
Buying Power-Delivering Partnerships



220 Cherry Blossom Place, Hockessin, DE 19707 Phone 302.218.8920 Fax 302.234.0820 Email: Edjacksonenergy@aol.com

June 10, 2020

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

PUCO

2020 JUN 12 PM 2:14

Subject: Ohio Application for Electricity Broker Registration

Dear Sir/Madame,

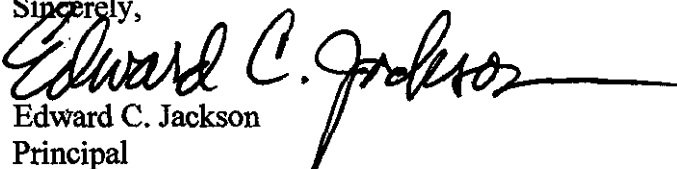
Please find enclosed a signed and notarized original plus three copies of my electricity broker application including all required attachments on behalf of my company Affinity Energy Management, LLC.

Exhibit C-3 Financial Statements - I am including this information under Confidential seal.

Exhibit C-7 Credit Report - I have included a recent credit report from Experian but have discovered that there are several minor inaccuracies on this report. Specifically, some of the SIC and NAICS codes listed are not correct and the date of incorporation they have listed is not correct. I have asked Experian to correct these items but they indicated it may take 4 - 6 weeks to make the corrections and reissue an updated credit report.

Thank you for your prompt attention to this application and please notify me once it has been approved or if you have any questions or need anything else from me.

Sincerely,


Edward C. Jackson
Principal

Affinity Energy Management, LLC
220 Cherry Blossom Place
Hockessin, DE 19707
303-218-8920
Fax 866-480-7811

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 OM Date Processed 6/12/20



**Public Utilities
Commission**

PUCO USE ONLY		
Date Received	Case Number	Version
2011/7/3	1173-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 Affinity Energy Management LLC
Address 220 Cherry Blossom Place, Hockessin, DE 19707
Telephone # (302) 218-8920 Web site address (if any) AffinityEnergy.net

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

Legal Name Affinity Energy Management, LLC
Address 220 Cherry Blossom Place, Hockessin, DE 19707
Telephone # (302) 218-8920 Web site address (if any) AffinityEnergy.net

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

Affinity Energy Management

A-5 Contact person for regulatory or emergency matters

Name Ed Jackson
Title Principal

Business address 220 Cherry Blossom Place, Hockessin, DE 19707
Telephone # (302) 218-8920 Fax # (866) 480-7811
E-mail address EdJacksonEnergy@aol.com

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

Name Ed Jackson
Title Principal
Business address 220 Cherry Blossom Place, Hockessin, DE 19707
Telephone # (302) 218-8920 Fax # (866) 480-7811
E-mail address EdJacksonEnergy@aol.com

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

Customer Service address 220 Cherry Blossom Place, Hockessin, DE 19707
Toll-free Telephone # (302) 218-8920 Fax # (866) 480-7811
E-mail address EdJacksonEnergy@aol.com

A-8 Applicant's federal employer identification number # 412222558

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"/> First Energy | | | | |
| <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"/> Duke Energy | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> Monongahela Power | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> American Electric Power | | | | |
| <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"/> Dayton Power and Light | <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
July 1, 2020

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.

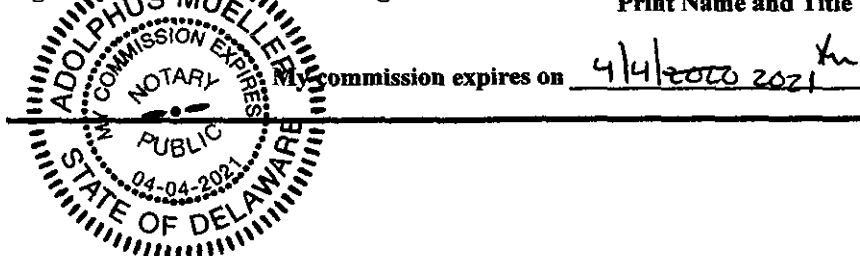
- C-6 **Exhibit C-6 "Credit Rating,"** provide a statement disclosing the applicant's credit rating as reported by two of the following organizations: Duff & Phelps, Dun and Bradstreet Information Services, Fitch IBCA, Moody's Investors Service, Standard & Poors, or a similar organization. In instances 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 Experion, Dun and Bradstreet or a similar organization. An applicant that provides an investment grade credit rating for Exhibit C-6 may enter "N/A" for Exhibit C-7.
- C-8 **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.

Edward C. Jackson, Principal
Signature of Applicant & Title

Sworn and subscribed before me this 1st day of May, 2020
Month Year

[Signature]
Signature of Notary Public administering oath

Adolphus Mueller Notary Public
Print Name and Title



AFFIDAVIT

State of Delaware:

Hockessin
(Town)

County of New Castle

Edward C. Jackson

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

He/She is the Principal (Office of Affiant) of Affinity Energy Management 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.

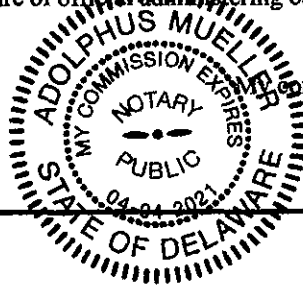
That the facts above set forth are true and correct to the best of his/her knowledge, information, and belief and that he/she expects said Applicant to be able to prove the same at any hearing hereof.

Edward C. Jodanis, Principal
Signature of Affiant & Title

Sworn and subscribed before me this 1st day of May, 2020
Month Year

[Signature]
Signature of official administering oath

Adolphus Mueller Notary Public
Print Name and Title



Commission expires on 4/4/2021

Exhibit A-12 Principal Officers, Directors & Partners

Edward C. Jackson, Principal
220 Cherry Blossom Place
Hockessin, DE 19707
Phone: 302-218-8920
Fax: 866-480-7811
Edjacksonenergy@aol.com

Exhibit A-13 Company History

Affinity Energy Management was founded in 2006 by Ed Jackson who is the principal, sole owner and sole proprietor of the company. Affinity provides energy broker services to non-residential customers primarily in the Mid-Atlantic states plus other regions for Affinity's multi-state clients. Services include brokering of electric supply, natural gas supply and some Demand Response.

Ed Jackson has past experience negotiating electric supply contracts in Ohio when he was the Corporate Energy Manager for Bank of America f.k.a MBNA America who had a large office campus in Beachwood, OH (2001 - 2006).

EXHIBIT A-14 ARTICLES OF INCORPORATION AND BYLAWS

LAW OFFICE
JOHN E. SULLIVAN, LLC
5305 LIMESTONE ROAD
SUITE 200
WILMINGTON, DELAWARE 19808
TELEPHONE: (302) 234-6855
FAX: (302) 234-6876

John E. Sullivan, Esq.
Licensed in DE and PA

March 28, 2006

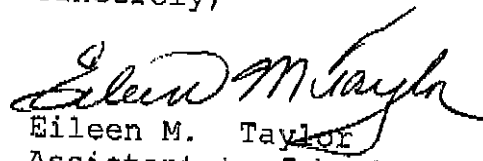
Mr. Edward Jackson
220 Cherry Blossom Place
Hockessin, DE 19707

RE: Affinity Energy Management

Dear Ed:

Enclosed please find a copy of the Certificate of Formation filed with the Secretary of State on March 6, 2006 with regards to the above-captioned matter.

Sincerely,



Eileen M. Taylor
Assistant to John E. Sullivan

/emt
Enclosure

PAGE 1



State of Delaware

SECRETARY OF STATE
DIVISION OF CORPORATIONS
P.O. BOX 898
DOVER, DELAWARE 19903

060218469

EXHIBIT A-14 ARTICLES OF INCORPORATION AND BYLAWS

9433145

JOHN E SULLIVAN

5305 LIMESTONE ROAD

STE 200

WILMINGTON

DE 19808

ATTN: JOHN E SULLIVAN

03-20-2006

DESCRIPTION	AMOUNT
AFFINITY ENERGY MANAGEMENT, LLC	
4120406 0102Y Register L.L.C.	
Formation Fee	70.00
Court Municipality Fee, Wilm.	20.00
FILING TOTAL	90.00
TOTAL PAYMENTS	90.00
SERVICE REQUEST BALANCE	.00

State of Delaware
Secretary of State
Division of Corporations
Delivered 08:00 AM 03/06/2006
FILED 08:00 AM 03/06/2006
SRV 060218489 - 4120406 FILE

EXHIBIT A-14 ARTICLES OF INCORPORATION AND BYLAWS

STATE OF DELAWARE

CERTIFICATE OF FORMATION

OF

AFFINITY ENERGY MANAGEMENT, LLC

FIRST: The name of the limited liability company is AFFINITY ENERGY MANAGEMENT, LLC.

SECOND: The address of its registered office in the State of Delaware is 220 Cherry Blossom Place, Hockessin, Delaware 19707. The name of its Registered Agent at such address is Edward C. Jackson.

IN WITNESS WHEREOF, the undersigned has executed this Certificate of Formation of AFFINITY ENERGY MANAGEMENT, LLC this 1st day of March, 2006.



EDWARD C. JACKSON

EXHIBIT A-15 SECRETARY OF STATE



DATE	DOCUMENT ID	DESCRIPTION	FILING	EXPED	CERT	COPY
03/18/2020	202007901858	REGISTRATION OF FOREIGN FOR PROFIT LLC (LFP)	89.00	0.00	0.00	0.00

Receipt

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

CORPORATION SERVICE COMPANY
DEANNE E. SCHAUSEIL
50 W. BROAD STREET, SUITE 1330
COLUMBUS, OH 43215

STATE OF OHIO CERTIFICATE

Ohio Secretary of State, Frank LaRose
4450748

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

AFFINITY ENERGY MANAGEMENT, LLC

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

Document(s)

REGISTRATION OF FOREIGN FOR PROFIT LLC

Effective Date: 03/18/2020

Document No(s):

202007901858

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
19th day of March, A.D. 2020.

Frank LaRose
Ohio Secretary of State

EXHIBIT A-15 SECRETARY OF STATE

Form 533B Prescribed by:



Toll Free: 877.767.3453
 Central Ohio: 614.466.3910
OhioSoS.gov
business@OhioSoS.gov
 File online or for more information: OhioBusinessCentral.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

For screen readers, follow instructions located at this path.

RECEIVED

Registration of a Foreign Limited Liability Company

Filing Fee: \$99

Form Must Be Typed

CHECK ONLY ONE (1) BOX

OHIO SECRETARY OF STATE

(1) Registration of a Foreign For-Profit Limited Liability Company
☒ (106-LFA)
 ORC 1705

Jurisdiction of Formation

Date of Formation

(2) Registration of a Foreign Nonprofit Limited Liability Company
☐ (106-LFA)
 ORC 1705

Jurisdiction of Formation

Date of Formation

Name of Limited Liability Company in its jurisdiction of formation

Name under which the foreign limited liability company desires to transact business in Ohio (if different from its name in its jurisdiction of formation) is:

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

The address to which interested persons may direct requests for copies of the limited liability company's operating agreement, bylaws, or other charter documents of the company is:

Name

Mailing Address

City

State

ZIP Code

EXHIBIT A-15 SECRETARY OF STATE

The limited liability company hereby appoints the following as its agent upon whom process against the limited liability company may be served in the state of Ohio. The name and complete address of the agent is

Corporation Service Company

Name of Agent

50 West Broad Street, Suite 1330

Mailing Address

Columbus

City

Ohio

State

43215

ZIP Code

The limited liability company irrevocably consents to service of process on the agent listed above as long as the authority of the agent continues, and to service of process upon the Ohio Secretary of State if:

- a. an agent is not appointed, or
- b. an agent is appointed but the authority of that agent has been revoked, or
- c. the agent cannot be found or served after the exercise of reasonable diligence.

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 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

Edward C.
Jackson

Digitally signed by Edward C. Jackson
DN: cn=Edward C. Jackson, o=Affinity
Energy Management, LLC, ou,
email=EdwardC.Jackson@aol.com, c=US
Date: 2020.07.17 14:47:13 -0400

By (if applicable)

Edward C. Jackson, Principal

Print Name

Signature

By (if applicable)

Print Name

Signature

By (if applicable)

Print Name

Exhibit B-1 Jurisdictions of Operation

Affinity Energy Management is currently operating as an energy broker (and licensed if required) in the following states:

Connecticut
Delaware
Illinois
Massachusetts - recently filed broker application
New York
Maryland
Pennsylvania
Texas

Exhibit B-2 Experience & Plans

Affinity Energy Management has been operating as an independent energy broker for the past 14 years. Affinity provides professional energy management consulting services to over 100 clients to help them negotiate third party electric supply agreements with over 500,000,000 kilowatt-hours worth of electricity valued at over \$60 million. Representative clients range from agricultural, small & medium sized businesses through the State of Delaware. Affinity also works with commercial, industrial and governmental clients to assist them in negotiating natural gas supply agreements as well as Demand Response contracts on a limited basis.

Ohio will be a secondary market for Affinity in order to provide full coverage for Affinity's multi-state clients. All supplier billing issues, clients' customer service, etc. are handled by Ed Jackson, Principal of Affinity.

Prior to Ed Jackson starting Affinity Energy Management in 2006, Ed was Corporate Energy Manager for Bank of America f.k.a. MBNA America (2001 - 2006) and before that, held various positions at Delmarva Power & Light, an electric and natural gas utility based in Delaware & Maryland (1983 - 2001).

Ed holds a B.S. in Mechanical Engineering (U of DE 1983) and is certified by the Association of Energy Engineers as a Certified Energy Manager (2002), Certified Energy Procurement Professional (2001), and Certified Lighting Efficiency Professional (2005).

Exhibit B-3 Summary of Experience

Affinity Energy Management currently has no plans to offer aggregation services in Ohio but has significant experience forming & executing energy aggregation buying groups exclusively in DE and MD.

Affinity first began aggregating agricultural customers in 2007 through the Delmarva Poultry Industry, Inc. (DPI). This group currently includes over 200 customers with over 550 individual accounts served by Delmarva Power in DE & MD. The majority of the accounts are chicken farms.

Over the past 10 years, Affinity has also formed electric aggregation buying groups including small & medium size businesses through various chamber of commerce and other trade associations in DE. These aggregation buying groups currently include over 250 commercial customers with over 900 small & medium size accounts.

Exhibit B-4 Disclosure of Liabilities and Investigations

N/A

Exhibit C-1 Annual Reports

Affinity Energy Management has not issued annual reports because it is not a publicly traded company.

Exhibit C-2 SEC Filings

Affinity Energy Management is not required to file with the SEC because it is not a publicly traded company.

Exhibit C-3 Financial Statements

See separate attachment for documents to be confidentially sealed.

Exhibit C-4 Financial Arrangements

N/A

Exhibit C-5 Forecasted Financial Statements

Affinity Energy Management forecasted income for the state of Ohio is \$5,000 per year for the next two years. This is a result of existing multi-state clients of Affinity Energy Management in the mid-Atlantic region and Affinity anticipates this level of business for the foreseeable future in Ohio.

Preparer:
Ed Jackson
220 Cherry Blossom Place
Hockessin, DE 19707
Ed@affinityenergy.net
302-218-8920

Exhibit C-6 Credit Rating

N/A

CreditScoreSM Report

as of: 06/05/20 10:26 ET

Affinity Energy Management, LLC

Address: 220 Cherry Blossom PL
 Hockessin, DE 19707-2046
 United States
Phone: 302-218-8920
Website: affinityenergy.net
Experian BIN: 723494385
Agent: State Dept. Of Assessments And Taxation
Agent Address: Room 801
 Baltimore, MD

Key Personnel: Other Than Listed: Edward C Jackson
SIC Code: 8742-Management Consulting Services
 4911-Electric Services
 8741-Management Services
NAICS Code: 541612-Human Resources Consulting
 Services
 221122-Electric Power Distribution
 541611-Administrative Management And
 General Management Consulting
 Services
Business Type: Corporation
Experian File Established: March 2006
Experian Years on File: 14 Years
Years in Business: 14 Years
Total Employees: 1
Sales: \$148,000
Filing Data Provided by: Delaware
Date of Incorporation: 08/16/2010

Experian Business Credit Score
53
Business Credit Score


Low-Medium 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:

- Balance of aged commercial accounts that are current.
- Risk associated with the company's industry.
- Low nbr of commercial accts rptd within the last 12 mos.
- Ratio of total bal to total high bal across all comm accts.

Business Credit Scores range from a low of 1 to high of 100 with this company receiving a score of 53. Higher scores indicate lower risk. This score predicts the likelihood of serious credit delinquencies within the next 12 months. This score uses tradeline and collections information, public filings as well as other variables to predict future risk.

2**Financial Stability Risk
Rating**

Low-Medium Risk

**A Financial Stability Risk Rating of 2 indicates a
1.11% potential risk of severe financial distress
within the next 12 months.****Key Rating Factors:**

- Number of active commercial accounts.
- Risk associated with the company's industry sector.
- Risk associated with the business type.
- Employee size of business.

Financial Stability Risk Ratings range from a low of 1 to high of 5 with this company receiving a rating of 2. Lower ratings indicate lower risk. Experian categorizes all businesses to fit within one of the five risk segments. This rating predicts the likelihood of payment default and/or bankruptcy within the next 12 months. This rating uses tradeline and collections information, public filings as well as other variables to predict future risk.

Credit Summary

This location does not yet have an estimated Days Beyond Terms (DBT), or a Payment Trend Indicator. This is often the result of too few active Payment Tradelines.

Please refer to Experian's www.BusinessCreditFacts.com website for more information on establishing Payment Tradelines.

Lowest 6 Month Balance: \$0
Highest 6 Month Balance: \$0
Current Total Account Balance: \$0
Highest Credit Amount Extended: \$0

Payment Tradelines: 2
UCC Filings: 0

Businesses Scoring Worse: 52%

✓ **Bankruptcies:** 0
✓ **Liens:** 0
✓ **Judgments Filed:** 0
✓ **Collections:** 0

* The information herein is furnished in confidence for your exclusive use for legitimate business purposes and shall not be reproduced, disclosed, or shared to any third party per the restrictions in the Terms and Conditions that you accepted. Neither Experian nor its sources or distributors warrant such information nor shall they be liable for your use or reliance upon it. (Ref#:422380)

© 2020 Experian Information Solutions Inc.

Experian and the Experian marks herein are service marks or registered trademarks of Experian.

EXHIBIT C-7 CREDIT REPORT

Exhibit C-8 Bankruptcy Information

N/A

Exhibit C-9 Merger Information

N/A

Exhibit C-10 Corporate Structure

Affinity Energy Management is a stand-alone entity with no affiliate or subsidiary companies.