



Section A: Application Information

A-1. Provider type:

☒ Power Broker ☐ Aggregator ☐ Retail Generation Provider ☐ Power Marketer

A-2. Applicant's legal name and contact information.

Legal Name: Clear Point Energy, Inc. **Country:** United States
Phone: 315-472- **Extension (if applicable):** **Street:** 120 E. Washington St. Suite 943
1864 **Website (if any):** www.clearpointenergy.com **City:** Syracuse **Province/State:** NY
Postal Code: 13202

A-3. Names and contact information under which the applicant will do business in Ohio

Provide the names and contact information the business entity will use for business in Ohio. This does not have to be an Ohio address and may be the same contact information given in A-2.

Name	Type	Address	Active?	Proof
Clear Point Energy, Inc.	Official Name	120 E. Washington St. Suite 943 Syracuse, NY 13202	Yes	Link

A-4. Names under which the applicant does business in North America

Provide all business names the applicant uses in North America, including the names provided in A-2 and A-3.

Name	Type	Address	Active?	Proof
Clear Point Energy, Inc.	Official Name	120 E. Washington St. Suite 943 Syracuse, NY 13202	Yes	Link

A-5. Contact person for regulatory matters

Angelo Chambrone
120 E. Washington St. Suite 304



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Syracuse, NY 13090

US

achambrone@clearpointenergy.com

3154721864

A-6. Contact person for PUCO Staff use in investigating consumer complaints

Angelo Chambrone

120 E. Washington St. Suite 304

Syracuse, NY 13090

US

achambrone@clearpointenergy.com

3154721864

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

Phone: 888-311-
1041

**Extension (if
applicable):**

Country: United States

Fax: 888-628-
5384

Extension (if applicable):

Street: 120 E. Washington St. Suite 943

Email: achambrone@clearpointenergy.com

City: Syracuse

Province/State: NY

Postal Code: 13202

A-8. Applicant's federal employer identification number

27-3987913

A-9. Applicant's form of ownership

Form of ownership: Corporation

A-10. Identify current or proposed service areas

Identify each service area in which the applicant is currently providing service or intends to provide service and identify each customer class that the applicant is currently serving or intends to serve.

Service area selection

AEP Ohio

DP&L

Duke Energy Ohio



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FirstEnergy - Cleveland Electric Illuminating
FirstEnergy - Ohio Edison
FirstEnergy - Toledo Edison

Class of customer selection

Commercial
Industrial
Mercantile

A-11. Start date

Indicate the approximate start date the applicant began/will begin offering services: 06-24-2020

A-12. Principal officers, directors, and partners

Please provide all contacts that should be listed as an officer, director or partner.

Name	Email	Title	Address
Angelo Chambrone	achambrone@clearpointenergy.com	Pres	120 E. Washington St. Suite 304 Syracuse, NY 13090 US

A-13. Company history

Clear Point Energy Company History:

Clear Point Energy is New York Corporation and does not have any affiliates or subsidiaries.

Clear Point Energy was formed on 11/17/2010.

Summary: Clear Point Energy, Inc. ('Clear Point') provides energy procurement, brokering and consulting services to clients in deregulated energy markets. Our specialty is natural gas, electricity, and renewable energy. We provide services to consumers of energy, retail suppliers, and others. Clear Point is led by Angelo Chambrone who has over 25 years of experience in the energy industry.

A-14. Secretary of State

Secretary of State Link:

Section B: Applicant Managerial Capability and Experience

B-1. Jurisdiction of operations

List all jurisdictions in which the applicant or any affiliated interest of the applicant is certified, licensed, registered or otherwise authorized to provide retail natural gas service or retail/wholesale electric service as of the date of filing the application..

Jurisdiction of Operation: List of Jurisdictions of Operations

Clear Point Energy, Inc. ('Clear Point') is currently licensed in Ohio as a natural gas broker (16-526G 1) and electric broker (16-1116E). Clear Point also provides consulting and brokerage services in New York. At present, New York does not require licensing of brokers. Clear Point is also licensed as a natural gas and electric broker in Massachusetts, and New Jersey.

B-2. Experience and plans

Describe the applicant's experience in providing the service(s) for which it is applying (e.g., number and type of customers served, utility service areas, amount of load, etc.). Include the 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 Sections 4928.10 and/or 4929.22 of the Ohio Revised Code.

Application Experience and Plan Description: Experience and Plans

Clear Point Energy, Inc. ('Clear Point') plans to offer natural gas brokerage, consulting, and procurement services in Ohio. Our staff has over 40 years combined experience in the energy industry and held senior positions at both utilities and energy marketing companies. See key staff bios below. We also have a host of industry leading strategic partners and suppliers. Clear Point is also looking at adding additional sales resources.

Angelo Chambrone, President

Angelo Chambrone has over twenty (25) years of energy experience in both deregulated and regulated markets. He has a solid track record of success and exceeding expectations. His expertise spans operations, wholesale supply, risk management, pricing, sales, and regulatory affairs. Angelo currently leads Clear Point Energy, an energy consulting and procurement services firm. His firm focuses on large energy buyers, and start-up and new entrants in the retail energy supply business. Clear Point Energy provides strategic and technical consulting on a national basis. Prior to Clear Point he served as Vice President of BlueRock Energy of Syracuse, NY. He was a founder and key contributor in developing BlueRock from start-up to successful operations. Over his career he has held senior positions with leading energy marketing and utility firms. Angelo has also participated in numerous regulatory proceedings on industry restructuring of deregulated energy markets. He holds a M.B.A from LeMoyne College of Syracuse, and a B.S. in Accounting from the State University of NY College of Technology at Utica, NY.

Thomas Begay – Energy Analyst



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Thomas Begay has almost a decade working in firms in both the regulated and de-regulated portions of the energy market. This has provided him significant experience in both front office (marketing/product development) and back office (billing/account management, customer/market analysis) operations. He currently works at Clear Point Energy, an energy consulting firm. The firm focuses on start-up and new entrants in the retail energy supply business. Clear Point Energy provides strategic and technical consulting on a national basis; Thomas works on market analysis and customer support. His previous work experience in the energy industry includes work for New York State Electric and Gas during the initial de-regulation of New York's energy market; working for Niagara Mohawk Energy Marketing (later Select Energy) in Billing Administration; and then the past two years working as an energy analyst for Clear Point Energy. He holds a B.S. in Business from LeMoyne College and a M.B.A. from Binghamton University.

Contracting Procedures

Clear Point will follow all Ohio PUC rules and regulations for enrolling customers with a licensed natural gas supplier. Our internal procedures require informing customers that we are a licensed broker and represent both suppliers and/or customers. Our fees will be disclosed upfront to customers. We will further advise customers that the price we quote from our licensed suppliers is inclusive of Clear Point fees unless another fee structure has been agreed upon between customer and Clear Point. We also provide customers with important phone numbers and website information for complaint handling and customer service for Clear Point Energy, the licensed supplier, Ohio Public Utility Commission and the Ohio Consumer Council.

Complaint Handling Procedures

Clear Point treats customer complaints very seriously. We make every effort to resolve customer complaints in a timely fashion. We will also advise customer they can contact directly the licensed supplier, Ohio Public Utility Commission, and Ohio Consumer Council to discuss their complaint. Customer will be provided phone numbers and website information for each of these entities along with any specific utility or supplier account number identification needed to resolve their issue.

B-3. Disclosure of liabilities and investigations

For the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant, describe all existing, pending or past rulings, judgments, findings, contingent liabilities, revocation of authority, regulatory investigations, judicial actions, or other formal or informal notices of violations, or any other matter related to competitive services in Ohio or equivalent services in another jurisdiction..

Liability and Investigations Disclosures: Clear Point Energy, Inc. ('Clear Point') does not have any past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could impact Clear Point's ability to provide the services we are seeking to be certified.

B-4. Disclosure of consumer protection violations

Has the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years?

No

B-5. Disclosure of certification, denial, curtailment, suspension or revocation

Has the applicant, affiliate, or a predecessor of the applicant had any certification, license, or application to provide retail natural gas or retail/wholesale electric service denied, curtailed, suspended, revoked, or cancelled or been terminated or suspended from any of Ohio's Natural Gas or Electric Utility's Choice programs within the past two years?

No

B-6. Environmental disclosures

Provide a detailed description of how the applicant intends to determine its generation resource mix and environmental characteristics, including air emissions and radioactive waste. Include the annual projection methodology and the proposed approach to compiling the quarterly actual environmental disclosure data. See 4901:1-21-09 of the Ohio Administrative Code for additional details of this requirement.

PJM disclosure option chosen

Section C: Applicant Financial Capability and Experience

C-1. Financial reporting

Provide a current link to the most recent Form 10-K filed with the Securities and Exchange Commission (SEC) or upload the form. If the applicant does not have a Form 10-K, submit the parent company's Form 10-K. If neither the applicant nor its parent is required to file Form 10-



K, state that the applicant is not required to make such filings with the SEC and provide an explanation as to why it is not required.

Does not apply

C-2. Financial statements

Provide copies of the applicant's two most recent years of audited financial statements, including a 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, provide 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 bank account numbers redacted**.

If the applicant is unable to meet the requirement for two years of financial statements, the Staff reviewer may request additional financial information.

File(s) attached

C-3. Forecasted financial statements

Provide two years of forecasted income statements **based solely on the applicant's anticipated business activities in the state of Ohio**.

Include the following information with the forecast: a list of assumptions used to generate the forecast; a statement indicating that the forecast is based solely on Ohio business activities only; and the name, address, email address, and telephone number of the preparer of the forecast.

The forecast may be in one of two acceptable formats: 1) an annual format that includes the current year and the two years succeeding the current year; or 2) a monthly format showing 24 consecutive months following the month of filing this application broken down into two 12-month periods with totals for revenues, expenses, and projected net incomes for both periods. Please show revenues, expenses, and net income (revenues minus total expenses) that is expected to be earned and incurred in **business activities only in the state of Ohio** for those periods.

If the applicant is filing for both an electric certificate and a natural gas certificate, please provide a separate and distinct forecast for revenues and expenses representing Ohio electric business activities in the application for the electric certificate and another forecast



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representing Ohio natural gas business activities in the application for the natural gas certificate.

File(s) attached

C-4. Credit rating

Provide a credit opinion disclosing the applicant's credit rating as reported by at least one of the following ratings agencies: Moody's Investors Service, Standard & Poor's Financial Services, Fitch Ratings or the National Association of Insurance Commissioners. If the applicant does not have its own credit ratings, substitute the credit ratings of a parent or an affiliate organization and submit 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 'Not Rated'.

This does not apply

C-5. Credit report

Provide a copy of the applicant's credit report from Experian, Equifax, TransUnion, Dun and Bradstreet or a similar credit reporting organization. If the applicant is a newly formed entity with no credit report, then provide a personal credit report for the principal owner of the entity seeking certification. At a minimum, the credit report must show summary information and an overall credit score. **Bank/credit account numbers and highly sensitive identification information must be redacted.** If the applicant provides an acceptable credit rating(s) in response to C-4, then the applicant may select 'This does not apply' and provide a response in the box below stating that a credit rating(s) was provided in response to C-4.

File(s) attached

C-6. Bankruptcy information

Within the previous 24 months, have any of the following filed for reorganization, protection from creditors or any other form of bankruptcy?

- Applicant
- Parent company of the applicant
- Affiliate company that guarantees the financial obligations of the applicant
- Any owner or officer of the applicant

No



C-7. Merger information

Is the applicant currently involved in any dissolution, merger or acquisition activity, or otherwise participated in such activities within the previous 24 months?

No

C-8. Corporate structure

Provide a graphical depiction of the applicant's corporate structure. Do not provide an internal organizational chart. The graphical depiction should include all parent holding companies, subsidiaries and affiliates as well as 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 the applicant may respond by stating that it is a stand-alone entity with no affiliate or subsidiary companies.

Stand-alone entity with no affiliate or subsidiary companies

Section D: Applicant Technical Capacity

D-1. Operations

Power brokers/aggregators: Include details of the applicant's business operations and plans for arranging and/or aggregating for the supply of electricity to retail customers.

File(s) attached

D-2. Operations Expertise & Key Technical Personnel

Given the operational nature of the applicant's business, provide evidence of the applicant's experience and technical expertise in performing such operations. Include the names, titles, e-mail addresses, and background of key personnel involved in the operations of the applicant's business.

File(s) attached



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Commission

Application Attachments

This foregoing document was electronically filed with the Public Utilities

Commission of Ohio Docketing Information System on

7/30/2020 11:24:27 AM

in

Case No(s). 16-1649-EL-AGG

Summary: In the Matter of the Application of Clear Point Energy, Inc