

DIS Case Number: 14-2291-EL-AGG

Section A: Application Information

A-1. Provider type:			
⊠ Power Broker □	Aggregator [Retail Generation Provider	Power Marketer
A-2. Applicant's legal n			
Legal Name: Progressi	ve Energy Group LLC	Country: United States	
Phone: 6308826100	Extension (if applicable):	Street: 2112 W Galena	Blvd. Suite 8210
Website (if any): www.savewithprogres	ssive.com	City: Aurora	Province/State: II

Postal Code: 60506

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	Туре	Address	Active?	Proof
Progressive Energy Group LLC		2112 W Galena Blvd. STE 8210 Aurora, IL 60506	Yes	File

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	Туре	Address	Active?	Proof
Progressive Energy Group LLC	Official Name	2112 W Galena Blvd. STE 8210 Aurora, IL 60506	Yes	File



Progressive Energy
Organization LLC

Official Name

2112 W Galena Blvd.		
STE 8210	Yes	File
Aurora, IL 60506		

A-5. Contact person for regulatory matters

Arnold Schramel
2112 West Galena Blvd Suite 8210
Aurora, IL 60506
US
arnie@savewithprogressive.com
6308826100

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

Arnold Schramel
2112 West Galena Blvd Suite 8210
Aurora, IL 60506
US
arnie@savewithprogressive.com
6308826100

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

Phone: 888-463- Extension (if Country: United States

8977 applicable):

Fax: Extension (if applicable): Street: 2112 W Galena Blvd Ste 8210
Email: arnie@savewithprogressive.com City: Aurora Province/State: IL

Postal Code: 60506

A-8. Applicant's federal employer identification number

20-8752938

A-9. Applicant's form of ownership

Form of ownership: Partnership

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

Class of customer selection

Commercial

A-11. Start date

Indicate the approximate start date the applicant began/will begin offering services: 01-17-2021

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
Arnold Schramel	arnie@savewithprogressive. com	Managing Partner	2112 West Galena Blvd Suite 8210 Aurora, IL 60506 US
Cassandra Garcia	cassandra@savewithprogres sive.com	Energy Director	2112 W Galena Blvd. STE 8210 Aurora, IL 60506 US
Shawn Ajazi	shawn@savewithprogressive .com	Vice President	2112 W Galena Blvd. STE 8210 Aurora, IL 60506 US

A-13. Company history



Originally founded by two former Nicor Gas employees, PEG has been providing electric and natural gas utility invoice auditing and procurement services primarily in the Illinois energy market for over 10 years. With an A+ rating with the BBB, PEG currently offers these services to over 1,700 clients throughout the United States, including Ohio, Pennsylvania (operating as Progressive Energy Organization LLC) and Texas. PEG has a staff of six (6) full-time employees that operate out of one office in Aurora, IL. Besides auditing and providing energy procurement recommendations, PEG also offers the following energy services: billing resolutions, budget analysis, municipal aggregation, and researching and recommending demand responses programs, community solar programs, and energy efficiency strategies. Our primary business principal interest is to help provide energy savings for our customers through strategies and recommendations.

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: We are currently licensed in the following states: Illinois
Pennsylvania
Ohio
Texas

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.

File(s) attached

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: We do not have any 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.

B-4. Disclosure of consumer protection violations

Has the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant been convicted orheld 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

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 <u>two most recent years</u> 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.

Preferred to file this information confidentially

C-3. Forecasted financial statements

Provide two years of forecasted income statements based <u>solely</u> 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 representing Ohio natural gas business activities in the application for the natural gas certificate.

Preferred to file confidentially

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.

Preferred to file this information confidentially

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



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

<u>Power brokers/aggregators:</u> 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, email addresses, and background of key personnel involved in the operations of the applicant's business.

File(s) attached



Application Attachments

201227700023

DATE: 10/03/2012 DOCUMENT ID 201227700023

DESCRIPTION
REGISTRATION OF FOREIGN FOR
PROFIT LLC (LFP)

FILING 125.00 EXPED 100.00 PENALTY

CERT

COPY

Receipt

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

DIAMOND ACCESS ATTN: LISA VAIDO 887 SOUTH HIGH STREET COLUMBUS, OH 43206

STATE OF OHIO CERTIFICATE

Ohio Secretary of State, Jon Husted

2140514

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

PROGRESSIVE ENERGY GROUP LLC

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

Document(s):

Document No(s):

201227700023

REGISTRATION OF FOREIGN FOR PROFIT LLC

OCRETARIA SANTE

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 2nd day of October, A.D. 2012.

Ohio Secretary of State



Form 533B Prescribed by:
Ohio Secretary of State
JON HUSTED
Ohio Secretary of State

Central Ohio: (614) 466-3910
Toll Free: (877) SOS-FILE (767-3453)

www.OhioSecretaryofState.gov Busserv@OhioSecretaryofState.gov

Mail this form to one of the following:

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

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

Registration of a Foreign Limited Liability Company

Filing Fee: \$125

CHECK	ONLY	ONE ([1]	BOX
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(1) Registration of a Foreign For-Profit Limited Liability Company (106-LFA) ORC 1705	(2) Registration of a Foreign Nonprofit Limited Liability Company (106-LFA) ORC 1705
Jurisdiction of Formation Delaware	Jurisdiction of Formation
Date of Formation 08/22/2005	Date of Formation
Name of Limited Liability Company in its jurisdiction of for	mation
Progressive Energy Group LLC	
jurisdiction of formation) is: Name must include one of the following words or abbreviations: "lin	ests for copies of the limited liability company's oberating
Arnold Schramel	
Name	
2112 West Galena Blvd., Suite 8210	
Mailing Address	
Aurora	IL 60506
City	State ZIP Code

Progressive Energy Group LLC (PEG) was originally founded in 2008 by two partners, Arnie Schramel and Chris Childress, who have a combined 60 years work experience with the Illinois utilities business. Childress, for his part, has worked at both ComEd and Nicor Gas for over 35 years; Schramel's had been at Nicor Gas for 25 years. PEG originally began in 2008 as an Illinois ABC to serve commercial, industrial and governmental customers, providing energy consulting services and procurement recommendations. In 2011, PEG expanded their customer base by working with large scale residential aggregation programs in Illinois.

At this time, PEG is currently licensed as an energy broker in the following states: Illinois, Ohio, Pennsylvania, New York, and Texas.

Type of customers and number of customers Applicant currently serves in other jurisdictions:

				Residential
State	Industrial	Commercial	Governmental	Aggregation
				25 Cities
Illinois	186	1,102	42	(75,000 homes)
Ohio		3		
Texas	1	2		
Pennsylvania		2		
New York		4		

PEG will work as an Ohio licensed energy broker, working in tandem with both the approved energy suppliers for the state of Ohio and any potential customers that are looking to utilize our energy consulting services:

- Contracting with customers will be based on the supplied agreement from the recommended energy supplier for the customer to execute. PEG will oversee the request, receipt and processing of customer contracts, primarily done through email or mail with both suppliers and customers.
- Contracted services will be providing directly through the energy supplier to the customer. PEG will serve as a broker/consultant between the supplier and the customer.
- Billing statements will be provided from the supplier directly to the customer. PEG will request invoices on the customer's behalf if they request it.
- Should the customer contact PEG regarding complaints or inquiries, PEG will contact the contracted supplier to receive some type of resolution for the customer.
- PEG will provide any assistance to customers, such as contacting the supplier on their behalf regarding pricing, questions about the contract, confirmation of any early termination fees, billing issues, etc., should the customer request it.

Progressive Energy Group LLC (PEG)'s broker operational side is primarily run by two people: The Vice President and the Energy Director, who work closely with several 10-99 agents in obtaining and retaining customers. The operation is as follows:

- 1. Agent connects with a potential customer who is requesting energy consulting services. Agent obtains the necessary information for PEG to do a pricing audit, including receiving current invoices with account information, current contract end dates, and customer contact information.
- 2. Agent submits information to the office, where the Energy Director reviews/audits the provided invoices and then sends out for pricing with several suppliers, based on the jurisdiction.
- 3. Once pricing is received, a pricing sheet is created, featuring all received pricing and the highlighted procurement recommendation. Contracts are requested for the recommendation.
- 4. Agent is given the audit and necessary paperwork, along with an explanation of everything, to present to the agent.
- 5. If a contract is signed, Agent returns contract to the Energy Director for processing with the recommended supplier.
- 6. Process is repeated for any renewing customers for the future.

Plans for arranging and/or aggregating for the supply of electricity to retail customers:

PEG plans on offering our energy brokerage and consulting services to current customers who may have facilities in Ohio, and to potential new leads the 10-99 agents come across, either by networking, marketing, and/or state visits.



Cost Containment Audit Electricity & Natural Gas

Review of Historical Results

Case Study Municipal County

Facility Type:

10 locations servicing the Illinois county

and a population of 114,736 residents.

Scope:

Gas and Electric Procurement

Rate and Tariff Review

Annual Savings:

\$44,000

Services:

Conducted a comprehensive analysis of energy costs including

supplier agreements, commodity cost vs. market pricing analysis, utility rate and tariff review for all facilities.

Results:

Provided market analysis for customer, indicating recent and

future trends, and a comprehensive explanation for procurement

strategies.

Recommended electric and natural gas savings position for the customer, leading to lower rates and lower cost for the customer.

Provide budget report and savings positions to customer monthly.



Case Study Water Processing Plant

Facility Type: Advanced high efficiency facility

routinely treating up to 42 MGD of

wastewater.

Scope: Gas and Electric Procurement

Rate and Tariff Review

Annual Savings: \$519,000

Services: Conducted a comprehensive analysis of energy costs including

supplier agreements, commodity cost vs. market pricing

analysis, utility rate and tariff review.

Results: Identified and corrected natural gas rate structure.

Negotiated rate reduction with local gas utility. Transitioned customer to new rate lowering the

Customers spending.

Identified and recommended electric savings position for

customer, leading to lower cost for the customer.



Case Study Health Facility

Facility Type:

Large hospital with high

operating volume involving

over 80 accounts.

Scope:

Gas and Electric Procurement

Rate and Tariff Review Meter Consolidation

Annual Savings:

\$116,254

Services:

Conducted a comprehensive analysis of energy costs including

supplier agreements, commodity cost vs. market pricing analysis, utility rate and tariff review. Provide budget report

and market updates monthly.

Results:

Identified and recommended electric and natural gas savings position for customer, leading to lower cost.

Organized and consolidated all accounts onto one electric

and one natural gas contract.

Proposed and implemented meter consolidation strategy resulting in lowering the monthly customer charges with the utility. Also, recommended rate transition for natural gas

account, leading to additional savings.



Case Study Large Hospital Facility

Facility Type:

Central Hospital & Satellite

Facilities Scope: Electric & Gas Procurement

Rate and Tariff

Annual Savings: \$650,000

Services: Conducted a comprehensive analysis of energy costs including

supplier agreements, commodity cost vs. market pricing

analysis, utility rate and tariff review.

Results: Renegotiated existing rate with current supplier to immediately

lower operating costs without capital expense. Lowered

customer's energy commodity costs by 22%.

Identified and corrected rate structure. Negotiated rate

reduction with local gas utility. Transitioned customer to new

rate lowering their monthly meter charges.



Progressive Energy Group LLC's Key Personnel

Arnold Schramel Managing Partner arnie@savewithprogressive.com 630-882-5133

Background:

Arnold Schramel is a Managing Partner of PEG who leads all back-office operations, including billing, credit, procurement, insurance, risk management, accounts payable, inventory, IT, accounting and finance.

Previously, Mr. Schramel joined Nicor Gas in 1990 and held several positions including corporate accountant, senior budget director, manager of dispatching, manager of field activities, and vice president of accounting & controller; he was promoted to Chief Operating Officer for Nicor Services, Nicor Solutions and Nicor Advanced Energy (Illinois based ARGS) in 2005.

Mr. Schramel was instrumental in developing and executing a business plan that positioned Nicor Retail Platform as the premier provider of warranty and energy contracts in the Illinois region. From a financial standpoint Nicor Retail Platform grew revenue from \$10 million in 2001 to over \$220 million in 2007; pretax earnings grew from just over \$1 million to almost \$20 million in 2007. The estimated enterprise value of Nicor Services grew from \$8 million to over \$200 million dollars. Mr. Schramel was the company leader in all compliance, financial reporting, banking, regulatory relationships and audit functions.

Mr. Schramel received his B.S from St. John's University in 1990, his CPA license from Illinois in 1991 and his MBA from the University of Chicago in 1999.

Progressive Energy Group LLC's Key Personnel

Shawn Ajazi Vice President of Operations shawn@savewithprogressive.com 630-882-5126

Background:

Shawn Ajazi is Vice President of Operations. Mr. Ajazi began his career in the energy industry by first working in the call center at Nicor Gas, working his way up to call center supervisor. Soon after, Mr. Ajazi joined PEG a year after it was founded and has been instrumental in growing and expanding the energy consulting agency over the years. During his time with PEG, Mr. Ajazi has implemented a successful process to provide thorough and informative electric and natural gas audits to all current customers, created customer service strategies that quickly and expertly answer questions and address any concerns, and has taken the initiative to be well-informed about all facets of the electric and natural gas markets. With over 10 years of experience, Mr. Ajazi works on the electric and natural gas procurement needs of over 1,000 clients including municipalities, school districts, and commercial businesses. Mr. Ajazi's expertise includes:

- Conducting utility bill audits of clients' location and presenting reports on ways of minimize utility rate, rider and tax charges
- Analyzing energy bills of previous months and identifying places or departments that used maximum energy as well as the peak hours of the day
- Developing energy budget for each department and providing suggestions meet recommended budget
- Holding workshops for employees of clients and guiding them on how to lower utility invoices through demand and capacity charges.

Progressive Energy Group LLC's Key Personnel

Cassandra Garcia Energy Director cassandra@savewithprogressive.com 630-882-5132

Background:

Cassandra Garcia is the current Energy Director for PEG, a role that was assigned in 2018; previously, she held the title of Sales Manager for the company. Ms. Garcia has been with PEG for 8.5 years, and during that time has created and exemplified the process and procedures for creating, executing, and presenting energy procurement recommendation audits. Ms. Garcia also works closely with the agents who present to new and current customers, informing them of the rules and regulations for the utilities and suppliers that are being contracted with. Furthermore, Ms. Garcia oversees the contract processing, renewals, customer communication, and agent training operations for PEG. During her time with PEG, Ms. Garcia attends yearly energy industry training sessions, including TEPA and ILEPA conventions, supplier presented webinars, and utility training workshops.

Ms. Garcia received her Bachelor's Degree from Columbia College of Chicago, as well as her MBA from Aurora University.

Competitive Retail Electric Service Affidavit

County of Kane :	
State of _Illinois	_:
_Arnold Schramel	, 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, and that it will amend its application while it is pending if any substantial changes occur regarding the information provided.
- 2. The applicant will timely file an annual report of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Sections 4905.10(A), 4911.18(A), and 4928.06(F), Ohio Revised Code.
- 3. The applicant will timely pay any assessment made pursuant to Sections 4905.10, 4911.18, and 4928.06(F), Ohio Revised Code.
- 4. The 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. The applicant 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 will fully comply with Section 4928.09, Ohio Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
- 7. The applicant will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
- 8. The applicant 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 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, 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.
- 11. The Applicant will inform the Public Utilities Commission of Ohio 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 consumer complaints.

12. The facts set forth above are true and accurate 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.
13. Affiant further sayeth naught. Mosaging Parism Signature of Affiant & Title
Sworn and subscribed before me this day of day of Month Year
Signature of official administering oath Print Name and Title
Juf Chulistee Official SEAL Teresa Childress Notary Public, State of Illinois My commission expires on 4/30/23
My Commission Expires 04/30/23 7

This foregoing document was electronically filed with the Public Utilities

Commission of Ohio Docketing Information System on

11/19/2020 10:34:12 AM

in

Case No(s). 14-2291-EL-AGG

Summary: In the Matter of the Application of Progressive Energy Group LLC