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DESCRIPTION REGISTRATION OF FOREIGN FOR PROFIT LLC (LFP) 
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INCORP SERVICES, INC. 3773 HOWARD HUGHES PARKWAY SUITE 500S LAS VEGAS, NV 89169

# STATE OF OHIO CERTIFICATE

### **Ohio Secretary of State, Frank LaRose**

4306175

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

ALL AMERICAN POWER AND GAS OH, LLC

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

Document(s)

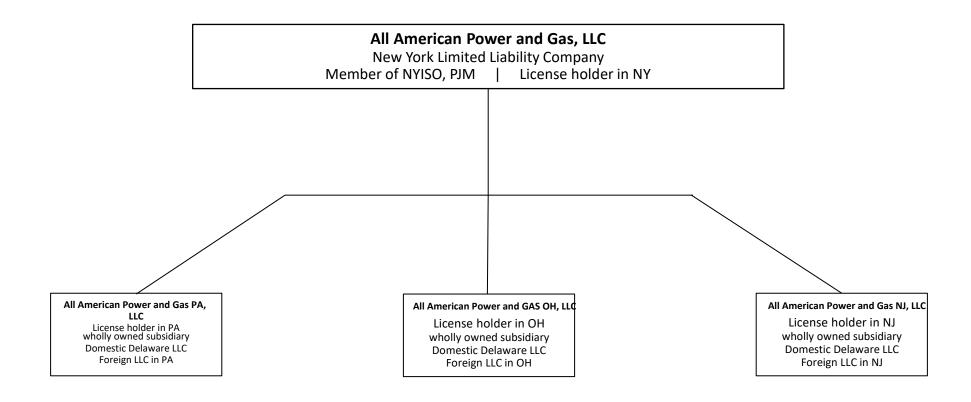
REGISTRATION OF FOREIGN FOR PROFIT LLC Effective Date: 03/13/2019 Document No(s): 201907202484



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. 2019.

Fort flore

**Ohio Secretary of State** 





25166 Marion Ave Suite 113 Punta Gorda FL 33950 Toll Free (866) 360-1461 www.aapandg.com

> Operation Expertise Exhibit D-2

Given the operational nature of the applicant's business, provide evidence of the applicants. experience and technical expertise in performing such operations.

Management Bios reflecting Technical and Managerial Competence are as follows.

#### A. All American Power & Gas OH, LLC Staff:

#### Jason Danka:

President Jason Danka has 10 years' experience in the retail energy industry. Mr. Danka started his career in the retail market space with Public Power, LLC in 2008, as a sales manager. Over the next 5 years he was promoted to the Channel Sales manager. This position made him fully responsible for both residential and commercial sales which allowed him to expand his sales knowledge to include regulatory and compliance rules in several markets. Mr. Danka ended his career with Public Power in 2013. Mr. Danka then joined Glacial Energy as a Commercial Sales manager from 2013 to 2015. Inheritaly, Mr. Danka was able to educate himself on risk, complex pricing and fixed contracts including all ancillary costs. Mr. Danka was then recruited as Vice President of Sales for another large energy supplier. Mr. Danka was able to harness and use all his prior education to redesign the sales program and increase sales and retention substantially. Since the start of 2017 Mr. Danka has focused on All American Power and Gas, LLC. Jason brings a decade of front office sales and compliance to ensure a solid customer service and sales experience.

#### **Michael Proscia: Vice President**

Michael Proscia has over 35 years combined experience in the oil, commodity, and retail energy industry. Mr. Proscia managed the family run oil business s for over 20 years until it's sale which allowed for a smooth transition into the deregulated retail marketplace. Mr. Proscia's first position made him responsible for directing sales and marketing, which resulted in increasing revenues from \$800,000 to \$55,000,000.00 within a 3-year period. Mr. Proscia's also has been responsible for market expansion and opening new market opportunities throughout the US deregulated footprint. Through these efforts, Mr. Proscia has gained invaluable regulatory, compliance and consumer service expertise. Mr. Proscia has also been instrumental in setting up a 30-seat domestic call center for not only sales but also customer service, consumer complaints, retention and overall customer satisfaction. Mr. Proscia adds a layer of regulatory and compliance experience that will allow All American to thrive in the ever-changing retail market space.

#### **Christian Chansouk:**

Customer Service Manager Mr. Chansouk has over 6 years' experience in corporate sales, customer service including customer complaint procedures. Mr. Chansouk started his Energy career in 2010 with Public Power as a customer service agent. Mr. Chansouk inherited a vast knowledge and quickly climbed the corporate ladder as Public Power expanded into over 5 States within the PJM footprint and assisted with the ownership transfer into Crius Energy. After being promoted from a CSR to floor manager and commercial sales manager, Mr. Chansouk was able to learn and understand the different regulations and compliance procedures throughout several States. This included customer satisfaction, retention, adherence to the right of rescission and consumer rights and continually monitored TPVs to maintain compliance. In addition to maintaining compliance he was also responsible for commercial sales, broker agreements and onboarding. After being appointed Customer Service Manager, Mr. Chansouk developed his own customer complaint procedures which were developed to compliment the risk procedures. Mr. Chansouk provides a comfortable level of customer service management and an understanding of the importance of maintaining the proper consumer services to prospective clients.



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### B. Strategic Third-Party Relationships:

#### Converge:

Converged Energy delivers a proven and scalable enterprise-class cloud platform for Retail Energy Providers and Energy Service Companies.

The Converged Energy Platform modules include Pricing Desk, Sales Management, Billing, Customer Information System, Forecasting, ETRM and Portfolio Valuation. The modules support electric requirements in NYISO, PJM, ISO-NE, ERCOT and natural gas requirements throughout much of the United States.

The core of the Converged Energy team has been delivering technology and software solutions to the energy industry since 1999.

#### **EC Infosystems:**

EC Infosystems is a New York based Professional Services Firm that will provide Electronic Data Interchange (EDI) services to allow exchange of data with the utilities, etc. and a Billing solution that will allow for customer management, generation of bills for reconciliation purposes, and management of accounts receivable/payable functions.



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Key Technical Personnel Exhibit D-2

Jason Danka

President

Compliance@aapandg.com Phone: 866-360-1461 Bio in Exhibit D-2

Michael Proscia: Vice President Compliance@aapandg.com Phone: 866-360-1461 Bio in Exhibit D-2

<u>Christian Chansouk:</u> Manager <u>Compliance@aapandg.com</u> Phone: 866-360-1461 Bio in Exhibit D-2

## **Competitive Retail Electric Service Affidavit**

County of Litchfield State of Connecticut

Besnik Islami Notary Public, State of Connecticut My Commission Expires 1/31/2024

Jason Danka, 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.
- 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.
- 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 Staffuse in investigating consumer complaints.

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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. President Signature of Affiant & Title Sworn and subscribed before me this  $3^{2v}$  day of MARCh, 2021Month Year Besnik Islawi Print Name and Title Signature of official administering oath My commission expires on  $\frac{1}{24}/21$ 

Besnik Islami Notary Public, State of Connecticut My Commission Expires 1/31/2024



March 22, 2021

All American Power and Gas OH, LLC has met the Electric Collateral obligations for Duke Energy Corporation as of March 22, 2021.

**Tom Hunt** Duke Energy Corp Certified Supplier Business Center <u>Tom.Hunt@Duke-Energy.com</u>



This foregoing document was electronically filed with the Public Utilities

Commission of Ohio Docketing Information System on

3/22/2021 2:09:12 PM

in

Case No(s). 19-0764-EL-CRS

Summary: In the Matter of the Application of All American Power & Gas OH, LLC