

DIS Case Number: 19-0764-EL-CRS

Section A: Application Information

A-1. Provider type:

Power Broker Aggregator

Retail Generation Provider



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

Legal Name: All American Power and Gas OH, LLC		Country: United States	
Phone: 347-934- 2966	Extension (if applicable):	Street: 25166 Marior	n Ave Suite 113
Website (if any): ww	w.aapandg.com	City: Punta Gorda	Province/State: FL
		Postal Code: 33950	

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
All American Power and Gas OH, LLC	Official Name	25166 Marion Ave Suite 113 Punta Gorda, FL 33950	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
All American Power and Gas OH, LLC	Official Name	25166 Marion Ave Suite 113 Punta Gorda, FL 33950	Yes	File
AAPG	DBA	25166 Marion Ave Suite 113 Punta Gorda, FL 33950	Yes	File



AAP&G	DBA	25166 Marion Ave Suite 113 Punta Gorda, FL 33950	Yes	File
All American Power and Gas PA, LLC	Official Name	25166 Marion Ave Suite 113 Punta Gorda, FL 33950	Yes	File
All American Power and Gas NJ, LLC	Official Name	25166 Marion Ave Suite 113 Punta Gorda, FL 33950	Yes	File

A-5. Contact person for regulatory matters

Jason Danka 25166 Marion Ave, Suite 113 Punta Gorda, FL 33950 US compliance@aapandg.com 2035586156

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

Mike Proscia 25166 Marion Ave, Suite 113 Punta Gorda, FL 33950 US compliance@aapandg.com 9178309724

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

Phone: 866-360-	Extension (if	Country: United States	
1461	applicable):		
Fax: 212-731-	Extension (if applicable):	: Street: 25166 Marion Ave Suite 113	
0297			
Email: compliance@aapandg.com		City: Punta Gorda	Province/State: FL
		Postal Code: 33950	

A-8. Applicant's federal employer identification number

83-3914802

A-9. Applicant's form of ownership

Form of ownership: Limited Liability Company (LLC)

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 Duke Energy Ohio

Class of customer selection

Commercial Industrial Mercantile Residential

A-11. Start date

Indicate the approximate start date the applicant began/will begin offering services: 08-19-2019

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
Mike Proscia	compliance@aapandg.com	Vice President	25166 Marion Ave, Suite 113 Punta Gorda, FL 33950 US
Jason Danka	compliance@aapandg.com	President	25166 Marion Ave, Suite 113 Punta Gorda, FL 33950 US

A-13. Company history

All American Power & Gas OH, OH, LLC ('AAP&G') is a wholly owned subsidiary of their parent, All American Power & Gas, LLC ('AAP&G'), with offices in Punta Gorda, FL. AAP&G is a licensed competitive retail Energy Supply Company (ESCO) and has successfully received licenses in the

State of New York, Pennsylvania, Ohio, and New Jersey. All American Power and Gas is also a current member of PJM and NYISO.

All American Power & Gas OH, LLC, was recently organized as a Domestic Delaware limited liability company in March 2019. All American Power & Gas OH, LLC has also filed foreign status with the State of Ohio, also in March 2019.

All American Power & Gas OH, LLC was formed to provide electricity supply services to customers in the State of Ohio. All American Power & Gas OH, LLC has assembled a team of experienced energy professionals and have strategic relationships with the leading EDI, Billing, and financial risk platforms to ensure smooth operations within the State of Ohio.

All American Power & Gas OH, LLC has secured a structed finance agreement to support operations and to support consumers as a retail energy provider including power purchases and receivable financing. AAP&G plans on offering both variable and fixed rate products to meet all customer requests. AAP&G's focus will be supporting residential and small commercial business. AAP&G will also have the capability of supporting large commercial and industrial customers.

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: All American Power and Gas OH, LLC (Ohio) All American Power and Gas NJ, LLC (New Jersey) All American Power and Gas PA, LLC (Pennsylvania) All American Power and Gas, LLC (New York)

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: All American Power & Gas OH, LLC is a wholly owned subsidiary of their parent company All American Power & Gas, LLC. All American Power & Gas OH, LLC along with its parent and affiliates are still considered start up entities which most recently started operations in the State of New York and New Jersey. All American Power & Gas OH, LLC their parent and affiliates were formed by industry veterans with over 20 years of collective experience in retail energy compliance, regulatory, risk management, EDI, billing, taxes, RECS, customer service, marketing, and sales. The AAP&G team has managed both front and back-office services to responsibility manage fixed, variable, and renewable products for up to 200,000 residential, small commercial and industrial customers collectively in each of the following deregulated States; Ohio, Pennsylvania, New Jersey, Maryland, New York, Connecticut and Massachusetts including managing all relationships with over thirty (15) utilities within those service territories. Collectively, the AAP&G team has managed risk, financial operations, and compliance 2 million MWH throughout the following RTO's; PJM, NYISO and NEISO. The All-American Power & Gas team has implemented internal procedures to manage customer service, customer complaints, risk services and all required monthly, quarterly, and annual requirements to maintain compliance with all reporting agencies including local, State and Federal. Currently All-American Power & Gas is serving approximately 4,200 meters throughout the States of New York, Ohio, Pennsylvania, and New Jersey.

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: All American Power & Gas OH, LLC nor its parent or any of their affiliates are new entities and have no present, past, or pending investigations, or any other matter that could adversely impact the applicants financial or operational status or ability to provide the services it is seeking to be certified to provide in any state or operating territory.

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

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 <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

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.

File(s) attached

C-9. Financial arrangements

Provide copies of the applicant's financial arrangements to satisfy collateral requirements to conduct retail electric/natural gas business activities (e.g., parental guarantees, letters of credit, contractual arrangements, etc., as described below).

Renewal applicants may provide a current statement from an Ohio local distribution utility (LDU) that shows that the applicant meets the LDU's collateral requirements. The statement or letter must be on the utility's letterhead and dated within a 30-day period of the date the applicant files its renewal application.

First-time applicants or applicants whose certificate has expired must meet the requirements of C-9 in one of the following ways:

- The applicant itself states that it is investment grade rated by Moody's Investors Service, Standard & Poor's Financial Services, or Fitch Ratings and provides evidence of rating from the rating agencies. If you provided a credit rating in C-4, reference the credit rating in the statement.
- The applicant's parent company is investment grade rated (by Moody's, Standard & Poor's, or Fitch) and guarantees the financial obligations of the applicant to the LDU(s). Provide a copy of the most recent credit opinion from Moody's, Standard & Poor's or Fitch.
- 3. The applicant's parent company 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 parent company's financials and a copy of the parental guarantee must be included in the application if the applicant is relying on this option.
- 4. The applicant can provide evidence of posting a letter of credit with the LDU(s) listed as the beneficiary, in an amount sufficient to satisfy the collateral requirements of the LDU(s).

File(s) attached

Chio Public Utilities Commission Section D: Applicant Technical Capacity

D-1. Operations

<u>Power Marketers/Generators</u>: Describe the operational nature of the applicant's business, specifying whether operations will include the generation of power for retail sales, the scheduling of retail power for transmission and delivery, the provision of retail ancillary services, as well as other services used to arrange for the purchase and delivery of electricity to retail customers.

<u>Power Marketers/Generators</u>: Describe the operational nature of the applicant's business, specifying whether operations will include the generation of power for retail sales, the scheduling of retail power for transmission and delivery, the provision of retail ancillary services, as well as other services used to arrange for the purchase and delivery of electricity to retail customers.

Operations Description: All American Power & Gas OH, LLC recently secured their PJM membership to secure the ability maintain all energy requirements and serve all potential customers within the State of Ohio service territories.

All American Power & Gas OH, LLC has internal risk management staff and proprietary risk platform to accurately price, schedule, forecast their customer load into the DA and RT markets including all ancillary costs (Capacity, Line Loss, and renewal compliance obligations).

All American Power & Gas OH, LLC has implemented risk management policies and procedures to protect all fixed customer contracts and the ability to hedge those products within PJM with approved counterparties.

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

D-3. FERC Power Marketer and License Number



Provide a statement disclosing the applicants FERC Power Marketer License Number (Power Marketers Only).

Docket No. ER18-775-000 dated 03/13/2018.



Application Attachments



DATE 03/19/2019 DOCUMENT ID DE 201907202484 RE

DESCRIPTION REGISTRATION OF FOREIGN FOR PROFIT LLC (LFP)
 FILING
 EXPED
 CERT
 COPY

 99.00
 0.00
 0.00
 0.00

Receipt

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

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)

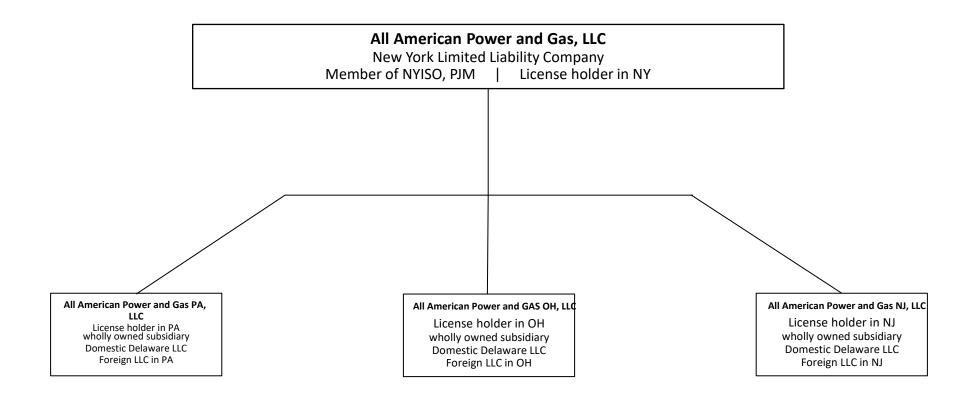
REGISTRATION OF FOREIGN FOR PROFIT LLC Effective Date: 03/13/2019 Document No(s): 201907202484



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





> 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.



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.



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.

2

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>





DATE 03/19/2019 DOCUMENT ID DE 201907202484 RE

DESCRIPTION REGISTRATION OF FOREIGN FOR PROFIT LLC (LFP)
 FILING
 EXPED
 CERT
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 99.00
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Receipt

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

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)

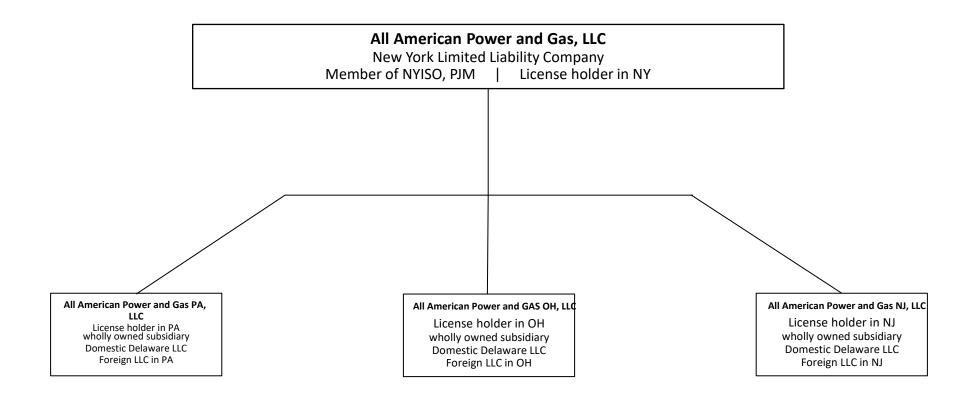
REGISTRATION OF FOREIGN FOR PROFIT LLC Effective Date: 03/13/2019 Document No(s): 201907202484



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





> 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.

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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.

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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.



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

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- 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.

2

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>



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

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