



DIS Case Number: 15-0486-GA-AGG

Section A: Application Information

A-1. Provider type:

☒ Retail Natural Gas
Broker

☒ Retail Natural Gas
Aggregator

☐ Retail Natural Gas
Marketer

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

Legal Name: Sustainable Energy Services, Inc.

Country: United States

Phone: 4407735044

**Extension (if
applicable):**

Street: 24700 Center Ridge Rd Suite 390

Website (if any): www.sustainable-energy-
services.com

City: Westlake

Province/State: OH

Postal Code: 44145

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
Sustainable Energy Services, Inc.	Official Name	24700 Center Ridge Road Suite 390 Westlake, OH 44145	Yes	File
Growth Dynamics Corp	Official Name	367 Walmar Drive Bay Village, OH 44140	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	Type	Address	Active?	Proof
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Public Utilities Commission

Sustainable Energy Services, Inc.	Official Name	24700 Center Ridge Road Suite 390 Westlake, OH 44145	Yes	File
Growth Dynamics Corp	Official Name	367 Walmar Drive Bay Village, OH 44140	Yes	File

A-5. Contact person for regulatory matters

Thomas Sherman
24700 Center Ridge Road, Suite 390
Westlake, OH 44145
US
tom@sustainable-energy-services.com
4407735044

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

Thomas Sherman
24700 Center Ridge Road, Suite 390
Westlake, OH 44145
US
tom@sustainable-energy-services.com
4407735044

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

Phone: 4407735044 **Extension (if applicable):** **Country:** United States
Fax: **Extension (if applicable):** **Street:** 24700 Center Ridge Rd Ste 390
Email: tom@sustainable-energy-services.com **City:** Westlake **Province/State:** OH
Postal Code: 44145-5665

A-8. Applicant's federal employer identification number

46-1895521

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

Columbia Gas of Ohio
 Dominion Energy Ohio
 Duke Energy Ohio
 Vectren Energy Delivery of Ohio

Class of customer selection

Industrial
 Small Commercial
 Large Commercial

A-11. Start date

Indicate the approximate start date the applicant began/will begin offering services: 04-04-2015

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
Laura Zittnan Sherman	laura@sustainable-energy-services.com	CEO	24700 Center Ridge Road Suite 390 Westlake, OH 44145 US
Thomas Sherman	tom@sustainable-energy-services.com	Pres	24700 Center Ridge Road, Suite 390 Westlake, OH 44145 US

A-13. Company history

SES started in February 2013 by providing energy management services to commercial and industrial customers. Services include energy auditing, demand response, and energy procurement.

A-14. Secretary of State

Secretary of State Link:

A-15. Proof of Ohio Employee and Office

Provide proof of an Ohio Office and Employee in accordance with Section 4929.22 of the Ohio Revised Code. List the designated Ohio employee's name, Ohio office address, telephone number and web site address

Employee Name: Thomas Sherman
24700 Center Ridge Road, Suite 390
Westlake, OH 44145
US
tom@sustainable-energy-services.com
4407735044

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: OH, IL, PA, MD, NJ, TX

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: SES has been providing energy management services to commercial and industrial customers since 2013. Services include energy auditing, demand response, and energy procurement. SES currently has over 150 million kWh and 500,000 MCF under management.



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: SES is not currently, nor has it been, subject to any rulings, judgments, findings, contingent liabilities, revocation of authority regulatory investigations judicial actions or other formal or informal notices of violations.

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

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.

Preferred to file this information confidentially

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 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.

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



Public Utilities Commission

- 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

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

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



Operations Description: SES does not take title to energy. SES brings customers and quality energy suppliers together, and it is the energy supplier that provides the contract to the customer. SES simply facilitates the process for the benefit of the customer.

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.

Operations Expertise & Personnel Description: Laura Zittnan Sherman is an AEE Certified energy procurement, professional with over 10 years of experience in the energy purchasing industry serving commercial and industrial customers.

Thomas Sherman is an AEE Certified Energy Manager, Certified Energy Auditor, Certified Demand-Side Manager and Certified Compressed Air System Specialist with over 40 years of experience in providing services to commercial and industrial customers.



Public Utilities
Commission

Application Attachments

UNITED STATES OF AMERICA
STATE OF OHIO
OFFICE OF THE SECRETARY OF STATE

I, Frank LaRose, do hereby certify that I am the duly elected, qualified and present acting Secretary of State for the State of Ohio, and as such have custody of the records of Ohio and Foreign business entities; that said records show SUSTAINABLE ENERGY SERVICES, INC., an Ohio corporation, Charter No. 2171182, having its principal location in Bay Village, County of Cuyahoga, was incorporated on February 4, 2013 and is currently in GOOD STANDING upon the records of this office.



*Witness my hand and the seal of the
Secretary of State at Columbus, Ohio
this 13th day of April, A.D. 2021.*

A handwritten signature in blue ink that reads "Frank LaRose".

Ohio Secretary of State

Validation Number: 202110301306

Competitive Retail Natural Gas Service Affidavit

County of Cuyahoga :

State of Ohio :

Thomas Sherman, 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 and sales of hundred cubic feet of natural gas pursuant to Sections 4905.10(A), 4911.18(A), and 4929.23(B), Ohio Revised Code.
3. The applicant will timely pay any assessment made pursuant to Sections 4905.10 and 4911.18(A), Ohio Revised Code.
4. 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. 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. Applicant will comply with Section 4929.21, Ohio Revised Code, regarding consent to the jurisdiction of the Ohio courts and the service of process.
7. Applicant will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
8. 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.
9. 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.
10. Affiant further sayeth naught.

Thomas Sherman, President
Signature of Affiant & Title

Sworn and subscribed before me this 14 day of April, 2021

[Signature]
Signature of official administering oath



Year 2021
Notary Public, State of Ohio

Daryl D. Steel
Notary Name and Title

My commission expires on 12/26/22

Credit Evaluator Plus

SUSTAINABLE ENERGY SERVICES, INC.

D-U-N-S: 03-843-5791

ADDRESS: 24700 Ctr Ridge Rd, Ste 390, Westlake, OH, 44145, United States

Date: 04/14/2021

RISK ASSESSMENT

SCORES AND RATINGS

Max. Credit Recommendation

US\$ 22,500

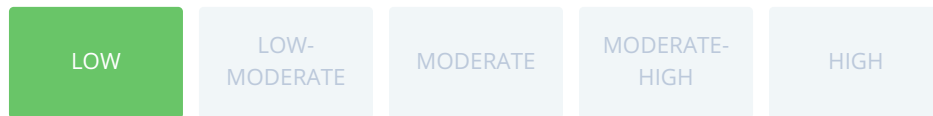
PAYDEX® SCORE

80

LOW RISK

MAXIMUM CREDIT RECOMMENDATION

Overall Business Risk



Maximum Credit Recommendation



The recommended limit is based on a low probability of severe delinquency.

Dun & Bradstreet Thinks...

- Overall assessment of this organization over the next 12 months: VERY STABLE CONDITION
- Based on the predicted risk of business discontinuation: HIGH LIKELIHOOD OF CONTINUED OPERATIONS
- Based on the predicted risk of severely delinquent payments: VERY LOW POTENTIAL FOR SEVERELY DELINQUENT PAYMENTS

PAYDEX® SUMMARY

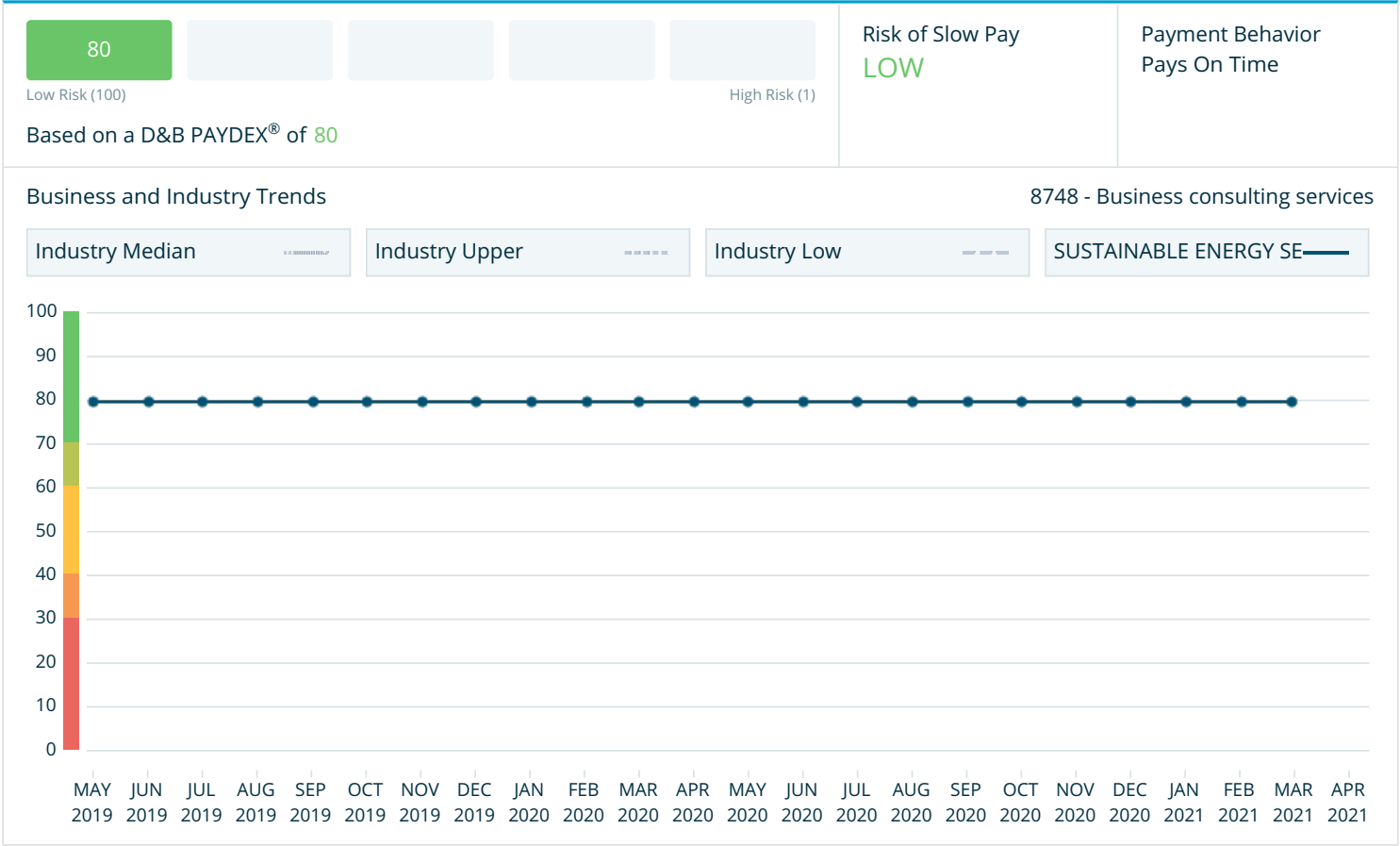
3 Months



24 Months



When weighted by dollar amount, payments to suppliers on average, are on time. Value is based on payments collected over the last **3 months**.



Business and Industry Trends

8748 - Business consulting services

Industry Median

Industry Upper

Industry Low

SUSTAINABLE ENERGY SE

100

90

80

70

60

50

40

30

20

10

0

MAY 2019

JUN 2019

JUL 2019

AUG 2019

SEP 2019

OCT 2019

NOV 2019

DEC 2019

JAN 2020

FEB 2020

MAR 2020

APR 2020

MAY 2020

JUN 2020

JUL 2020

AUG 2020

SEP 2020

OCT 2020

NOV 2020

DEC 2020

JAN 2021

FEB 2021

MAR 2021

APR 2021

TRADE PAYMENTS

TRADE PAYMENTS SUMMARY			Based on 24 months of data
<div>Overall Payment Behavior</div> <div>0</div> <div>Days Beyond Terms</div> <div>Highest Now Owing: US\$ 250</div>	<div>% of Trade Within Terms</div> <div>100%</div> <div>Total Trade Experiences: 8</div> <div>Largest High Credit: US\$ 30,000</div> <div>Average High Credit: US\$ 6,228</div>	<div>Highest Past Due</div> <div>US\$ 0</div> <div>Total Unfavorable Comments : 0</div> <div>Largest High Credit: US\$ 0</div> <div>Total Placed in Collections: 0</div> <div>Largest High Credit: US\$ 0</div>	

TRADE PAYMENTS BY CREDIT EXTENDED			
\$ CREDIT EXTENDED	% OF PAYMENTS WITHIN TERMS	# PAYMENT EXPERIENCES	TOTAL & DOLLAR AMOUNT
OVER 100,000	<div><div></div>0%</div>	0	\$0
50,000 - 100,000	<div><div></div>0%</div>	0	\$0
15,000 - 49,999	<div><div></div>100%</div>	1	\$30,000
5,000 - 14,999	<div><div></div>100%</div>	1	\$10,000
1,000 - 4,999	<div><div></div>100%</div>	1	\$2,500
UNDER 1,000	<div><div></div>100%</div>	4	\$1,100

EVENTS

LEGAL EVENTS			
The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.			
SUITS	JUDGEMENTS	LIENS	UCC FILINGS
TOTAL0	TOTAL0	TOTAL0	TOTAL0
LAST FILING DATE-	LAST FILING DATE-	LAST FILING DATE-	LAST FILING DATE-

General: The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this was reported. This information may not be reproduced in whole or in part by any means of reproduction.

UCC Filings: There may be additional UCC Filings in the D&B file on this company which are available by contacting 1-800-234-3867.

Suits, Liens, Judgements: There may be additional suits, liens, or judgements in D&B's file on this company available in the U.S. Public Records Database that are also covered under your contract. If you would like more information on this database, please contact the Customer Resource Center at 1-800-234-3867.

Lien: A lien holder can file the same lien in more than one filing location. The appearance of multiple liens filed by the same lien holder against a debtor may be indicative of such an occurrence.

COMPANY PROFILE

COMPANY OVERVIEW		
Named Principal	Age (Year Started)	Employees
THOMAS SHERMAN, PRES	8 years (2013)	2
Business Form	Annual Sales	Line of Business
Corporation (US)	-	Business consulting services
SIC		
8748		

This foregoing document was electronically filed with the Public Utilities

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4/14/2021 1:34:14 PM

in

Case No(s). 15-0486-GA-AGG

Summary: In the Matter of the Application of Sustainable Energy Services, Inc