



DIS Case Number: 11-1209-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:** T.E.S. Energy Services, L.P.

**Phone:** 972-447-  
0447

**Extension (if  
applicable):**

**Website (if any):**

www.tesenergyservices.com

**Country:** United States

**Street:** 17480 Dallas Parkway, Suite 200

**City:** Dallas

**Province/State:** TX

**Postal Code:** 75287

### 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
T.E.S. Energy Services, L.P.	Official Name	17480 Dallas Parkway, Suite 200 Dallas, TX 75287	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
T.E.S. Energy Services, L.P.	Official Name	17480 Dallas Parkway, Suite 200 Dallas, TX 75287	Yes	File



## Public Utilities Commission

### A-5. Contact person for regulatory matters

Karen Broman  
17480 Dallas Parkway Suite 200  
Dallas, TX 75287  
US  
karen@tesenergyservices.com  
9725599210

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

Linda Graham  
17480 Dallas Parkway Suite 200  
Dallas, TX 75287  
US  
linda@tesenergyservices.com  
9724470447

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

<b>Phone:</b> 866-948-5720	<b>Extension (if applicable):</b>	<b>Country:</b> United States
<b>Fax:</b> 972-447-0400	<b>Extension (if applicable):</b>	<b>Street:</b> 17480 Dallas Parkway, Suite 200
<b>Email:</b> linda@tesenergyservices.com	<b>City:</b> Dallas	<b>Province/State:</b> TX
	<b>Postal Code:</b> 75287	

### A-8. Applicant's federal employer identification number

20-0598068

### A-9. Applicant's form of ownership

**Form of ownership:** Other

**Other form of Ownership:** Limited 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**

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: 05-23-2011

**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 Teague	mike@tesenergyservices.com	Co-CEO/Officer	5801 Greenwyck Plano, TX 75093 US
Pat Teague	pat@tesenergyservices.com	Co-CEO/Officer	5175 Longvue Frisco, TX 75034 US
Illuminated Partners, Inc.		General Partner	17480 Dallas Parkway, Suite 200 Dallas, TX 75287 US
Jim Bono	jim@tesenergyservices.com	Partner/Vice President of Sales	136 Golden Rd. Sherman, TX 75090 US
Deborah Teague		Partner	5175 Longvue Frisco, TX 75034 US
Kathi Teague		Partner	5801 Greenwyck Plano, TX 75093 US
Jerry Gatti	jerry@tesenergyservices.com	Partner/Senior Vice President	4474 Saint Andrews Blvd. Irving, TX 75038 US



### **A-13. Company history**

Our predecessor company, Teague Industries, LP, has been involved in the electric and utility construction industry since 1949 and is now in its third generation of family management. The most recent venture, TES Energy Services, L.P. (TES), began in Dallas, TX in 2002 with the passing of electricity deregulation. Our four partners have over 100 years of combined experience in the industry.

Our initial growth came from helping residential and commercial customers in the Texas electricity market. Since then, TES has expanded its footprint to assisting the following sectors of customers all over the United States with their electricity and natural gas procurement needs:

INDUSTRIAL: Property Management, Manufacturing, Storage and Distribution

COMMERCIAL: Private Recreational Clubs, Office and Retail Space, Property Management, Real Estate Properties

RETAIL: Restaurants, Barber Shops, Automobile Dealerships, Florists, Tanning Salons

NON-PROFIT: Churches, Libraries, Charitable Organizations (Religious & Non-Religious)

MUNICIPAL: Governmental agencies, Public Schools, Private Schools and School Districts

TES was a founding member of the Texas division of The Energy Professionals Association (TEPA), a self-regulating agency providing a framework of good practices for both energy suppliers and brokers.

### **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:** Ryan Nelson

4400 Easton Commons Way, Suite 125

Columbus, OH 43219

US



## 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..

File Attached

### **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..

File Attached

### **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**.



## Public Utilities Commission

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

File(s) attached

### **C-3. Forecasted financial statements**

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

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

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

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

File(s) attached

### **C-4. Credit rating**

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

This does not apply



#### C-5. Credit report

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

File(s) attached

#### C-6. Bankruptcy information

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

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

No

#### C-7. Merger information

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

No

#### C-8. Corporate structure

Provide a graphical depiction of the applicant's corporate structure. Do not provide an internal organizational chart. The graphical depiction should include all parent holding companies, subsidiaries and affiliates as well as a list of all affiliate and subsidiary companies that supply retail or wholesale electricity or natural gas to customers in North America. If the applicant is a stand-alone entity, then no graphical depiction is required, and the applicant may respond by stating that it is a stand-alone entity with no affiliate or subsidiary companies.

File(s) attached





## 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.  
File(s) attached

### **D-2. Operations Expertise & Key Technical Personnel**

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

File(s) attached



Public Utilities  
Commission

# Application Attachments

State of Ohio License Renewal  
Exhibit B-3 - Disclosure of Liabilities and Investigations

T.E.S. ENERGY SERVICES, L.P.

T.E.S. ENERGY SERVICES, L.P. does not have any existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational status or ability to provide the services it is seeking to be certified to provide.

State of Ohio Gas License Renewal  
Exhibit D-1 – Business Operations & Proposed Plans for Serving Retail Customers

I. Business Operations:

- The applicant is an energy consulting company providing retail electric and natural gas brokerage services to end user commercial, industrial and residential customers in Texas. Outside Texas, the applicant primarily focuses on commercial and industrial customers.
- The applicant works with customers of all sizes and business types, ranging from retail, manufacturing, property management, religious organizations, government entities and schools. The applicant has expanded operations to most deregulated territories in the United States, acquired licenses as needed.
- In addition to helping customers make informed decisions on their electricity and natural gas procurement, the applicant also offers auxiliary consultant services for power factor correction, recovering utility rebates, lighting retrofitting and more.

II. Proposed Plans for Arranging for Electricity & Gas Services:

The applicant proposes to offer retail electricity and natural gas procurement services. The general process is as follows:

- TES DEFINES THE PROJECT – We discuss the customer’s specific needs (i.e. start date, contract length, contract language requests like Add/Delete, Move Out language, billing concerns, reducing rate of current contract).
- TES COMPLETES DUE DILIGENCE AND REQUEST PRICING – We send the customer the forms that we use with the suppliers in the process. We review a sample of current invoices. We create and send out the bid request including all applicable locations.
- TES RECEIVES BIDS AND MAKE RECOMMENDATIONS – We send the customer the best pricing and recommendations for the contract. After discussion, the contract is requested. Because the pricing is based on the market, the turnaround time to return the contract is usually very time sensitive.
- TES PROVIDES FUTURE SUPPORT – As the new contract begins, TES will continue to provide assistance for any questions, account changes or billing issues the customer has for the term of the contract. This includes any changes in services, adding locations or resolving billing disputes on behalf of the customer. For commercial rental spaces with tenants, we work with the provider for any ADDS/DELETES or MOVE IN AND OUTS to ensure accuracy and seamless transitions.

III. Payment:

- The applicant will not be paying any utility (i.e., electricity or gas) bills and / or charges for its customers. Fees for electricity and gas procurement services will be collected from the Electric or Gas Supplier through a price adder. Customers will pay the supplier directly; the supplier will then remit our fees to us for our aggregated customers.
- Depending on the utility area or supplier providing service, the customer may choose the method to be billed:
  - Supplier Consolidated Billing Option - the customer will receive one electricity or gas bill directly from the supplier with whom they have a contract. The supplier has consolidated the charges from the utility into their bill.
  - Utility Consolidated Billing Option - the customer will receive one electricity or gas bill directly from the utility. The utility has consolidated the charges from the supplier into their bill. for BOTH supply and distribution services. The customer remits payment for their bill. The utility takes the credit risk and forwards payment to the supplier.
  - Dual Billing Option - the customer will receive two bills, one directly from the supplier and one from the utility. The customer is responsible to pay both invoices directly.
- The applicant will not be issuing any bills to customers for its licensed services, and we will not be issuing any bills on behalf of any supplier

\*201104500150\*

Gas License  
Renewal  
Exhibit A-14

DATE: 02/14/2011	DOCUMENT ID 201104500150	DESCRIPTION REGISTRATION OF FOREIGN LIMITED PARTNERSHIP (LPF)	FILING 125.00	EXPED 100.00	PENALTY .00	CERT .00	COPY .00
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**Receipt**

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

CT CORPORATION SYSTEM  
4400 EASTON COMMONS WAY, SUITE 125  
TIMOTHY ROBERTSON  
COLUMBUS, OH 43219

**STATE OF OHIO  
CERTIFICATE**

**Ohio Secretary of State, Jon Husted**

**1996446**

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

**T.E.S. ENERGY SERVICES, L.P.**

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

Document(s):

**REGISTRATION OF FOREIGN LIMITED PARTNERSHIP**

Document No(s):

**201104500150**



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 11th day of February, A.D. 2011.

A handwritten signature in dark ink that reads "Jon Husted".

Ohio Secretary of State

**T.E.S. ENERGY SERVICES, L.P.**  
**FINANCIAL STATEMENTS**  
**DECEMBER 31, 2019**  
**AND**  
**ACCOUNTANTS' COMPILATION REPORT**

## ACCOUNTANTS' COMPILATION REPORT

To the Partners  
T.E.S. Energy Services, L.P.  
Dallas, Texas

Management is responsible for the accompanying financial statements of T.E.S. Services, L.P. (a partnership), which comprise the statement of assets and capital – tax basis as of December 31, 2019, and the related statement of revenues and expenses – tax basis for the twelve months then ended, and for determining that the tax basis of accounting is an acceptable financial reporting framework. We have performed a compilation engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. We did not audit or review the financial statements nor were we required to perform any procedures to verify the accuracy or completeness of the information provided by management. Accordingly, we do not express an opinion, a conclusion, nor provide any form of assurance on these financial statements.

The financial statements are prepared in accordance with the tax basis of accounting, which is a basis of accounting other than accounting principles generally accepted in the United States of America.

Management has elected to omit substantially all of the disclosures ordinarily included in financial statements prepared in accordance with the tax basis of accounting. If the omitted disclosures were included in the financial statements, they might influence the user's conclusions about the Company's assets, liabilities, capital, revenues, and expenses. Accordingly, the financial statements are not designed for those who are not informed about such matters.

We are not independent with respect to T.E.S. Energy Services, L.P.

*McCarthy, Rose & Mills, L.L.P.*

May 14, 2020  
Frisco, Texas

**T.E.S. ENERGY SERVICES, L.P.**  
**STATEMENT OF ASSETS, LIABILITIES AND CAPITAL - TAX BASIS**  
**December 31, 2019**

**Assets**

Current assets:

Cash - Chase (checking)	\$ 471,425.45
Cash - Electra (deer lease)	3,889.05
Cash - Oakwood	106,733.11
Accounts receivable - Illuminated Partners	<u>1,250.00</u>

Total current assets		\$ 583,297.61
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Property and equipment:

Furniture and fixtures	16,530.00
Office and computer equipment	<u>61,753.41</u>
	78,283.41
Less: accumulated depreciation	<u>(78,283.41)</u>

Property and equipment, net		-
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Other assets:

Goodwill, net	407,500.00
Investment - Skyline Drive LLC	62,603.51
Deer lease	19,599.72
Deposit	<u>4,500.00</u>

Total other assets		<u>494,203.23</u>
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Total assets		<u><u>1,077,500.84</u></u>
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**Partners' Capital**

Capital:

Partners' capital	1,281,932.85
Distributions	(777,322.84)
Current earnings	<u>572,890.83</u>

Total partners' capital		<u><u>\$ 1,077,500.84</u></u>
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See accountants' compilation report.



**T.E.S. ENERGY SERVICES, L.P.**  
**STATEMENT OF REVENUES AND EXPENSES-TAX BASIS**  
**For The Twelve Months Ended December 31, 2019**

	Year to Date	%
Revenues:		
Consulting income	\$ 3,339,279.92	100.0
Other income	(1,238.87)	0.0
Total revenues	3,338,041.05	100.0
Operating expenses:		
Salaries	921,776.36	27.6
Commission expense	707,640.33	21.2
Entertainment	134,994.03	4.0
Benefits - payroll	125,264.10	3.8
HR administrative fees	86,712.67	2.6
Office supplies	85,627.60	2.6
Automobile expense	85,548.94	2.6
Payroll taxes	78,062.00	2.3
Rent	76,578.29	2.3
Advertising and promotion	65,168.40	2.0
Outside services	63,641.50	1.9
Travel expenses	55,247.82	1.7
Telephone	51,309.02	1.5
Insurance	36,403.28	1.1
Professional fees	29,809.64	0.9
Trade shows	25,159.87	0.8
Contract labor	18,370.25	0.6
Guaranteed payments to partners	12,838.50	0.4
Dues and subscriptions	9,280.89	0.3
Taxes - other	8,344.26	0.2
Printing and reproduction	6,011.31	0.2
Cash discounts	4,952.52	0.1
Education and training	4,787.02	0.1
Bank fees	1,152.79	0.0
Postage and delivery	515.33	0.0
Licenses and permits	230.00	0.0
Total operating expenses	2,695,426.72	80.7
Operating income	642,614.33	19.3
Other expenses:		
Contributions	5,115.00	0.2
Depreciation expense	34,608.50	1.0
Amortization expense	30,000.00	0.9
Total other expenses	69,723.50	2.1
Net income	\$ 572,890.83	17.2

See accountants' compilation report.

# Ohio License Renewal

## Exhibit B-1 Jurisdictions of Operations

T.E.S. Energy Services, L.P.

Current & Future Territories

	<b>Electric</b>		<b>License Required - License #</b>
	Delaware	DE	Docket No. 11-146; Order No. 7937
	District of Columbia (Washington DC)	DC	Case No. EA-11-3 (5) , Order 16352
	Illinois	IL	Docket No. 11-0288
	Maine	ME	Docket No. 2011-90
	Maryland	MD	IR-2169
	Massachusetts	MA	EB-512
	New Hampshire	NH	in process
	New Jersey	NJ	in process
	Ohio	OH	11-361E(5) , Case Number 11-2541-EL-AGG
	Pennsylvania	PA	A-2010-2207746
	Texas	TX	Aggregator: 80081, Broker: BR190010
	<b>Electric</b>		<b>License Not Required</b>
	California	CA	no license required, bus. filing 5531062
	Connecticut	CT	no license required
	New York	NY	no license required
	Michigan	MI	no license required
	<b>Natural Gas</b>		<b>License Required - License #</b>
	District of Columbia (Washington DC)	DC	Case No. GA 2015-09 (3), Order 18522
	Maryland	MD	IR-2563
	Massachusetts	MA	RA-256
	Ohio	OH	11-214G(5), Case # 11-1209-GA-AGG
	New Jersey	NJ	in process
	Pennsylvania	PA	in process
	<b>Natural Gas</b>		<b>License Not Required</b>
	Arizona	AZ	no license required
	California	CA	no license required
	Florida	FL	no license required
	Georgia	GA	no license required
	Illinois	IL	no license required
	Kentucky	KY	no license required
	New York	NY	no license required
	Michigan	MI	no license required

State of Ohio License Renewal  
Exhibit B-2 - Experience & Plans  
**T.E.S. ENERGY SERVICES, L.P.**

**I. Description of the applicant's experience in this field**

**A. Primary Products and Services include:**

- Applicant is an energy consulting company of retail electric supply to end user commercial, industrial and residential customers.
- Outside of Texas, we work with businesses in the commercial, industrial and government entities to help them make informed decisions on their energy procurement throughout the deregulated territories.

**B. Ancillary Services include:**

**1. Power Factor Correction**

- Service Entrance Capacitor Banks eliminate low power factor utility penalties
- Motor Capacitors also eliminate distribution losses and save kilowatt hours (energy)

**2. Energy / Operational Savings**

- Lighting retrofits, on/off controls, daylight harvesting, skylights
- Identify incorrectly sized motors, overloaded equipment, loads that can be turned off
- Electrical capacity increases
- Adjustable speed drives
- High efficiency motors
- Identify compressed air leaks
- Air conditioning system desiccants
- Infrared inspection / scanning
- Predominant use studies to obtain sales tax exemption on gas and electric utility bills

**3. Power Quality**

- Measurements/studies to identify the root cause(s) of problems
- Provide power conditioning and various equipment solutions
- UPS
- Voltage regulation
- Surge protection
- Harmonic filters and line reactors
- Dip Proofing inverters
- Programming AC/DC adjustable speed drives to eliminate nuisance tripping
- Single phasing protection
- Flicker, motor soft starters
- Protective device coordination
- "Ride thru" techniques to eliminate nuisance equipment/process shutdowns

**4. Engineering / Projects**

- Studies
- Specialized design such as power measurement systems
- Specification preparation
- Turn key projects

**II. Plans**

**A. Response for Competitive retail electric service (CRES)**

1. For the protection of consumers in this state, the public utilities commission shall adopt rules under division (A) of section **4928.06** of the Revised Code specifying the necessary minimum service requirements, on or after the starting date of competitive retail electric service, of an electric utility, electric services company, electric cooperative, or governmental aggregator subject to certification under section 4928.08 of the Revised Code.

2. As Applicant is a *power broker and aggregator*, it does not fall into any of four classes defined above, therefore **the rules specified in this section are not applicable.**

#### **B. Response for Competitive retail natural gas service (CRNGS)**

1. For the protection of consumers in this state, the public utilities commission shall adopt rules under section **4929.10** of the Revised Code specifying the necessary minimum service requirements of a retail natural gas supplier or governmental aggregator subject to certification under section 4929.20 of the Revised Code.

2. As the Applicant is a *competitive retail natural gas broker and aggregator*, it does not fall into either of classes defined above, therefore **the rules specified in this section are not applicable.**

#### **C. Response for providing billing statements and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4928.06 and 4928.10 of the Revised Code.**

1. T.E.S. Energy Services, L.P. (TES) is in compliance with the regulations under the State of Texas, and therefore the customer is still afforded some consumer protections.

2. The Order adopting New §25.112 and §25.486 was approved at the May 1, 2020 Open Meeting. Any customer that agrees to contract TES for services is provided with all disclosure items required, regardless if they reside inside or outside Texas.

3. The disclosure clearly states that:

- TES is compensated through the REP or Gas Supplier
- TES does not invoice its customers so there will be no billing statements
- TES can be reached by phone, email or fax for any inquiries
- The customer may file an informal complaint with the commission by contacting the Public Utility Commission of Texas, Customer Protection Division, P.O. Box 13326, Austin, Texas 78711-3326; (512) 936-7120; [customer@puc.texas.gov](mailto:customer@puc.texas.gov).

**T.E.S. ENERGY SERVICES, L.P.**

**FINANCIAL STATEMENTS**

**DECEMBER 31, 2020**

**AND**

**ACCOUNTANTS' COMPILATION REPORT**

## ACCOUNTANTS' COMPILATION REPORT

To the Partners  
T.E.S. Energy Services, L.P.  
Dallas, Texas

Management is responsible for the accompanying financial statements of T.E.S. Services, L.P. (a partnership), which comprise the statement of assets, liabilities and capital – tax basis as of December 31, 2020, and the related statement of revenues and expenses – tax basis for the twelve months then ended in accordance with the tax basis of accounting, and for determining that the tax basis of accounting is an acceptable financial reporting framework. We have performed compilation engagements in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. We did not audit or review the financial statements, nor were we required to perform any procedures to verify the accuracy or the completeness of the information provided by management. We do not express an opinion, a conclusion, nor provide any form of assurance on these financial statements.

The financial statements are prepared in accordance with the tax basis of accounting, which is a basis of accounting other than accounting principles generally accepted in the United States of America.

Management has elected to omit substantially all the disclosures ordinarily included in financial statements prepared in accordance with the tax basis of accounting. If the omitted disclosures were included in the financial statements, they might influence the user's conclusions about the company's assets, liabilities, equity, revenue, and expenses. Accordingly, the financial statements are not designed for those who are not informed about such matters.

We are not independent with respect to T.E.S. Energy Services, L.P.

*McLaunthy, Rose & Mills, L.L.P.*

March 30, 2021  
Frisco, Texas

**T.E.S. ENERGY SERVICES, L.P.**  
**STATEMENT OF ASSETS, LIABILITIES AND CAPITAL - TAX BASIS**  
**December 31, 2020**

**Assets**

Current assets:

Cash - Chase (checking)	\$ 239,455.61
Cash - Electra (deer lease)	8,382.66
Cash - Capital One (savings)	51,003.34
Accounts receivable - other	21,540.00

Total current assets		\$ 320,381.61
----------------------	--	---------------

Property and equipment:

Furniture and fixtures	16,530.00
Office and computer equipment	66,951.22
	83,481.22

Less: accumulated depreciation		(83,481.00)
--------------------------------	--	-------------

Property and equipment, net		0.22
-----------------------------	--	------

Other assets:

Goodwill, net	377,500.00
Investment - Skyline Drive LLC	65,242.13
Deer lease	19,599.72
Deposit	4,500.00

Total other assets		466,841.85
--------------------	--	------------

Total assets		\$ 787,223.68
--------------	--	---------------

**Liabilities and Partners' Capital**

Liabilities:

Note payable - PPP loan	\$ 219,012.00
Note payable - EIDL	10,000.00

Total current liabilities		\$ 229,012.00
---------------------------	--	---------------

Capital:

Partners' capital	1,077,500.84
Distributions	(707,116.24)
Current earnings	187,827.08

Total capital		558,211.68
---------------	--	------------

Total liabilities and partners' capital		\$ 787,223.68
---	--	---------------

*See accountants' compilation report.*

**T.E.S. ENERGY SERVICES, L.P.**  
**STATEMENT OF REVENUES AND EXPENSES - TAX BASIS**  
**For The Twelve Months Ended December 31, 2020**

	Year to Date	%
Revenues:		
Consulting income	\$ 2,994,635.63	100.0
Other income	3.34	0.0
Total revenues	<u>2,994,638.97</u>	<u>100.0</u>
Operating expenses:		
Salaries	1,132,564.61	37.8
Commission expense	677,055.80	22.6
Benefits - payroll	123,288.12	4.1
Advertising and promotion	90,641.76	3.0
Payroll taxes	89,033.52	3.0
Non-deductible entertainment	82,865.12	2.8
Rent	70,817.65	2.4
Office supplies	70,790.09	2.4
Automobile expense	66,455.02	2.2
Outside services	62,532.97	2.1
Telephone	54,279.36	1.8
Insurance	41,659.90	1.4
Professional fees	40,439.40	1.4
Entertainment	32,552.12	1.1
HR administrative fees	32,261.91	1.1
Contract labor	24,483.73	0.8
Guaranteed payments to partners	19,971.50	0.7
Travel expenses	19,184.94	0.6
Taxes - other	9,165.79	0.3
Dues and subscriptions	9,040.05	0.3
Education and training	6,132.54	0.2
Printing and reproduction	5,381.69	0.2
Trade shows	3,608.24	0.1
Cash discounts	3,050.49	0.1
Postage and delivery	2,762.53	0.1
Licenses and permits	225.00	0.0
Total operating expenses	<u>2,770,243.85</u>	<u>92.5</u>
Operating income	224,395.12	7.5
Other expenses:		
Contributions	1,370.00	0.0
Depreciation expense	5,198.04	0.2
Amortization expense	30,000.00	1.0
Total other expenses	<u>36,568.04</u>	<u>1.2</u>
Net income	<u><u>\$ 187,827.08</u></u>	<u><u>6.3</u></u>

*See accountants' compilation report.*



## CreditScore<sup>SM</sup> Report

as of: 04/27/21 09:52 ET

### T.E.S. Energy Services, L.P

<b>Address:</b>	17480 Dallas Pkwy Ste 200 Dallas, TX 75287-7304 United States	<b>Key Personnel:</b>	Owner: David Hamilton Partner: Mike Teague Managing Partner: Terrel Mike
<b>Phone:</b>	972-447-0447	<b>SIC Code:</b>	8742-Management Consulting Services 1711-Plumbing, Heating & A/C Contractors 4911-Electric Services
<b>Website:</b>	www.tesenergyservices.com	<b>NAICS Code:</b>	541611-Administrative Management And General Management Consulting Services 541612-Human Resources Consulting Services 238220-Plumbing, Heating, And Air- Conditioning Contractors
<b>Experian BIN:</b>	851811870	<b>Business Type:</b>	Partnership
<b>Agent:</b>	C T Corporation System	<b>Experian File Established:</b>	October 2003
<b>Agent Address:</b>	1999 Bryan ST Suite 900 Dallas, TX	<b>Experian Years on File:</b>	18 Years
<b>Also is (or has been) operating as:</b>	Tes Energy Services LP	<b>Years in Business:</b>	18 Years
<b>Family Linkage:</b>		<b>Filing Data Provided by:</b>	Texas
Ultimate Parent	T.E.S. Energy Services, L.P 17480 Dallas Pkwy Ste 200 Dallas, TX	<b>Date of Incorporation:</b>	10/02/2003
Branches / Alternative Locations	T.E.S. Energy Services, L.P 17480 Dallas Pkwy Ste 200 Dallas, TX United States		

### Experian Business Credit Score

20

Business Credit Score



The objective of the Experian Business Credit Score is to predict payment behavior. High Risk means that there is a significant probability of delinquent payment. Low Risk means that there is a good probability of on-time payment.

#### Key Score Factors:

- Number of active commercial accounts.
- Balance of all commercial accounts.
- Number of commercial accounts with high utilization.
- Ratio of balance to high credit for commercial accounts.

**Business Credit Scores range from a low of 1 to high of 100 with this company receiving a score of 20.** Higher scores indicate lower risk. This score predicts the likelihood of serious credit delinquencies within the next 12 months. This score uses tradeline and collections information, public filings as well as other variables to predict future risk.

1

Financial Stability Risk  
Rating



A Financial Stability Risk Rating of 1 indicates a 0.55% potential risk of severe financial distress within the next 12 months.

Key Rating Factors:

- Number of active commercial accounts.
- Risk associated with the company's industry sector.
- Percent of commercial accounts delinquent.
- Balance to high credit ratio for other commercial accounts.

Financial Stability Risk Ratings range from a low of 1 to high of 5 with this company receiving a rating of 1. Lower ratings indicate lower risk. Experian categorizes all businesses to fit within one of the five risk segments. This rating predicts the likelihood of payment default and/or bankruptcy within the next 12 months. This rating uses tradeline and collections information, public filings as well as other variables to predict future risk.

Credit Summary

This location does not yet have an estimated Days Beyond Terms (DBT), or a Payment Trend Indicator. This is often the result of too few active Payment Tradelines.

Please refer to Experian's [www.BusinessCreditFacts.com](http://www.BusinessCreditFacts.com) website for more information on establishing Payment Tradelines.

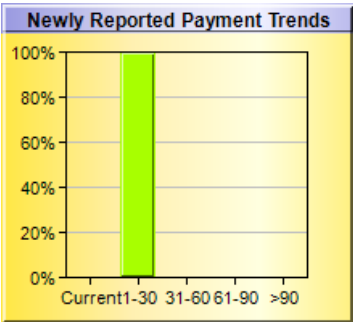
Lowest 6 Month Balance:	\$42
Highest 6 Month Balance:	\$17,585
Current Total Account Balance:	\$0
Highest Credit Amount Extended:	\$42

Payment Tradelines (see <a href="#">charts</a> ):	3
UCC Filings:	0
<div>✖ Businesses Scoring Worse:</div>	19%
<div>✔ Bankruptcies:</div>	0
<div>✔ Liens:</div>	0
<div>✔ Judgments Filed:</div>	0
<div>✔ Collections:</div>	0

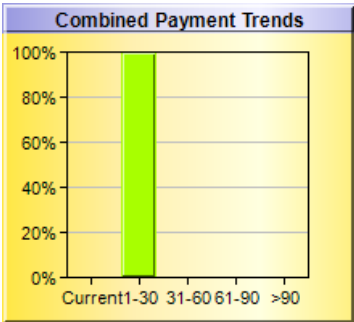
Insufficient information to produce  
**Monthly Payment Trends**  
chart.

Insufficient information to produce  
**Quarterly Payment Trends**  
chart.

Insufficient information to produce  
**Continuous Payment Trends**  
chart.



\*Newly Reported distribution with DBT.



\*Combined distribution with DBT.

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**2021 Ohio Gas License Renewal**  
**Exhibit C-3 - Forecasted Financial Statements**  
**T.E.S. ENERGY SERVICES, L.P.**

**For the State of Ohio**  
**Gas**

**Projection 2021 - Income Statement**

<b>REVENUES</b>	<b>\$ 3,000.00</b>
<b>OPERATING EXPENSES</b>	<b>\$ 1,000.00</b>
<b>NET INCOME</b>	<b><u>\$ 4,000.00</u></b>

**Projection 2022 - Income Statement**

<b>REVENUES</b>	<b>\$ 3,500.00</b>
<b>OPERATING EXPENSES</b>	<b>\$ 1,000.00</b>
<b>NET INCOME</b>	<b><u>\$ 4,500.00</u></b>

**Disclaimer:**

This report was prepared jointly by Linda D. Graham and Karen S. Broman. This forecast is based on the assumptions that all our customers are on fixed rate long term contracts so income will be continue as the prior year. The forecast is slightly more to take into account new customers. It also has a small increase for new contracts.

Linda D. Graham  
Vice President - Administration  
17480 Dallas Pkwy, Suite 200  
Dallas, Texas 75287  
972.447.0447 x 100  
linda@tesenergyservices.com

Karen S. Broman  
U.S./ Canada Accounts & PUC Compliance Director  
17480 Dallas Pkwy, Suite 200  
Dallas, Texas 75287  
972.447.0447 x125  
karen@tesenergyservices.com

2021 Ohio License Renewal  
Exhibit C-8 Corporate Structure

Address:  
17480 Dallas Parkway  
Suite 200  
Dallas, TX 75287

Telephone:  
972-447-0447

Illuminated Partners, Inc., General Partner to  
T.E.S. Energy Services, L.P.

Illuminated Partners, Inc.



T.E.S. Energy Services, L.P.

State of Ohio Gas License Renewal  
Exhibit D-2 – Operations Expertise & Key Technical Personnel

T.E.S. ENERGY SERVICES, L.P.

Part A- Key Technical Personnel

Name	Address, Telephone & Email	Title
Mike Teague	5801 Greenwyck, Plano, TX 75093 214-316-8259 mike@tesenergyservices.com	Co-CEO
Pat Teague	5175 Longvue, Frisco, TX 75034 972-841-0271 pat@tesenergyservices.com	Co-CEO
Jerry Gatti	4474 Saint Andrews Blvd., Irving, TX 75038 972-587-7321 jerry@tesenergyservices.com	Senior Vice President
Jim Bono	136 Golden Rd., Sherman, TX 75090 903-546-9003 jim@tesenergyservices.com	Vice President Sales

# MIKE TEAGUE



17480 Dallas Pkwy #200 • Dallas, Tx 75287 • Phone: 9720403-0877 • Fax: 972-447-0400 • E-Mail: mike@tesenergyservices.com

## Objective

To provide quality consulting services through education and practical experiences.

## Experience

Over-head and Underground Electrical Construction 1973-2004

- Co-owner and President of Teague Industries ,Inc./ dba Utility Construction Co. , Inc.
- Teague Industries , Inc. was a major contractor for Texas Utilities ,Inc . for 54 years. We excelled in pioneering the development of underground electrical distribution systems throughout the State of Texas. As a complement to the business we installed thousands of miles of fiber-optic cable throughout the region as well as Overhead distribution power lines.

Power and Demand Side Consulting 2002-present

- Co-founder of TES Energy Service, LP i.e., Teague Energy Services. TES Energy Services was founded to bring my energy background to the market place assisting customers with pricing options as well as demand side management of their facilities. My knowledge of the grid systems as well the production of electricity is of benefit to the customer who does not have the background to make difficult decisions on their electricity needs.

## Family

- Married for over 40 years with 3 children and mutiple grandchildren.

## Education

Graduated from Sherman High School 1968

Associate Degree- Business	Grayson County College	1968-1970
Studied Business and Accounting	University of Texas at Austin	1968-1973

## Community Involvement

Chairman of the local American Diabetes Association	1975
Plano Symphony Orchestra Board	1983-1985
Plano Parks and Recreation Board	1985-1986
Plano City Council Member	1989-1991
Collin County Sheriff Reserve (Certified Texas Peace Officer)	1991-2004

# Pat Teague- Resume

Frisco, Texas

Phone: 972-447-0447 ext. 107 Fax: 972-447-0400 E-Mail: pat@tesenergyservices.com

## Experience

### Teague Industries, Inc.

1975-2002

- 1975-77 Worked on Electrical Service Crew installing electrical services to residential
- 1977-79 Services Crew Foreman
- 1979-85 Superintendent of Services-in charge of as many as 30 services crews-90 people
- 1985 Vice-President of Construction for Electrical Underground and Overhead Distribution
- 2002 Executive Vice-President for Teague Industries - head of Construction in charge of up to 350 employees

### TES Energy Services

2002-current

- Co-Founder and Co-CEO of TES Energy Services, LP

## Education

### Sherman High School

1970

### University of Texas @ Austin

1970-74

Degree-Bachelor of Science Business Administration



# Jerry Gatti

17480 Dallas Parkway, Suite 200 Dallas, TX. 75001

Phone: 972-447-0447 Fax: 972-447-0400 E-Mail: jerry@tesenergyservices.com

## Objective

To offer complete energy consulting services nationwide.

## Experience

### TES Energy Services, LP

Oct. 2001 to Present

- Started energy services company in late 2001 as a business development idea out of Teague Industries, a utility construction firm founded in Texas in the late 1940's. Became "Registered aggregator" with Public Utility Commission of Texas in January 2002, the beginning of Texas deregulation of Electricity.
- As partner in firm, have built electric and gas clientele in Texas, California, Ohio, Maryland, California, Illinois, Washington DC. Need license in Pennsylvania to complete our services to nationwide clients.

### ROK and Associates

September 1989 to October 2000.

- Sales Manager of Manufactures Rep firm covering Texas, Oklahoma, Arkansas, and Louisiana. Responsible for 17 salesmen and key accounts within territory doing \$95 million in sales.
- Responsible for transitioning firm from predominantly traditional auto parts to more lucrative retail product lines. Business more than tripled during tenure.

## Education

Texas Christian University

Bachelor of Arts Degree

1967 to 1972

## Skills

Business Development, Account management, and business computer skills.

## Community Involvement

Boys and Girls Clubs, Prestonwood Country Club, Prestonwood Business Networking Group, Texas Electric Professionals Association, numerous Chambers of Commerce in the Dallas area.

## **Jim H. Bono**

17480 Dallas Parkway, Suite #200 Dallas, TX 75287

Phone 972-447-0447 Fax 972-447-0400 email: jim@tesenergyservices.com

## **Objective**

To assist customers with all of their energy needs. These needs would include electricity procurement, natural gas procurement, energy efficiency improvement projects, contract review, and billing audits. Building an overall relationship with customers where trust and honesty are vitally important and partnering with customers to make them as profitable as possible.

## **Experience**

### **VP of Sales – TES Energy Services**

**3/2003 - Present**

- Provide energy procurement and consultant services to customers throughout Texas.
- Assist clients with energy efficiency improvement projects
- Assist customers with billing issues as well as all service related problems.

### **Account Manager – TXU Energy**

**1/2000 – 3/2003**

- Provide electricity and natural gas procurement services to commercial and industrial customers in Texas
- Build relationships with all customers to maintain and increase revenue.
- Assist all customers with service related problems

## **Education**

### **Texas A&M University**

**May 1986**

### **Bachelor of Science Degree in Electrical Engineering**

### **Tyler Jr. College**

**May 1983**

### **Associate of Art Degree**

## **Skills**

24 years of experience in the electric utility industry.

Motivated and enthusiastic about developing relationships with all clients

Successfully built and renewed energy agreements with over 100 commercial and industrial customers

Organized effective marketing tools to communicate with accounts.

# Competitive Retail Natural Gas Service Affidavit

County of Collin :

State of Texas :

Mike Teague, Affiant, being duly sworn/affirmed, hereby states that he is the CO-CEO of  
T.E.S. Energy Services, L.P. and is authorized to and does make this affidavit for said Applicant:

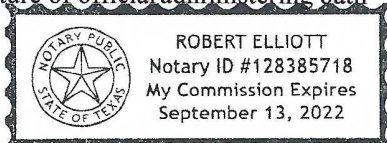
1. The information provided within the certification or certification renewal application and supporting information is complete, true, and accurate to the best knowledge of affiant, and that it will amend its application while it is pending if any substantial changes occur regarding the information 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.

[Signature] - Co-CEO  
Signature of Affiant & Title

Sworn and subscribed before me this 28<sup>TH</sup> day of APR. 1, 2021  
Month Year

[Signature]  
Signature of official administering oath

ROBERT ELLIOTT - NOTARY  
Print Name and Title



My commission expires on 9/13/2022

**This foregoing document was electronically filed with the Public Utilities**

**Commission of Ohio Docketing Information System on**

**4/30/2021 12:49:11 AM**

**in**

**Case No(s). 11-1209-GA-AGG**

Summary: In the Matter of the Application of TES Energy Services LP