



DIS Case Number: 13-2091-EL-AGG

## Section A: Application Information

### A-1. Provider type:

☒ Power Broker    ☐ Aggregator    ☐ Retail Generation Provider    ☐ Power Marketer

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

**Legal Name:** Energy Trust LLC

**Country:** United States

**Phone:** 4108371120    **Extension (if applicable):**

**Street:** PO box 29914

**Website (if any):** www.myenergytrust.com

**City:** Baltimore

**Province/State:** MD

**Postal Code:** 21230

### 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
ET Energy LLC	DBA	PO Box 29914 Baltimore, MD 21230	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
ET Energy LLC	DBA	PO Box 29914 Baltimore, MD 21230	Yes	File

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



## Public Utilities Commission

Philip Wilson  
PO box 29914  
Baltimore, MD 21230  
US  
suppliersupport@myenergytrust.com  
6102831794

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

Philip Wilson  
PO box 29914  
Baltimore, MD 21230  
US  
suppliersupport@myenergytrust.com  
6102831794

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

<b>Phone:</b> 8663070254	<b>Extension (if applicable):</b>	<b>Country:</b> United States
<b>Fax:</b> 4108371149	<b>Extension (if applicable):</b>	<b>Street:</b> PO Box 29914
<b>Email:</b> customerservice@myenergytrust.com		<b>City:</b> Baltimore
		<b>Province/State:</b> MD
		<b>Postal Code:</b> 21230

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

711014282

### 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

DP&L

Duke Energy Ohio

FirstEnergy - Cleveland Electric Illuminating

FirstEnergy - Ohio Edison

FirstEnergy - Toledo Edison

### **Class of customer selection**

Commercial

Industrial

### **A-11. Start date**

Indicate the approximate start date the applicant began/will begin offering services: 11-15-2021

### **A-12. Principal officers, directors, and partners**

Please provide all contacts that should be listed as an officer, director or partner.

Name	Email	Title	Address
Philip Wilson	suppliersupport@myenergytrust.com	Partner	PO box 29914 Baltimore, MD 21230 US

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

The Energy Trust three principal owners collectively hold over 117 years of experience in the industry analyzing utility rates and completing contracts for clients. As a broker service Energy Trust's primary objective to assist in the contracting of energy supplies using a transparent competitive bidding process.

### **A-14. Secretary of State**

Secretary of State Link:

## **Section B: Applicant Managerial Capability and Experience**

### **B-1. Jurisdiction of operations**



## Public Utilities Commission

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: State of Pennsylvania (A-2009-2134742)

State of Maryland (IR - 1682)

State of Delaware (Order No. 8077 Doc no. 11-427)

State of New Hampshire Natural Gas (DM 12-056)

District of Columbia (Case No. EA 11-20, Order no. 16447)

### **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: Energy Trust provides on-going supply coordination for each of its 125 commercial and institutional clients throughout the client's supply contract term.

Our business plan is to continue to grow Energy Trust organically leveraging our existing client relationships. Our primary business region will remain the Maryland and Pennsylvania markets. Energy Trust LLC is an independent and unbiased team of energy specialist who provide energy procurement services for commercial and industrial energy end users. Energy Trust is an energy broker and not an energy supplier and does not take title to the supply contract. Energy Trust contracts exclusively with commercial and industrial clients. Energy Trust does not work with any residential clients or accounts.

Energy Trust LLC does not take title to power supply contracts; therefore Energy Trust LLC does not provide electric supply billing. The client receives a bill for supply from the supplier it contracted with.

Energy Trust continually monitors each of our clients' contract arrangements and the suppliers' performance to the contract requirements. Energy Trust works to assist the client's understanding and resolution of their supplier invoice inquiries; ensuring billing statements are correct and that suppliers respond to client's inquiries while complaints are handled in accordance with Commission rules adopted pursuant to Section 4928.10 and/or 4929.22 of the Revised Code.

### **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



## Public Utilities Commission

informal notices of violations, or any other matter related to competitive services in Ohio or equivalent services in another jurisdiction..

Liability and Investigations Disclosures: As of the date of this filing there are no investigations, judgments or other similar matters that could adversely impact the Energy Trust, LLC financial or operational status.

### **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.

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.

Stand-alone entity with no affiliate or subsidiary companies

### **Section D: Applicant Technical Capacity**

#### **D-1. Operations**

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

Operations Description: As a broker service Energy Trust's primary objective to assist in the contracting of energy supplies using a transparent competitive bidding process. Energy Trust continually monitors energy supplier commodity offers, working to match the optimal supplier offer to our client's energy requirements. Energy Trust provides on-going supply coordination for each of its clients throughout the client's supply contract term.

Our business plan is to continue to grow Energy Trust organically leveraging our existing client relationships. Our primary business region will remain the Maryland and Pennsylvania markets.

Energy Trust LLC is an independent and unbiased team of energy specialist who provide energy procurement services for commercial and industrial energy end users.

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





## Public Utilities Commission

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: The Energy Trust three principal owners collectively hold over 117 years of experience in the industry analyzing utility rates and completing contracts for clients.

Broker	Title	email	phone	years in industry
Philip Wilson	Partner	philipwilson@myenergytrust.com	(610)283-1794	42 years
Cary Gibson	Partner	cgibson@myenergytrust.com	(410) 837-1120	41 years
Tracey Bellotti	Partner	philipwilson@myenergytrust.com	(703) 765-0351	34 years



Public Utilities  
Commission

# Application Attachments



DATE:	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
06/17/2011	201116700765	REG. OF FOR. PROFIT LIM. LIAB. CO. (LFP)	125.00	.00	.00	.00	.00

**Receipt**

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

ENERGY TRUST LLC  
1230 RIVERSIDE AVE.  
BALTIMORE, MD 21230

**STATE OF OHIO  
CERTIFICATE**

**Ohio Secretary of State, Jon Husted**

**2028715**

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

**ET ENERGY, LLC (ENERGY TRUST, LLC)**

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

Document(s)

**REG. OF FOR. PROFIT LIM. LIAB. CO.**

Document No(s):

**201116700765**



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 16th day of June, A.D.  
2011.

Ohio Secretary of State

**ENERGY TRUST, LLC**  
**STATEMENTS OF REVENUES, EXPENSES, AND**  
**MEMBERS' EQUITY - INCOME TAX BASIS**  
**for Years Ending December 31, 2020 and 2019**  
**Exhibit C-2**

	<u><b>2020</b></u>	<u><b>2019</b></u>
Revenue	\$496,784	\$583,269
Selling Expenses	(\$250,036)	(\$269,539)
General and Administrative Expenses	(\$5,366)	(\$5,765)
Net Income	\$241,382	\$307,965
Member's Equity - Start of Year	\$4,128	\$3,804
Member Distributions	(\$241,682)	(\$307,641)
Members' Equity - End of Year	<u>\$3,828</u>	<u>\$4,128</u>

**ENERGY TRUST, LLC**  
**STATEMENTS OF ASSETS, LIABILITIES, AND**  
**MEMBERS' EQUITY - INCOME TAX BASIS**  
**As of December 31, 2020 and 2019**  
**Exhibit C-2**

	<u><b>2020</b></u>	<u><b>2019</b></u>
<u>Assets</u>		
Cash	\$3,828	\$4,128
Total Assets	<u>\$3,828</u>	<u>\$4,128</u>
 Liabilities and Members' Equity		
Liabilities		
None		
Member's Equity	\$3,828	\$4,128
Total Liabilities and Member's Equity	<u>\$3,828</u>	<u>\$4,128</u>

# Competitive Retail Electric Service Affidavit

County of BALTIMORE  
CITY :

State of MARYLAND :

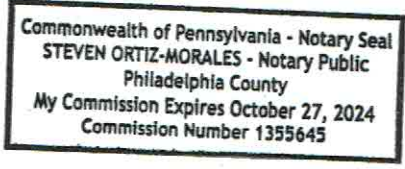
Philip F. Wilson, Affiant, being duly sworn/affirmed, hereby states that:

1. The information provided within the certification or certification renewal application and supporting information is complete, true, and accurate to the best knowledge of affiant, and that it will amend its application while it is pending if any substantial changes occur regarding the information provided.
2. The applicant will timely file an annual report of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Sections 4905.10(A), 4911.18(A), and 4928.06(F), Ohio Revised Code.
3. The applicant will timely pay any assessment made pursuant to Sections 4905.10, 4911.18, and 4928.06(F), Ohio Revised Code.
4. The applicant will comply with all applicable rules and orders adopted by the Public Utilities Commission of Ohio pursuant to Title 49, Ohio Revised Code.
5. The applicant will cooperate fully with the Public Utilities Commission of Ohio, and its Staff on any utility matter including the investigation of any consumer complaint regarding any service offered or provided by the applicant.
6. The applicant will fully comply with Section 4928.09, Ohio Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
7. The applicant will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
8. The applicant will use its best efforts to verify that any entity with whom it has a contractual relationship to purchase power is in compliance with all applicable licensing requirements of the Federal Energy Regulatory Commission and the Public Utilities Commission of Ohio.
9. The applicant will cooperate fully with the Public Utilities Commission of Ohio, the electric distribution companies, the regional transmission entities, and other electric suppliers in the event of an emergency condition that may jeopardize the safety and reliability of the electric service in accordance with the emergency plans and other procedures as may be determined appropriate by the Commission.
10. If applicable to the service(s) the applicant will provide, it will adhere to the reliability standards of (1) the North American Electric Reliability Council (NERC), (2) the appropriate regional reliability council(s), and (3) the Public Utilities Commission of Ohio.
11. The Applicant will inform the Public Utilities Commission of Ohio of any material change to the information supplied in the application within 30 days of such material change, including any change in contact person for regulatory purposes or contact person for Staff use in investigating consumer complaints.

12. The facts set forth above are true and accurate to the best of his/her knowledge, information, and belief and that he/she expects said applicant to be able to prove the same at any hearing hereof.

13. Affiant further sayeth naught.

*Philip J. [Signature]* PANTON  
Signature of Affiant & Title



Sworn and subscribed before me this 13<sup>th</sup> day of October, 2021  
Month Year

*[Signature]*  
Signature of official administering oath

Steven Ortiz-Morales Notary  
Print Name and Title

My commission expires on 10/27/24



At a glance

# Exhibit C-5 Credit Report

Prepared For  
**PHILIP F. WILSON**

Personal & confidential

Date generated: Oct 12, 2021

FICO® Score 8

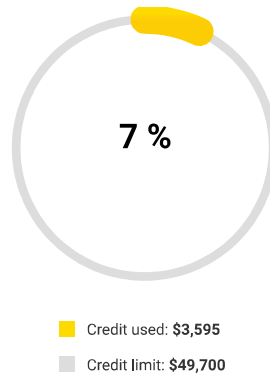
**819** FICO<sup>SCORE</sup>8  
Experian data Oct 12, 2021



## Account summary

Open accounts	5
Self-reported accounts	0
Accounts ever late	0
Closed accounts	7
Collections	0
Average account age	12 yrs 7 mos
Oldest account	40 yrs 2 mos

## Overall credit usage



## Debt summary

Credit card and credit line debt	\$3,595
Self-reported account balance	\$0
Loan debt	\$0
Collections debt	\$0
Total debt	\$3,595

Energy Trust LLC  
PUCO Case  
13-2091-EL-AGG

**ENERGY TRUST, LLC**  
**STATEMENTS OF REVENUES, EXPENSES, AND**  
**MEMBERS' EQUITY - INCOME TAX BASIS**

**OHIO Electricity ONLY**

**Projected for Years Ending December 31, 2021, 2022 and 2023**

**Exhibit C-5**

	<i>projected</i>	<b>2023</b>	<b>2022</b>	<b>2021</b>	<b>2020 actual</b>
Revenue		\$5,600	\$5,600	\$5,600	\$5,709
General and Administrative Expenses		(\$5,500)	(\$5,500)	(\$5,500)	(\$5,459)
Net Income		\$100	\$100	\$100	\$250

**OHIO Electricity ONLY**

**Assumptions**

Energy Trust's major Ohio clients continue to close of sell assets into year 2019

**Contact**

Philip Wilson, Partner  
PO Box 29914 Baltimore, Maryland 21230  
(610) 971-0482



**This foregoing document was electronically filed with the Public Utilities  
Commission of Ohio Docketing Information System on  
10/25/2021 8:35:43 AM**

**in**

**Case No(s). 13-2091-EL-AGG**

Summary: In the Matter of the Application of Energy Trust LLC