



DIS Case Number: 13-1989-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: Save On Energy, LLC

Country: United States

Phone: 9803185625 **Extension (if applicable):**

Street: 1423 Red Ventures Drive

Website (if any):

City: Fort Mill

Province/State:

Postal Code: 29707

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
Save On Energy, LLC	Official Name	1423 Red Ventures Drive Fort Mill, SC 29707	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
Save On Energy, LLC	Official Name	1423 Red Ventures Drive Fort Mill, SC 29707	Yes	File

A-5. Contact person for regulatory matters



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Brandon Palmer
1423 Red Ventures Drive
Fort Mill, SC 29707
US
soelicensing@redventures.com
9803185625

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

Brandon Palmer
1423 Red Ventures Drive
Fort Mill, SC 29707
US
soelicensing@redventures.com
9803185625

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

Phone: 8002795230	Extension (if applicable):	Country: United States
Fax:	Extension (if applicable):	Street: 1423 Red Ventures Drive
Email: powercustomerservice@redventures.com		City: Fort Mill Province/State: SC
		Postal Code: 29707

A-8. Applicant's federal employer identification number

20-0103768

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

Residential

A-11. Start date

Indicate the approximate start date the applicant began/will begin offering services: 10-23-2012

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
Mark Brodsky	soelicensing@redventures.com.dontuse	Secretary & CFO	1423 Red Ventures Drive Fort Mill, SC 29707 US

A-13. Company history

Save on Energy, LLC was founded in 2003. Since then the company has been acquired by Red Ventures, LLC, a portfolio of digital companies that specializes in bringing consumers and brands together. Save On Energy, LLC offers online comparison-shopping for residential and small commercial electricity and natural gas consumers within deregulated states.

A-14. Secretary of State

Secretary of State Link:

Section B: Applicant Managerial Capability and Experience

B-1. Jurisdiction of operations



List all jurisdictions in which the applicant or any affiliated interest of the applicant is certified, licensed, registered or otherwise authorized to provide retail natural gas service or retail/wholesale electric service as of the date of filing the application..

Jurisdiction of Operation: Save On Energy, LLC. is authorized to do business as a retail energy broker in the following states:

- ☐ California
- ☐ Connecticut
- ☐ Delaware
- ☐ Georgia
- ☐ Illinois
- ☐ Maine
- ☐ Maryland
- ☐ Massachusetts
- ☐ Michigan
- ☐ New Hampshire
- ☐ New Jersey
- ☐ New York
- ☐ Ohio
- ☐ Pennsylvania
- ☐ Texas

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: Save On Energy, LLC does not contract with consumers directly. All contracts are made between the consumer and the energy supplier in which they enroll. Save on Energy, LLC acts as a consultative service for the consumer by allowing the consumer to comparison shop energy rates in their area on www.saveonenergy.com.

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



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

Liability and Investigations Disclosures: Save on Energy, Inc. does not have any existing, pending or past rulings, judgments, contingent liabilities, revocations of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational status or ability to provide services for which it is seeking renewed certification since applicant last filed for certification to report.

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?

Yes

Description: Save On Energy, LLC's Electricity Aggregator/Broker license and Natural Gas Aggregator/Broker license have both expired in Ohio because of failure to timely file its renewal applications due to administrative oversight. Save On Energy, LLC's Electricity Broker/Marketer license in Pennsylvania was also cancelled due to failure to timely file its financial compliance update due to administrative oversight. Save On Energy, LLC is working to correct these oversights and reapply for its licenses in Ohio and Pennsylvania.

Save On Energy, LLC's affiliate, Choose Energy, Inc., also had its Ohio Electricity Aggregator/Broker license expire due to the same reason.



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-



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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'.

File(s) attached

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.

This does not apply.

C-6. Bankruptcy information



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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

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: Save On Energy Inc. partners with energy providers in deregulated states to provide marketing services.

Consumers within these deregulated markets are able to comparison shop energy rates on the website, www.saveonenergy.com. Save On Energy, LLC does not contract with the consumer directly. Each supplier in which Save On Energy, LLC is partnered with is responsible for all contracts and billing.

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: Save on Energy, LLC was founded in 2003 and has provided marketing services in deregulated markets since its inception. Please find the professional histories of Save On Energy, LLC's principals to demonstrate their ability and expertise:

Mark Brodsky – Secretary, Save On Energy, LLC; CFO, Red Ventures, LLC

As chief financial officer of Red Ventures, LLC, Mark is responsible for all contractual, administrative, and financial matters of the firm. Prior to joining Red Ventures, LLC he was President and CEO of Nuvera Fuel Cells, Inc., a 185 person fuel cell company located in Cambridge, Mass. and Milan, Italy. Before this, he was Executive Vice President, Finance and Development, for Arthur D. Little, a management, technology, and environmental consulting firm. He had responsibility for finance, information technology, licensing operations, and ADL Capital. Prior to joining Arthur D. Little he was Vice President of Finance and Senior Developer for Merrill International, Ltd and in this capacity he led the development and financing of two power plants in northern Argentina. Earlier in his career he held a number of finance positions with RCA and GE, including Manager of Finance for GE Aerospace's International Operation. Mark has a bachelor's degree in Accounting from Drexel University and an MBA from the Wharton School, University of Pennsylvania.



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 SAVE ON ENERGY, LLC, a Texas For Profit Limited Liability Company, Registration Number 2153998, filed on November 26, 2012, is currently in FULL FORCE AND EFFECT upon the records of this office.



Witness my hand and the seal of the Secretary of State at Columbus, Ohio this 20th day of December, A.D. 2021.

A handwritten signature in blue ink, reading "Frank LaRose".

Ohio Secretary of State

Validation Number: 202135405784

Exhibit C-4 "Credit Rating"

Please find the Fitch credit rating for Red Ventures, LLC which is the parent company of Save On Energy, LLC.



PEOPLE PRODUCT INSIGHTS

ENTITY

Red Ventures, LLC

Technology, Media, and Telecom / Corporate Finance: Middle Markets / Corporate Finance / Corporate Finance: Leveraged Finance/Global / North America/United States

EU Endorsed, UK Endorsed; Solicited by or on behalf of the issuer (sell side)

01 Ratings

RATING	ACTION	DATE	TYPE
B+ 	Review - No Action	02-Sep-2021	LTR

Link: <https://www.fitchratings.com/entity/red-ventures-llc-96692841>

Exhibit C-8 "Corporate Structure"



Competitive Retail Electric Service Affidavit

County of TEXAS :

State of HARRIS :

Mark Brodsky, 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(A), 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 comply with Section 4929.09, Ohio Revised Code, regarding consent to the jurisdiction of the 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.

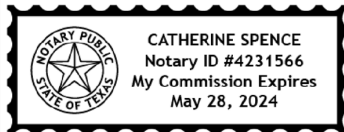
13. Affiant further sayeth naught.

Mark Brodsky, Director
Signature of Affiant & Title

Sworn and subscribed before me this 22nd day of December, 2021
Month Year

Catherine Spence
Signature of official administering oath

Catherine Spence, Notary Public
Print Name and Title



My commission expires on 5/28/2024

**This foregoing document was electronically filed with the Public Utilities
Commission of Ohio Docketing Information System on**

12/23/2021 10:05:44 AM

in

Case No(s). 13-1989-EL-AGG

Summary: In the Matter of the Application of Save On Energy, LLC