



Public Utilities  
Commission

Competitive Retail Natural Gas Service  
(CRNGS)  
Provider Application

#### Instructions for Competitive Retail Natural Gas Service (CRNGS) Providers

- I. **Where to file:** Applications can be completed and submitted via the PUCO Community. Paper applications, an original plus two copies, can be mailed to: Public Utilities Commission of Ohio, Docketing Division, 180 East Broad Street, Columbus Ohio 43215-3793.
- II. **Case Number:** If Applicant is applying for any combination of broker and/or aggregator, the application must be filed with an "AGG" purpose code. If the application includes marketer, then the purpose code must be "CRS".
- III. **Renewal applications:** A certificate is valid for two years from the date of issuance. An application for renewal should be filed in the Applicant's existing case number 30-90 days prior to the expiration date printed on the certificate.
- IV. **Confidentiality:** An applicant may file financial statement, forecasted financial statements, financial arrangements, credit ratings, and credit reports under seal. Confidentiality for other items must be requested in a motion filed in the docket. Motions for protective orders must be filed in accordance with Ohio Administrative Code 4901:1-24, 4901:1-27, and 4901:1-24.
- V. **Commission approval process:** The Commission approval process begins when the Commission's Docketing Division receives and time/date stamps the application. An incomplete application may be suspended or rejected. An application that has been suspended an incomplete may cause delay in certification. The Commission may approve, suspend, or deny an application within 30 days. If no action is taken, the application is deemed automatically approved on the 31<sup>st</sup> day after the official filing date. Upon approval, the Commission will issue a numbered certificate that specifies the service(s) for which the applicant is certified and the dates for which the certificate is valid.
- VI. **Material change:** Providers are required to notify the Commission of any changes to the information provided in its most recent application within thirty days of the change.
- VII. **Governing law:** The certification and renewal of competitive providers is governed by Chapters 4901:1-21, 4901:1-24, 4901:1-27, 4901:1-28, and 4901:1-29 of the Ohio Administrative Code, and Sections 4928.08 and 4929.20 of the Ohio Revised Code.
- VIII. **Questions:** Questions regarding the application should be directed to [CRES@puco.ohio.gov](mailto:CRES@puco.ohio.gov) or [CRNGS@puco.ohio.gov](mailto:CRNGS@puco.ohio.gov).

**This page is for informational purposes and should not be filed with the application.**



Public Utilities  
Commission

Competitive Retail Natural Gas Service  
(CRNGS) Provider Application

Case Number: 14 -0838 -GA-AGG

Please complete all information. Identify all attachments with a label and title (example: Exhibit C-2 Financial Statements). For paper filing, you can mail the original and two complete copies to the Public Utilities Commission of Ohio, Docketing Division, 180 East Broad Street, Columbus, Ohio 43215-3793.

**A. Application Information**

**A-1. Provider Type.**

Select the competitive retail natural gas service (CRNGS) provider type(s) for which the applicant is seeking certification. Please note you can select more than one.

Retail Natural Gas Aggregator

☐

Retail Natural Gas Broker

☒

Retail Natural Gas Marketer

☐

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

Provide the name and contact information of the business entity.

Legal Name: LakePoint Energy LLC  
Street Address: 2640 Covington Place  
City: Avon State: OH Zip: 44011  
Telephone: 216-695-4000 Website: www.LakePointEnergy.com

**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: LakePoint Energy LLC  
Street Address: 2640 Covington Place  
City: Avon State: OH Zip: 44011  
Telephone: 216-695-4000 Email: steve.egger@lpenergy.com

**A-4. Names under which the applicant does business in North America.**

Provide all business names the applicant uses in North America. You do not need to include the names provided in A-2 and A-3.

Name(s): \_\_\_\_\_  
\_\_\_\_\_



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

Name: Steve Egger Title: President  
Street Address: 2640 Covington Place  
City: Avon State: OH Zip: 44011  
Telephone: 216-695-4000 Email: 44011

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

Name: Steve Egger Title: President  
Street Address: 640 Covington Place  
City: Avon State: OH Zip: 44011  
Telephone: 216-695-4000 Email: steve.egger@lpenergy.com

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

Street Address: 2640 Covington Place  
City: Avon State: OH Zip: 44011  
Toll-free Telephone: 216-695-4000 Email: steve.egger@lpenergy.com

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

FEIN: 27-2828324

**A-9. Applicant's form of ownership (select one).**

Sole Proprietorship <input type="checkbox"/>	Limited Liability Partnership (LLP) <input type="checkbox"/>	Corporation <input type="checkbox"/>	Partnership <input type="checkbox"/>
Limited Liability Company (LLC) <input checked="" type="checkbox"/>	Other: _____		

**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:**

CenterPoint Energy Ohio <input checked="" type="checkbox"/>	Columbis Gas of Ohio <input checked="" type="checkbox"/>	Dominion Energy Ohio <input checked="" type="checkbox"/>	Duke Energy Ohio <input checked="" type="checkbox"/>
--	---	---	---

**Class of customer selection:**

Industrial



Residential



Small Commercial



Large Commercial



**A-11. Start Date.**

Indicate the approximate start date the applicant began/will begin offering services.

Date: 2008

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

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

**A-13. Company history.**

Provide an attachment with a concise description of the applicant's company history and principal business interests.

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

Provide evidence that the applicant is currently registered with the Ohio Secretary of State.

**A-15. Proof of Ohio office and employee.**

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.

Name: Steve Egger Title: President  
Street Address: 2640 Covington Place  
City: Avon State: OH Zip: 44011  
Telephone: 216-695-4000 Email: steve.egger@lpenergy.com

**B. Managerial Capability**

Provide a response or attachment for each of the sections below.

**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.

**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.

**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.

**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? If yes, attach a document detailing the information.

Yes

☐

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? If yes, attach a document detailing the information.

Yes

☐

No

☒

## C. Financial Capability

Provide a response or attachment for each of the sections below.

**C-1. Financial reporting.**

Provide a current link to the most recent Form 10-K filed with the Securities and Exchange Commission (SEC) or attach a copy of 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.

**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.

### **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.

### **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".

### **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.

### **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? If yes, attach a document detailing the information.

Applicant

Parent company of the applicant

Affiliate company that guarantees the financial obligations of the applicant

Any owner or officer of the applicant

Yes

☐

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? If yes, attach a document detailing the information.

Yes

☐

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.

**C-9. Financial arrangements.**

This section is only applicable if power marketer or retail electric generation provider has been selected in A-1.

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

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

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

1. The applicant itself states that it is investment grade rated by Moody's Investors Service, Standard & Poor's Financial Services, or Fitch Ratings and provides evidence of rating from the rating agencies. If you provided a credit rating in C-4, reference the credit rating in the statement.

2. The applicant's parent company is investment grade rated (by Moody's, Standard & Poor's, or Fitch) and guarantees the financial obligations of the applicant to the LDU(s). Provide a copy of the most recent credit opinion from Moody's, Standard & Poor's or Fitch.
3. The applicant's parent company is not investment grade rated by Moody's, Standard & Poor's or Fitch but has substantial financial wherewithal in the opinion of the Staff reviewer to guarantee the financial obligations of the applicant to the LDU(s). The parent company's financials and a copy of the parental guarantee must be included in the application if the applicant is relying on this option.
4. The applicant can provide evidence of posting a letter of credit with the LDU(s) listed as the beneficiary, in an amount sufficient to satisfy the collateral requirements of the LDU(s).

## D. Technical Capability

Provide an attachment for each of the sections below.

### 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.

Gas Marketers: Describe the operational nature of the applicant's business, specifying whether operations will include the contracting of natural gas purchases for retail sales, the nomination and scheduling of retail natural gas for delivery, and/or the provision of retail ancillary services, as well as other services used to supply natural gas to the natural gas company city gate for retail customers.

### D-2. Operations expertise and key technical personnel.

Provide evidence of the applicant's experience and technical expertise in performing the operations described in this application. Include the names, titles, e-mail addresses, telephone numbers and background of key personnel involved in the operational aspects of the applicant's business. If vendors or third parties are or will be utilized for any activities listed in this application, provide the name and contact information for each and list which activities they will perform. Also indicate which activities will be performed directly by the company. Please note that this information is required to be updated within 30 days of any changes.

**As authorized representative for the above company/organization, I certify that all the information contained in this application is true, accurate and complete. I also understand that failure to report completely and accurately may result in penalties or other legal actions.**

Signature

President

Title

Date



## Competitive Retail Natural Gas Service Affidavit

County of Lorain :

State of Ohio :

Steve Egger, 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.

Steve E. Egger PRESIDENT  
Signature of Affiant & Title

Sworn and subscribed before me this 4 day of May, 2022  
Month Year

Haley Sopko  
Signature of official administering oath

Steve Egger, President

Print Name and Title



My commission expires on June 25, 2025

A-12

**"Principal Officers, Directors & Partners"**

Steve J Egger

President

2556 Covington Place, Avon, OH 44011

(216) 695-4000



**"Company History"**

LakePoint Energy, LLC is 100% owned by Steven Egger and was organized in January 2010. The company has been licensed in Ohio since June 2014, and has been providing both electricity and natural gas services. LakePoint Energy is also licensed in IL, MA, MD, NJ, OR & PA.

A-14

**"Articles of Incorporation and Bylaws"**

LakePoint Energy, LLC does not have an operating agreement, and the Articles of Organization are attached



B-1

**"Jurisdictions of Operations"**

**Massachusetts**

**Maryland**

**Ohio**

**Pennsylvania**

**"Experience & Plans"**

Steven Egger has 17 years of direct sales and management and will sell and manage the operations of the company. LakePoint Energy, LLC will act as a natural gas broker for its clients by reviewing and analyzing all offers by energy suppliers prior to the consideration by the client. All energy supplier contracts or agreements will be presented to the client by LakePoint Energy, LLC and upon acceptance, signed directly by the client. The supplier the customer signs a contract with will provide all contracted services, billing statements (if applicable), and respond to customer inquiries and complaints as it relates to their services. LakePoint Energy, LLC maintains a toll-free number for its customers to call if there are any complaints. We will directly respond, over the phone or in person, to customer inquiries and complaints as they relates to the broker services we provide.



B-2

**"Summary of Experience"**

Steven Egger has experience in selling in natural gas markets, specifically in Ohio, Michigan and Pennsylvania. While working with Glacial Energy, he contracted 100 commercial customers with a combined load of over 25 million KWHs.

B-3

**"Disclosure of Liabilities and Investigations"**

N/A



---

**“Annual Reports”**

N/A

**"SEC Filings"**

N/A

**"Financial Arrangements**

**LakePoint Energy LLC acts as a broker and does not have financial arrangements**



C-6

**"Bankruptcy Information"**

N/A

C-7

**"Merger Information"**

There are none.

C-8

**"Corporate Structure"**

Steve Egger, President

[steve.egger@lpenergy.com](mailto:steve.egger@lpenergy.com)

216-695-4000

**LakePoint Energy, LLC is a Limited Liability Company headquartered in Avon, OH. There is one owner, listed above, LakePoint Energy, LLC does not have any subsidiary companies.**



D-1

**"Operations"**

Energy procurement and demand solutions. Service residential, commercial, industrial and governmental customers.

D-2

**"Key Technical Personnel"**

Steven J Egger

President

Steve.egger@lpenergy.com

(216) 695-4000

See Exhibit B-2 for additional information

A-14



DATE	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
06/11/2010	201016200042	ARTICLES OF ORGNZTN/DOM. PROFIT LIM.LIAB. CO. (LCP)	125.00	100.00		.00	.00

**Receipt**

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

FRANCESCHINI LAW FIRM LLC.  
ATTN: TONY FRANCESCHINI  
9118 TYLER BLVD.  
MENTOR, OH 44060

# STATE OF OHIO CERTIFICATE

**Ohio Secretary of State, Jennifer Brunner**

1942511

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

**LAKE POINT ENERGY, LLC**

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

Document(s):

**ARTICLES OF ORGNZTN/DOM. PROFIT LIM.LIAB. CO.**

Document No(s):

**201016200042**

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 9th day of June, A.D.  
2010.

Ohio Secretary of State



**Form 533A Prescribed by the:  
Ohio Secretary of State**

Central Ohio: (614) 466-3910  
Toll Free: (877) SOS-FILE (767-3453)

[www.sos.state.oh.us](http://www.sos.state.oh.us)  
[Bussserv@sos.state.oh.us](mailto:Bussserv@sos.state.oh.us)

**Expedite this form: (select one)**

Mail form to **one** of the following:

☐ Expedite PO Box 1390  
Columbus, OH 43216

\*\*\* Requires an additional fee of \$100 \*\*\*

☒ Non Expedite PO Box 670  
Columbus, OH 43216

**ARTICLES OF ORGANIZATION FOR A DOMESTIC  
LIMITED LIABILITY COMPANY**

**Filing Fee: \$125.00**

**(CHECK ONLY ONE (1) BOX)**

(1) ☒ Articles of Organization for Domestic  
For-Profit Limited Liability Company  
(115-LCA)  
ORC 1705

(2) ☐ Articles of Organization for Domestic  
Nonprofit Limited Liability Company  
(115-LCA)  
ORC 1705

RECEIVED  
2010 JUN -9 PM 12:48  
CLEVELAND REGIONAL OFF.

Name of limited liability company

Lake Point Energy, LLC

Name must include one of the following words or abbreviations: "limited liability company," "limited," "LLC," "L.L.C.," "ltd.," "or" "ltd"

Effective Date

(Optional)

mm/dd/yyyy

(The legal existence of the limited liability company begins upon the filing  
of the articles or on a later date specified that is not more than ninety days  
after filing)

This limited liability company shall exist for

(Optional)

Period of Existence

Purpose

(Optional)

☐ Check here if additional provisions are attached



**ORIGINAL APPOINTMENT OF AGENT**

The undersigned authorized member(s), manager(s) or representative(s) of

Lake Point Energy, LLC

Name of Limited Liability Company

hereby appoint the following to be Statutory Agent upon whom any process, notice or demand required or permitted by statute to be served upon the limited liability company may be served. The name and address of the agent is

Antonio Franceschini

Name of Agent

9118 Tyler Blvd.

Mailing Address

Mentor

City

Ohio

State

44060

Zip Code

☐ If the agent is an individual and using a P.O. Box, check this box to certify the agent is an Ohio resident.

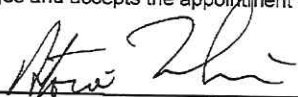
**ACCEPTANCE OF APPOINTMENT**

The undersigned, named herein as the statutory agent for

Lake Point Energy, LLC

Name of Limited Liability Company

hereby acknowledges and accepts the appointment of agent for said limited liability company

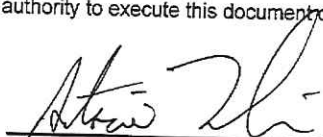


Agent's Signature

By signing and submitting this form to the Ohio Secretary of State, the undersigned hereby certifies that he or she has the requisite authority to execute this document on behalf of the limited liability company identified above.

**REQUIRED**

Articles and original appointment of agent must be authenticated (**signed**) by a member, manager or other representative.

  
Signature6/7/10  
Date

Antonio Franceschini

Print Name

\_\_\_\_\_  
Signature\_\_\_\_\_  
Date\_\_\_\_\_  
Print Name\_\_\_\_\_  
Signature\_\_\_\_\_  
Date\_\_\_\_\_  
Print Name

(See Instructions Below)

# STEVEN J. EGGER

2556 Covington Place, Avon OH 44011

Cell: (216) 695-4000

Email: steve.egger@lpenergy.com

## EXECUTIVE SUMMARY

A highly self-motivated sales & management professional with 10 years experience in outside sales, 4 years of experience in management and 3 years experience as Director of Operations. Consistently produced results in the top 5% of companies. Possess a relentless work ethic and desire to exceed at both personal goals and company objectives.

## LEADERSHIP, MANAGERIAL & SALES EXPERIENCE

### *LakePoint Energy, LLC*

Lake Point Energy specializes in helping commercial companies reduce their electrical and natural gas costs. As an independent broker and consultant firm we are committed to providing companies with unsurpassed quality and competitively priced electricity through our experience, capabilities, and expert personnel. LakePoint Energy has access to energy resources, information and market intelligence that result in lower energy costs.

#### **President/Owner – (OH/PA/MI)**

**2010 - Present**

Responsible for the sale and marketing of electricity and natural gas to small, medium and large businesses. Hire, train, supervise and support independent contractors to enable them to acquire new customers. Ensure that the company is providing expert advice, up to date information and excellent customer service to our existing client base.

- Acquired 32 million yearly kwh's a month throughout Ohio, PA and MI. (2012)
- Reached 100 customer accounts in an 11 month period. (2011)
- Reached 250 customer accounts (2010 – Present)
- Manage 200 million kWh's and 250,000 mcf's

### *Cornerstone Managed Properties, Inc.*

**11/2006 – 8/2011**

#### **Executive Sales Director – (Midwest)**

Responsible for providing direction and leadership to maximize productivity of the sales force, and to ensure the achievement of sales objectives. Build and develop the talents of Regional Sales Managers, Managers and Sales Agents. Enhance efficiency and profitability through innovative sales and marketing strategies.

- Grew company from 1 to 8 multi-family apartment communities consisting of **2,000** units. (2007 to Present)
- Increased occupancy from **74% to 90%** on a property of 480 units. (Hunters West Apartments – Flint, MI) (2010)
- Increased occupancy from **40% to 95%** on a property of 278 units. (Columbus Portfolio – Columbus, OH) (2009)
- Increased occupancy from **82% to 96%** on a property of 212 units. (Chesapeake Point – Akron, OH) (2009)
- Increased occupancy from **78% to 100%** on a property of 220 units. (Park Place Apartments – South Park, PA) (2008)
- Increased occupancy from **74% to 96%** on a property of 460 units. (Coliseum Park – Fort Wayne, IN) (2008)
- Increased occupancy from **20% to 100%** on a property of 148 units. (Chamberlain I & II – Dayton, OH) (2007)

### *Niederst Management Properties, Inc.*

**9/2005 – 11/2006**

#### **Regional Manager – Sales Department (Northern, OH)**

Responsible for the day-to-day operations, profitability and efficiency of 575 units in Northern, OH. Prepare, present and monitor the annual operating budget. Monitor capital improvement programs. Maintain a minimum of 92% occupancy.

Hire, train and supervise all on-site staff. Ensure that staff is properly trained and supported to enable them to effectively and efficiently perform the duties that are expected of them. Ensure that on-site staff is providing excellent customer service to residents and prospective residents.

- Increased occupancy from **74% to 95%** on a portfolio of **1,385** units. (Condor Gardens Apts, Evergreen Village, Lakeshore Colonial Apts, Sunset Townhomes & Highland House Apts, Parma Woods, Valley York, Weeping Cherry). (2006)
- Decreased expenses **15%** on a portfolio of **1,385** units. (Advertising, marketing, utilities and payroll). (2006)
- Increased occupancy from **68% to 98%** in a 5 month period at Condor Garden Apartments (180 unit complex).
- Increased occupancy from **74% to 95%** in a 5 month period at Evergreen Village Apartments (132 unit complex).

### *Opex Corporation*

**8/2004 – 9/2005**

#### **Sales Engineer – (Cleveland, OH)**

Responsible for the sales and service of automated mailroom products and software integration to a variety of businesses such as banks, mortgage companies, retail/wholesale lockboxes, credit agencies, presort bureaus, utility companies and credit unions. Manage assigned territory; Michigan, Northern Ohio, Western Pennsylvania, Northern Indiana and Western New York. Attain a minimum of yearly quota of \$1.7 million in sales.



- Opex Corporation Sales Engineer Of The Month (March, 2005)
- **Opex Corporation Sales and Service Trip Abroad** achieving 100% of quota (Q4' 04)
- Opex Corporation Certificate of Excellence awarded in Sales Engineer Boot Camp (Q4' 04)

### ***Celestial Communications, Inc.***

5/2002 – 8/2004

#### **Operations Manager – Sales Department (Sheffield Village, OH)**

Responsible for entire commercial operation of the company (Finance, Sales, Marketing, and Operations). Determine product & service pricing structure & profit markups. Determine personnel salaries, pay rates, bonus programs & amounts. Ensure good public relations with wireless vendors and mall management.

- Successful Venture - Sold 3 locations leases and assets. (2004)
- Grew company monthly B2B activations 108% from 24 to 50 per month. (2004)
- Grew company locations from 1 to 3. (2003)

### ***MCI WorldCom***

2/2001 – 5/2002

#### **Business Sales Manager - (Independence, OH)**

Managed the sales activities of 12 outside Wireless Account Executives (WAE's) and two or more Assistant Sales Managers. Provided leadership and planed sales activities for existing WAE's and trained newly hired WAE's. Motivate and direct sales strategy within assigned sales territory to meet sales goals.

- Achieved 193% increase in gross monthly activations from 92 to 270 a month. (2003)
- Achieved 171% increase in gross monthly activations from 34 to 92 a month. (2002)
- (Q1'02) Ranked #3 of 20 managers in the Great Lakes Region (OH, Chicago, PA, MN, MI, MO).
- Leader's Club award recipient achieving 200% of quota (Q2'01)

### ***GTE Wireless/Alltel***

5/1997 – 2/2001

#### **Outside Business Sales Representative - (Cleveland, OH)**

Responsible for the sales service and support of wireless and data applications to corporate businesses. Manage assigned territory. Demonstrate a high level of commitment and customer service to GTE Wireless customers. Attain a minimum 100% of monthly sales quota (48 phones voice and data).

- **2000 GTE Winner's Circle Trip Abroad** recipient ranking in top 5% of 1,500 reps achieving 300% ytd quota.
- 2000 GTE Midwest sales leader achieving 401% of quota (Q1 '00).
- 2000 GTE Balanced Performance top performer scoring 132 of 150 possible points. Scoring based on Net Voice, Net Data, Feature Sales, Upgrades, Compliance and Self-Development.
- **1999 GTE Winner's Circle Trip Abroad** recipient ranking #4 in U.S. of 1,500 reps achieving 189% ytd of quota.
- Ohio Black Belt Program participant, chosen as 1 of 3 out of 20 BAE's for future management positions.
- 1999 GTE Data Presentation Winner out of 20 Business Account Executives and 3 Sales Managers.
- **1998 GTE Winner's Circle Trip Abroad** recipient ranking #3 in the U.S. of 1,500 reps achieving 238% ytd quota.
- **1997 GTE Winner's Circle Trip Abroad** recipient ranking #5 in U.S. of 1,500 reps achieving 231% ytd of quota.
- 1997 GTE Midwest Area Platinum Winner achieving over 225% of ytd quota.

## **EDUCATION & TRAINING**

### **Bowling Green State University - (Bowling Green, OH)**

8/1995

Bachelor of Arts in Communication

- Member of Dean's List 1994
- Interfraternal Council – Outstanding Sports Chair 1994-1995

### **Management Training**

- The Keys To Management Greatness (Toni Blake)
- Executive Brainstorming Sessions (Multifamily Pro Las Vegas, Nevada)
- Apartment All Stars Seminar (Toni Blake, Bill Nye, Mindy Williams, Kate Good in Cleveland, OH)
- Certified Manager of Apartments (CMA Certificate) (Ralph McGreevy President NOAA)
- PEM Positive Employee Management (Hank Larkins Human Resources MCI)
- Interviewing and Selection (John Garza Management/Professional Development Courses MCI)
- Fraud Training (Kathy Chapman Great Lakes Regional Trainer MCI)
- Management Training (Hank Larkins Human Resources MCI)

### **Sales Training**

- Direct Energy Choice Program (Richard Suchant Direct Energy)



- Glacial Agent Training (Tony O'Brien Glacial Energy)
- Culture (Al Stevens Founder Opex Corporation)
- Natural Selling Concepts (Carl B. Bromer President Stellar Sales Training Inc.)
- Making "It" Happen (Jeff Bowen President Opex Corp.)
- Nextel Public Sector & Corporate Accounts (Zachary Shields Gov. Account Mgr)
- Verizon Wireless Authorized Agent Training (Debbie Gallard)
- Selling Wireless (Heather Meyer Great Lakes Sales Trainer MCI)
- Business Sales Data (Mike Dybas Data Engineer GTE)
- It's Just Good Business (Heidi Friedberg Human Resources GTE)

### **Computer Skills**

Proficient with IBM Windows based systems and Microsoft Word, Excel, Powerpoint and Outlook. Yardi and RealPage integrated solution software for commercial real estate.

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

**5/24/2022 11:32:05 AM**

**in**

**Case No(s). 14-0838-GA-AGG**

Summary: Application Application Natural Gas Broker Renewal Application for  
Certificate 14-358G - PUBLIC electronically filed by Mr. Greg Scheffler on behalf of  
LakePoint Energy, LLC