



DIS Case Number: 18-1349-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:** Ecom-Energy of California, Inc    **Country:** United States  
**Phone:** 7146938515    **Extension (if applicable):**    **Street:** 5322 Vista Montana  
**Website (if any):** www.ecom-energy.com    **City:** Yorba Linda    **Province/State:** CA  
**Postal Code:** 92886

### 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
Ecom-Energy Inc	DBA	5322 Vista Montana Yorba Linda, CA 92886	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
Ecom-Energy Inc	DBA	5322 Vista Montana Yorba Linda, CA 92886	Yes	File

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



## Public Utilities Commission

Carlos Lopez  
5322 Vista Montana  
Yorba Linda, CA 92886  
US  
clopez2@ecom-energy.com  
7144854122

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

Carlos Lopez  
5322 Vista Montana  
Yorba Linda, CA 92886  
US  
clopez2@ecom-energy.com  
7144854122

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

<b>Phone:</b> 7144854122	<b>Extension (if applicable):</b>	<b>Country:</b> United States
<b>Fax:</b> 7146938815	<b>Extension (if applicable):</b>	<b>Street:</b> 5322 Vista Montana
<b>Email:</b> clopez2@ecom-energy.com		<b>City:</b> Yorba Linda
		<b>Province/State:</b> CA
		<b>Postal Code:</b> 92886

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

26-0440062

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

**Form of ownership:** Corporation

### A-10. Identify current or proposed service areas

Identify each service area in which the applicant is currently providing service or intends to provide service and identify each customer class that the applicant is currently serving or intends to serve.

#### Service area selection

Duke Energy Ohio  
FirstEnergy - Cleveland Electric Illuminating

FirstEnergy - Ohio Edison  
FirstEnergy - Toledo Edison  
AES Ohio  
American Electric Power (AEP)

**Class of customer selection**

Commercial  
Industrial

**A-11. Start date**

Indicate the approximate start date the applicant began/will begin offering services: 08-01-2017

**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
Carlos Lopez	clopez2@ecom-energy.com	Assoc Principal	5322 Vista Montana Yorba Linda, CA 92886 US

**A-13. Company history**

Ecom-Energy, Inc. was started in 2000 and is a completely objective energy consulting firm, specializing in energy procurement, management, sustainability, and energy strategy for healthcare customers.

**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: Ecom-Energy, Inc. is certified, licensed, registered, or otherwise authorized to provide broker or aggregator electric services, in the following jurisdictions: California, Texas, Michigan, Rhode Island, New Jersey, Missouri.

### **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: Ecom-Energy, Inc. has decades of experience in energy procurement for commercial customers. Specifically, we navigated many customers out of the Enron debacle in California in the early 2000's. Since then, we have been providing objective consulting on procurement. We have also served as subject matter experts for PWC (Pricewaterhouse Coopers) in energy procurement services. We have worked in most deregulated states and territories in the country either as direct customer to company relationship or as subject matter experts behind PWC.

Ecom-Energy, Inc. contracts with customers using a commission-based, per unit fee; flat rate, annual fixed fee; or annual membership that may be appropriate given the scope of services. Fees are transparently presented in an 'open book' format that allows customers to choose their preferred fee structure.

Billing statements are provided annually with accompanying invoices. Customers that prefer commission-based, per unit fees receive bills directly from the supplier.

Complaints and inquiries are handled at the executive level and are addressed immediately via an open line of communication. Customers are given direct access to suppliers to address any supply-specific complaints or inquiries.

In its history, no customer has ever filed a complaint with Ecom-Energy of California, Inc.

### **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: Ecom-Energy of California, Inc. does not have or has ever had any existing, pending or past rulings, judgments, contingent liabilities, revocations of authority, regulatory investigations, or any other matters that could adversely impact Ecom-Energy of California, Inc.'s financial or operational status or ability to provide the services it is seeking to be certified to provide.

### **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



## Public Utilities Commission

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: Ecom-Energy, Inc. is an objective consulting firm and specializes in energy procurement. As a power broker, Ecom-Energy would walk customers through a detailed RFP process with many subtasks which is managed in house. After the customer elects a third party supplier then Ecom-Energy continuously monitors the market and invoicing and usage of customer to make sure everything is carried out as planned.

### **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: Ecom-Energy of California, Inc. was founded in 1997 by internationally-recognized energy experts including Dilip Lamaye, to serve as an unbiased, independent resource for energy management solutions in the healthcare industry. Founded by the ECRI Institute, Ecom-Energy of California, Inc.'s team of experts provide unbiased advice on energy procurement, consumption, supply, and planning – so customers can make wiser, more cost-effective energy decisions.

Unlike traditional energy consultants, Ecom-Energy of California, Inc. is not affiliated with an energy supplier or marketer and does not sell equipment of any kind. The nature of its advice is truly unbiased and its perspective is entirely independent.

### Key Personnel:

Carlos Lopez II, Associate Principal, AEE Certifications: CSDP, CEP, BEP, REP - clopez2@ecom-energy.com, 714-485-4122

Ryan De La Cruz, Director of Business Development, AEE Certifications: REP, CEP CMVP - rdelacruz@ecom-energy.com; 714-882-5087

Carlos Lopez Sr. - Principal, part of the original founding team. clopez@ecom-energy.com; 714-296-5400

Wesley Haugen - Senior Manager of Projects & Procurement, finance experts with history in appraisal and commercial real estate, whaugen@ecom-energy.com



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 ECOM-ENERGY OF CALIFORNIA, INC., a California corporation, having qualified to do business within the State of Ohio on March 15, 2016 under License No. 3879921 is currently in GOOD STANDING upon the records of this office.*



*Witness my hand and the seal of the  
Secretary of State at Columbus, Ohio  
this 8th day of August, A.D. 2022.*

A handwritten signature in blue ink, appearing to read "Frank LaRose", written in a cursive style.

**Ohio Secretary of State**

**Validation Number: 202222002262**

# ECOM-ENERGY, Inc.

## Balance Sheet As of December 31, 2021

	TOTAL
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
1000 ECOM Corp Checking 1155	-29,051.74
1005 BofA CD 2017	10,023.72
1006 B of A CD (Exp Apr. 2017)	0.00
1007 Emergency Fund 0084	25,399.95
1008 LO 9431 PROFIT	284.29
1009 LO 9590 PREPAY	515.93
1010 LO 9589 TAXES	154.01
1011 PPP (LO - 6147)	2.73
<b>Total Bank Accounts</b>	<b>\$7,328.89</b>
Other Current Assets	
1300 Uncategorized Asset	0.00
1350 Loan to Shareholders	2,856.49
1499 Undeposited Funds	0.00
Payroll Corrections	0.00
<b>Total Other Current Assets</b>	<b>\$2,856.49</b>
<b>Total Current Assets</b>	<b>\$10,185.38</b>
Fixed Assets	
1500 Office Equipment & Furniture	21,296.86
1510 Vehicles	188,080.42
1520 Computer Equipment	6,664.03
1525 Accumulated Depreciation	-185,389.67
<b>Total Fixed Assets</b>	<b>\$30,651.64</b>
Other Assets	
1275 Suspense	0.00
1530 Organizational Costs	2,302.00
1540 Accumulated Amortization	-2,302.00
<b>Total Other Assets</b>	<b>\$0.00</b>
<b>TOTAL ASSETS</b>	<b>\$40,837.02</b>

# ECOM-ENERGY, Inc.

## Balance Sheet As of December 31, 2021

	TOTAL
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
Current Liabilities	
Credit Cards	
2105 Citi VISA	381.79
<b>Total Credit Cards</b>	<b>\$381.79</b>
Other Current Liabilities	
2100 Payroll Liabilities	0.00
2112 CA SUI / ETT	0.00
2114 Federal Unemployment (940)	294.00
2116 Federal Taxes (941/944)	0.00
2118 CA PIT / SDI	-4,511.38
Health Insurance (company paid)	0.00
Kaiser	2,400.00
S-Corp Health Insurance	0.00
Simple IRA	5,538.06
<b>Total 2100 Payroll Liabilities</b>	<b>3,720.68</b>
2110 Direct Deposit Liabilities	0.00
2120 SEP IRA Contribution Payable	0.00
2125 Bank Of America Line of Credit	1,500.00
2130 Profit Sharing Payable	0.00
2235 Direct Deposit Payable	0.00
2400 Loan from Shareholder	0.00
2455 N/P Ally Bank-Denali	0.00
2500 Pension Plan Payable	0.00
Carbon Credit Liability	0.00
<b>Total Other Current Liabilities</b>	<b>\$5,220.68</b>
<b>Total Current Liabilities</b>	<b>\$5,602.47</b>
Long-Term Liabilities	
PPP Loan	86,219.25
<b>Total Long-Term Liabilities</b>	<b>\$86,219.25</b>
<b>Total Liabilities</b>	<b>\$91,821.72</b>
Equity	
3000 Opening Bal Equity	0.00
3200 Member Distributions	0.00
3125 Carlos Sr.	-77,051.32
3150 Carlos II	-22,509.84
<b>Total 3200 Member Distributions</b>	<b>-99,561.16</b>
3900 Retained Earnings	133,517.01

# ECOM-ENERGY, Inc.

## Balance Sheet

As of December 31, 2021

	TOTAL
Net Income	-84,940.55
<b>Total Equity</b>	<b>\$ -50,984.70</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$40,837.02</b>

# ECOM-ENERGY, Inc.

## Profit and Loss

January - December 2020

	TOTAL
Income	
4105 Service Income	4,205.19
4107 EnerVisor Benchmarking Software	83,262.10
4108 EVP Annual Membership	179,709.97
4109 Electricity Procurement	134,649.25
4110 Gas Procurement	168,589.76
4111 Owner's Rep	72,000.00
Outsourced Energy Management	69,800.00
<b>Total 4105 Service Income</b>	<b>712,216.27</b>
4325 Unapplied Cash Payment Income	0.00
<b>Total Income</b>	<b>\$712,216.27</b>
Cost of Goods Sold	
5000 Cost of Goods Sold	0.00
5100 Outside Consultants/ Owner's Rep	300.00
5400 Benchmarking Services	26,091.80
5500 Procurement	11,621.50
Premier Membership Fees	1,317.17
<b>Total 5000 Cost of Goods Sold</b>	<b>39,330.47</b>
<b>Total Cost of Goods Sold</b>	<b>\$39,330.47</b>
<b>GROSS PROFIT</b>	<b>\$672,885.80</b>
Expenses	
6100 Advertising Expense	3,417.65
Creation & Media	1,454.23
<b>Total 6100 Advertising Expense</b>	<b>4,871.88</b>
6102 Marketing	7,574.63
Lead Generation	1,617.11
Promotional Products	337.71
<b>Total 6102 Marketing</b>	<b>9,529.45</b>
6115 Bank Service Charges	185.00
6120 Business License & Fees	357.95
6130 Car/Truck Expense	0.00
6132 Gas	5,043.70
6134 Auto Repairs & Maintenance	3,909.02
6136 Registration & License	2,000.13
6139 Tolls & Parking	415.64
<b>Total 6130 Car/Truck Expense</b>	<b>11,368.49</b>
6145 Contributions	1,890.10
6150 Depreciation Expense	7,603.00
6155 Dues and Subscriptions	1,870.98

# ECOM-ENERGY, Inc.

## Profit and Loss

January - December 2020

	TOTAL
6180 Insurance	0.00
6182 Life Insurance	1,211.56
6183 Identity Theft Insurance	1,651.20
6184 Auto Insurance	5,905.06
6186 Professional Liability Ins	2,563.97
6188 General Liability Insurance	1,919.00
6192 Medical Insurance	15,259.37
<b>Total 6180 Insurance</b>	<b>28,510.16</b>
6238 Marketing - Meals	919.89
6250 Office Equipment	1,918.90
6255 Postage and Delivery	102.19
6270 Professional Development	165.25
Trade Member Dues	1,968.95
Training	649.37
<b>Total 6270 Professional Development</b>	<b>2,783.57</b>
6275 Professional Fees	0.00
6276 Legal Fees	2,500.00
6277 Accounting Fees	8,979.00
6278 Payroll Service Fees	1,594.92
<b>Total 6275 Professional Fees</b>	<b>13,073.92</b>
6279 Software Fees	2,277.33
6280 Uniforms	53.88
6305 Web Hosting/Internet fees	3,214.33
6310 Office Supplies	14,469.12
Ink/Paper/Supplies	589.99
<b>Total 6310 Office Supplies</b>	<b>15,059.11</b>
6320 Telephone and Fax	0.00
6325 Cellular Phone	6,480.00
Phone System	2,436.79
<b>Total 6320 Telephone and Fax</b>	<b>8,916.79</b>
6330 Travel & Entertainment	25.00
6332 Entertainment	122.83
6334 Meals	35.34
6336 Travel	1,068.64
Lodging	2,406.58
<b>Total 6330 Travel &amp; Entertainment</b>	<b>3,658.39</b>
6339 Staff Meals - 100%	12,604.27
6354 Taxes	0.00
6356 State Taxes	1,001.00
<b>Total 6354 Taxes</b>	<b>1,001.00</b>



# ECOM-ENERGY, Inc.

## Profit and Loss

January - December 2020

	TOTAL
6540 Merchant Service Fees	851.11
6550 Medical Expenses	3,471.13
6560 Payroll Expenses	0.00
6510 Wages	431,883.48
Company Contributions	0.00
Health Insurance	756.32
<b>Total Company Contributions</b>	<b>756.32</b>
Taxes	31,035.70
<b>Total 6560 Payroll Expenses</b>	<b>463,675.50</b>
6800 Retirement Plan Expenses	330.00
SEP IRA Pension Contributions	18,213.00
<b>Total Expenses</b>	<b>\$618,311.32</b>
NET OPERATING INCOME	<b>\$54,574.48</b>
Other Income	
7100 Interest Income	1,038.82
<b>Total Other Income</b>	<b>\$1,038.82</b>
Other Expenses	
8100 Interest Expense	94.65
<b>Total Other Expenses</b>	<b>\$94.65</b>
NET OTHER INCOME	<b>\$944.17</b>
NET INCOME	<b>\$55,518.65</b>

# ECOM-ENERGY, Inc.

## Profit and Loss

January - December 2021

	TOTAL
Income	
4105 Service Income	37,150.42
4107 EnerVisor Benchmarking Software	85,348.14
4108 EVP Annual Membership	180,635.36
4109 Electricity Procurement	93,044.47
4110 Gas Procurement	103,422.60
4111 Owner's Rep	83,982.00
Outsourced Energy Management	72,021.50
<b>Total 4105 Service Income</b>	<b>655,604.49</b>
4325 Unapplied Cash Payment Income	0.00
4900 Reimbursed Expenses - Income	-1,486.10
Carbon Credit Income	1,447.67
<b>Total Income</b>	<b>\$655,566.06</b>
Cost of Goods Sold	
5000 Cost of Goods Sold	0.00
5400 Benchmarking Services	13,485.40
5500 Procurement	6,815.69
Premier Membership Fees	2,657.47
<b>Total 5000 Cost of Goods Sold</b>	<b>22,958.56</b>
<b>Total Cost of Goods Sold</b>	<b>\$22,958.56</b>
<b>GROSS PROFIT</b>	<b>\$632,607.50</b>
Expenses	
6100 Advertising Expense	5,367.96
Creation & Media	240.00
<b>Total 6100 Advertising Expense</b>	<b>5,607.96</b>
6102 Marketing	2,946.18
Marketing Materials	21.35
<b>Total 6102 Marketing</b>	<b>2,967.53</b>
6115 Bank Service Charges	1,664.75
6120 Business License & Fees	534.00
6130 Car/Truck Expense	0.00
6132 Gas	7,328.02
6134 Auto Repairs & Maintenance	8,364.26
6136 Registration & License	2,508.61
6139 Tolls & Parking	369.46
<b>Total 6130 Car/Truck Expense</b>	<b>18,570.35</b>
6145 Contributions	3,384.65
6155 Dues and Subscriptions	2,201.79

# ECOM-ENERGY, Inc.

## Profit and Loss

January - December 2021

	TOTAL
6180 Insurance	90.75
6184 Auto Insurance	8,344.81
6186 Professional Liability Ins	2,563.97
6188 General Liability Insurance	1,352.00
6189 Worker's Compensation	2,218.00
6192 Medical Insurance	58,370.28
<b>Total 6180 Insurance</b>	<b>72,939.81</b>
6238 Marketing - Meals	1,666.89
6245 Miscellaneous	4,414.80
6250 Office Equipment	1,129.92
6255 Postage and Delivery	16.44
6270 Professional Development	1,216.69
Trade Member Dues	1,020.00
Training	1,945.10
<b>Total 6270 Professional Development</b>	<b>4,181.79</b>
6275 Professional Fees	0.00
6277 Accounting Fees	9,653.87
6278 Payroll Service Fees	852.00
<b>Total 6275 Professional Fees</b>	<b>10,505.87</b>
6279 Software Fees	3,439.25
6280 Uniforms	62.50
6305 Web Hosting/Internet fees	2,554.05
6310 Office Supplies	9,823.19
6320 Telephone and Fax	0.00
6325 Cellular Phone	6,383.83
Phone System	231.53
<b>Total 6320 Telephone and Fax</b>	<b>6,615.36</b>
6330 Travel & Entertainment	47.37
6332 Entertainment	534.36
6334 Meals	151.61
6336 Travel	3,093.84
Lodging	5,667.69
<b>Total 6330 Travel &amp; Entertainment</b>	<b>9,494.87</b>
6339 Staff Meals - 100%	18,505.16
6354 Taxes	11,558.00
6356 State Taxes	9,570.45
<b>Total 6354 Taxes</b>	<b>21,128.45</b>
6540 Merchant Service Fees	151.24
6550 Medical Expenses	6,037.47

# ECOM-ENERGY, Inc.

## Profit and Loss

January - December 2021

	TOTAL
6560 Payroll Expenses	0.00
6510 Wages	412,716.86
6520 Payroll Taxes	55,459.57
Company Contributions	0.00
Retirement	9,228.72
<b>Total Company Contributions</b>	<b>9,228.72</b>
Taxes	32,540.37
<b>Total 6560 Payroll Expenses</b>	<b>509,945.52</b>
6800 Retirement Plan Expenses	330.00
<b>Total Expenses</b>	<b>\$717,873.61</b>
NET OPERATING INCOME	<b>\$ -85,266.11</b>
Other Income	
7100 Interest Income	423.91
<b>Total Other Income</b>	<b>\$423.91</b>
Other Expenses	
8100 Interest Expense	98.35
<b>Total Other Expenses</b>	<b>\$98.35</b>
NET OTHER INCOME	<b>\$325.56</b>
NET INCOME	<b>\$ -84,940.55</b>

# ECOM-ENERGY, Inc.

## Statement of Cash Flows

January - December 2020

	TOTAL
<b>OPERATING ACTIVITIES</b>	
Net Income	81,068.65
Adjustments to reconcile Net Income to Net Cash provided by operations:	0.00
1200 Accounts Receivable	-25,550.00
Repayment:Employee Tax Loan	0.00
2105 Citi VISA	2,390.54
2112 Payroll Liabilities:CA SUI / ETT	-64.00
2114 Payroll Liabilities:Federal Unemployment (940)	-30.32
2116 Payroll Liabilities:Federal Taxes (941/944)	0.00
2118 Payroll Liabilities:CA PIT / SDI	0.00
2120 SEP IRA Contribution Payable	-18,085.89
2235 Direct Deposit Payable	0.00
Payroll Liabilities:Health Insurance (company paid)	0.00
Payroll Liabilities:Kaiser	0.00
Payroll Liabilities:S-Corp Health Insurance	0.00
<b>Total Adjustments to reconcile Net Income to Net Cash provided by operations:</b>	<b>-41,339.67</b>
<b>Net cash provided by operating activities</b>	<b>\$39,728.98</b>
<b>INVESTING ACTIVITIES</b>	
1500 Office Equipment & Furniture	0.00
1520 Computer Equipment	-2,258.51
1525 Accumulated Depreciation	7,603.00
<b>Net cash provided by investing activities</b>	<b>\$5,344.49</b>
<b>FINANCING ACTIVITIES</b>	
PPP Loan	89,675.00
3000 Opening Bal Equity	0.00
3125 Member Distributions:Carlos Sr.	-1,535.33
3150 Member Distributions:Carlos II	-7,247.44
3900 Retained Earnings	-66,037.05
<b>Net cash provided by financing activities</b>	<b>\$14,855.18</b>
<b>NET CASH INCREASE FOR PERIOD</b>	<b>\$59,928.65</b>
Cash at beginning of period	59,740.57
<b>CASH AT END OF PERIOD</b>	<b>\$119,669.22</b>

# ECOM-ENERGY, Inc.

## Statement of Cash Flows

January - December 2021

	TOTAL
<b>OPERATING ACTIVITIES</b>	
Net Income	-69,068.49
Adjustments to reconcile Net Income to Net Cash provided by operations:	0.00
1200 Accounts Receivable	-15,872.06
Repayment:Employee Tax Loan	0.00
2000 Accounts Payable	1,125.00
2105 Citi VISA	-4,159.69
2112 Payroll Liabilities:CA SUI / ETT	0.00
2114 Payroll Liabilities:Federal Unemployment (940)	30.32
2116 Payroll Liabilities:Federal Taxes (941/944)	0.00
2118 Payroll Liabilities:CA PIT / SDI	-4,511.38
2120 SEP IRA Contribution Payable	-1,125.00
2125 Bank Of America Line of Credit	1,500.00
2235 Direct Deposit Payable	0.00
Carbon Credit Liability	0.00
Payroll Liabilities:Health Insurance (company paid)	0.00
Payroll Liabilities:Kaiser	2,400.00
Payroll Liabilities:Simple IRA	5,538.06
<b>Total Adjustments to reconcile Net Income to Net Cash provided by operations:</b>	<b>-15,074.75</b>
<b>Net cash provided by operating activities</b>	<b>\$ -84,143.24</b>
<b>FINANCING ACTIVITIES</b>	
PPP Loan	-3,455.75
3125 Member Distributions:Carlos Sr.	-16,082.51
3150 Member Distributions:Carlos II	-8,658.83
<b>Net cash provided by financing activities</b>	<b>\$ -28,197.09</b>
<b>NET CASH INCREASE FOR PERIOD</b>	<b>\$ -112,340.33</b>
Cash at beginning of period	119,669.22
<b>CASH AT END OF PERIOD</b>	<b>\$7,328.89</b>

# ECOM-ENERGY, Inc.

## Balance Sheet

As of December 31, 2020

	TOTAL
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
1000 ECOM Corp Checking 1155	5,071.52
1005 BofA CD 2017	10,023.72
1006 B of A CD (Exp Apr. 2017)	0.00
1007 Emergency Fund 0084	85,099.48
1008 LO 9431 PROFIT	745.26
1009 LO 9590 PREPAY	4,712.00
1010 LO 9589 TAXES	14,014.51
1011 PPP (LO - 6147)	2.73
<b>Total Bank Accounts</b>	<b>\$119,669.22</b>
Other Current Assets	
1300 Uncategorized Asset	0.00
1350 Loan to Shareholders	2,856.49
1499 Undeposited Funds	0.00
Payroll Corrections	0.00
<b>Total Other Current Assets</b>	<b>\$2,856.49</b>
<b>Total Current Assets</b>	<b>\$122,525.71</b>
Fixed Assets	
1500 Office Equipment & Furniture	21,296.86
1510 Vehicles	188,080.42
1520 Computer Equipment	6,664.03
1525 Accumulated Depreciation	-185,389.67
<b>Total Fixed Assets</b>	<b>\$30,651.64</b>
Other Assets	
1275 Suspense	0.00
1530 Organizational Costs	2,302.00
1540 Accumulated Amortization	-2,302.00
<b>Total Other Assets</b>	<b>\$0.00</b>
<b>TOTAL ASSETS</b>	<b>\$153,177.35</b>

# ECOM-ENERGY, Inc.

## Balance Sheet As of December 31, 2020

	TOTAL
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
Current Liabilities	
Credit Cards	
2105 Citi VISA	4,541.48
<b>Total Credit Cards</b>	<b>\$4,541.48</b>
Other Current Liabilities	
2100 Payroll Liabilities	0.00
2112 CA SUI / ETT	0.00
2114 Federal Unemployment (940)	263.68
2116 Federal Taxes (941/944)	0.00
2118 CA PIT / SDI	0.00
Health Insurance (company paid)	0.00
Kaiser	0.00
S-Corp Health Insurance	0.00
<b>Total 2100 Payroll Liabilities</b>	<b>263.68</b>
2110 Direct Deposit Liabilities	0.00
2120 SEP IRA Contribution Payable	0.00
2125 Bank Of America Line of Credit	0.00
2130 Profit Sharing Payable	0.00
2235 Direct Deposit Payable	0.00
2400 Loan from Shareholder	0.00
2455 N/P Ally Bank-Denali	0.00
2500 Pension Plan Payable	0.00
<b>Total Other Current Liabilities</b>	<b>\$263.68</b>
<b>Total Current Liabilities</b>	<b>\$4,805.16</b>
Long-Term Liabilities	
PPP Loan	89,675.00
<b>Total Long-Term Liabilities</b>	<b>\$89,675.00</b>
<b>Total Liabilities</b>	<b>\$94,480.16</b>
Equity	
3000 Opening Bal Equity	0.00
3200 Member Distributions	0.00
3125 Carlos Sr.	-60,968.81
3150 Carlos II	-13,851.01
<b>Total 3200 Member Distributions</b>	<b>-74,819.82</b>
3900 Retained Earnings	77,998.36
Net Income	55,518.65
<b>Total Equity</b>	<b>\$58,697.19</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$153,177.35</b>





## OHIO

### Forecasted Income Statements

	<u>2022</u>	<u>2023</u>	<u>2024</u>
<b>Anticipated Revenues</b>			
Procurement	\$0.00	\$0.00	\$0.00
TOTAL	\$0.00	\$0.00	\$0.00
<b>Expenses</b>			
Licensing	\$180.00	\$180.00	\$180.00
Quarterly Updates	\$50.00	\$50.00	\$50.00
Agent Services	\$135.00	\$135.00	\$135.00
TOTAL	\$365.00	\$365.00	\$365.00
<b>Net Income</b>	<b>-\$365.00</b>	<b>-\$365.00</b>	<b>-\$365.00</b>

*This forecasted income statement is for activities based solely on Ohio business activities.*

#### **Preparer Information**

Name	Carlos Lopez
Address	5322 Vista Montana Yorba Linda CA 92886
Email Address	<a href="mailto:clopez2@ecom-energy.com">clopez2@ecom-energy.com</a>
Telephone Number	714-485-4122

## Ecom-Energy Of Ca, Inc

**Address:** 5322 Vista Montana  
Yorba Linda, CA 92886-5715  
United States

**Phone:** 714-693-8515

**Website:** ecom-energy.com

**Experian BIN:** 813192270

**Agent:** Carlos E Lopez II

**Agent Address:** 20746 Juniper Ave  
Yorba Linda, CA

**Also is (or has been) operating as:**  
Ecom-Energy Of California, Inc

**Key Personnel:** Owner: Carlos Lopez  
Secretary: Olivia N Lopez  
Director: Ryan De La Cruz

**SIC Code:** 1711-Plumbing, Heating & A/C Contractors  
7389-Business Services, Nec  
8748-Business Consulting Services, Nec

**NAICS Code:** 238220-Plumbing, Heating, And Air-Conditioning Contractors  
561499-All Other Business Support Services  
541618-Other Management Consulting Services

**Business Type:** Corporation

**Experian File Established:** May 2006

**Experian Years on File:** 16 Years

**Years in Business:** More than 16 Years

**Total Employees:** 6

**Sales:** \$782,000

**Filing Data Provided by:** California

**Date of Incorporation:** 07/06/2007

### Experian Business Credit Score

**88**  
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 recently active commercial accounts.
- Ratio of total bal to total high bal across all comm accts.
- Length of time on Experian's file.

**Business Credit Scores range from a low of 1 to high of 100 with this company receiving a score of 88.** 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.

### Experian Financial Stability Risk Rating

2

### Financial Stability Risk Rating



A Financial Stability Risk Rating of 2 indicates a 1.11% 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.
- Risk associated with the business type.
- Employee size of business.

**Financial Stability Risk Ratings range from a low of 1 to high of 5 with this company receiving a rating of 2.** 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

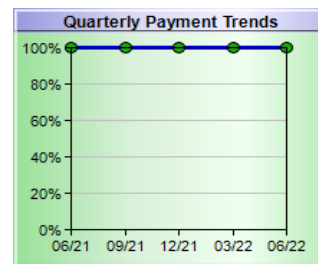
This location does not yet have an estimated Days Beyond Terms ([DBT](#)), or a Payment Trend Indicator. This is often the result of too few Payment [Tradelines](#).

**Lowest 6 Month Balance:** \$209  
**Highest 6 Month Balance:** \$5,015  
**Current Total Account Balance:** \$0  
**Highest Credit Amount Extended:** \$0

**Payment [Tradelines](#)** (see [charts](#), [detail](#)): 1  
**Business [Inquiries](#):** 0  
**[UCC Filings](#):** 0  
**✓ Businesses Scoring Worse:** 87%  
**✓ Bankruptcies:** 0  
**✓ Liens:** 0  
**✓ Judgments Filed:** 0  
**✓ Collections:** 0

### Payment Trend Summary

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

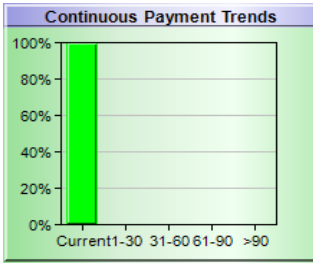


\*Percentage of on-time payments by quarter.

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

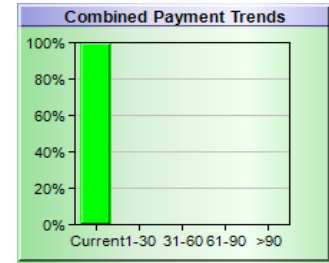
#### Quarterly Payment Trends - Recent Activity

Date	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT
06/21	100%	0%	0%	0%	0%
09/21	0%	0%	0%	0%	0%
12/21	100%	0%	0%	0%	0%
03/22	100%	0%	0%	0%	0%
06/22	100%	0%	0%	0%	0%



\*[Continuous](#) distribution with [DBT](#).

Insufficient information to produce  
**Newly Reported Payment Trends**  
chart.



\*[Combined](#) distribution with [DBT](#).

## Trade Payment Information

### Payment Experiences (Financial Trades)

Supplier Category	Reported Date	Activity Date	Payment Terms	Recent High Credit	Balance	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT	Comments
Fincl Svcs	8/01/22		Rev	\$5,015	\$1,618						

\* The information herein is furnished in confidence for your exclusive use for legitimate business purposes and shall not be reproduced, disclosed, or shared to any third party per the restrictions in the Terms and Conditions that you accepted. Neither Experian nor its sources or distributors warrant such information nor shall they be liable for your use or reliance upon it. (Ref#:375475)

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# Competitive Retail Electric Service Affidavit

County of CALIFORNIA:

State of ORANGE:

Carlos Lopez, 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.

Associate Principal  
Signature of Affiant & Title

Sworn and subscribed before me this 31 day of Aug, 2022  
Month Year

**See Attached Certificate**

Signature of official administering oath

Print Name and Title

My commission expires on \_\_\_\_\_



# JURAT

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

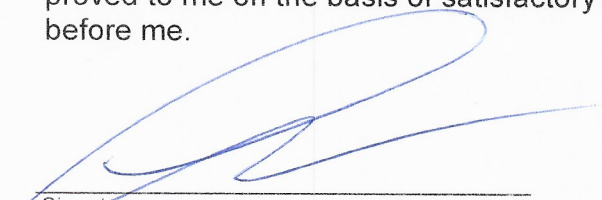
State of California

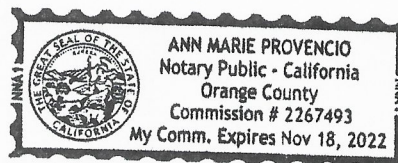
County of ORANGE

Subscribed and sworn to (or affirmed) before me on this 31 day of AUGUST,

20 22 by CARLOS LOPEZ

proved to me on the basis of satisfactory evidence to be the person(s) who appeared before me.

  
Signature \_\_\_\_\_ (Seal)



## OPTIONAL INFORMATION

### DESCRIPTION OF THE ATTACHED DOCUMENT

COMPETITIVE REMOTE ELECTRIC  
(Title or description of attached document)

SERVICE AFFIDAVIT  
(Title or description of attached document continued)

Number of Pages 2 Document Date 8/31/2022

Additional information \_\_\_\_\_

## INSTRUCTIONS

The wording of all Jurats completed in California after January 1, 2015 must be in the form as set forth within this Jurat. There are no exceptions. If a Jurat to be completed does not follow this form, the notary must correct the verbiage by using a jurat stamp containing the correct wording or attaching a separate jurat form such as this one with does contain the proper wording. In addition, the notary must require an oath or affirmation from the document signer regarding the truthfulness of the contents of the document. The document must be signed AFTER the oath or affirmation. If the document was previously signed, it must be re-signed in front of the notary public during the jurat process.

- State and county information must be the state and county where the document signer(s) personally appeared before the notary public.
- Date of notarization must be the date the signer(s) personally appeared which must also be the same date the jurat process is completed.
- Print the name(s) of the document signer(s) who personally appear at the time of notarization.
- Signature of the notary public must match the signature on file with the office of the county clerk.
- The notary seal impression must be clear and photographically reproducible. Impression must not cover text or lines. If seal impression smudges, re-seal if a sufficient area permits, otherwise complete a different jurat form.
  - ❖ Additional information is not required but could help to ensure this jurat is not misused or attached to a different document.
  - ❖ Indicate title or type of attached document, number of pages and date.
- Securely attach this document to the signed document with a staple.

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

**8/31/2022 4:00:55 PM**

**in**

**Case No(s). 18-1349-EL-AGG**

Summary: In the Matter of the Application of Ecom-Energy of California, Inc