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Ohio

**Public Utilities
Commission**

Competitive Retail Electric Service (CRES)
Provider Application

Case Number: 14 - 1820 -EL- 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 electric service (CRES) provider type(s) for which the applicant is seeking certification. Please note you can select more than one.

Aggregator

☐

Power Broker

☒

Power Marketer

☐

Retail Electric
Generation Provider

☐

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

Provide the name and contact information of the business entity.

Legal Name: The Power Company USA LLC

Street Address: 770 N. LaSalle Drive, Suite 650

City: Chicago State: IL Zip: 60654

Telephone: 800-587-1709 Website: www.thepowercompany.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: The Power Company USA LLC

Street Address: 770 LaSalle Drive, Suite 650

City: Chicago State: IL Zip: 60654

Telephone: 800-587-1709 Website: www.thepowercompany.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): N/A

A-5. Contact person for regulatory matters.

Name: Katie Widmar Title: Chief Administrative Officer
Street Address: 770 LaSalle Drive, Suite 650
City: Chicago State: IL Zip: 60654
Telephone: 563-542-7269 Email: compliance@thepowercompany.com

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

Name: Katie Widmar Title: Chief Administrative Officer
Street Address: 770 LaSalle Drive, Suite 650
City: Chicago State: IL Zip: 60654
Telephone: 563-542-7269 Email: compliance@thepowercompany.com

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

Street Address: 770 LaSalle Drive, Suite 650
City: Chicago State: IL Zip: 60654
Toll-free
Telephone: 800-587-1709 Email: customerservice@thepowercompany.com

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

FEIN: 27-4268426

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

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

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:

AES Ohio	American Electric Power (AEP Ohio)	Duke Energy Ohio	FirstEnergy – Cleveland Electric Illuminating
<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

FirstEnergy – Ohio
Edison

☒

FirstEnergy – Toledo
Edison

☒

Class of customer selection:

Commercial

☒

Industrial

☒

Mercantile

☐

Residential

☒

A-11. Start Date.

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

Date: 11/30/2020

A-12. Principal officers, directors and partners.

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

Please refer to Exhibit A-12.

A-13. Company history.

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

Please refer to Exhibit A-13.

A-14. Secretary of State.

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

Please refer to Exhibit A-14.

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.

Please refer to Exhibit B-1.

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.

Please refer to Exhibit B-2.

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.

Please refer to Exhibit B-3.

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

☒

B-6. Environmental disclosure.

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

Provide a detailed description of how the applicant intends to determine its generation resource mix and environmental characteristics, including air emissions and radioactive waste. Include the annual projection methodology and the proposed approach to compiling the quarterly actual environmental disclosure data. See 4901:1-21-09 of the Ohio Administrative Code for additional details of this requirement.

Please refer to Exhibit B-6.

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.

Please refer to Exhibit C-1.

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.

Please refer to Exhibit C-2 - Confidential and Redacted.

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.

Please refer to Exhibit C-3 - Confidential and Redacted.

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".

Please refer to Exhibit C-4.

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.

Please refer to Exhibit C-5 - Confidential and Redacted.

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.

Please refer to Exhibit C-8.

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.

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.

Power Marketers/Generators: Describe the operational nature of the applicant's business, specifying whether operations will include the generation of power for retail sales, the scheduling of retail power for transmission and delivery, the provision of retail ancillary services, as well as other services used to arrange for the purchase and delivery of electricity to 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, 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.

D-3. FERC power marketer authorization.

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

Provide the FERC docket granting the applicant power marketer authority.

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

Date

Chief Executive Officer

Title

Competitive Retail Electric Service Affidavit

County of Gordon :

State of Georgia :

Ed Jenks



, 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.

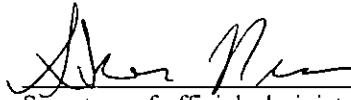
12. The facts set forth above are true and accurate to the best of his/her knowledge, information, and belief and that he/she expects said applicant to be able to prove the same at any hearing hereof.

13. Affiant further sayeth naught.



Chief Executive Officer
Signature of Affiant & Title

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



Signature of official administering oath
Sheree Newton
Notary Public
Gordon County, Georgia
My Comm. Expires
11/8/2024

Sheree Newton Personal Banker

Print Name and Title

My commission expires on 11/8/2024

EXHIBIT A-12

Principal Officers, Directors and Partners .

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

RESPONSE:

Edward Jenks
Chief Executive Officer
770 N. LaSalle Drive, Suite 650 Chicago, IL
60654
Phone: 312-878-8569
Email: ejenks@p1ec.com

Katie Widmar
Chief Administrative Officer
770 N. LaSalle Drive, Suite 650
Chicago, IL 60654
Phone: 563-542-7269
Email: kwidmar@thepowercompany.com

EXHIBIT A-13

Company History

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

RESPONSE:

The Company is an established electric energy broker for nearly a decade. The Company has an electric broker license in Texas and Illinois as well. Management has extensive knowledge of the deregulated electricity market and has not changed since company formation/inception.

EXHIBIT A-14

Secretary of State

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

RESPONSE:

Please refer to the attached.



DATE	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
07/29/2014	201420901264	REG. OF FOR. PROFIT LIM. LIAB. CO. (LFP)	125.00	100.00	0.00	0.00	0.00

Receipt

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

THE POWER COMPANY USA, LLC
SHADIE KALKAS
1165 N CLARK ST. SUITE 400
CHICAGO, IL 60610

STATE OF OHIO CERTIFICATE

Ohio Secretary of State, Jon Husted

2313897

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

THE POWER COMPANY USA, LLC

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

Document(s)

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

Effective Date: 07/28/2014

Document No(s):

201420901264



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
29th day of July, A.D. 2014.

Jon Husted

Ohio Secretary of State



Form 533B Prescribed by:
Ohio Secretary of State
JON HUSTED
Ohio Secretary of State

Central Ohio: (614) 466-3910
Toll Free: (877) SOS-FILE (767-3453)
www.OhioSecretaryofState.gov
Busserv@OhioSecretaryofState.gov

Mail this form to one of the following:

Regular Filing (non expedite)
P.O. Box 670
Columbus, OH 43216

Expedite Filing (Two-business day processing
time requires an additional \$100.00).
P.O. Box 1390
Columbus, OH 43216

Registration of a Foreign Limited Liability Company

Filing Fee: \$125

CHECK ONLY ONE (1) BOX

- (1) ☒ Registration of a Foreign For-Profit Limited Liability Company
(106-LFA)
ORC 1705

Jurisdiction of Formation

Date of Formation

- (2) ☐ Registration of a Foreign Nonprofit Limited Liability Company
(108-LFA)
ORC 1705

Jurisdiction of Formation

Date of Formation

Name of Limited Liability Company in its jurisdiction of formation

Name under which the foreign limited liability company desires to transact business in Ohio (if different from its name in its jurisdiction of formation) is:

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

The address to which interested persons may direct requests for copies of the limited liability company's operating agreement, bylaws, or other charter documents of the company is:

Name

Mailing Address

City

State

ZIP Code

The limited liability company hereby appoints the following as its agent upon whom process against the limited liability company may be served in the state of Ohio. The name and complete address of the agent is

United States Corporation Agent

Name

3250 West Market St, Suite 205

Mailing Address

Fairlawn

City

Ohio

State

44333

ZIP Code

The limited liability company irrevocably consents to service of process on the agent listed above as long as the authority of the agent continues, and to service of process upon the Ohio Secretary of State if:

- a. an agent is not appointed, or
- b. an agent is appointed but the authority of that agent has been revoked, or
- c. the agent cannot be found or served after the exercise of reasonable diligence.

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.

Required

Must be signed by an authorized representative.

If authorized representative is an individual, then they must sign in the "signature" box and print their name in the "Print Name" box.

If authorized representative is a business entity, not an individual, then please print the business name in the "signature" box, an authorized representative of the business entity must sign in the "By" box and print their name in the "Print Name" box.

Signature

By (if applicable)

Patrick Farah

Print Name

Signature

By (if applicable)

Cheryl Arts

Print Name

Signature

By (if applicable)

Print Name

EXHIBIT 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 to provide retail natural gas service or retail/wholesale electric service as of the date of filing the application.

RESPONSE:

Illinois

Ohio

Texas

EXHIBIT 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.

RESPONSE:

The Power Company USA, LLC is an energy brokerage company that organizes and presents offers from retail energy suppliers to customers. Customers may then select to purchase electricity or natural gas directly from the retail energy supplier.

The Power Company USA, LLC is not an electricity or natural gas supplier and will not be purchasing or taking title to the commodity nor provides billing statements. The responsibilities addressed in Sections 4928.10 and/or 4929.22 of the Ohio Revised Code concerning the billing of customers and customer inquiries and complaints are met by the licensed retail energy supplier.

The Company does not charge a separate fee to the consumer for its services. As in real estate, the broker fee or commission is included in the price quoted and paid by the seller, the energy providers, after the transaction is complete.

EDWARD S. JENKS

104 Willowbrook Dr SE Calhoun, GA 30701 • (530) 902-4341 • ejenks@p1ec.com

Highly attuned business management and Turnaround Expert with experience serving in critical leadership roles in a variety of incumbencies across a successful 20-year career. Diverse management expertise, having led multi-site management efforts for flagship companies in the manufacturing, milling, biotech, medical device, agriculture, and security industries. Serving as a welcome addition to any strategic operations team, with a demonstrated ability to deliver highly critical business objectives within tight schedules and budgets. Professionally dedicated individual with desire to develop innovative solutions that influence operational and strategic decisions while exceeding customer needs and expectations.

**P&L/Balance Sheet Authority and Responsibility • Strategic Planning • Business Operations Management
Process Improvements/TQM • Training and Development • Sales and Marketing • Manufacturing
Business Turnaround • Organizational Management • Finance • Program Management • Supply Chain
Expense Reduction • Purchasing Management • Acquisitions Management • R & D Management
• Project Management**

PROFESSIONAL EXPERIENCE

- Power 1 Energy Company, Chicago, IL** 2019-Present
President and Chief Executive Officer
Full fiduciary and operational control of a newly merged entity that is positioning for an S-1 listing or large private placement investment. This unique merge of two entities in the deregulated energy sector has the potential for game changing results in the power industry. Position reports to the Board of Directors.
- TJGI Consulting, Inc. Solana Beach, CA** 2018 -2019
Senior Consultant and Chief Strategist
Consultant to Private Equity and Venture Capitalist firms providing advice on their due diligence for investing in new companies.
- Admirals Experience, San Diego, CA** 2017-2018
Chief Strategist – Turnaround Contract
Facilitated a complete operational and financial turn-around of a high-quality catering company, formerly San Diego centric, who now concentrates on servicing the military and other government entities. The restructuring of this company has created a high earning high growth catering service throughout the United States.
- Diomics, Inc., Sorrento Valley, CA.** 2016-2017
Chief Executive Officer and Director – Turnaround Contract
Facilitated a complete operational and financial turn-around of this dying Biotech and proved the science while doing it resulting in a multi-million dollar change in valuation.
- Strategic Operations Skills Training, Kearny Mesa, CA** 2013-2016
Chief Executive Officer
Executive education program focused on teaching Special Operations Skills from US Military Special Forces to civilian CEO's translating these combat skills to the Boardroom and beyond. Instructors are from the Cadre of USN Seals. Developed and wrote the curriculum, financed and marketed the program nationally attracting international participants as well as Fortune 500 company support. In early 2016, "donated" this program to the SEAL Instructors who continue to operate the business as SOT skills.
- Transhumance Holdings Company Inc. (THCI), Davis, CA** 2008-2013
Chief Executive Officer
Holding company with a variety of interests, including the largest vertical supplier of lamb in the United States, a pet treats company, a casing company, a cloud computing company, and an interest in a milling company. Brought in by the Board of Directors to turn around Superior Farms, a \$350m ESOP organization.

Select Accomplishments:

- Successfully acquired and managed all strategic, financial, and operating aspects of company, leading senior management team in delivering performance and oversight to variety of company interests across industries. Spearhead initiatives to monitor market conditions and acquire new company interests. Manage internal growth, developing and promoting five new Vice Presidents over tenure. Additionally, lead corporate programs to enhance employee satisfaction and retention. Integrate process improvements and procedures to ensure efficient operations. Launch new corporate policies and manage results to more effectively deliver on corporate goals.
- Successfully acquired major competitor, growing market share 20% and increasing revenue \$80M annually.
- Purchased and subsequently sold cloud computing company to realize 60% ROI within 16 months.
- Achieved double digit EBITDA for the first time in company history in 2011.
- Increased margins on by-products by more than 80% by building a spin off Pet Treats Company.
- Negotiated with wind turbine system manufacturer to help reduce carbon footprint and save 40% on cost of utilities annually.

Norwegian Cruise Lines America, Piney Point, MD
Chief Operations Project Officer

2003-2008

Select Accomplishments:

- Secured and delivered on multi-year, multi-million-dollar global training contract with NCLA, training more than 16,000 employees in four years. Cruise Lines

Cholestech, Hayward, CA
Chief Operations Officer-Manufacturing/Strategist

2000-2003

Select Accomplishments:

- Led strategy development and product expansion of company facilitating various organizational implementations across a number of programs.
- Ensured the operational turnaround of Cholestech more than tripling manufacturing throughput in less than one year driving shareholder value up by 4x. Bio-Device/Bio-Science

EDUCATION

Bachelor of Science, Education
Keene State College, Keene, NH
Executive Education Program - Emersion; Finance, Marketing, IT
Stanford University, Palo Alto, CA

PROFESSIONAL DEVELOPMENT

W. Edwards Deming • Quality Performance • Manufacturing Best Practices • OHC • Crosby on Quality
7 Habits • Mentoring for Success • DISC Success Insights • Jack Stack Open Book Management
IPS/Stanford University Project Management Course

PROFESSIONAL AWARDS/ ACCOMPLISHMENTS

CCE Best Practice Showcase of Manufacturing
2015 Published Author of **CEO:Pointblank** an Amazon Business Category Best Seller
A second book entitled **SEALs in the C-Suite** co-authored with Command Master Chief USN SEAL Ret. Steve Bailey is expected out in the Fall of 2019

PROFESSIONAL AFFILIATIONS / BOARD APPOINTMENTS

NMA • ALB Board Director
6° Networking of San Diego – Lead Investor, Majority Shareholder

Honorary San Diego Deputy Association
Volunteer for Junior Achievement San Diego

PROFESSIONAL SUMMARY

An operations and marketing professional with a background in team management, strategic planning, design, and sales. I have worked for both large companies and small teams, with experience building, branding, and marketing a non-profit from the ground up. I am currently freelancing for various companies working on marketing strategy, HR assistance and merchandising, however I am interested in finding a company where I can have a permanent position.

PROFESSIONAL EXPERIENCE

2017 – PRESENT THE POWER 1 ENERGY COMPANY | CAO

Responsible for management of administrative duties across The Power 1 Energy Company and its subsidiaries, The Power Company USA LLC, ResCom Energy, and American Illuminating Company. Responsible for management of executive personnel, maintaining relationships with service providers, maintaining and monitoring the licensing, bonding and compliance contracting with corporate counsel, maintaining records necessary to demonstrate P1EC compliance with the authorities having jurisdiction, maintaining internal accounting.

- Corporate secretary to the Board of Directors

2007 – PRESENT COVERS OF COMFORT 501(c)3 | Co-Founder

Co-Founded a not-for-profit whose mission is to bring warmth and hope to those on the cancer journey. Coordinate blanket delivery with hospital management teams. Work with internal hospital and external media teams to promote our cause. Assist in grant applications. Coordinate blanket making events with companies and private groups.

- Personally met with and delivered over 4,000 blankets to adult cancer patients and their families
- Shipped over 500 across the country
- Expanded our reach from 1 hospital to 7 locations across the Midwest

2015 – 2017 REUSE SOLUTIONS | Operations Director

Responsible for creating and implementing processes and procedures to increase productivity and profitability. Manager of our team at our 25,000 sq ft retail location as well as responsible for communication between the retail team and our deconstruction teams. Responsible for the conceptualization and implementation of marketing strategies and new sales channels. Ensured all safety requirements as outlined by OSHA were met.

- Drove a full rebrand across all three of our companies
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- Worked with area woodworking and preservation specialists to begin offering workshops and classes at our retail location
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- Created Employee Standards and Handbook
- Developed a new inventory, receiving, and POS, system to help increase productivity and management of our over 1 million unique inventory items

2012 – 2015 MAINSTREET ADVISORS | Marketing Manager

Assisted in a full company re-brand from conception through ongoing company-wide updates. Redesigned website structure, products, and managed a new marketing initiative, MSAmarketingtools.com Worked with management, sales team, and sales consultants to build CRM, project management, and sales tracking tool (Insightly). Developed a "Drip" marketing campaign for prospective clients.

- Conceptualize marketing pieces and oversee development through completion
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- Work closely with institutional clients' marketing teams to assure adherence to brand standards for privately branded materials
- Extensive work with Excel, Publisher, InDesign, PowerPoint, Mailchimp, and Insightly

2011 – 2012 THE GODDARD SCHOOL | Assistant Teacher

Taught children to speak, walk, and helped each to develop motor skills and cognitive ability.

- Responsible for the care of a classroom of 10 children
- Assisted in the creation and implementation of lesson plans
- Managed classroom schedule
- Taught Sign Language and Spanish

2008 – 2010 BREWER INVESTMENT GROUP | Office Coordinator

- Organized and managed Sales CRM (ACT)
- Assisted executives with prospect and client meetings
- Supported the sales team with electronic and hard copy marketing initiatives

- Responsible for the front desk area and reception team
- Coordinated materials for a 70 person office

EXHIBIT 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.

RESPONSE:

Not applicable.

EXHIBIT B-6

Environmental Disclosure

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

RESPONSE:

Not applicable.

EXHIBIT 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 sure filings with the SEC and provide an explanation as to why it is not required.

RESPONSE:

Not applicable.

EXHIBIT 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.

RESPONSE:

As a long time industry broker, The Power Company USA LLC has built relationships with industry titans so that it can use those relationships to provide customers with the best pricing.

EXHIBIT 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, 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.

RESPONSE:

Please refer to the attached resumes.

Additionally, The Power Company USA, LLC is a licensed energy broker in Illinois, Ohio and Texas. The Power Company USA, LLC has contracted with GP Energy Management, LLC ("GPEM") f/k/a GP Renewables and Trading LLC, a New York based corporation with over thirty years of energy industry experience in a number of different energy markets, to manage all wholesale business practices.

EDWARD S. JENKS

104 Willowbrook Dr SE Calhoun, GA 30701 • (530) 902-4341 • ejenks@p1ec.com

Highly attuned business management and Turnaround Expert with experience serving in critical leadership roles in a variety of incumbencies across a successful 20-year career. Diverse management expertise, having led multi-site management efforts for flagship companies in the manufacturing, milling, biotech, medical device, agriculture, and security industries. Serving as a welcome addition to any strategic operations team, with a demonstrated ability to deliver highly critical business objectives within tight schedules and budgets. Professionally dedicated individual with desire to develop innovative solutions that influence operational and strategic decisions while exceeding customer needs and expectations.

**P&L/Balance Sheet Authority and Responsibility • Strategic Planning • Business Operations Management
Process Improvements/TQM • Training and Development • Sales and Marketing • Manufacturing
Business Turnaround • Organizational Management • Finance • Program Management • Supply Chain
Expense Reduction • Purchasing Management • Acquisitions Management • R & D Management
• Project Management**

PROFESSIONAL EXPERIENCE

- Power 1 Energy Company, Chicago, IL** 2019-Present
President and Chief Executive Officer
Full fiduciary and operational control of a newly merged entity that is positioning for an S-1 listing or large private placement investment. This unique merge of two entities in the deregulated energy sector has the potential for game changing results in the power industry. Position reports to the Board of Directors.
- TJGI Consulting, Inc. Solana Beach, CA** 2018 -2019
Senior Consultant and Chief Strategist
Consultant to Private Equity and Venture Capitalist firms providing advice on their due diligence for investing in new companies.
- Admirals Experience, San Diego, CA** 2017-2018
Chief Strategist – Turnaround Contract
Facilitated a complete operational and financial turn-around of a high-quality catering company, formerly San Diego centric, who now concentrates on servicing the military and other government entities. The restructuring of this company has created a high earning high growth catering service throughout the United States.
- Diomics, Inc., Sorrento Valley, CA.** 2016-2017
Chief Executive Officer and Director – Turnaround Contract
Facilitated a complete operational and financial turn-around of this dying Biotech and proved the science while doing it resulting in a multi-million dollar change in valuation.
- Strategic Operations Skills Training, Kearny Mesa, CA** 2013-2016
Chief Executive Officer
Executive education program focused on teaching Special Operations Skills from US Military Special Forces to civilian CEO's translating these combat skills to the Boardroom and beyond. Instructors are from the Cadre of USN Seals. Developed and wrote the curriculum, financed and marketed the program nationally attracting international participants as well as Fortune 500 company support. In early 2016, "donated" this program to the SEAL Instructors who continue to operate the business as SOT skills.
- Transhumance Holdings Company Inc. (THCI), Davis, CA** 2008-2013
Chief Executive Officer
Holding company with a variety of interests, including the largest vertical supplier of lamb in the United States, a pet treats company, a casing company, a cloud computing company, and an interest in a milling company. Brought in by the Board of Directors to turn around Superior Farms, a \$350m ESOP organization.

Select Accomplishments:

- Successfully acquired and managed all strategic, financial, and operating aspects of company, leading senior management team in delivering performance and oversight to variety of company interests across industries. Spearhead initiatives to monitor market conditions and acquire new company interests. Manage internal growth, developing and promoting five new Vice Presidents over tenure. Additionally, lead corporate programs to enhance employee satisfaction and retention. Integrate process improvements and procedures to ensure efficient operations. Launch new corporate policies and manage results to more effectively deliver on corporate goals.
- Successfully acquired major competitor, growing market share 20% and increasing revenue \$80M annually.
- Purchased and subsequently sold cloud computing company to realize 60% ROI within 16 months.
- Achieved double digit EBITDA for the first time in company history in 2011.
- Increased margins on by-products by more than 80% by building a spin off Pet Treats Company.
- Negotiated with wind turbine system manufacturer to help reduce carbon footprint and save 40% on cost of utilities annually.

Norwegian Cruise Lines America, Piney Point, MD

2003-2008

Chief Operations Project Officer

Select Accomplishments:

- Secured and delivered on multi-year, multi-million-dollar global training contract with NCLA, training more than 16,000 employees in four years. Cruise Lines

Cholestech, Hayward, CA

2000-2003

Chief Operations Officer-Manufacturing/Strategist

Select Accomplishments:

- Led strategy development and product expansion of company facilitating various organizational implementations across a number of programs.
- Ensured the operational turnaround of Cholestech more than tripling manufacturing throughput in less than one year driving shareholder value up by 4x. Bio-Device/Bio-Science

EDUCATION

Bachelor of Science, Education

Keene State College, Keene, NH

Executive Education Program - Emersion; Finance, Marketing, IT

Stanford University, Palo Alto, CA

PROFESSIONAL DEVELOPMENT

W. Edwards Deming • Quality Performance • Manufacturing Best Practices • OHC • Crosby on Quality

7 Habits • Mentoring for Success • DISC Success Insights • Jack Stack Open Book Management

IPS/Stanford University Project Management Course

PROFESSIONAL AWARDS/ ACCOMPLISHMENTS

CCE Best Practice Showcase of Manufacturing

2015 Published Author of **CEO:Pointblank** an Amazon Business Category Best Seller

A second book entitled **SEALs in the C-Suite** co-authored with Command Master Chief USN SEAL Ret. Steve Bailey is expected out in the Fall of 2019

PROFESSIONAL AFFILIATIONS / BOARD APPOINTMENTS

NMA • ALB Board Director

6° Networking of San Diego – Lead Investor, Majority Shareholder

Honorary San Diego Deputy Association
Volunteer for Junior Achievement San Diego

PROFESSIONAL SUMMARY

An operations and marketing professional with a background in team management, strategic planning, design, and sales. I have worked for both large companies and small teams, with experience building, branding, and marketing a non-profit from the ground up. I am currently freelancing for various companies working on marketing strategy, HR assistance and merchandising, however I am interested in finding a company where I can have a permanent position.

PROFESSIONAL EXPERIENCE

2017 – PRESENT THE POWER 1 ENERGY COMPANY | CAO

Responsible for management of administrative duties across The Power 1 Energy Company and its subsidiaries, The Power Company USA LLC, ResCom Energy, and American Illuminating Company. Responsible for management of executive personnel, maintaining relationships with service providers, maintaining and monitoring the licensing, bonding and compliance contracting with corporate counsel, maintaining records necessary to demonstrate P1EC compliance with the authorities having jurisdiction, maintaining internal accounting.

- Corporate secretary to the Board of Directors

2007 – PRESENT COVERS OF COMFORT 501(c)3 | Co-Founder

Co-Founded a not-for-profit whose mission is to bring warmth and hope to those on the cancer journey. Coordinate blanket delivery with hospital management teams. Work with internal hospital and external media teams to promote our cause. Assist in grant applications. Coordinate blanket making events with companies and private groups.

- Personally met with and delivered over 4,000 blankets to adult cancer patients and their families
- Shipped over 500 across the country
- Expanded our reach from 1 hospital to 7 locations across the Midwest

2015 – 2017 REUSE SOLUTIONS | Operations Director

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- Coordinated materials for a 70 person office

EXHIBIT D-3

FERC Power Marketer Authorization

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

Provide the FERC docket granting the applicant power marketer authority.

RESPONSE:

Not applicable.