

DIS Case Number: 19-0613-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: Stand Energy Corporation **Country:** United States
Phone: 5136211113 **Extension (if applicable):** **Street:** 1077 Celestial Street Suite 110
Website (if any): www.standenergy.com **City:** Cincinnati **Province/State:** OH
Postal Code: 45202-1629

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 |
|--------------------------|---------------|---|---------|-------|
| Stand Energy Corporation | Official Name | 1077 Celestial Street, Suite 110 Cincinnati, OH 45202-1629 | 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 |
|--------------------------|---------------|---|---------|-------|
| Stand Energy Corporation | Official Name | 1077 Celestial Street, Suite 110 Cincinnati, OH 45202-1629 | Yes | File |

A-5. Contact person for regulatory matters



Public Utilities Commission

John Dosker
1077 Celestial St Suite 110
Cincinnati, OH 45202-1629
US
jdosker@standenergy.com
5136211113

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

John Dosker
1077 Celestial St Suite 110
Cincinnati, OH 45202-1629
US
jdosker@standenergy.com
5136211113

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

| | | |
|---|-----------------------------------|---|
| Phone: (800) 598-2046 | Extension (if applicable): | Country: United States |
| Fax: (513) 621-3773 | Extension (if applicable): | Street: 1077 Celestial Street, Suite 110 |
| Email: electriccomplaint@standenergy.com | City: Cincinnati | Province/State: OH |
| | Postal Code: 45202-1629 | |

A-8. Applicant's federal employer identification number

61-1065157

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

AEP Ohio



Public Utilities Commission

Duke Energy Ohio
FirstEnergy - Cleveland Electric Illuminating
FirstEnergy - Ohio Edison
FirstEnergy - Toledo Edison
AES Ohio

Class of customer selection

Commercial
Industrial
Mercantile

A-11. Start date

Indicate the approximate start date the applicant began/will begin offering services: 04-11-2019

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 |
|-----------------|----------------------------|---|---|
| Judith Phillips | juphillips@standenergy.com | President & Chief Executive Officer | 1077 Celestial Street, Suite 110 Cincinnati, OH 45202-1629 US |
| Matth Toeppen | | Chairman of the Board of Directors | 1077 Celestial Street, Suite 110 Cincinnati, OH 45202-1629 US |
| Larry Freeman | lfreeman@standenergy.com | Executive Vice President | 1077 Celestial Street, Suite 110 Cincinnati, OH 45202-1629 US |
| John Phillips | jsphillips@standenergy.com | Senior Vice President Marketing & Sales | 1077 Celestial Street, Suite 110 Cincinnati, OH 45202-1629 US |

A-13. Company history

Stand Energy Corporation (SEC) is a privately held Kentucky corporation formed in 1984. One of the original three principals continues to work in the day-to-day operation of the company. Prior to forming SEC, Judith A. Phillips (President & CEO), worked for twenty years at Columbia Hydrocarbons. A second founder, Matth. Toeppen, continues as Chairman of the Board. SEC initially concentrated on large multi-location industrial customers. Over the years, however,

the focus of operations has changed to small to medium sized commercial, industrial, educational and governmental customers. More recently, SEC has taken part in various choice programs serving small commercial end users and began providing electricity brokering services. In addition to natural gas marketing and electric brokering services, SEC has constructed several LDC by-pass pipelines and builds propane alternate fuel installations for customers interested in receiving interruptible gas service. Stand Energy has been an active participant in the evolution of retail energy deregulation and contracting issues including by regulatory litigation. Stand Energy Corporation has a Wholesale Electric Power Marketing License issued by the Federal Regulatory Commission (FERC) in Case No. 95-ER-362-000 and currently provides retail electric brokering/aggregation service in Ohio (pursuant to Case No. 19-0613-EL-AGG) and provides retail electric broker/aggregation service in Pennsylvania, Illinois and is licensed in Virginia as well. Stand Energy does not, at any time, take title to retail electricity.

A-14. Secretary of State

Secretary of State Link:

Section B: Applicant Managerial Capability and Experience

B-1. Jurisdiction of operations

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

Jurisdiction of Operation: Stand Energy has over 38 years of experience supplying energy to commercial, industrial, educational and governmental customers in over 14 states behind more than fifty (50) local distribution customers. Stand Energy Corporation currently maintains its Wholesale Electric Power Marketing License issued by the Federal Energy Regulatory Commission (FERC) in Case No. 95-ER-362-000. Stand Energy Corporation is licensed to provide retail electric brokering services in Ohio, Illinois, Pennsylvania and Virginia. Stand Energy Corporation provides natural gas supply service to commercial, industrial, educational and governmental customers in the following states: Illinois, Indiana, Kentucky, Maryland, Michigan, New York, North Carolina, Ohio, Pennsylvania, South Carolina, Tennessee, Virginia, West Virginia and Washington D.C.

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: All of Stand Energy Corporation's contracted electric services and customer service functions are provided in accordance with Ohio Revised Code Section 4928.10. Customers may contract with Stand Energy only via written contract. Stand Energy does not accept telephonic, fax or internet sign-ups at this time. One Stand Energy employee has been assigned the task of responding to customer electric complaints. Stand Energy's history of customer satisfaction, as measured by customer complaints, is extremely good. Over the years, Stand Energy has had a handful of customer issues that involved the PUCO at any level. Responding to customer inquiries is the responsibility of every single employee of the Company. Stand Energy exists to provide energy commodities and related advice and budgeting services to our commercial, industrial, educational and governmental customers. Stand Energy Corporation currently acts as an electric broker to over 100 commercial and industrial customer locations providing over 75,000,000 kwh behind 10-utilities and licensed to provide aggregation/broker services in 4 states. In addition, Stand Energy has over 38 years of experience in the energy supply and marketing industry, has an experienced and dedicated staff for risk management, supply, contract administration, operations, information technology and accounting currently serving hundreds of commercial, industrial, educational and governmental customers in Ohio. Stand Energy has active customer bases behind Ohio electric utilities including Duke Energy, Dayton Power & Light, AEP Ohio Power and First Energy Group.

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..

Liability and Investigations Disclosures: There are no existing, pending or past rulings, judgments, contingent liabilities, revocations of authority, regulatory investigations, or any other matter that could adversely impact Stand Energy's financial or operational status or ability to provide the service to which it is seeking certification.

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.

Preferred to file this information confidentially

C-3. Forecasted financial statements

Provide two years of forecasted income statements **based solely on the applicant's anticipated business activities in the state of Ohio.**

Include the following information with the forecast: a list of assumptions used to generate the forecast; a statement indicating that the forecast is based solely on Ohio business activities only; and the name, address, email address, and telephone number of the preparer of the forecast.

The forecast may be in one of two acceptable formats: 1) an annual format that includes the current year and the two years succeeding the current year; or 2) a monthly format showing 24 consecutive months following the month of filing this application broken down into two 12-month periods with totals for revenues, expenses, and projected net incomes for both periods. Please show revenues, expenses, and net income (revenues minus total expenses) that is expected to be earned and incurred in **business activities only in the state of Ohio** for those periods.

If the applicant is filing for both an electric certificate and a natural gas certificate, please provide a separate and distinct forecast for revenues and expenses representing Ohio electric business activities in the application for the electric certificate and another forecast representing Ohio natural gas business activities in the application for the natural gas certificate.

Preferred to file confidentially

C-4. Credit rating

Provide a credit opinion disclosing the applicant's credit rating as reported by at least one of the following ratings agencies: Moody's Investors Service, Standard & Poor's Financial Services, Fitch Ratings or the National Association of Insurance Commissioners. If the applicant does not have its own credit ratings, substitute the credit ratings of a parent or an affiliate organization and submit a statement signed by a principal officer of the applicant's parent or affiliate organization that guarantees the obligations of the applicant. If an applicant or its parent does not have such a credit rating, enter 'Not Rated'.

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.

Preferred to file this information confidentially

C-6. Bankruptcy information

Within the previous 24 months, have any of the following filed for reorganization, protection from creditors or any other form of bankruptcy?

- Applicant
- Parent company of the applicant
- Affiliate company that guarantees the financial obligations of the applicant
- Any owner or officer of the applicant

No

C-7. Merger information

Is the applicant currently involved in any dissolution, merger or acquisition activity, or otherwise participated in such activities within the previous 24 months?

No

C-8. Corporate structure

Provide a graphical depiction of the applicant's corporate structure. Do not provide an internal organizational chart. The graphical depiction should include all parent holding companies, subsidiaries and affiliates as well as a list of all affiliate and subsidiary companies that supply retail or wholesale electricity or natural gas to customers in North America. If the applicant is a stand-alone entity, then no graphical depiction is required, and the applicant may respond by stating that it is a stand-alone entity with no affiliate or subsidiary companies.

Stand-alone entity with no affiliate or subsidiary companies

Section D: Applicant Technical Capacity

D-1. Operations

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

Operations Description: Stand Energy Corporation provides energy commodities, related advice and budgeting services to our commercial, industrial, educational and governmental customers. Stand provides a variety of consulting services to prospective electric customers and buying groups. As a licensed broker, Stand collects and analyzes customer load data; advises customers on contract/program price options, contract length and terms and conditions. Stand prepares requests for proposals and handles negotiations with suppliers. Stand provides customers with up-front energy savings estimates and on-going reports to monitor results. Stand works with suppliers and its customers to assist in the completion of contracts and with the customer switching process. Stand Energy does not, at any time, take title to the electricity.

D-2. Operations Expertise & Key Technical Personnel

Given the operational nature of the applicant's business, provide evidence of the applicant's experience and technical expertise in performing such operations. Include the names, titles, e-mail addresses, and background of key personnel involved in the operations of the applicant's business.

File(s) attached



Public Utilities
Commission

Application Attachments

Entity#: 685018
Filing Type: FOREIGN CORPORATION
Original Filing Date: 09/05/1986
Location: --
Business Name: STAND ENERGY CORPORATION

Status: Active
Exp. Date: -

Agent/Registrant Information

JUDY PHILLIPS
1077 CELESTIAL DRIVESUITE 110
CINCINNATI OH 45202
10/17/2001
Active

Filings

| Filing Type | Date of Filing | Document ID |
|----------------------------|----------------|-------------|
| FOREIGN LICENSE/FOR-PROFIT | 09/05/1986 | F997_1268 |
| FORM 7 FEE ASSESSED | 03/30/1990 | G836_1265 |
| FORM 7 NO FEE ASSESSED | 03/30/1990 | G836_1265 |
| FORM 7 NO FEE ASSESSED | 03/30/1990 | G836_1265 |
| FORM 7 NO FEE ASSESSED | 12/31/1989 | F924_2524 |
| FORM 7 NO FEE ASSESSED | 12/31/1989 | F924_2524 |
| FORM 7 NO FEE ASSESSED | 12/31/1990 | G999_1311 |
| FORM 7 NO FEE ASSESSED | 12/31/1991 | H005_1744 |
| FORM 7 NO FEE ASSESSED | 09/28/1993 | H699_1093 |
| FORM 7 FEE ASSESSED | 01/17/1995 | 5031_0546 |

| | | |
|---------------------------------------|------------|--------------|
| FORM 7 FEE ASSESSED | 02/07/1996 | 5433_1007 |
| FORM 7 NO FEE ASSESSED | 10/02/1996 | 6186_0113 |
| FORM 7 FEE ASSESSED | 12/10/1997 | 199927801607 |
| DOMESTIC/AGENT RESIGNATION | 10/17/2001 | 200129100094 |
| DOMESTIC AGENT SUBSEQUENT APPOINTMENT | 10/17/2001 | 200129100096 |
| SERVICE MARK/ORIGINAL FILING | 11/12/2010 | 201031601097 |

UNITED STATES OF AMERICA
STATE OF OHIO
OFFICE OF SECRETARY OF STATE

I, Frank LaRose, Secretary of State of the State of Ohio, do hereby certify that this is a list of all records approved on this business entity and in the custody of the Secretary of State.



*Witness my hand and the seal of the
Secretary of State at Columbus,
Ohio this 11th of January, A.D. 2023
Ohio Secretary of State*

Frank LaRose

Stand Energy Corporation's Managerial Qualifications

Judith Phillips
President, CEO & Founder
(513) 621-11113
juphillips@standenergy.com

In addition to being an original founder of Stand Energy Corporation in 1984, Judith is responsible for the day-to-day management of Stand Energy. Judith has extensive knowledge and experience in all aspects of natural gas supply functions, trading and marketing and brokering of electricity. Prior to founding Stand Energy, Judith Phillips was the first female manager at the Columbia Gas companies.

Larry Freeman
Executive Vice-President
(513) 621-11113
lfreeman@standenergy.com

Larry Freeman is a graduate (with honors) of the University of Cincinnati (1994) with a BA in Economics and Xavier University (2016) with an MBA. Larry has been employed by Stand Energy Corporation since 1994. Larry was formerly Director of Operations. Larry has extensive knowledge and experience in all aspects of natural gas supply functions, trading and marketing. Larry has been selected to succeed Judith Phillips as President when she decides to cease day-to-day management responsibilities.

Jeffrey Crass
Controller
(513) 621-11113
jcrass@standenergy.com

Jeffrey Crass graduated from Millikin University with a B.S. in Finance in 1984. Jeffrey also received his Masters of Business Administration from Eastern Illinois University in 1987 and passed the CMA (Certified Management Accountant) Exam in 1994. Jeffrey has been employed at Stand Energy Corporation since 2003 starting as Assistant Controller before being promoted to Controller.

Stand Energy Corporation's Technical Qualifications

Key Technical Personnel

John Phillips

Senior Vice President of Sales & Marketing

(513) 621-1113

jsphillips@standenergy.com

John Phillips is a stockholder of Stand Energy Corporation and Senior Vice-President of Sales & Marketing. John Phillips earned a B.S. Degree in Political Science from Jacksonville University. John has been employed by Stand Energy since 1995. In addition to John's gas marketing responsibilities, John has experience with and is knowledgeable of, negotiation and implementing electric supplier agreements, scheduling the transmission of electricity, power trading and "wheeling" electricity across multiple electric utility systems.

Scott Wall

Manager Electric Sales

(513) 621-1113

swall@standenergy.com

Scott Wall is Stand Energy's Manager of Electricity Sales. Scott earned a B. S. in Anthropology from Northern Kentucky University and has served his community as a local elected official for nearly 20 years. Scott has been with Stand Energy since 2015. Scott leads Stand Energy's retail electric sales division through managing pricing inquiries, client account management, reporting and contract execution.

John Dosker

General Counsel

(513) 621-1113

jdosker@standenergy.com

John Dosker is Stand Energy's General Counsel and Chief Legal Officer. John oversees the company's legal affairs and uses his years of energy and regulatory experience to ensure the company remains compliant with all of the Ohio Public Utility Commission and Federal Energy Regulatory Commission rules and regulations. John is admitted to practice in the Commonwealth of Kentucky and before the United States Supreme Court. John has Corporate Counsel designation from the Ohio Supreme Court. Prior to joining Stand Energy, John was a litigator in several top-rated Plaintiffs' firms with numerous reported Appellate Decisions to his credit. John also served two years as a Staff Attorney to a Kentucky Court of Appeals Judge.

Competitive Retail Electric Service Affidavit

County of Hamilton:

State of Ohio:

Judith A. Phillips, 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.

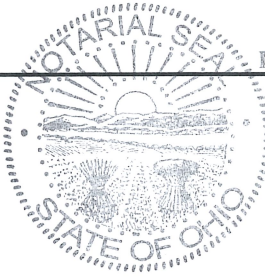
Judith C. Phillips President & CEO
Signature of Affiant & Title

Sworn and subscribed before me this 30th day of January, 2023.
Month Year

Kate E. Russell-Bedinghaus
Signature of official administering oath

Kate E. Russell-Bedinghaus, Attorney
Print Name and Title

My commission expires on Has No Expiration



KATE E.
RUSSELL-BEDINGHAUS
Attorney At Law
NOTARY PUBLIC
STATE OF OHIO
My Commission Has
No Expiration Date
Section 147.03 O.R.C.

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

2/6/2023 4:10:45 PM

in

Case No(s). 19-0613-EL-AGG

Summary: In the Matter of the Application of Stand Energy Corporation