

**DIS Case Number: 19-0764-EL-CRS**

## 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:** All American Power & Gas OH, LLC      **Country:** United States  
**Phone:** 8663601461      **Extension (if applicable):**      **Street:** 25166 Marion Ave, Suite 113  
**Website (if any):** www.aapandg.com      **City:** Punta Gorda      **Province/State:** FL  
**Postal Code:** 33950

### 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
All American Power and Gas OH, LLC	Official Name	25166 Marion Ave Suite 113 Punta Gorda, FL 33950	Yes	File
AAP&G	DBA	25166 Marion Ave Suite 113 Punta Gorda, FL 33950	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
All American Power and Gas OH, LLC	Official Name	25166 Marion Ave Suite 113 Punta Gorda, FL 33950	Yes	File



AAP&G	DBA	25166 Marion Ave Suite 113 Punta Gorda, FL 33950	Yes	File
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**A-5. Contact person for regulatory matters**

Jason Danka  
25166 Marion Ave, Suite 113  
Punta Gorda, FL 33950  
US  
compliance@aapandg.com  
2035586156

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

Mike Proscia  
25166 Marion Ave, Suite 113  
Punta Gorda, FL 33950  
US  
compliance@aapandg.com  
9178309724

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

<b>Phone:</b> 866-360-1461	<b>Extension (if applicable):</b>	<b>Country:</b> United States
<b>Fax:</b> 212-731-0297	<b>Extension (if applicable):</b>	<b>Street:</b> 25166 Marion Ave Suite 113
<b>Email:</b> complaints@aapandg.com	<b>City:</b> Punta Gorda	<b>Province/State:</b> FL
	<b>Postal Code:</b> 33950	

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

83-3914802

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

**Form of ownership:** Limited Liability Company (LLC)

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

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

#### **Service area selection**

Duke Energy Ohio  
American Electric Power (AEP)

#### **Class of customer selection**

Commercial  
Industrial  
Mercantile  
Residential

#### **A-11. Start date**

Indicate the approximate start date the applicant began/will begin offering services: 08-19-2019

#### **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
Mike Proscia	compliance@aapandg.com	Vice President	25166 Marion Ave, Suite 113 Punta Gorda, FL 33950 US
Jason Danka	compliance@aapandg.com	President	25166 Marion Ave, Suite 113 Punta Gorda, FL 33950 US

#### **A-13. Company history**

Company History  
All American Power and Gas OH, LLC

All American Power & Gas OH, OH, LLC ('AAP&G') is a wholly owned subsidiary of their parent, All American Power & Gas, LLC ('AAP&G'), with offices in Punta Gorda, FL. In March of 2019, All American Power & Gas OH, LLC was organized as a domestic Delaware limited liability company



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with foreign status in the State of Ohio. The focus of All American Power and Gas OH, LLC is on providing electricity supply services to customers in the State of Ohio.

AAP&G is a licensed competitive retail Energy Supply Company (ESCO) and has successfully received licenses and operates in the states of New York, Pennsylvania, New Jersey and Ohio. All American Power and Gas is also a current member of PJM.

Leading All American Power & Gas OH, LLC is a team of experienced energy professionals. The organization also maintains strategic relationships with the leading EDI, Billing, and financial risk platforms to ensure smooth operations and services to customers within the State of Ohio. All American Power & Gas OH, LLC has secured a structured finance agreement to support operations as a retail energy provider including power purchases and receivable financing.

All American Power & Gas OH, LLC plans to focus services on residential and small commercial businesses with the capacity of supporting large commercial and industrial customers through offerings of both variable and fixed rate products in order to meet all customer demands.

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

Secretary of State Link: <https://bizimage.ohiosos.gov/api/image/pdf/201907202484>

## **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: All American Power and Gas OH, LLC (Ohio)

All American Power and Gas NJ, LLC (New Jersey)

All American Power and Gas PA, LLC (Pennsylvania)

All American Power and Gas, LLC (New York)

### **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: Experience & Plans  
All American Power and Gas OH, LLC

All American Power & Gas OH, LLC is a wholly owned subsidiary of their parent company All American Power & Gas, LLC.

All American Power & Gas OH, LLC along with its parent and affiliates are privately held entities with operations in the States of New Jersey, New York, Ohio, and Pennsylvania. All American Power & Gas OH, LLC, their parent and affiliates were formed by industry veterans with over 25 years of collective experience in retail energy compliance, regulatory, risk management, EDI, billing, taxes, RECS, customer service, marketing, and sales.

The AAP&G team has managed both front and back-office services to responsibly manage fixed, variable, and renewable products for residential, small commercial and industrial customers collectively in each of the following deregulated States: Ohio, Pennsylvania, New Jersey, Maryland, and New York, Connecticut. This also includes managing the relationships with over thirty (15) utilities within those service territories. Collectively, the AAP&G team has managed risk, financial operations, and compliance throughout the following RTO's; PJM, NYISO and NEISO. The All-American Power & Gas team has implemented internal procedures to manage customer service, customer complaints, and risk services, as well as all required monthly, quarterly, and annual compliance reporting necessary to maintain licensing with all local, State, and Federal agencies.

Currently All-American Power & Gas is serving approximately 3,000 meters throughout the States of New York, Ohio, Pennsylvania, and New Jersey.

### **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: All American Power & Gas OH, LLC nor its parent or any of their affiliates have no present, past, or pending investigations, or any other matter that could adversely impact the applicant's financial or operational status or ability to provide the services it is seeking to be certified to provide in any state or operating territory.

### **B-4. Disclosure of consumer protection violations**



## Public Utilities Commission

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**

### **B-6. Environmental disclosures**

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.

**PJM disclosure option chosen**

## **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





## 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.

File(s) attached

### C-9. Financial arrangements

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).

Preferred to file confidentially

## Section D: Applicant Technical Capacity

### D-1. Operations

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.

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.

#### Operations Description: Operations

All American Power and Gas OH, LLC

All American Power & Gas OH, LLC maintains its PJM membership to ensure their eligibility to serve all potential customers as well as the ability to meet the energy demands within the State of Ohio.

All American Power & Gas OH, LLC has internal risk management staff and utilizes a proprietary risk platform to accurately price, schedule, and forecast their customer load into the DA and RT markets; this includes all ancillary costs such as capacity, line-loss, and renewal compliance obligations.

All American Power & Gas OH, LLC has implemented risk management policies and procedures to protect all customers' fixed price contracts and ensures the ability to hedge those products within PJM and the approved counterparties.



Since the start of 2017, Mr. Danka, the president of All American Power and Gas, has focused his decade-long front office sales and compliance capabilities on ensuring a solid service and sales experience for all customers.

## **D-2. Operations Expertise & Key Technical Personnel**

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

Operations Expertise & Personnel Description: Operational Expertise and Technical Abilities of All American Power and Gas OH, LLC Staff and Strategic Third-party Relationships

### **A. All American Power and Gas Operational Staff**

#### **Jason Danka, President**

Jason Danka has 15 years of retail energy industry experience. Mr. Danka started his career in the retail market space as a sales manager with Public Power, LLC in 2008. Over the next 5 years he rapidly progressed. First, he was promoted to the channel sales manager. In this position, he was fully responsible for both residential and commercial sales channels which allowed him to expand his sales knowledge to include regulatory and compliance rules across several markets. When Mr. Danka concluded his career with Public Power in 2013, he joined Glacial Energy as a Commercial Sales manager, a position he held from 2013 to 2015. Fundamentally, Mr. Danka was able to educate himself on risk, complex pricing, and fixed contracts including all ancillary costs. Mr. Danka was subsequently recruited as Vice President of Sales for another large energy supplier. In this role, he was able to harness and use all his experience and knowledge to redesign the sales program and increase the organizations' sales and retention substantially.

Since the start of 2017, Mr. Danka has focused on All American Power and Gas, LLC. He brings his 15 year front office sales and compliance knowledgebase to the organization with the aim of ensuring a solid customer service and sales experience.

#### **Michael Proscia, Vice President**

Michael Proscia has over 35 years combined experience in the oil, commodity, and retail energy industry. Mr. Proscia managed the family-run oil business for over 20 years until its sale. This transaction allowed for a smooth transition into the deregulated retail marketplace. Mr.



## Public Utilities Commission

Proscia's first position was directing sales and marketing, and his work resulted in increased revenues from \$800,000 to \$55,000,000 within a 3-year period.

Additionally, Mr. Proscia's has been responsible for market expansion and opening new market opportunities throughout the deregulated footprint in the United States. Through these efforts, Mr. Proscia has gained invaluable regulatory, compliance, and consumer service expertise. Mr. Proscia was instrumental in establishing a 30-seat domestic call center for not only sales but also customer service, consumer complaints, and retention which focused on overall customer satisfaction. Mr. Proscia adds a layer of regulatory and compliance experience that will allow All American to thrive in the ever-changing retail market space.

### B. Strategic Third-Party Relationships

#### Converge:

Converged Energy delivers a proven and scalable enterprise-class cloud platform for Retail Energy Providers and Energy Service Companies. The Converged Energy Platform modules include Pricing Desk, Sales Management, Billing, Customer Information System (CIS), Forecasting, ETRM, and Portfolio Valuation. The modules support electric requirements in NYISO, PJM, ISO-NE, ERCOT and natural gas requirements throughout much of the United States.

The core of the Converged Energy team has been delivering technology and software solutions to the energy industry since 1999.

#### VertexOne:

VertexOne is a Houston-TX-based professional services firm that provides energy suppliers with customer information systems (CIS) and customer engagement platforms that helps revolutionize their meter-to-cash process and improve the customer and staff experience with customer-centric solutions.

Founded in 1985 and continually expanding operations, VertexOne products include Electronic Data Interchange (EDI) services to allow exchange of data with the utilities, and so forth, as well as a billing solution that will allow for customer management, generation of bills for reconciliation purposes, and management of accounts receivable/payable functions.

Recently, VertexOne acquired and integrated EC Infosystems operations and services.

### D-3. FERC Power Marketer and License Number

Provide a statement disclosing the applicants FERC Power Marketer License Number (Power Marketers Only).

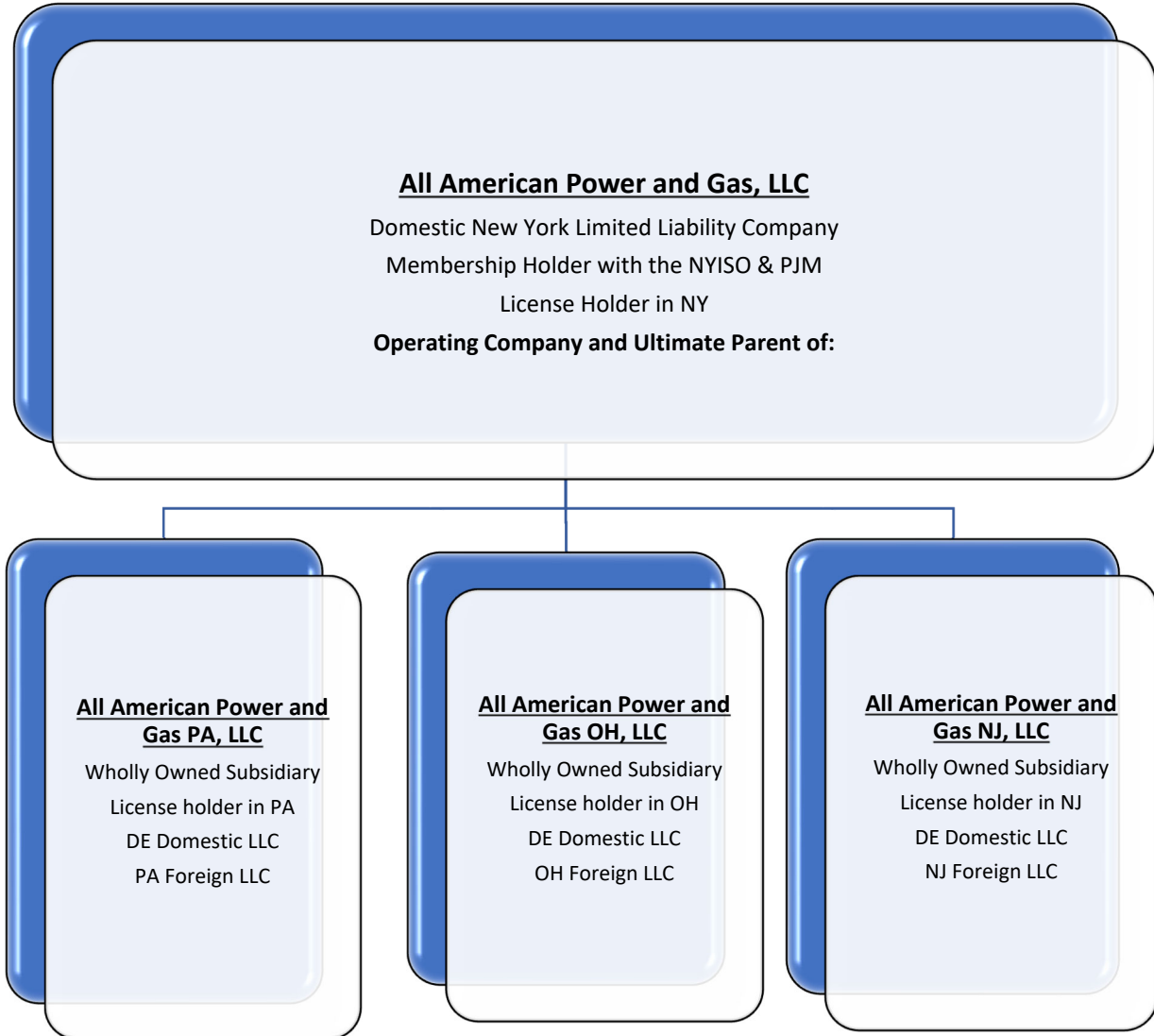


Docket No. ER18-775-000 dated 03/13/2018.



Public Utilities  
Commission

# Application Attachments

**Company Organizational Chart****as of 7.25.2021**

# Competitive Retail Electric Service Affidavit

County of Critchfield :

State of Connecticut :

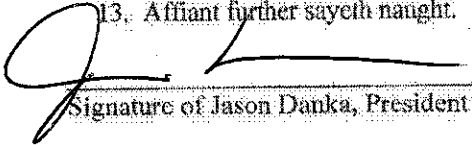
Jason Danko, Affiant, being duly sworn/affirmed, hereby states that:

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.

  
Signature of Jason Danko, President

Sworn and subscribed before me this 8<sup>th</sup> day of March, 2023  
Month Year

Besnik Islami, Notary  
Print Name and Title

Signature of official administering oath  
Besnik Islami  
Notary Public, State of Connecticut  
My Commission Expires 1/31/2024

My commission expires on 1/31/2024

**This foregoing document was electronically filed with the Public Utilities  
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**in**

**Case No(s). 19-0764-EL-CRS**

**Summary: In the Matter of the Application of All American Power & Gas OH, LLC**