

DIS Case Number: 19-1288-EL-AGG

#### Section A: Application Information

A-1. Provider type:			
Nower Broker	□ Aggregator	Retail Generation Provider	☐ Power Marketer

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

**Legal Name:** Resource Energy Solutions, LLC **Country:** United States

Phone: 201-937- Extension (if Street: 10480 Little Patuxent Parkway, Suite

4210 **applicable):** 950

Website (if any): www.resourceenergy.com City: Columbia Province/State:

Postal Code: 21044

#### 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	Туре	Address	Active?	Proof
Resource Energy Solutions, LLC	Official Name	10480 Little Patuxent Parkway, Suite 950 Columbia, MD 21044	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	Туре	Address	Active?	Proof
Resource Energy Solutions, LLC	Official Name	10480 Little Patuxent Parkway, Suite 950 Columbia, MD 21044	Yes	File

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



Richard Plutzer 10480 Little Patuxent Parkway, Suite 950 Columbia, MD 21044 US rplutzer@resourceenergy.com 2019374210

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

Richard Plutzer
10480 Little Patuxent Parkway, Suite 950
Columbia, MD 21044
US
rplutzer@resourceenergy.com
2019374210

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

Phone: 855-300- Extension (if Country: United States

4113 applicable):

Fax: 443-276- Extension (if applicable): Street: 10480 Little Patuxent Parkway, Suite

6677 950

Postal Code: 21044

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

82-4710339

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

#### Class of customer selection

Commercial Industrial Mercantile

#### A-11. Start date

Indicate the approximate start date the applicant began/will begin offering services: 08-01-2019

#### 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
Richard Plutzer	rplutzer@resourceenergy.co m	CFO, Executive VP, Secretary, Manager and Member	10480 Little Patuxent Parkway, Suite 950 Columbia, MD 21044 US
Scott Reinstein	sreinstein@resourceeenergy .com	CEO, COO, Manager and Member	10480 Little Patuxent Parkway, Suite 950 Columbia, MD 21044 US
Steven Schlussel	sschlussel@resourceenergy. com	President, Manager and Member	10480 Little Patuxent Parkway, Suite 950 Columbia, MD 21044 US

#### A-13. Company history

Resource Energy Solutions, LLC is an energy management company serving some of the world's largest real estate companies. Resource Energy Solutions, LLC was formed in 2011 and provides consulting services for approximately 750 million square feet of property across the country from our office in Maryland. Our services include developing and implementing energy procurement strategies, as well as providing utility redistribution and billing services and demand reduction consulting services.



#### 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: Resource Energy Solutions, LLC is currently certified, licensed, registered, and authorized to provide natural gas service and retail/wholesale electric services in the following jurisdictions:

Electric:

Delaware

District of Columbia

Illinois

Maine

Maryland

Massachusetts

**New Hampshire** 

New Jersey

Ohio

Oregon

Pennsylvania

Rhode Island

Texas

Virginia

Natural Gas:

District of Columbia

Maine

Maryland

Massachusetts

**New Hampshire** 

**New Jersey** 

Ohio

Pennsylvania

Rhode Island



#### **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: The company intends to use its large network of relationships within the commercial real estate industry to offer energy procurement services with regard to electricity, without taking title to the power. Under no circumstances will the company take title to any commodity whatsoever. In addition, the contract for the procurement of power will be between the energy supplier (the energy company providing the electric) and the energy user (the real estate owner). The company's role will be that of essentially a broker, and it will attempt to match the needs of the many commercial real estate companies (with a particular emphasis on owners of shopping malls) with which it is familiar and has worked with over the last few decades with the largest energy suppliers in the nation. The company management team has a combined 60 years of experience working with energy needs and operations of commercial real estate properties. The company will provide renewal energy systems and energy procurement services in an effort to contain very high energy costs. The company will also offer demand response energy service, energy management systems and other solutions that will reduce the tremendous cost of energy for real estate companies, many of which spend tens of millions of dollars annually. Our management team's decades of experience with commercial real estate operations, including many years working with the heads of operations for various real estate companies, will enable us to analyze such companies' specific energy needs, help them to design plans to meet their needs and objectives and work with them to procure energy (electricity only) for their properties. Our management team is available 24/7 to meet customers' needs as has been done over the years in other areas of services provided them relative to their properties' operations. The company will be able to personally deal with any questions, complaints or other points they raise in connection with the planned services to be offered by the company to them. Resource Energy Solutions, LLC currently provides electric aggregator and power broker services to thirteen customers in Ohio. The customers consist of strip malls, enclosed malls, convenience stores, offices, manufacturing centers, and outlet malls. The current utility service areas are Duke Energy, AEP Ohio, Toledo Edison, and Cleveland Electric Illuminating and to date the total amount of load is approximately 58,800 MWh of annual load in these utility service areas.

#### 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: Neither Resource Energy Solutions, LLC nor any affiliate or principal officer has been the subject of any existing, pending or past rulings, judgements, findings, revocation of authority, regulatory investigations, judicial actions, or other formal or informal notices of violations in Ohio or in another jurisdiction. It is not currently under any type of governmental investigation, nor has it ever been under any type of governmental investigation since inception. Currently, Resource Energy Solutions does not have contingent liabilities. Resource Energy Solutions has no predecessor.

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

Has the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant been convicted orheld 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 <u>two most recent years</u> 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 <u>solely</u> 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**

<u>Power brokers/aggregators:</u> 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: Resource Energy Solutions, LLC is an energy management company serving some of the world's largest real estate companies. Resource Energy Solutions, LLC provides consulting services for approximately 750 million square feet of property across the country from our office in Maryland. Our services include developing and implementing energy procurement strategies, as well as providing utility redistribution and billing services and demand reduction consulting services.

#### 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, email addresses, and background of key personnel involved in the operations of the applicant's business.

Operations Expertise & Personnel Description: Resource Energy Solutions, LLC serves some of the world's largest real estate companies. Resource Energy Solutions services approximately 750 million square feet of property across the country.

Steven Schlussel President 937-885-5746 SSchlussel@resourceenergy.com

Steve Schlussel brings over twenty years of experience working with leading commercial real estate companies. He is the founder and former President of International Environmental Management, Inc., which provides waste and recycling management services nationwide to over five hundred regional shopping centers. Mr. Schlussel has an undergraduate degree in Management and an MBA in Finance, both from New York University.

Steve Schlussel, President of the company, has extensive knowledge of commercial real estate and retail space having spent 25 years providing services in such areas. He has intricate knowledge of commercial real estate operations, and the role energy costs play in such operations. He has advised large retail chains on industry leading energy management solutions in many parts of the country, and he is one of the leading proponents for the deployment of solar energy systems and fuel cell technology in commercial real estate in order to reduce and control energy costs and minimize damage to the environment.

Scott Reinstein Chief Executive Officer 818-577-5251



SReinstein@resourceenergy.com

Scott Reinstein has many years of real estate and energy experience. Mr. Reinstein served in various executive capacities with The Westfield Group, one of the largest and most successful shopping center owners in the world. As Vice President of National Operations, he developed and implemented industry-leading energy procurement and energy cost containment programs which together saved millions of dollars in yearly energy expenses. Mr. Reinstein is a U.S. Navy veteran who served nearly four years with the armed forces.

Scott Reinstein, Chief Executive Officer of the company, was formerly in charge of energy for all 40,000,000 square feet of commercial space owned by the Westfield Group where he worked for nearly two decades. In his role, he bought energy nationally for years and was responsible for development and implementation of a company-wide energy procurement and management plan that was extremely successful in controlling costs for Westfield Group. Scott has lectured on energy procurement and management in the real estate industry and is one of the leading experts in the nation based on his achievements at Westfield Group and in energy procurement for the shopping center and retail industries. Customers of the company will have Scott's ability to do the same for them as he did for Westfield Group: help them to design and implement energy plans that will save money on procurement and usage.

Richard Plutzer
Chief Financial Officer
201-937-4210
RPlutzer@resourceenergy.com

Richard Plutzer previously served as Chief Financial Officer and General Counsel for International Environmental Management, Inc. Mr. Plutzer reorganized and leveraged the resources of the thirty-five person Finance Department to significantly increase the profitability and value of the company. Mr. Plutzer served as Chairman of the Energy Committee for the Environmental Business Counsel of the Committee and Industry Association of New Jersey. Mr. Plutzer graduated from Washington University in St. Louis and Boston College Law School.

Richard Plutzer, Chief Financial Officer of the company, is a CPA and attorney. He is also founder and past-Chairman of the Energy Committee of the Commerce and Industry Association of New Jersey, and he has lectured numerous times on energy management and procurement issues and subjects. He has published articles on both demand response and renewable energy and together with Scott Reinstein has worked on articles regarding the design and development of long-term strategic energy procurement for commercial real estate owners. Richard has approximately 25 years of involvement with the commercial real estate industry in various levels of operations.



## Application Attachments



## Wed May 31 2023

**Entity#:** 4171955

FILING Type: FOREIGN LIMITED LIABILITY COMPANY

Original Filing Date: 04/17/2018

Location: --

Business Name: RESOURCE ENERGY SOLUTIONS, LLC

Status: Active

Exp. Date:

## **Agent/Registrant Information**

CT CORPORATION SYSTEM 4400 EASTON COMMONS WAY, SUITE 125 COLUMBUS OH 43219 04/17/2018 Active

### **Filings**

Filing Type	Date of Filing	Document ID
FOREIGN LLC – CERTIFICATE OF REGISTRATION	04/17/2018	201811702520

#### 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 31st of May, A.D. 2023

Ohio Secretary of State

Fret John



04/30/2018

DOCUMENT ID 201811702520

DESCRIPTION REGISTRATION OF FOREIGN FOR PROFIT LLC FILING 99.00

0.00

COPY

0.00 0.00

#### Receipt

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

RESOURCE ENERGY SOLUTIONS, LLC ATTN: RICHARD BREEN, ESQUIRE 4 HIGH RIDGE PARK, SUITE 202 STAMFORD, CT 06905

## STATE OF OHIO CERTIFICATE

Ohio Secretary of State, Jon Husted 4171955

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

RESOURCE ENERGY SOLUTIONS, LLC

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

Document(s)

Document No(s):

201811702520

REGISTRATION OF FOREIGN FOR PROFIT LLC **Effective Date: 04/17/2018** 

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 30th day of April, A.D. 2018.

Ohio Secretary of State



Form 533B Prescribed by:

#### Jon Husted Ohio Secretary of State

Toll Free: (877) SOS-FILE (877-767-3453) Central Ohio: (614) 486-3910

www.OhioSecretaryofState.gov busserv@OhioSecretaryofState.gov

File online or for more information: www.OHBusinessCentral.com

#### 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: \$99
Form Must Be Typed

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

(1) Registration of a Foreign For-Profit Limited Liability Company (106-LFA) ORC 1705	(2) Registration of a Foreign Nonprofit Limited Liability Company (106-LFA) ORC 1705
Jurisdiction of Formation Delaware	Jurisdiction of Formation
Date of Formation February 10, 2011	Date of Formation
Name of Limited Liability Company in its jurisdiction of fo	rmation
Resource Energy Solutions, LLC	
Name under which the foreign limited liability company d jurisdiction of formation) is:	lesires to transact business in Ohio (if different from its name in its
Name must include one of the following words or abbreviations: "li	imited liability company," "limited," "LLC," "L.L.C.," "ltd.," or "ltd"
The address to which interested persons may direct requagreement, bylaws, or other charter documents of the co	uests for copies of the limited liability company's operating ompany is:
Richard Breen, Esquire	
Name	
4 High Ridge Park, Suite 202	
Mailing Address	
Stamford	CT 06905
City	State ZIP Code

Form 533B

Page 1 of 2

Last Revised: 9/24/2015

CT Corporation System				
Name		ganagayan iliy galanciyay. Iliy acaaya ilay iliyadaa dhalaa iliida		
4400 Easton Commons Way, Suite	a 125			
Mailing Address			,	
		1		
Columbus			Ohio	43219
City			State	ZIP Code
b. an agent i		s upon the Oh	io Secretary of	State if: oked, or
By signing and submitting this form nas the requisite authority to exec	n to the Ohio Secretary of Sute this document.	State, the unde	ersigned hereby	/ certifies that he or she
Required	PS			
Must be signed by an authorized representative.	Signature			
f authorized representative	By (if applicable)			
s an individual, then they			·	
must sign in the "signature" oox and print their name	Richard Plutzer			
n the "Print Name" box.	Print Name			
f authorized representative s a business entity, not an				
ndividual, then please print	Signature	and the second s		
he business name in the 'signature" box, an			***************************************	
authorized representative of the business entity	By (if applicable)			Because the second design of the second seco
must sign in the "By" box				
and print their name in the 'Print Name" box.	Print Name	and the second s		
	Signature			
	By (if applicable)			

Form 533B

# Delaware The First State

Page 1

I, JEFFREY W. BULLOCK, SECRETARY OF STATE OF THE STATE OF

DELAWARE, DO HEREBY CERTIFY "RESOURCE ENERGY SOLUTIONS, LLC" IS

DULY FORMED UNDER THE LAWS OF THE STATE OF DELAWARE AND IS IN GOOD

STANDING AND HAS A LEGAL EXISTENCE SO FAR AS THE RECORDS OF THIS

OFFICE SHOW, AS OF THE TWENTY-SIXTH DAY OF JANUARY, A.D. 2018.

ANYS

4938939 8300

SR# 20180189535

You may verify this certificate online at corp.delaware.gov/authver.shtml

Joffrey W. Sudlock, Secretary of State

Authentication: 202039209

Date: 01-26-18

## Competitive Retail Electric Service Affidavit

County of <u>Bergen</u>	
State of New Jersey	:

Richard Plutzer, 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.
- 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 Affiant & Title

Sworn and subscribed before me this 22 day of May, Year

Signature of official administering oath

Emmanuel D. Vasquez
Print Name and Title Bunker

My commission expires on Feb 6, 2028



This foregoing document was electronically filed with the Public Utilities

Commission of Ohio Docketing Information System on

5/31/2023 5:00:44 PM

in

Case No(s). 19-1288-EL-AGG

Summary: In the Matter of the Application of Resource Energy Solutions LLC