



DIS Case Number: 09-0402-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: Kinect Energy Inc.

Country: United States

Phone: 4124242567 **Extension (if applicable):**

Street: 11100 Wayzata Blvd., Suite 200

Website (if any):

City: Minnetonka

Province/State: MN

Postal Code: 55305

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
Kinect Energy, Inc.	Official Name	11100 Wayzata Blvd., Suite 200 Minnetonka, MN 55305	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
Kinect Energy, Inc.	Official Name	11100 Wayzata Blvd., Suite 200 Minnetonka, MN 55305	Yes	File

A-5. Contact person for regulatory matters



Public Utilities Commission

Jill Gemlo
605 North Highway 169, Suite 1200
Plymouth, MN 55441
US
jgemlo@world-kinect.com
7632673999

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

Lorraine Domitrovich
500 Cherrington Parkway Suite 400
Moon Township, PA 15108
US
ldomitrovich@world-kinect.com
4127156082

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

Phone: 8885663362	Extension (if applicable):	Country: United States
Fax: 8663067926	Extension (if applicable):	Street: 9800 NW 41st Street, Suite 400
Email: ldomitrovich@world-kinect.com		City: Miami
		Province/State: FL
		Postal Code: 33178

A-8. Applicant's federal employer identification number

41-1731916

A-9. Applicant's form of ownership

Form of ownership: Corporation

A-10. Identify current or proposed service areas

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

Service area selection

Duke Energy Ohio
FirstEnergy - Cleveland Electric Illuminating

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

Class of customer selection

Commercial
Industrial
Mercantile
Residential

A-11. Start date

Indicate the approximate start date the applicant began/will begin offering services: 06-22-2003

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
Peter Brown	kinectlegal@world-kinect.com	President	9800 NW 41st St Miami, FL 33178 US
Amy Quintana Avalos		Secretary	9800 NW 41st Street, Suite 400 Miami, FL 33178 US

A-13. Company history

Kinect Energy has acted as a broker/consultant to its commercial, industrial, governmental and institutional customers to procure their electricity requirements from licensed third-party suppliers for over 19 years. Kinect Energy recognizes that electricity procurement is not a one-time transaction, but is a long term service that must be managed proactively. Therefore, our business goal is to serve our customers over the long term to meet their business needs. For provision of our services, Kinect Energy receives a fee from the electric supplier who ultimately contracts with the customer. Thereafter, the contractual relationship is strictly between the customer and the electric supplier. Although the contractual relationship for electricity supply is ultimately between the customer and the supplier, Kinect Energy is committed to its customers to guide them through the procurement process and consult with them to clarify the pricing, terms, conditions, switching rules etc. that are part of the supplier(s)



contract(s). All other terms, rules, disclosures, billing issues, generation resource mix, and other customer information that is inherently the supplier(s) responsibility are not duplicated by Kinect Energy. However, Kinect Energy will consult with and assist the customer as required with any supplier specific issues.

Kinect Energy has assisted its customers and guided them through the procurement process for over 19 years typically through one-on-one contacts with each customer. Kinect Energy has held seminars to educate the customers on the concept of electric choice and opportunities to take advantage of participating in the competitive electricity market. To the extent that any winning electricity supplier receives customer complaints or inquiries, Kinect Energy will consult with its customers as part of our procurement service offering.

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..

File Attached

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.

File(s) attached

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..



File Attached

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.

File(s) attached

C-2. Financial statements



Public Utilities Commission

Provide copies of the applicant's two most recent years of audited financial statements, including a balance sheet, income statement, and cash flow statement. If audited financial statements are not available, provide officer certified financial statements. If the applicant has not been in business long enough to satisfy this requirement, provide audited or officer certified financial statements covering the life of the business. If the applicant does not have a balance sheet, income statement, and cash flow statement, the applicant may provide a copy of its two most recent years of tax returns with **social security numbers and bank account numbers redacted**.

If the applicant is unable to meet the requirement for two years of financial statements, the Staff reviewer may request additional financial information.

File(s) attached

C-3. Forecasted financial statements

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

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

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

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

File(s) attached

C-4. Credit rating



Public Utilities Commission

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'.

File(s) attached

C-5. Credit report

Provide a copy of the applicant's credit report from Experian, Equifax, TransUnion, Dun and Bradstreet or a similar credit reporting organization. If the applicant is a newly formed entity with no credit report, then provide a personal credit report for the principal owner of the entity seeking certification. At a minimum, the credit report must show summary information and an overall credit score. **Bank/credit account numbers and highly sensitive identification information must be redacted.** If the applicant provides an acceptable credit rating(s) in response to C-4, then the applicant may select 'This does not apply' and provide a response in the box below stating that a credit rating(s) was provided in response to C-4.

File(s) attached

C-6. Bankruptcy information

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

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

No

C-7. Merger information

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

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.

File(s) attached

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

Exhibit C-1 Financial Reporting - SEC Filings

Kinect Energy, Inc. is a wholly owned subsidiary of World Fuel Services, Inc. World Fuel Services, Inc. is a wholly owned subsidiary of World Fuel Services Corporation [NYSE: INT].

World Fuel Services, Inc. 10k reports and other financial information for the past several years can be found here:

<https://www.wfscorp.com/en/Investor-Relations/Financial-Information-SEC-Filings>

Entity#: 4010673
Filing Type: FOREIGN CORPORATION
Original Filing Date: 03/27/2017
Location: --
Business Name: KINECT ENERGY, INC.

Status: Active
Exp. Date: -

Agent/Registrant Information

CORPORATION SERVICE COMPANY
3366 RIVERSIDE DRIVE, SUITE 103
UPPER ARLINGTON OH 43221
04/18/2022
Active

Filings

Filing Type	Date of Filing	Document ID
FOREIGN LICENSE/FOR-PROFIT	03/27/2017	201708803732
MERGER/FOREIGN	05/15/2017	201713603784
MERGER/FOREIGN	10/09/2018	201828301480
FOREIGN/AGENT CHANGE OF ADDRESS	04/18/2022	202210801594

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*

Exhibit C-2 Financial Statements

Kinect Energy, Inc. is a wholly owned subsidiary of World Fuel Services, Inc. World Fuel Services, Inc. is a wholly owned subsidiary of World Fuel Services Corporation [NYSE: INT].

World Fuel Services, Inc. 10k reports and other financial information for the past several years can be found here:

<https://www.wfscorp.com/en/Investor-Relations/Financial-Information-SEC-Filings>

Exhibit B-3 Disclosure of Liabilities and Investigations

Kinect Energy is not aware of any existing, pending or past rulings, judgments, contingent liabilities, revocations of authority, regulatory investigations or any other matter that would impact Kinect Energy's financial or operational status or ability to provide the broker/consultant services it is seeking to be certified to provide.

Exhibit C-4 Credit Rating

Kinect Energy, Inc. is a wholly owned subsidiary of World Fuel Services, Inc. World Fuel Services, Inc. is a wholly owned subsidiary of World Fuel Services Corporation [NYSE: INT].

World Fuel Services does not have a credit rating

World Fuel Services, Inc. 10k reports and other financial information for the past several years can be found here:

<https://www.wfscorp.com/en/Investor-Relations/Financial-Information-SEC-Filings>

Exhibit C-8 Corporate Structure

Kinect Energy, Inc. is wholly owned by World Fuel Services, Inc., which is wholly owned by World Fuel Services Corporation (NYSE: INT). World Fuel Services, Inc. directly owns one hundred percent (100%) of the ownership interests of Applicant, and has the right to vote one hundred percent (100%) of Applicant's voting securities. World Fuel Services Corporation directly owns one hundred percent (100%) of the ownership interests of World Fuel Services, Inc., and has the right to vote one hundred percent (100%) of World Fuel Services, Inc.'s voting securities.

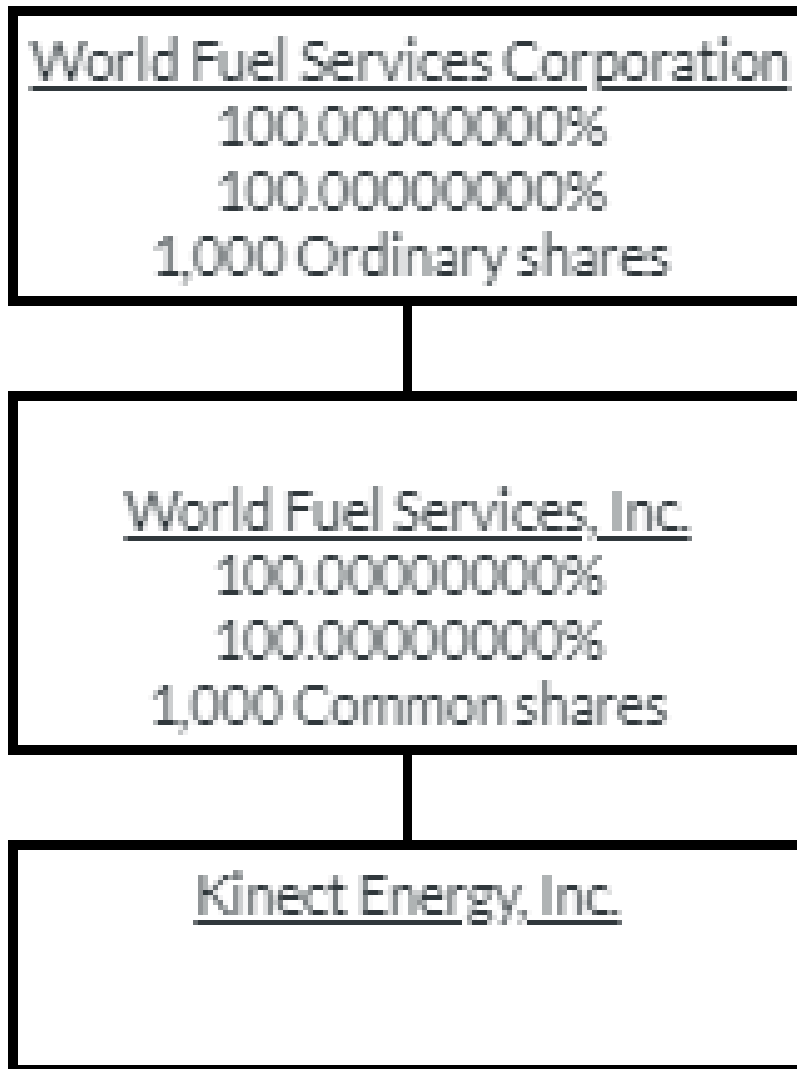


Exhibit B-1 Jurisdictions of Operations

Kinect Energy, Inc. Electric and Natural Gas Broker License Summary

As of April 2023

State	License	License Number	Approved
Pennsylvania	Electric Generation Supplier – Broker/Marketer	A-2018 3006522	28-Feb-19
Pennsylvania	Natural Gas Supplier – Broker/Marketer	A-2018-3006508	28-Feb-19
Delaware	Retail electric supplier to broker the sale or purchase of electric supply service	Order No. 7512	6-Jan-09
Maryland	License to supply electricity or electric generation services	IR-3960	11/8/2017 2/22/2019 PSC changed name to Kinect Energy, Inc.
Maryland	License to supply Natural Gas or Natural Gas Supply Broker services	IR-3412	11/25/2014 2/22/2019 PSC changed name to Kinect Energy, Inc.

Exhibit B-1 Jurisdictions of Operations

Ohio	Competitive retail electric supplier (CRES)	Certificate No. 09-153E(6)	11-Jun-19
Ohio	Competitive Retail Natural Gas Aggregator/Broker (CRNGS)	Certificate No. 13-316G(4)	22-Jul-19
New Jersey	Energy Agent and Private Aggregator	EA-0529 PA-0223	19-Feb-20
Illinois	Received Agent Brokers and Consultants (ABC) license on March 18, 2019. The order is the license, Illinois does not send an actual Certificate	Order 19-0127	18-Mar-19
Massachusetts	Electricity Broker License	EB-219	8-Jul-19
Massachusetts	Natural Gas Broker License	RA-234	12-Aug-19
New Hampshire	Kinect Energy, Inc. Electric Aggregation License	DM 18-165	29-Oct-18
New Hampshire	Kinect Energy, Inc. Natural Gas Aggregation License	DM 18-166	31-Oct-18

Exhibit B-1 Jurisdictions of Operations

DC	Electricity Supplier License as broker aggregator	EA2018-13-E-8 Order 19830	12-Feb-19
DC	Natural Gas Supplier License as broker aggregator	EA2018-09-G-8 Order 19830	12-Feb-19
TX	Electric Broker Registration	Broker registration number BR190557	6-Sep-19

VA	Electricity Aggregator License	A-99	14-May-20
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VA	Nat Gas Aggregator	A-99	14-May-20
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ME	Competitive Electricity Provider	2019-00294	18-Dec-19
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Premier Profile - WORLD FUEL SERVICES

Subcode: 659970

Ordered: 06/09/2023 12:11:14 CST

Transaction Number: C020909660

Search Inquiry: world fuel services/9800 NW 41ST ST/Doral/FL/33178/US/Phone 305-428-8000/740098884

Model Description: Intelliscore Plus V2



Business Name WORLD FUEL SERVICES		Business Identification Number 740098884	
Primary Address: 9800 NW 41ST ST DORAL, FL 33178-2968		Website: www.wfscorp.com Phone: (305) 428-8000 Tax ID: 59-2459427	
		This business is the ultimate parent. See the corporate hierarchy by clicking here	

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Risk Dashboard		Days Beyond Terms	Derogatory Legal	Fraud Alerts
Risk Scores and Credit Limit Recommendation Intelliscore Plus HIGH RISK Financial Stability Risk LOW TO MEDIUM RISK Score range: 1 - 100 percentile Credit Limit Recommendation: \$98,300		Company DBT Industry DBT: 2	Original Filings 	High Risk Alerts

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Business Facts	
Years on File:	33 (FILE ESTABLISHED 03/1990)
Contacts:	JUDY MCMULLEN - OWNER GREG COHEN - OWNER MACKENZIE MOORE - OWNER
SIC Code:	PETROLEUM & PETROLEUM PRODUCTS - 5172 PETROLEUM & COAL PRODUCTS, NEC - 2999 SECURITY BROKERS, DLRS & FLOTATION COS - 6211
NAICS Code:	Petroleum and Petroleum Products Merchant Wholesalers (except Bulk Stations and Terminals) - 424720 All Other Petroleum and Coal Products Manufacturing - 324199 Securities and Commodity Contracts Intermediation and Brokerage - 523100
Fortune 1000 Ranking	2017 103 2016 92 2015 68

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Commercial Fraud Shield	
Evaluation for: WORLD FUEL SERVICES, 9800 NW 41ST ST, DORAL, FL33178-2968	
Business Alerts	Verification Triggers
Active Business Indicator: Experian shows this business as active	The primary Business Name, Address, and Phone Number on Experian File were reviewed for High Risk indicators, no High Risk indicators were found.
Possible OFAC Match: No OFAC match found	
Business Victim Statement: No victim statement on file	

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Credit Risk Score and Credit Limit Recommendation
Credit Risk Score: Intelliscore Plus

Current Intelliscore Plus Score: 1



This score predicts the likelihood of serious credit delinquencies for this business within the next 12 months. Payment history and public record along with other variables are used to predict future risk. Higher scores indicate lower risk.

Factors lowering the score

- AVERAGE BALANCE OF RECENTLY DELINQUENT COMMERCIAL ACCOUNTS
- NUMBER OF COMMERCIAL ACCOUNTS WITH NET 1-30 DAYS TERM
- NUMBER OF COMMERCIAL ACCOUNTS WITH HIGH UTILIZATION
- BALANCE OF DELINQUENT COMMERCIAL ACCOUNTS

Risk Class: 5

HIGH RISK

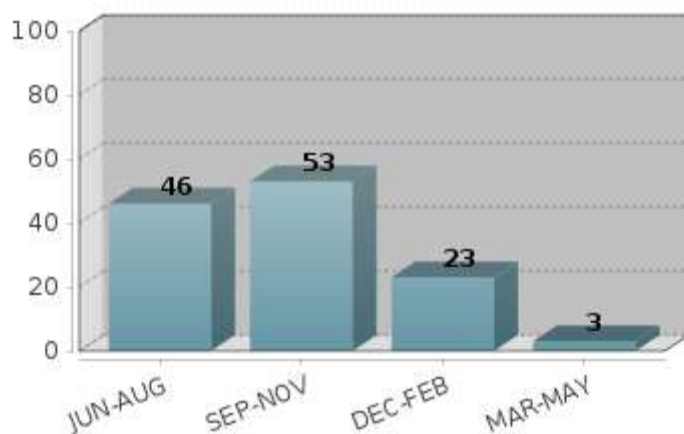
The risk class groups scores by risk into ranges of similar performance. Range 5 is the highest risk, range 1 is the lowest risk.

Industry Risk Comparison

0% of businesses indicate a higher likelihood of severe delinquency.

Intelliscore Plus Quarterly Score Trends

Quarterly Score Trends



The Intelliscore Plus Quarterly Score Trends provide a view of the likelihood of delinquency over the past 12 months for this business. The trends will indicate if the score improved, remained stable, fluctuated or declined over the last 12 months

Credit Risk Score: Financial Stability Risk

Current Financial Stability Risk Score: 39



This score predicts the likelihood of financial stability risk for this business within the next 24 months. Payment history and public record along with other variables are used to predict future risk. Higher scores indicate lower risk.

Factors lowering the score

- NUMBER OF COMMERCIAL COLLECTION ACCOUNTS
- RISK ASSOCIATED WITH THE COMPANY'S INDUSTRY SECTOR
- RISK ASSOCIATED WITH THE BUSINESS TYPE
- BALANCE TO HIGH CREDIT RATIO FOR COMMERCIAL ACCOUNTS

Risk Class: 2

LOW - MEDIUM RISK

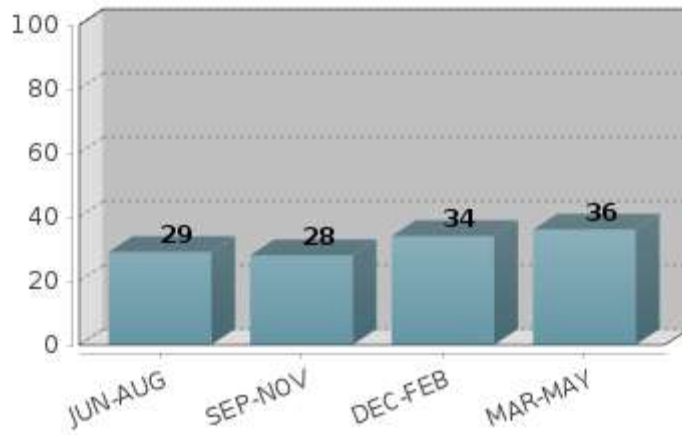
The risk class groups scores by risk into ranges of similar performance. Range 5 is the highest risk, range 1 is the lowest risk.

Industry Risk Comparison

38% of businesses indicate a higher likelihood of financial stability risk.

Financial Stability Risk Quarterly Score Trends

Quarterly Score Trends



The Financial Stability Risk Quarterly Score Trends provide a view of the likelihood of financial stability risk over the past 12 months for this business. The trends will indicate if the score improved, remained stable, fluctuated or declined over the last 12 months

Credit Limit Recommendation

Credit Limit Recommendation

\$98,300

This recommendation compares this business against similar businesses in the Experian business credit database. It is based on trade information, industry, age of business and the Intelliscore Plus. The recommendation is a guide. The final decision must be made based on your company's business policies.

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Payment and Legal Filings Summary

Payment Performance		Trade and Collection Balance		Legal Filings	
Current DBT:	4	Total trade and collection (15):	\$373,586	Bankruptcy:	No
Predicted DBT as 08/02/2023 :	4	All trades (14):	\$373,000	Tax Lien filings:	0
Monthly Average DBT:	7	All collections (1):	\$586	Judgment filings:	0
Highest DBT Previous 6 Months:	37	Continuous trade (8):	\$318,500	Sum of legal filings:	\$0
Highest DBT Previous 5 Quarters:	4	6 month average:	\$37,000 - \$334,400	UCC filings:	0
Payment Trend Indication:		Highest credit amount extended:	\$299,100	Cautionary UCC filings:	No
Payments are improving		Most frequent industry purchasing terms:			
		NET 30,CONTRCT,CREDIT			

Industry Comparison

Industry DBT Range Comparison

The current DBT of this business is 4. 80% of businesses have a DBT range of 0-5.

DBT for this business: 4



DBT Norms

All industry: 3

Same industry: 2

Industry Payment Comparison

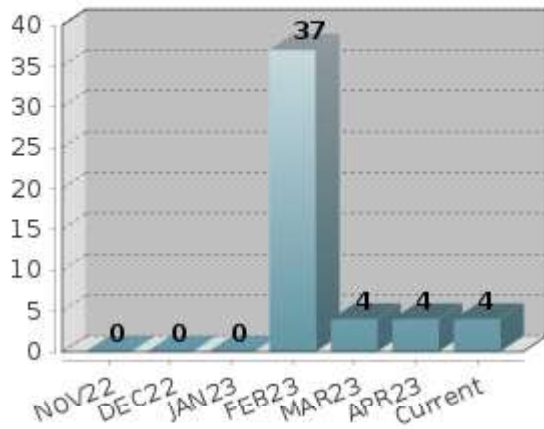
Has paid sooner than 50% of similar businesses

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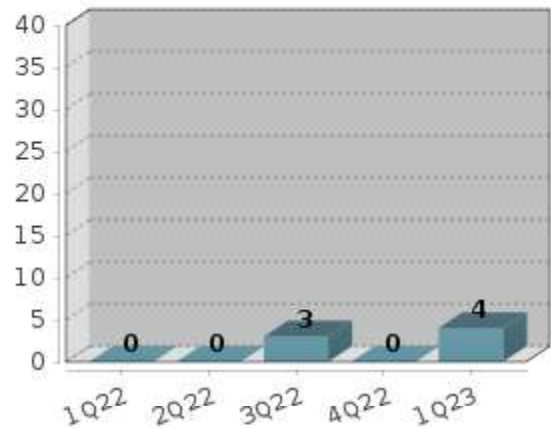
Payment Trending

DBT Trends

Monthly DBT Trends



Quarterly DBT Trends



Monthly Payment Trends

Payment Trends Analysis PETROLEUM & PETROLEUM PRODUCTS - 5172						Account Status Days Beyond Terms			
Date Reported	Industry Cur	DBT	Business DBT	Balance	Cur	1-30	31-60	61-90	91+
CURRENT	N/A	N/A	4	\$318,500	94%	3%			3%
APR23	95%	2	4	\$334,400	91%	6%			3%
MAR23	94%	2	4	\$333,500	94%	3%			3%
FEB23	91%	3	37	\$37,300	51%	7%	13%		29%
JAN23	90%	3	0	\$318,500	97%	3%			
DEC22	92%	3	0	\$321,500	98%	2%			
NOV22	95%	1	0	\$320,700	97%	3%			

Quarterly Payment Trends

Payment History - Quarterly Averages					Account Status Days Beyond Terms			
Quarter	Months	DBT	Balance	Cur	1-30	31-60	61-90	91+
Q1 - 23	JAN - MAR	4	\$229,800	93%	3%	1%		3%
Q4 - 22	OCT - DEC	0	\$318,900	98%	2%			
Q3 - 22	JUL - SEP	3	\$225,000	95%	2%			3%
Q2 - 22	APR - JUN	0	\$308,800	98%	2%			
Q1 - 22	JAN - MAR	0	\$300,000	98%	2%			

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Collection Experiences

Date Placed	Status	Original Balance	Outstanding Balance	Date Closed	Agency	Agency Phone
05/2021	Closed, Uncollected	\$586	\$586	08/2021	ESP RECEIVABLES MANAGE	(985) 875-2294

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Trade Payment Summary

Trade Line Type	Lines Reported	DBT	Recent High Credit	Balance	Current	01-30	31-60	61-90	91+
Continuous	8	4	\$403,000	\$318,500	94%	3%			3%
New	0			\$0					
Combined Trade	8	4	\$403,000	\$318,500	94%	3%			3%

Additional	6	\$181,500	\$54,500	59%	41%	
Total Trade	14	\$584,500	\$373,000	90%	8%	2%

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Trade Payment - New and Continuously Reported Trade Details											
Payment Experiences (Trade Lines with an (*) after the date are newly reported)						Account Status Days Beyond Terms					
Business Category	Date Reported	Last Sale	Payment Terms	Recent High Credit	Balance	Cur	1-30	31-60	61-90	91+	Comments
AIR TRANS	06/2023	05/2023	VARIED	\$11,600	\$0						
COMMUNICTN	04/2023		VARIED	\$2,600	\$1,700	100%					
MANUFCTRNG	05/2023		VARIOUS	\$299,100	\$299,100	98%	2%				
OFFC EQUIP	03/2023	02/2023	CONTRCT	\$69,000	\$4,300	100%					CHARGE OFF
OFFC EQUIP	05/2023		CONTRCT	\$4,400	\$0						
PACKAGING	05/2023	12/2019	NET 30	\$2,900	\$0						CUST 23 YR
PETROLEUM	05/2023		VARIED		\$0						
PETROLEUM	02/2023	02/2023	VARIED	\$13,400	\$13,400		18%	1%	1%	80%	

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Trade Payment - Additional Trade Details											
Payment Experiences (Trade Lines with an (*) after the date are newly reported)						Account Status Days Beyond Terms					
Business Category	Date Reported	Last Sale	Payment Terms	Recent High Credit	Balance	Cur	1-30	31-60	61-90	91+	Comments
CHEMICALS	07/2021		VARIED		\$0						
DP SERVCS	08/2020	08/2018			\$0						CUST 15 YR
LEASING	12/2022		NET 10	\$41,000	\$0						
OFFC SUPPL	10/2022		CREDIT		\$0						ACCTCLOSED
PETROLEUM	04/2022	01/2022	VARIED	\$4,600	\$0						
TRANSPORTN	03/2022		CONTRCT	\$135,900	\$54,500	59%	41%				

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Corporate Linkage		
Business Name	Location	BIN
The inquired upon business, WORLD FUEL SERVICES, is the Ultimate Parent		
WORLD FUEL SERVICES	9800 NW 41ST ST - DORAL,FL	740098884
Subsidiaries of the inquired upon business:*		
TRAMP OIL SCHIFFAHRSTS-UND HANDELSGESELLSCHAFT GMBH	SCHLACHTE 38 - BREMEN	000009375
WORLD FUEL SERVICES (SINGAPORE) PTE LTD.	THOMSON ROAD 08 01 NOVENA SQUARE TOWER A - SINGAPORE	000124673
WORLD FUEL INTERNATIONAL S.R.L.	OFICENTRO EJECUTIVO LA SABANA SUR - SAN JOSE	000124838
NORDIC CAMP SUPPLY	VIRKELYST 11 - NORRESUNDBY	000205220
OIL SHIPPING (BUNKERING) B.V.	VASTELAND 6 - ROTTERDAM	000207718
TRAMP OIL GERMANY GMBH & CO KG	NEEBSTRASSE 3 - FRANKFURT AM MAIN	000207906
WORLD FUEL SERVICES LTD.	KINGFISHER HOUSE NORTHOOD PARK GATWICK ROAD - CRAWLEY	000244863
WFL (UK) LIMITED	THE BROADGATE TOWER THIRD FLOO - LONDON	000253288
WATSON FUELS	LINDUM HOUSE - BRINKWORTH	000253627
HIGHLAND FUELS (INVESTMENTS) LIMITED	UNION PLAZA (6TH FLOOR) - ABERDEEN	000528242
Branches of the inquired upon business:		
WORLD FUEL SERVICES	950 S CHERRY ST - GLENDALE,CO	417426735

WORLD FUEL SERVICES	11100 WAYZATA BLVD STE 200 - MINNETONKA,MN	513762180
WORLD FUEL SERVICES	3000 BAYPORT DR STE 470 - TAMPA,FL	536442277
WORLD FUEL SERVICES	1000 4TH ST STE 410 - SAN RAFAEL,CA	536443493
WORLD FUEL SERVICES	201 FERRY ST SE - SALEM,OR	892859106
WORLD FUEL SERVICES	11803 SHIRE WYCLIFFE CT - TAMPA,FL	962614054
WORLD FUEL SERVICES	1 MILL ST - PARISH,NY	968593265

* The inquired upon business has more than 10 subsidiaries.

[See the complete hierarchy by clicking here.](#)

TOP 

Inquiries									
Summary of Inquiries									
Business Category	JUN23	MAY23	APR23	MAR23	FEB23	JAN23	DEC22	NOV22	OCT22
COMMUNICTN		1							
DISPOSAL								1	
FUEL DISTR					1		1		
GENERAL			2						1
INSURANCE				1					
SERV ASSOC					1				
TRUCK DLR		1							
UTILITY							1		
Totals		2	2	1	2		2	1	1

TOP 

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End of report

1 of 1 report

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DOUGLAS J. SCHAEFER

118 Meadow Drive
Beaver Falls, Pennsylvania, 15010

412.443.7398

dschaefer21@yahoo.com

MANAGEMENT PROFESSIONAL

Portfolio Management ~ Energy Consulting ~ Wholesale & Retail Electricity

Dynamic, results-producing Energy Expert with an exceptional background of maximizing growth and accelerating business expansion through the development, implementation, and execution of optimized operational processes and business strategies. Superior leadership skills; adept with fostering internal and external partnerships, driving new business development initiatives, and performing market trend analysis, project management, and forecasting. Outstanding work ethic and a commitment to excellence. Proficient in Microsoft Word, Excel, PowerPoint, Outlook, and industry-specific applications. Skilled in:

- ◆ New Market Development ◆ Strategic Business Planning ◆ Product Development
- ◆ Risk Management ◆ Team Leadership ◆ Process Re-Engineering
- ◆ Team Member Development ◆ Business Growth ◆ Internal & External

Relations

CAREER ACCOMPLISHMENTS

KINECT ENERGY INC / ONDEMAND ENERGY

- Maintained forward electricity and natural gas curves for all PA and Ohio EDCs and LDCs.
- Published daily market summary and forward curves for distribution to the OnDemand Energy sales group and channel partners.
- Assisted OnDemand Energy's largest customers in developing ongoing purchasing strategies for electricity and natural gas.
- Assisted customers in implementing demand reduction strategies and the evaluation of efficiency programs.
- Published weekly electricity and natural gas market/storage updates for distribution to OnDemand Energy's customer base.

GUTTMAN ENERGY

- Selected as 1 of 8 individuals to launch a new natural gas and power division for Guttman Energy; included establishing a wholesale natural gas and power desk, defining processes and procedures, obtaining licensing, and establishing supplier agreements and a client base.
- Assisted in the development of the corporate risk management policy, defined hedging strategies and met licensing requirements for individual states and EDCs by working with state regulators and EDCs.
- Established 26 ISDA/NAESB agreements with wholesale electricity and natural gas suppliers, negotiated over \$30 million dollars of unsecured lines of credit.

- Maintained forward electricity curves for all PA and OH EDCs, uploaded curves daily into the retail pricing system, hedged forward positions per sales.
- Published weekly market update for distribution to Guttman Energy's executive committee.

GLOBAL ENERGY MARKET SERVICES

(Wholly Owned Subsidiary of Fellon McCord & Associates)

- Built a retail electricity subsidiary in the Pittsburgh region from ground up in collaboration with a colleague from Keytex; hand-selected by Fellon McCord to start-up this organization; included office set up, defining processes and procedures, obtaining licensing, and establishing supplier agreements and a client base.
- Defined buying strategies after analyzing market data; met licensing requirements for individual states by working with state regulators.
- Presented buying strategies to existing and new customers; negotiated the pricing on electricity supply agreements.
- Delivered \$400,000 in annual revenue, established 23 electricity and natural gas supplier agreements, and partnered with a legal group to gain 12 state operating licenses.
- Stayed abreast of all activity by tracking new sales and renewals, reconciling supplier payments, determining sales commissions, and generating bi-weekly sales activity reports for Fellon McCord executives.
- Ensured maximized productivity by overseeing 2 retail pricing analysts and implementing a pricing system to track customers throughout the sales process.

KEYTEX ENERGY LLC

- Founded and grew a successful energy consulting firm in partnership with 3 colleagues; included defining trading strategies in the real-time markets for PJM, NY, and NE ISO's, and the day ahead market in the MISO area.
- Delivered \$500,000 in annual trading revenue by overseeing a team of 3 traders and establishing and capitalizing on clearinghouse relationships.
- Maintained licensing requirements and ensured all compliance filings were submitted in a timely manner, including quarterly FERC reports.
- Maximized productivity by defining and implementing all trading functions, tracking daily profit and loss, and defining and implementing risk management policies for wholesale trading activities.
- Recruited along with a Keytex partner to establish and build Fellon McCord's Global Energy Marketing Services during a buyout bid by Fellon McCord; currently transitioning out of Keytex Energy ownership.

STRATEGIC ENERGY, LLC

- Generated \$100 million in revenue by leading aggressive new-market penetration across California, Texas, New York, and New England markets; promoted customer retention and business development by communicating the monthly energy outlook to key customers and prospects.
- Identified best possible buy and sell targets across a regional portfolio by analyzing market trends, generation outage data, gas and electricity pricing trends, and retail load forecast.
- Expanded sales, increased profitability, and retained customers by aligning commodity services with market pricing trend analysis and forecast.

- Oversaw the energy management center, product portfolio group, and gas management business operations; included leading decision-making processes across optimization and purchasing strategies.
- Consulted with the CEO on energy management issues; collaborated with internal groups and stakeholders on policies with potential impacts on portfolio management; presented market performance and outlook data to executive committees.
- Established pricing methodologies and executed risk management, product development, market development, and effective management by leading a 32-member team, and implementing optimized internal processes.
- Recognized as 1 of 16 key employees during the strategic review process; promoted into increased responsibility 3 times over a 10-year period.

PROFESSIONAL EXPERIENCE

KINECT ENERGY INC., Moon Township, Pennsylvania <i>Energy Consulting</i> <i>Director, Brokerage Sales</i>	2018 – Present
ONDEMAND ENERGY SOLUTIONS, Moon Township, Pennsylvania <i>Energy Consulting</i> <i>Vice-President, Managed Products</i>	2014 – 2018
GUTTMAN ENERGY, Belle Vernon, Pennsylvania <i>Retail electricity provider</i> Head of Supply and Trading – Natural Gas and Power Division	2013 – 2014
GLOBAL ENERGY MARKET SERVICES, Pittsburgh, Pennsylvania <i>Retail electricity supply broker; wholly owned subsidiary of Fellon McCord & Associates Energy Consultants</i> Director of Operations	2010 – 2013
KEYTEX ENERGY LLC, Greensburg, Pennsylvania <i>Energy consultants</i> Co-Owner	2008 - 2013
STRATEGIC ENERGY, LLC, Pittsburgh, Pennsylvania <i>Retail electricity supply company.</i> Director, Portfolio Management (2004-2008) Manager, Power Supply Coordination (2002-2004) Portfolio Manager (1998-2001)	1998 - 2008

EDUCATION

CARNEGIE MELLON TEPPER SCHOOL OF BUSINESS, Pittsburgh, Pennsylvania <i>Strategic Energy Leadership Development Program</i>	2005
UNIVERSITY OF PITTSBURGH, Pittsburgh, Pennsylvania <i>Bachelor of Arts in Economics</i>	1986 - 2000

Exhibit C-3 Forecasted Financial Statements

Kinect Energy, Inc.

Forecasted Profit and Loss (Electricity)

	<u>2021 (Ohio-Elec)</u>	<u>2023 (Ohio-Elec)</u>
<u>Revenue</u>		
Income	\$1,965,658	\$1,838,684
Total Costs of Goods Sold	\$893,219	\$753,860
Gross Profit	\$1,072,439	\$1,084,823
Expenses	\$1,026,208	\$1,036,470
Net Ordinary Income	\$46,231	\$48,353
Other Income/Expense	\$30,787	\$31,095
Net Income	\$15,444	\$17,258

Notes:

- 1) Assuming top line revenue growth of 1% annually
- 2) Assume regulatory environment will not impact growth negatively
- 3) Statement Preparer:

Holly Bakker

Sr. Director of Finance

Suite 400

500 Cherrington Parkway

Moon Township, PA 15108

PETER C. BROWN
7608 Wolf Spring Court
Louisville, Kentucky 40241
H: (502) 228-0473
C: (502) 262-6470
pbrown@wfscorp.com

Peter Brown is an experienced executive proficient in overall company operations, including strategic planning, production, human resources, finance and accounting, mergers and acquisitions and legal/compliance.

PROFESSIONAL EXPERIENCE

WORLD FUEL SERVICES, INC.

Miami, FL

2015 to Present

International global energy company specializing in the sourcing, distribution and management of various energy commodities

Vice President, Americas

Responsible for the strategic, operational and financial performance in the Americas of Kinect Energy, World Fuel's global energy consulting and management providing energy procurement, management, sustainability and asset optimization services to industrials, commercial accounts, municipalities and universities.

- Lead executive team responsible for strategic planning and overall management of the company.
- Responsible for all company operations.
- Evaluate and negotiate mergers and acquisitions of the company.
- Responsible for financial performance

FELLON-MCCORD & ASSOCIATES, LLC

Louisville, KY

2008 to 2015

(subsidiary of Trane U.S., Inc.)

Energy consulting and management company providing energy procurement, management, sustainability and asset optimization services to industrials, commercial accounts, municipalities and universities.

Chief Operating Officer

Responsible for management of company operations including production, account management, legal, IT, HR, accounting, finance and administration

- Part of Executive team responsible for strategic planning and overall management of the company.
- Responsible for all company operations.
- Acting general counsel responsible for all legal matters affecting the company.
- Evaluate and structure mergers and acquisitions of the company.
- Responsible for revenue and financial performance and forecasting

CONSTELLATION ENERGY GROUP

Louisville, KY

2006 to 2008

Large Baltimore based energy company involved in providing wholesale and retail energy commodity sales, power generation and construction, energy services and traditional electrical/gas utility serving Maryland.

Senior Counsel

Responsible for providing all legal services for retail gas and energy consulting divisions, managing Legal and Contracts Administration functional groups and participating in the executive management team of the retail gas business units.

- Participate in strategic planning and overall management of business unit.
- Review and approve all legal and commercial terms for retail and wholesale natural gas based supply contracts.
- Manage legal and contracts personnel across multiple regional offices.
- Conduct due diligence and integration for acquisitions.
- Provide support for all aspects of company's operations and administrative functions.
- Work with all functional groups to monitor, educate and insure regulatory and corporate compliance.
- Manage use of internal legal resources (real estate, HR, etc.) and outside counsel for litigation.

NORTHEAST UTILITIES

Hartford, CT

2003 to 2006

Traditional public electrical/gas utility serving CT, MA and NH and providing deregulated energy related services throughout the Northeast.

Senior Counsel

Responsible for providing all legal services for unregulated subsidiaries, including electrical generating assets (gas, coal, hydro), power plant operations and maintenance company, energy services company, large electrical services contractor, union and non-union electrical contractors, and mechanical contractors.

- Provide executive oversight for subsidiaries during divestiture process
- Structure, negotiate and execute divestiture of unregulated companies
- Negotiate and draft all client based commercial contracts (e.g., construction, O&M).
- Draft and negotiate power purchase agreements.
- Structure and negotiate power plant development projects.
- Review, negotiate and facilitate financing agreements.
- Institute and oversee corporate compliance initiatives (e.g., Sarbanes-Oxley, SEC).
- Assist companies in environmental and regulatory compliance.
- Manage use of internal legal resources (real estate, labor, etc.) and outside counsel for litigation.

ENVIROPOWER, LLC

Lexington, KY

2000 to 2003

A greenfield development company of solid fuel baseload merchant power plants.

Director of Contract Administration and In-House Counsel

Responsible for drafting, negotiating and closing all commercial contracts for the development of greenfield solid fuel merchant power plants. In-house counsel responsible for legal support for all corporate functions, including financing, mergers and acquisition.

- Participate in strategic planning and overall management of company.
- Provide legal support for all aspects of company's operations and administrative functions.
- Negotiated and drafted EPC contracts, long and short-term power purchase agreements, real estate agreements, fuel agreements and electrical and gas interconnection agreements.
- Structured and negotiated various project finance agreements, including taxable and tax-exempt bond offerings and letter of credit support.
- Conducted and facilitated project and corporate due diligence for prospective equity and debt participants.

- Drafted and negotiated letters of intent, term sheets and purchase agreements for the sale of project and corporate entities.
- Responsible for licensing and all aspects of regulatory compliance

FROST BROWN TODD

Lexington, KY

1998 to 2000

(f/k/a Brown Todd & Heyburn PLLC)

Attorney – Corporate Department

Drafted, negotiated, closed and administered large commercial debt facilities. Administered all asset transactions for one of nation's largest coal companies. Drafted and negotiated construction contracts for medium sized general contractors and subcontractors.

- Corporate practice emphasis in the areas of mergers and acquisitions.
- Drafted and negotiated \$850 Million Credit Facility and administered the same.
- Drafted, negotiated and administered coal purchase and sales agreements.
- Drafted and negotiated various stock and asset purchase agreement for small to medium sized energy companies.
- Drafted and negotiated various sales and purchase agreements for both major equipment and real property.
- Drafted employment contracts for key corporate officers, directors and employees.
- Drafted and negotiated construction agreements for large general contractors.
- Construction litigation involved in individual commercial projects and residential class action.

SMITH, CURRIE & HANCOCK, LLP

Atlanta, Georgia

1996 to 1998

Attorney – Construction Department

Operated national practice out of Atlanta office. Represented owners and contractors in all forms of public and private construction project negotiations, dispute resolutions and litigation. Served as chief outside legal counsel to various general contractors, manufacturers and insurance funds.

- Drafted and negotiated construction general contracts and subcontracts for both private and public projects involving large industrial, commercial retail and residential complexes.
- Drafted and negotiated hazardous waste disposal agreements, professional services agreements and federal government procurement contracts.
- Litigation practice in all facets of private and public construction law and federal procurement law.
- Represented clients on construction projects and litigated cases in 21 different states on both the state and federal level and all boards of contract appeals.

EDUCATION

- **University of Kentucky (J.D., 1996)**
President – Moot Court Board; Associate Editor – Kentucky Law Journal
- **University of Dayton (B.A. Mathematics, cum laude 1989)**
President – Order of Omega; University Scholars Program; Treasurer - Lambda Chi Alpha Fraternity

LICENSES

- Admitted to practice law in Kentucky and Georgia

- Series 7 Broker's License – Securities & Exchange Commission (inactive)
- Teaching Certificate – Secondary Education in Kentucky and Ohio (inactive)

Exhibit B-2 Experience & Plans

Kinect Energy has acted as a broker/consultant to its commercial, industrial, governmental, and institutional customers to procure their electricity requirements from licensed third-party suppliers for over 21 years. Kinect Energy recognizes that electricity procurement is not a one-time transaction but is a long-term service that must be managed proactively. Therefore, our business goal is to serve our customers over the long term to meet their business needs. Kinect Energy has been licensed by the Ohio Public Utility Commission as Electric Generation Supplier, broker/marketer and we has never experienced an informal or formal complaint filed with the Public Utility Commission.

For provision of our services, Kinect Energy receives a fee from the electric supplier who ultimately contracts with the customer. Thereafter, the contractual relationship is strictly between the customer and the electric supplier. Although the contractual relationship for electricity supply is ultimately between the customer and the supplier, Kinect Energy is committed to its customers to guide them through the procurement process and consult with them to clarify the pricing, terms, conditions, switching rules etc. that are part of the supplier(s) contract(s). All other terms, rules, disclosures, billing issues, generation resource mix, and other customer information that is inherently the supplier(s) responsibility are not duplicated by Kinect Energy. However, Kinect Energy will consult with and assist the customer as required with any supplier specific issues.

Kinect Energy has assisted its customers and guided them through the procurement process for over 21 years typically through one-on-one contacts with each customer. Kinect Energy has held seminars to educate the customers on the concept of electric choice and opportunities to take advantage of participating in the competitive electricity market. To the extent that any winning electricity supplier receives customer complaints or inquiries, Kinect Energy will consult with its customers as part of our procurement service offering.

Exhibit D-2 Operations Expertise & Key Technical Personnel

Kinect Energy has been operating as an electricity and natural gas broker for over 21 years and employee personnel with over 250 years of combined experience in managing the complexities of energy supply, delivery, and consumption.

Kinect Energy currently manages electricity and gas supply requirements for more than 1,681 clients with over 12,329 meters. Kinect Energy manages over 2.5 Billion kwh and over 11.7 Bcf of natural gas annually for our clients. Kinect Energy has broker relationships with over 36 electric and natural gas suppliers to give our customer a wide range of competitive options to satisfy their procurement needs.

Kinect Energy is experienced in working with its customers on a one-on-one basis as well have experience working on a group basis in over 20 large pools of customers.

Kinect Energy will employ its vast industry expertise to serve its Ohio electric and natural gas customers with the same diligence and care as it has routinely used in all its electric and natural procurement service.

Lisa Viduya – Director, Sales, Brokerage (U.S.)

Lisa is responsible for leading electricity and natural gas procurement efforts for existing clients and key accounts in NA. She and her experienced team help clients navigate the complexity of the energy markets and understand the many supply options available to meet their business goals and risk objectives. This consultative approach begins with an overview of the market, comprehensive bill and portfolio review, competitive RFP with vetted supplier partners and contract processing. Additional value add services include renewal term management, market monitoring, and direct access to energy management and sustainability specialists.

Lisa has 17 years of experience in the energy industry. She started her career with OnDemand Energy in Pittsburgh, PA and became part of the World Kinect Energy Service organization following an acquisition in 2018. Prior to joining the sales organization, Lisa held numerous positions in operations. Previously, she was a Key Partner Manager and was responsible for all procurement and strategic account sourcing for channel partners. In addition, Lisa managed brokerages many supplier relations and worked diligently to review and negotiate contract language, compare supplier bid stacks and communicate supplier competitiveness. Lisa holds a BS. in Mechanical Engineering from the University of Pittsburgh.

Exhibit D-1 Operations

Over the past 21 years Kinect Energy Inc has assisted thousands of customers with their electricity and natural gas procurement needs placing them with numerous third party suppliers in many different utility delivery areas.

In addition to the common fixed price full requirements contracts, Kinect Energy Inc has experience helping customers with managed products contracts with a variety of triggering options and swing provisions. Kinect Energy Inc. constantly monitors the energy markets and has assisted many customers in multiple triggering strategies where a knowledge of the customers load characteristics and market conditions are key to meeting the customer's purchasing goals such as budget certainty vs risk tolerance.

Because Kinect Energy Inc. acts in the capacity of a broker, paid by Suppliers, it does not have the need to issue customer billing statements. Kinect Energy Inc. does offer assistance to its customers who have need to contact their suppliers regarding billing issues and other supplier complaints/problems.

Kinect Energy Inc. does not intend to serve as a typical Electricity Aggregator. Kinect Energy Inc. will assume an aggregator role when consulting with groups of its customers to help guide them through the process of joining other customers on a Supplier's aggregation product. In this regard, Kinect Energy Inc. will continue to act as a broker for a group, or aggregation of customers.

KINECT ENERGY • SALES SUPPORT • OPERATIONS

Award-winning, solutions-oriented senior executive with rare blend of management and analytical skills. Career-spanning success energizing and engaging underperforming teams as well as identifying, hiring, training, motivating and inspiring new high-performance teams. Sharply-honed technical proficiencies, adept at identifying, documenting and resolving processes and systems challenges to boost both profitability and productivity. Superior organizational, communication and presentation skills; impressive work ethic. Talented at collaborating with brokers/vendors to drive process improvements that enhance revenue growth. Recognized for leading teams to excellence and creating genuine, positive change in corporate culture.

PROFESSIONAL EXPERIENCE

KINECT ENERGY INC., Pittsburgh, PA *2012-Present*

DIRECTOR, SALES SUPPORT

Manage back office operations for the brokerage line of business, leading a team of 9 employees.

- **Create efficiencies within back office** to process 1000+ RFPs and 600+ contracts annually for both electric and natural gas clients
- **Improve process with supply partners** by incorporating quarterly meetings to identify gaps and improve communication
- **Develop best in class Client Service Department** that handles all incoming calls from clients and works with suppliers to resolve client issues.

DIRECT ENERGY LP, Pittsburgh, PA *2008-Present*

SENIOR MANAGER, US SALES SUPPORT

Lead 32-member sales support team throughout Northeast, Midwest, Mid-Atlantic, Southern US regions. Drive profitability by engineering workflow process efficiencies and system upgrades, strengthening employee engagement, empowering individuals to ensure internal and external customer satisfaction.

- **Substantially reduced processing times** to same-day turnaround (from 3 days) for all quote requests and contract processing by establishing standards and best practices and by implementing work share processes across regional teams.
- **Improved overall processing speed** by building individual team member proficiency levels through customized Excel, system and process training,
- **Significantly increased sales team efficiency** by re-designing SalesLogix CRM System user interface.
- **Engineered critical increase in operational effectiveness** by leveraging pricing knowledge to negotiate productive collaboration between cross-functional teams and by establishing and deploying guidelines for contract booking and new market entry initiatives.
- **Enhanced overall team productivity** by realigning organizational roles and responsibilities after facilitating Sales and Sales Support Focus groups that identified needs, objectives and deliverables.
- **Increased bottom-line productivity** by researching, designing and implementing Employee Engagement Sales Effectiveness Program that offers qualified employees the opportunity to be involved in process and system improvement projects, by introducing recognition programs, quarterly team-building, professional and personal development programs.

MANAGER OF NORTHEAST US POWER PRICING

Directed a team of 5 Pricing Analysts in the design, packaging and substantiation of complex pricing strategies/quotes within the NEPOOL, PJM, and NYISO markets. In fast-paced, highly volatile and competitive environment, led team in the acquisition of and loading into data repository of all historical usage data, creation of customer load profiles, exception resolution and accurate price quote generation.

- **Engineered 200% increase in pricing throughput** and reduction of team from 21 to 10 by creating real-time pricing queue within the CRM system that improved workflow management.
- **Drove increased pricing throughput to 90% success rate** (from 65%) by identifying and resolving weaknesses in the automated pricing process application.
- **Integral to the design of innovative Aggregations Pricing Process** that increased number of customers that could be priced simultaneously and decreased aggregation time-to-completion to overnight (from up to 5 days.) Process remains organizational standard to this day.
- Reduced pricing turnaround time by 1-2 days through the incorporation of Eligible Customer Lists and utility websites into the data acquisition process, enabling the upfront identification of interval meter

STRATEGIC ENERGY, Pittsburgh, PA 2004-2008

MANAGER, RETAIL PRICING TEAM

Led a team of 21 Pricing Analysts to provide accurate and timely pricing across all markets. Recommended and implemented more effective methods for acquiring historical usage data. Collaborated with departments to ensure smooth transition of responsibilities into the Pricing department.

- **Catapulted group effectiveness and value** by mapping and updating (with MS Visio) critical pricing processes, introducing new data acquisition and request prioritization processes, implementing guidelines and best practices.
- **Improved customer and broker experience** by collaborating with cross-functional teams such as commissions, Structure Pricing Desk, Billing, Enrollments, and Sales.
- **Recognized for achievement** in Responsible Business Owner Productivity Program in the 2-3-0 Process Improvement Project (double the business in three years with no head count increases.)
- Directed team in the completion of complex pricing quotes and resolved post-sale and internal customer issues.

*Promoted rapidly from **Pricing Analyst** to **Team Lead** and then **Pricing Manager** as a result of technical mastery, results achieved and recognized management strengths.*

US STEEL CORPORATION/CLAIRTON COKE WORKS, Clairton, PA 1999-2001

PROCESS SAFETY MANAGEMENT CO-OP

Ensured entire plant complied with OSHA's Process Safety Management (PSM) Standard and EPA's Risk Management Plan (RMP) Rule. Implemented and maintained PSM and RMP programs within the plant, including: training; compliance and contractor audits, tracking of resulting recommendations; monitoring and documenting progress of PHA and incident investigation action items; serving as liaison between PSM department, engineering, plant and area management, and maintenance departments.

EDUCATION and PROFESSIONAL DEVELOPMENT

MANAGEMENT TRAINING

Leader's Journey – Leadership and Management Training Program 2010
 Coaching and Mentoring Program 2010
 STAR Employee Selection Program 2007, 2010

BACHELOR OF SCIENCE DEGREE IN CHEMICAL ENGINEERING

University of Pittsburgh, Pittsburgh, PA 2002
Financed 100% of education while working part-time and raising family.

ENGINEERING COOPERATIVE PROGRAM

University of Pittsburgh, Pittsburgh, PA 2001
Financed 100% of education while working part-time and raising family.

AWARDS and HONORS

Winner, 2010 President's Club Award

Selected by Sales Management as one of two enterprise-wide honorees.

Winner, 2009 Platinum Award

Direct Energy's highest honor, for Superior Integration of Strategic Energy Systems and Processes into those of Direct Energy following acquisition.

Recipient, 2009 and 2011 SAS Performance and Value Award

John R. Bodine

Summary of Experience

On-Demand Energy, LP.
Vice President Sales and Business Development
2008 - Present

Led all Sales and Business Development activities as On-Demand grew from roughly 700 Million annual kwhs of load to over 4 billion annual kwhs in load. Lead role in working with suppliers to develop unique leading edge products in PJM including a guaranteed savings product, commercial pools allowing smaller users to participate in block and index solutions, and improvements to several load following block and index products. Responsible for developing relationships with several Pennsylvania based membership organizations including State wide trade associations and over 90 Chambers of Commerce.

Strategic Energy (now Direct Energy)
Sales Director - PJM
2002 - 2008

Led all sales activities for one of the nations largest third party suppliers in the PJM territory. Large role in bringing to market commercial pools for small users to be able to participate in block and index products. Also assisted in working with K-12 school districts in purchasing power in multiple RTO's including PJM, ERCOT and NEPOOL.

FORE Systems (Acquired by Marconi)
Solutions Director, Global Government Sales
1997 - 2001

Responsible for developing third party solutions to take advantage of the Internet-2 high bandwidth networks, including distance learning solutions, remote healthcare solutions, high end imaging and other applications requiring high bandwidth.

Hughes LAN Systems
Director – Government Sales
1991 - 1997

Responsible for sales to the Federal Government for all lines of products including local area network solutions and applications development.

Terminal Networks
Sales – Washington DC
1987 - 1990

Brokerage firm for telecommunication products, responsible for sales activities to certain agencies with the United States Federal Government.

Education

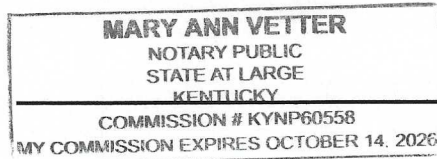
BSEE, Penn State University 1987
BA Mathematics, Saint Vincent College, 1985

Pete B..., President
Signature of Affiant & Title

Sworn and subscribed before me this 19th day of June, 2023
Month Year

Mary Ann Vetter
Signature of official administering oath

Mary Ann Vetter, Notary
Print Name and Title



My commission expires on 10-14-2026

Competitive Retail Electric Service Affidavit

County of Jefferson :

State of Kentucky :

Peter C. Brown, 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.

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

6/19/2023 4:05:44 PM

in

Case No(s). 09-0402-EL-AGG

Summary: In the Matter of the Application of Kinect Energy Inc.