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TIMOTHY M. REARDON
FRANK J. MATUNE***
KEVIN L. BRADFORD
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NADLER NADLER & BURDMAN Co., LPA
ATTORNEYS AND COUNSELORS AT LAW
20 WEST FEDERAL STREET
SUITE 600
YOUNGSTOWN, OHIO 44503-1423
TELEPHONE
(330) 744-0247
FAX
(330) 744-8680

MURRAY A. NADLER
(1899-1986)
MYRON J. NADLER
(1923-2006)
B. RICHARD BURDMAN
(RETIRED)
*ALSO ADMITTED
IN WISCONSIN
**ALSO ADMITTED
IN FLORIDA
***ALSO ADMITTED
IN PENNSYLVANIA

April 9, 2010

VIA UPS NEXT DAY AIR

Renee Jenkins
Public Utilities Commission of Ohio
Docketing Division 11th Floor
180 East Broad St.
Columbus, Ohio 43215-3793

RECEIVED - DOCKETING DIV
2010 APR 12 AM 9:50
PUCO

RE: Renewal Application of Independent Energy Consultants, Inc. for Certification as a Competitive Retail Natural Gas Broker and Aggregator and Motion for Protective Order, Case No. 04-593-GA-AGG

Dear Ms. Jenkins:

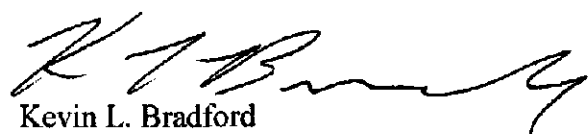
Enclosed please find an original and ten (10) copies of the Renewal Application of Independent Energy Consultants, Inc. for Certification as a Competitive Retail Natural Gas Broker and Aggregator.

Also included are an original and ten (10) copies of Independent Energy Consultant's Motion for Protective Order regarding Sections C-3 and C-5 of the Application. The information responding to Sections C-3 and C-5 is stamped confidential and is contained in a single sealed envelope also marked confidential.

Please feel free to call me at (330) 744-0247 if you have any questions. Thank you for your assistance.

Very truly yours,

NADLER NADLER & BURDMAN CO., L.P.A.


Kevin L. Bradford

KLB:ss
Enclosures

This is to certify that the images appearing are an accurate and complete reproduction of a case file document delivered in the regular course of business.
Technician SM Date Processed APR 12 2010

A-6 Contact person for Commission Staff use in investigating customer complaints:

Name Regina Burns Title Operations Manager
Business address 820 Deepwoods Drive Aurora, OH 44202
Telephone No. 330-995-2675 Fax No. 216-274-9176 Email Address rburns@naturalgas-electric.com

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

Customer service address 820 Deepwoods Drive Aurora, OH 44202
Toll-Free Telephone No. 888-862-6060 Fax No. 216-274-9176 Email Address info@naturalgas-electric.com

A-8 Provide "Proof of an Ohio Office and Employee," in accordance with Section 4929.22 of the Ohio Revised Code, by listing name, Ohio office address, telephone number, and Web site address of the designated Ohio Employee

Name Mark R. Burns Title President
Business address 820 Deepwoods Drive Aurora, OH 44202
Telephone No. 330-995-2675 Fax No. 216-274-9176 Email Address mburns@naturalgas-electric.com

A-9 Applicant's federal employer identification number 20-0989144

A-10 Applicant's form of ownership: (Check one)

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

A-11 (Check all that apply) Identify each natural gas company service area in which the applicant is currently providing service or intends to provide service, including identification of each customer class that the applicant is currently serving or intends to serve, for example: residential, small commercial, and/or large commercial/industrial (mercantile) customers. (A mercantile customer, as defined in Section 4929.01(L)(1) of the Ohio Revised Code, means a customer that consumes, other than for residential use, more than 500,000 cubic feet of natural gas per year at a single location within the state or consumes natural gas, other than for residential use, as part of an undertaking having more than three locations within or outside of this state. In accordance with Section 4929.01(L)(2) of the Ohio Revised Code, "Mercantile customer" excludes a not-for-profit customer that consumes, other than for residential use, more than 500,000 cubic feet of natural gas per year at a single location within this state or consumes natural gas, other than for residential use, as part of an undertaking having more than three locations within or outside this state that has filed the necessary declaration with the Public Utilities Commission.)

- | | | | |
|---|---|--|---|
| <input checked="" type="checkbox"/> Columbia Gas of Ohio | <input checked="" type="checkbox"/> Residential | <input checked="" type="checkbox"/> Small Commercial | <input checked="" type="checkbox"/> Large Commercial / Industrial |
| <input checked="" type="checkbox"/> Dominion East Ohio | <input checked="" type="checkbox"/> Residential | <input checked="" type="checkbox"/> Small Commercial | <input checked="" type="checkbox"/> Large Commercial / Industrial |
| <input checked="" type="checkbox"/> Duke Energy Ohio | <input checked="" type="checkbox"/> Residential | <input checked="" type="checkbox"/> Small Commercial | <input checked="" type="checkbox"/> Large Commercial / Industrial |
| <input checked="" type="checkbox"/> Vectren Energy Delivery of Ohio | <input checked="" type="checkbox"/> Residential | <input checked="" type="checkbox"/> Small Commercial | <input checked="" type="checkbox"/> Large Commercial / Industrial |

A-12 If applicant or an affiliated interest previously participated in any of Ohio's Natural Gas Choice Programs, for each service area and customer class, provide approximate start date(s) and/or end date(s) that the applicant began delivering and/or ended services.

Columbia Gas of Ohio

- | | | | |
|--|---------------------------|--------------|----------|
| <input checked="" type="checkbox"/> Residential | Beginning Date of Service | June 1, 2004 | End Date |
| <input checked="" type="checkbox"/> Small Commercial | Beginning Date of Service | June 1, 2004 | End Date |
| <input checked="" type="checkbox"/> Large Commercial | Beginning Date of Service | June 1, 2004 | End Date |
| <input checked="" type="checkbox"/> Industrial | Beginning Date of Service | June 1, 2004 | End Date |

Dominion East Ohio

- | | | | |
|--|---------------------------|--------------|----------|
| <input checked="" type="checkbox"/> Residential | Beginning Date of Service | June 1, 2004 | End Date |
| <input checked="" type="checkbox"/> Small Commercial | Beginning Date of Service | June 1, 2004 | End Date |
| <input checked="" type="checkbox"/> Large Commercial | Beginning Date of Service | June 1, 2004 | End Date |
| <input checked="" type="checkbox"/> Industrial | Beginning Date of Service | June 1, 2004 | End Date |

Duke Energy Ohio

- | | | | |
|--|---------------------------|--------------|----------|
| <input checked="" type="checkbox"/> Residential | Beginning Date of Service | June 1, 2004 | End Date |
| <input checked="" type="checkbox"/> Small Commercial | Beginning Date of Service | June 1, 2004 | End Date |
| <input checked="" type="checkbox"/> Large Commercial | Beginning Date of Service | June 1, 2004 | End Date |
| <input checked="" type="checkbox"/> Industrial | Beginning Date of Service | June 1, 2004 | End Date |

Vectren Energy Delivery of Ohio

- | | | | |
|--|---------------------------|--------------|----------|
| <input checked="" type="checkbox"/> Residential | Beginning Date of Service | June 1, 2004 | End Date |
| <input checked="" type="checkbox"/> Small Commercial | Beginning Date of Service | June 1, 2004 | End Date |
| <input checked="" type="checkbox"/> Large Commercial | Beginning Date of Service | June 1, 2004 | End Date |
| <input checked="" type="checkbox"/> Industrial | Beginning Date of Service | June 1, 2004 | End Date |

A-13 If not currently participating in any of Ohio's four Natural Gas Choice Programs, provide the approximate start date that the applicant proposes to begin delivering services:

- | | | |
|--------------------------|---------------------------------|---------------------|
| <input type="checkbox"/> | Columbia Gas of Ohio | Intended Start Date |
| <input type="checkbox"/> | Dominion East Ohio | Intended Start Date |
| <input type="checkbox"/> | Duke Energy Ohio | Intended Start Date |
| <input type="checkbox"/> | Vectren Energy Delivery of Ohio | Intended Start Date |

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

- A-14 **Exhibit A-14 "Principal Officers, Directors & Partners,"** provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.
- A-15 **Exhibit A-15 "Corporate Structure,"** provide a description of the applicant's corporate structure, including a graphical depiction of such structure, and a list of all affiliate and subsidiary companies that supply retail or wholesale natural gas or electricity to customers in North America.
- A-16 **Exhibit A-16 "Company History,"** provide a concise description of the applicant's company history and principal business interests.
- A-17 **Exhibit A-17 "Articles of Incorporation and Bylaws,"** provide the articles of incorporation filed with the state or jurisdiction in which the applicant is incorporated and any amendments thereto, *only if the contents of the originally filed documents changed since the initial application.*
- A-18 **Exhibit A-18 "Secretary of State,"** provide evidence that the applicant is still currently registered with the Ohio Secretary of the State.

SECTION B - APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED

- B-1 **Exhibit B-1 "Jurisdictions of Operation,"** provide a current list of all jurisdictions in which the applicant or any affiliated interest of the applicant is, at the date of filing the application, certified, licensed, registered, or otherwise authorized to provide retail natural gas service, or retail/wholesale electric services.
- B-2 **Exhibit B-2 "Experience & Plans,"** provide a current description of the applicant's experience and 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 Section 4929.22 of the Revised Code and contained in Chapter 4901:1-29 of the Ohio Administrative Code.
- B-3 **Exhibit B-3 "Summary of Experience,"** provide a concise and current summary of the applicant's experience in providing the service(s) for which it is seeking renewed certification (e.g., number and types of customers served, utility service areas, volume of gas supplied, etc.).
- B-4 **Exhibit B-4 "Disclosure of Liabilities and Investigations,"** provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocations of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational

status or ability to provide the services for which it is seeking renewed certification since applicant last filed for certification.

- B-5 Exhibit B-5 "Disclosure of Consumer Protection Violations,"** disclose whether the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant has been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws since applicant last filed for certification.

No Yes

If Yes, provide a separate attachment labeled as **Exhibit B-5 "Disclosure of Consumer Protection Violations,"** detailing such violation(s) and providing all relevant documents.

- B-6 Exhibit B-6 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation,"** disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail natural gas or retail/wholesale electric service denied, curtailed, suspended, or revoked, or whether the applicant or predecessor has been terminated from any of Ohio's Natural Gas Choice programs, or been in default for failure to deliver natural gas since applicant last filed for certification.

No Yes

If Yes, provide a separate attachment, labeled as **Exhibit B-6 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation,"** detailing such action(s) and providing all relevant documents.

SECTION C - APPLICANT FINANCIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED

- C-1 Exhibit C-1 "Annual Reports,"** provide the two most recent Annual Reports to Shareholders. If applicant does not have annual reports, the applicant should provide similar information, labeled as Exhibit C-1, or indicate that Exhibit C-1 is not applicable and why.
- C-2 Exhibit C-2 "SEC Filings,"** provide the most recent 10-K/8-K Filings with the SEC. If applicant does not have such filings, it may submit those of its parent company. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 whether the applicant is not required to file with the SEC and why.
- C-3 Exhibit C-3 "Financial Statements,"** provide copies of the applicant's two most recent years of audited financial statements (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, it shall file audited or officer-certified financial statements covering the life of the business.
- C-4 Exhibit C-4 "Financial Arrangements,"** provide copies of the applicant's current financial arrangements to conduct competitive retail natural gas service (CRNGS) as a business activity (e.g., guarantees, bank commitments, contractual arrangements, credit agreements, etc.)
- C-5 Exhibit C-5 "Forecasted Financial Statements,"** provide two years of forecasted financial statements (balance sheet, income statement, and cash flow statement) for the applicant's CRNGS operation, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer.

- C-6 **Exhibit C-6 "Credit Rating,"** provide a statement disclosing the applicant's current credit rating as reported by two of the following organizations: Duff & Phelps, Dun and Bradstreet Information Services, Fitch IBCA, Moody's Investors Service, Standard & Poors, or a similar organization. In instances where an applicant does not have its own credit ratings, it may substitute the credit ratings of a parent or affiliate organization, provided the applicant submits a statement signed by a principal officer of the applicant's parent or affiliate organization that guarantees the obligations of the applicant.
- C-7 **Exhibit C-7 "Credit Report,"** provide a copy of the applicant's current credit report from Experian, Dun and Bradstreet, or a similar organization.
- C-8 **Exhibit C-8 "Bankruptcy Information,"** provide a list and description of any reorganizations, protection from creditors, or any other form of bankruptcy filings made by the applicant, a parent or affiliate organization that guarantees the obligations of the applicant or any officer of the applicant in the current year or since applicant last filed for certification.
- C-9 **Exhibit C-9 "Merger Information,"** provide a statement describing any dissolution or merger or acquisition of the applicant since applicant last filed for certification.

SECTION D – APPLICANT TECHNICAL CAPABILITY

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

- D-1 **Exhibit D-1 "Operations,"** provide a current written description of the operational nature of the applicant's business functions.
- D-2 **Exhibit D-2 "Operations Expertise,"** given the operational nature of the applicant's business, provide evidence of the applicant's current experience and technical expertise in performing such operations.
- D-3 **Exhibit D-3 "Key Technical Personnel,"** provide the names, titles, email addresses, telephone numbers, and background of key personnel involved in the operational aspects of the applicant's current business.

Applicant Signature and Title *Mal R. Burns, PRESIDENT*

Sworn and subscribed before me this *8th* day of *April* Month *2010* Year

[Handwritten Signature]

Signature of official administering oath

Print Name and Title

My commission expires on



KEVIN LEE BRADFORD
 Notary Public / State of Ohio
 My Commission has no expiration date
 Sec. 147.03R.C.



The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service
Affidavit Form
(Version 1.07)

In the Matter of the Application of)
Independent Energy Consultants, Inc.)
for a Certificate or Renewal Certificate to Provide)
Competitive Retail Natural Gas Service in Ohio.)

Case No. 04 - 593 -GA-AGG

County of Portage
State of Ohio

Mark R. Burns

[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.
- (2) The applicant will timely file an annual report of its intrastate gross receipts and sales of hundred cubic feet of natural gas pursuant to Sections 4905.10(A), 4911.18(A), and 4929.23(B), Ohio Revised Code.
- (3) The applicant will timely pay any assessment made pursuant to Section 4905.10 or Section 4911.18(A), Ohio Revised Code.
- (4) 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) Applicant will cooperate with the Public Utilities Commission of Ohio and its staff in the investigation of any consumer complaint regarding any service offered or provided by the applicant.
- (6) Applicant will comply with Section 4929.21, Ohio Revised Code, regarding consent to the jurisdiction of the Ohio courts and the service of process.
- (7) Applicant will inform the Public Utilities Commission of Ohio of any material change to the information supplied in the certification or certification renewal application within 30 days of such material change, including any change in contact person for regulatory or emergency purposes or contact person for Staff use in investigating customer complaints.
- (8) Affiant further sayeth naught.

Affiant Signature & Title *Mark R. Burns, PRESIDENT*

Sworn and subscribed before me this *8th* day of *April* Month *2010* Year

[Signature]

Signature of Official Administering Oath Print Name and Title

My commission expires on



KEVIN LEE BRADFORD
Notary Public / State of Ohio
My Commission has no expiration date
Sec. 147.03R.C.

Exhibit A-14 "Principal Officers, Directors & Partners"

Officers

Mark R. Burns, President
820 Deepwoods Dr.
Aurora, Ohio 44202
(330) 995-2675

Regina M. Burns, Vice President
820 Deepwoods Dr.
Aurora, Ohio 44202
(330) 995-2675

Regina M. Burns, Treasurer
820 Deepwoods Dr.
Aurora, Ohio 44202
(330) 995-2675

Regina M. Burns, Secretary
820 Deepwoods Dr.
Aurora, Ohio 44202
(330) 995-2675

Directors

Mark R. Burns
820 Deepwoods Dr.
Aurora, Ohio 44202
(330) 995-2675

Regina M. Burns
820 Deepwoods Dr.
Aurora, Ohio 44202
(330) 995-2675

Exhibit A-15 "Corporate Structure"

Independent Energy Consultants, Inc. has two full-time employees, four part-time employees and two contractors who provide administrative and information technology support. The office address is 820 Deepwoods Dr. Aurora, OH 44202. The corporation does not have any affiliates and subsidiary companies that supply retail or wholesale electricity or natural gas to customers in North America. The corporation seeks to outsource key functions where possible. It has and will hire additional contractors/employees for special projects or when the need arises.

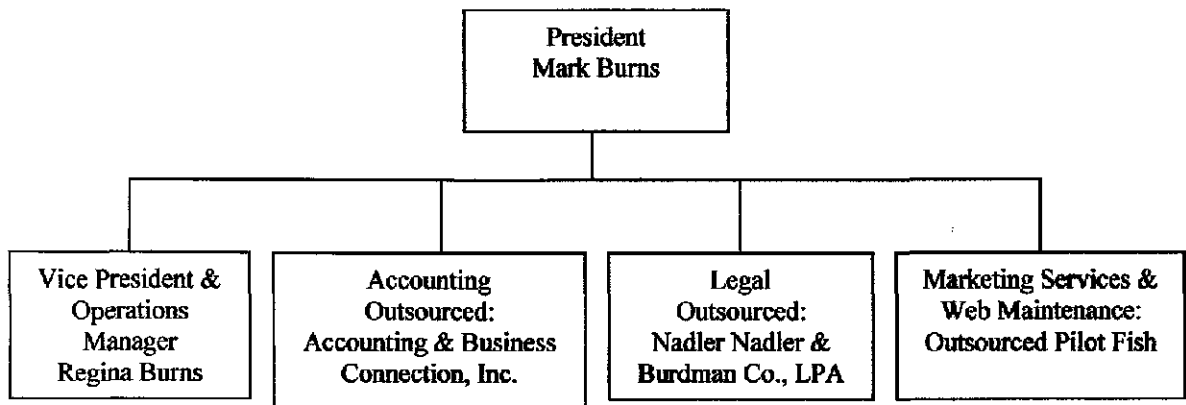


Exhibit A-16 "Company History"

Independent Energy Consultants, Inc. incorporated in the State of Ohio in April 2004 and was certified as a broker and aggregator by the Public Utilities Commission of Ohio on May 23, 2004. The Virginia State Corporation Commission similarly licensed them as brokers and aggregators of natural gas and electricity on June 11, 2004. The State of Texas has also registered them as an aggregator of electricity on June 27, 2007. Independent Energy Consultants is actively engaged in the design, development and ongoing support of Government Aggregation programs in Ohio. Independent Energy Consultants, Inc. is currently administering Natural Gas and/or Electric Governmental Aggregation programs that impact a combination of over 100 Ohio communities.

Independent Energy Consultants, Inc. has also brokered deals for Commercial and Industrial (C&I) natural gas customers and is very familiar with the PUCO rules and tariffs for each Ohio LDC. Independent Energy Consultants is the contracted Energy Manager for an Ohio-based Group Purchasing Agent that serves approximately 150 fortune-2000 companies.

Independent Energy Consultants, Inc. is well versed in the analysis of utility tariffs and has provided utility bill auditing services in Ohio and throughout the United States.

The founder of Independent Energy Consultants, Inc. is a Certified Energy Manager (CEM) and in that capacity provides energy audits and energy efficiency consulting services to commercial, industrial and governmental entities.

Independent Energy Consultants, Inc. has staff trained in energy accounting and utility bill auditing and provides that service to interested Governmental, and C&I customers.

The principals have no other business interests.

Exhibit A-17 "Articles of Incorporation and Bylaws"

The original Articles of Incorporation and Bylaws filed in Case number 04-593-GA-AGG have not changed, and as such are not resubmitted.

Exhibit A-18 "Secretary of State"

Independent Energy Consultants, Inc. remains registered with the Secretary of State under Charter/Registration number 1454632.

200409803290

DATE:	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
04/08/2004	200409803290	DOMESTIC ARTICLES/FOR PROFIT (ARF)	125.00	100.00	.00	.00	.00

Receipt

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

HARRINGTON HOPPE & MITCHELL, LTD.
26 MARKET ST
SUITE 1200
YOUNGSTOWN, OH 44503


STATE OF OHIO	
CERTIFICATE	
Ohio Secretary of State, J. Kenneth Blackwell	
1454632	
It is hereby certified that the Secretary of State of Ohio has custody of the business records for	
INDEPENDENT ENERGY CONSULTANTS, INC.	
and, that said business records show the filing and recording of:	
Document(s):	Document No(s):
DOMESTIC ARTICLES/FOR PROFIT	200409803290
	Witness my hand and the seal of the Secretary of State at Columbus, Ohio this 7th day of April, A.D. 2004.
United States of America State of Ohio Office of the Secretary of State	 Ohio Secretary of State

Exhibit B-1 “Jurisdictions of Operation”

Independent Energy Consultants, Inc. is certified by the Public Utilities Commission of Ohio to provide brokerage and aggregation services of natural gas and electricity throughout all deregulated areas of Ohio. They are similarly licensed in Virginia by the Virginia State Corporation Commission to provide brokerage and aggregation services of natural gas and electricity. Independent Energy Consultants, Inc. is also registered by the Public Utilities Commission of Texas as an Aggregator of Electric.

Exhibit B-2 "Experience & Plans"

Contract Services: With the aid of its legal counsel, Independent Energy Consultants, Inc. has developed a standard professional services agreement that it will use with its clients. It will also use the respective commodity suppliers' "Independent Agent Agreements" when brokering deals between suppliers and commercial and industrial customers.

Billing Statements: Independent Energy Consultants, Inc. will broker deals for Commercial and Industrial customers and design and implement Governmental Aggregation programs. In the process it will never take title to gas, so there will be no billing for the commodity. Independent Energy Consultants will provide invoices to its clients for consulting services rendered using a commercial grade accounting system.

Customer Service Experience: Independent Energy Consultants, Inc. is currently administering Natural Gas and/or Electric Governmental Aggregation programs that impact a combination of over 100 Ohio communities. Independent Energy Consultants also provides brokerage service to many commercial and industrial customers outside of aggregation programs. Most questions and calls were answered immediately, and all were responded to within 24 hours of receipt. Customer service often came in the form of assisting residents who had contacted their local government and/or Choice supplier and who still had questions or disputes.

Frequent communication with and detailed quarterly reports to governmental aggregators was used as a customer service technique to head off problems before they arose. This involved training of municipal personnel and preparation of material such as Frequently Asked Questions (FAQs), press releases and conducting informational town hall meetings.

Customer Complaints and Inquiries: Independent Energy Consultants has helped facilitate the resolution of numerous customer complaints. Virtually all of the questions and complaints, however, concerned matters involving the local utility and/or the supplier of choice.

Inquiries directed to a consulting firm such as Independent Energy Consultants, Inc. usually pertain to the customers seeking advice on the aggregation process, deciding whether or not to accept an offer, help understanding utility bills, etc.

Customer complaints or inquiries can be made in a number a ways. Customers may contact Independent Energy Consultants, Inc. by:

- Calling the direct number: (330) 995-2765
- Calling the toll free number: (888) 862-6060
- Sending a fax: (216) 274-9176
- Sending an e-mail: mburns@naturalgas-electric.com; rburns@naturalgas-electric.com
- Contact via the IEC website: info@naturalgas-electric.com

Exhibit B-3 "Summary of Experience"

Contract Services: With the aid of its legal counsel, Independent Energy Consultants, Inc. has developed a standard professional services agreement that it uses with its clients. It will also use the respective commodity suppliers' "Independent Agent Agreements" when brokering deals between suppliers and commercial and industrial customers.

Billing Statements: Independent Energy Consultants, Inc. brokers energy contracts for Commercial and Industrial customers and designs and implements Governmental Aggregation programs. In the process it never takes title to gas, so there is no billing for the commodity. Independent Energy Consultants does provide invoices to its clients for consulting services rendered using a commercially available accounting system.

Customer Service Experience: Independent Energy Consultants, Inc. is currently administering Natural Gas and/or Electric Governmental Aggregation programs that impact a combination of over 100 Ohio communities. Independent Energy Consultants also provides brokerage service to many commercial and industrial customers outside of aggregation programs. Customer service often came in the form of assisting residents who had contacted their local government and/or Choice supplier and who still had questions or disputes.

Frequent communication with and detailed quarterly reports to governmental aggregators was used as a customer service technique to head off problems before they arose. This involved training of municipal personnel and preparation of material such as Frequently Asked Questions (FAQs), press releases and conducting informational town hall meetings.

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- Calling the direct number: (330) 995-2675
- Calling the toll free number: (888) 862-6060
- Sending a fax: (216) 274-9176
- Sending an e-mail: mburns@naturalgas-electric.com; rburns@naturalgas-electric.com
- Contact via the Independent Energy Consultants website: info@naturalgas-electric.com

Exhibit B-3 "Summary of Experience"

Each owner of Independent Energy Consultants, Inc. has at least 20 years of experience working in a professional environment. Mark Burns, President of Independent Energy Consultants, Inc., has extensive experience working in wholesale and retail markets in Ohio and other states.

Mr. Burns began his career as an engineer working on U.S. Navy Nuclear Submarines. From there he transitioned to the commercial nuclear power business and obtained his Senior Reactor Operators License from the Nuclear Regulatory Commission. This license enabled him to operate and direct the operations of a \$1 billion Nuclear Power Station. During this time Mr. Burns was qualified as the company's Emergency Director and Company Spokesperson. He served on the company's Station Review Board and the Company Nuclear Review Board. During his 18-year career with several major U.S. utility companies, Mr. Burns served as a Strategic Planning Manager, oversaw a \$300 million annual capital budget program, and provided risk control for a \$1 billion natural gas and electric trading operation.

Independent Energy Consultants, Inc. is currently administering Governmental Natural Gas and Electric Aggregation programs that impact a combination of over 100 Ohio communities. During that time it has saved tens of millions of dollars for residential, commercial and governmental customers. Independent Energy Consultants, Inc. has also brokered energy contracts for industrial clients, hospitals, property managers and retail chains throughout the U.S and is certified in energy conservation techniques. Mr. Burns is the Energy Manager for a Group Purchasing Organization comprised of over 150 fortune-2000 companies.

Mr. Burns holds a Bachelor of Science Applied Science in Electrical Engineering Technology from Youngstown State University; a Master of Business Administration from Baldwin Wallace College and 25-plus years of professional development. Mr. Burns has obtained for his company the designations of Certified Electric and Natural Gas Broker and Aggregator from the Public Utilities Commission of Ohio, Licensed Electric and Natural Gas Aggregator from the Virginia State Corporation Commission, and Certified Electric Aggregator from the Texas Public Utilities Commission. Mr. Burns is a Certified Energy Manager (CEM) and a member of the Association of Energy Engineers (AEE), and the Facility Managers Institute of AEE.

Regina Burns has worked in management in the Medical profession for over 20 years. For the past nine years she has also witnessed first-hand virtually all aspects of the electric and natural gas brokerage and aggregation businesses here in Ohio. She has completed training courses in both the natural gas and electric industries, and serves as the company's Office Manager.

The company provides a variety of consulting services to prospective electric customers and buying groups. In addition to brokerage and aggregation services Independent Energy Consultants, Inc. offers (i) utility tariff analysis (ii) bill auditing and (iii) facility

energy consumption benchmarking, demand side energy audits, and efficiency improvement projects.

Independent Energy Consultants has established governmental aggregation programs in the Duke, Dominion East Ohio, and Columbia Gas of Ohio service territories. They have also worked with industrial customers and are familiar with the natural gas tariffs for residential, commercial and industrial customers in the Vectren service territory.

Shown on the next page is a partial list of Governmental Aggregation clients actively served by Independent Energy Consultants, Inc.

Exhibit B-3 "Summary of Experience"

Partial List of Active Governmental Aggregation Clients			
Community	Commodity	Community	Commodity
Aurora	Electric	Massillon	Natural Gas
Aurora	Natural Gas	Massillon	Electric
Austintown Twp	Electric	Milton Twp ²	Electric
Austintown Twp	Natural Gas	Mogadore	Natural Gas
Barberton	Natural Gas	Munroe Falls	Natural Gas
Beaver Twp ²	Electric	Munroe Falls	Electric
Berlin Twp ²	Electric	Nimishillen Twp ¹	Natural Gas
Bethlehem Twp ¹	Natural Gas	North Canton	Natural Gas
Boardman Twp	Electric	Norton	Natural Gas
Boardman Twp	Natural Gas	Norton	Electric
Canfield Twp	Natural Gas	Osnaburg Twp ¹	Natural Gas
Canfield Twp	Electric	Paris Twp ¹	Natural Gas
Canton	Natural Gas	Perry Twp ¹	Natural Gas
Canton Twp ¹	Natural Gas	Perry Twp	Electric
Coitsville Twp ²	Electric	Pike Twp ¹	Natural Gas
Colerain Twp	Natural Gas	Plain Twp ¹	Natural Gas
Colerain Twp	Electric	Poland Twp	Natural Gas
Ellsworth Twp ²	Electric	Poland Twp	Electric
Euclid	Natural Gas	Poland Village	Natural Gas
Euclid	Electric	Poland Village	Electric
Goshen Twp ²	Electric	Silver Lake	Natural Gas
Green	Natural Gas	Silver Lake	Electric
Green Twp ²	Electric	Springfield Twp	Natural Gas
Hamilton Twp	Natural Gas	Springfield Twp	Electric
Hartville	Electric	Springfield Twp ²	Electric
Jackson Twp ¹	Natural Gas	Stark Council of Governments - 17 Communities	Natural Gas Public Owned Accounts
Jackson Twp ²	Electric	Stow	Natural Gas
Lake Twp ¹	Natural Gas	Stow	Electric
Lawrence Twp ¹	Natural Gas	West Chester Twp	Electric
Lexington Twp ¹	Natural Gas	West Chester Twp	Natural Gas
Marlboro Twp ¹	Natural Gas	Youngstown	Natural Gas

¹ Member Stark County Governmental Aggregation Program

² Member Mahoning County Governmental Aggregation Program

Exhibit B-4 "Disclosure of Liabilities and Investigations"

Neither Independent Energy Consultants, Inc. nor any of its employees have ever had a judgment, investigation, or ruling against it that would financially or operationally impact its ability to perform the brokerage and aggregation service for which it seeks certification.

Exhibit C-1 "Annual Reports"

Independent Energy Consultants, Inc. is a privately held corporation, and as such, does not produce Annual Reports.

Exhibit C-2 “SEC Filings”

Independent Energy Consultants, Inc. is a privately held corporation, and as such, does not produce or file 10-K/8-K, 10-Q, etc., Reports with the Securities Exchange Commission.

Exhibit C-3 “Financial Statements”

Independent Energy Consultants, Inc. has filed this information Under Seal.

Exhibit C-4 “Financial Arrangements”

Independent Energy Consultants, Inc. does not need to rely on outside financial arrangements to conduct its business as a Natural Gas Broker and Aggregator. Independent Energy Consultants, Inc. is an energy-management consulting firm and does not take title to or trade energy, nor is it a capital intensive business.

Independent Energy Consultants, Inc. maintains a business checking account with Chase Bank in Aurora, Ohio.

Independent Energy Consultants, Inc. has business debit and credit cards with Chase Bank, and a Staples Office Supply credit card.

Exhibit C-5 “Forecasted Financial Statements”

Independent Energy Consultants, Inc. has filed this information Under Seal.

Exhibit C-6 “Credit Rating”

As a privately held S Corporation, Independent Energy Consultants, Inc. does not possess a published credit rating.

Exhibit C-7 “Credit Report”

The credit report for Independent Energy Consultants, Inc. as provided by Experian is provided on the following three pages.

Independent Energy Consultants, Inc. possesses a low-risk credit ranking score of 91 and an excellent on time payment record.

The company owners also have an unblemished personal credit history.

Independent Energy Consultants Exhibit C-7 "Credit Report"



CreditScoreSM Report

as of: 04/02/10 12:37 ET

Independent Energy Consultants

Address: 820 Deep Woods Dr
Aurora, OH 44202-9763
United States

Phone: 330-995-2670

Experian BIN: 750177526

Agent: Corporation Service Company
Agent Address: 11 S 12TH ST
Richmond, VA

Key Personnel: President: Mark Burns

SIC Code/Description: 8742 -

Business Type: Incorporated

Experian File Established: April 2004

Experian Years on File: 6 Years

Years in Business: 6 Years

Total Employees: 3

Sales: \$500,000 - \$999,999

Filing Data Provided by: Virginia

Date of Incorporation: 05/14/2004

Payment Tradelines (see [charts](#)): 2

UCC Filings: 0

This location does not yet have an estimated Days Beyond Terms (DBT), or a Payment Trend Indicator. This is often the result of too few Payment Tradelines.

✓ **Businesses Scoring Worse:** 91%

✓ **Bankruptcies:** 0

✓ **Liens:** 0

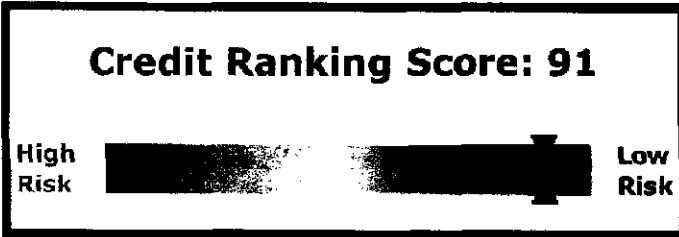
✓ **Judgments Filed:** 0

✓ **Collections:** 0

Independent Energy Consultants Exhibit C-7 "Credit Report"

Credit Summary

[Back to top](#)



The objective of the Credit Ranking Score is to predict payment behavior. High Risk means that there is a significant probability of delinquent payment. Low Risk means that there is a good probability of on-time payment.

Key Score Factors:

- Length of time on experian's commercial information file.
- Number of commercial accounts paying same as industry norm.

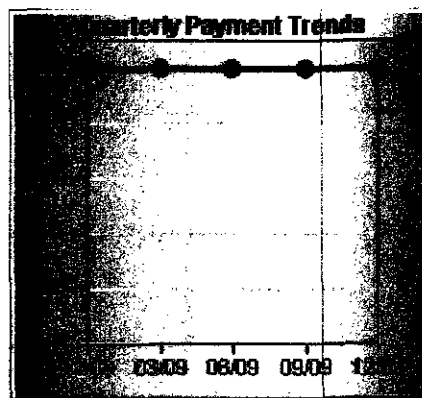
Recommended Action: Low Risk

Independent Energy Consultants Exhibit C-7 "Credit Report"

Payment Summary

[Back to top](#)

Insufficient information to produce
Monthly Payment Trends
chart.



*Percentage of on-time payments by quarter.

Insufficient information to produce
Monthly Payment Trends
table.

Quarterly Payment Trends - Recent Activity

Date	Balance	Current	Up to			
			30 DBT	60 DBT	90 DBT	>90 DBT
12/08	\$100	100%	0%	0%	0%	0%
03/09	\$100	100%	0%	0%	0%	0%
06/09	\$0	0%	0%	0%	0%	0%
09/09	\$0	0%	0%	0%	0%	0%
12/09	\$0	0%	0%	0%	0%	0%

Insufficient information to produce
Continuous Payment Trends
chart.

Number of Accounts: 1
Present Balance: \$0
Highest Balance: \$400

Insufficient information to produce
Newly Reported Payment Trends
chart.

Number of Accounts: 0
Present Balance: \$0
Highest Balance: \$0

Insufficient information to produce
Combined Payment Trends
chart.

Number of Accounts: 1
Present Balance: \$0
Highest Balance: \$400

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[Back to top](#)

Exhibit C-8 “Bankruptcy Information”

Independent Energy Consultants, Inc. is a debt-free service corporation. It has never filed for reorganization or bankruptcy protection.

Exhibit C-9 “Merger Information”

Independent Energy Consultants, Inc. became an Ohio corporation in April 2004. Neither it nor its principals have ever been involved in a corporate dissolution, merger or acquisition.

Exhibit D-1 “Operations”

As a broker and aggregator Independent Energy Consultants, Inc. targets its consulting services to two types of clients; Governmental Aggregators, and Commercial and Industrial customers. For Governmental Aggregators, Independent Energy Consultants, Inc. provides from start to finish all of the steps needed to design, implement and administer a program. Those steps will include but not be limited to:

- Assisting a community in preparing and filing an ordinance to put the opt-out aggregation issue on the ballot;
- Draft a Plan of Operations and Governance;
- Assist with the completion and filing of client’s PUCO Certification Application;
- Conduct Public Hearings;
- Prepare Request for Proposal (RFP);
- Analyze supplier bids and make recommendations to community leaders;
- Review of Supplier Agreements;
- Design Opt-Out Notification Forms;
- Identify Eligible Customers through various data scrubbing techniques;
- Assist with the Customer Switching Process;
- Provide ongoing assistance during the life of the program;
- Prepare client’s quarterly and annual reports to the PUCO;
- Prepare quarterly reports to community leaders to track progress; and
- Keep clients aware of any utility and/or regulatory changes that could impact their program.

For commercial and industrial customers, Independent Energy Consultants, Inc. provides among other things:

- Gather and analyze client’s load data;
- Analyze for proper rate code classification;
- Prepare and issue a customized RFP to all qualified suppliers;
- Run reverse auctions to source supply offers;
- Negotiate with suppliers;
- Assist in the completion of Supplier and LDC contract paperwork;
- Assist in the customer switching process;
- Audit bills;
- Provide ongoing client support during the term of the agreement.

Exhibit D-2 “Operations Expertise”

Independent Energy Consultants, Inc. provides consulting services to assist customers in making wise decisions concerning their natural gas supply. It provides this advice for governmental aggregation buying groups and to individual commercial and industrial customers. In providing this service, the company at no time will own title to natural gas. It does not purchase natural gas for sale or resale.

Independent Energy Consultants, Inc. is very familiar with the Local Distribution Company Rules and PUCO regulations for doing business in Ohio’s natural gas markets. As an aggregator and broker we have experience working with LDC forms and supplier contracts to effectively broker deals in Ohio’s Choice programs and traditional Transportation programs.

Mr. Burns has experienced all stages of the customers support “life cycle” here in Ohio’s natural gas markets. That life cycle includes, but is not limited to: (i) customer inquiry, (ii) customer acquisition, (iii) customer load data assembly and analysis, (iv) supplier negotiation and selection, (v) customer switching (vi) ongoing customer support and finally (vii) customer renewal.

Finally, Mr. Burns has provided Risk Management oversight to a \$1 billion electric and gas trading operation. He uses that experience to help clients understand and manage their risk exposure when making decisions concerning their natural gas purchase agreements.

Exhibit D-3 “Key Technical Personnel”

Mark R. Burns
Director, Sales & Marketing
mburns@naturalgas-electric.com
(330) 995-2675
(Resume attached)

Regina M. Burns, Office Manager
820 Deepwoods Dr.
rburns@naturalgas-electric.com
Aurora, Ohio 44202
(330) 995-2675
(Resume attached)

Exhibit D-3 “Key Technical Personnel”

Mark R. Burns
President, Independent Energy Consultants, Inc.

Education:

- **Master of Business Administration - Baldwin-Wallace College, 1993.**
- **Bachelor of Electrical Engineering Technology - Youngstown State University, 1982.**
- **27 years extensive training and professional development**

Certifications and Licenses:

- **Public Utilities Commission of Ohio Electric Broker and Aggregator (04-116(3)).**
- **Public Utilities Commission of Ohio Natural Gas Broker and Aggregator (04-078(3))**
- **Virginia State Corporation Commission Electric and Natural Gas Aggregator (A-17)**
- **Formerly licensed Senior Reactor Operator from the Nuclear Regulatory Commission (SOP-30781)**
- **AEE Certified Energy Manager**

Experience:

- **Possesses 27-years broad background experience in engineering and management in the Electric and Natural Gas industries**
- **Expertise includes providing energy brokerage and aggregation services for governments, and commercial and industrial customers**
- **Conducts energy efficiency audits and facility energy benchmarking**
- **Utility tariff analysis and utility bill auditing**
- **Operational, financial, and credit risk management**
- **Founder of two PUCO certified energy consulting services companies**
- **Designed, implemented and provide ongoing administration for Governmental Aggregation Programs (natural gas and electric) that impact a combination of over 100 Ohio communities.**
- **Provided risk control oversight of a \$1 Billion Gas and Electric trading group (FirstEnergy Corporation)**
- **Former utility company Strategic Planning Manager (Centerior Energy)**
- **Former Shift Manager Davis-Besse Nuclear Power Station (Toledo Edison)**
- **Former Instrument and Control Engineer Davis-Besse Nuclear Power Station (Toledo Edison)**
- **Former Electrical Test Engineer of Naval Nuclear Submarines (Newport News Shipbuilding)**

Exhibit D-3 “Key Technical Personnel”

Regina M. Burns
Vice President, Independent Energy Consultants, Inc.

Possesses 27 years professional experience. Expertise in data analysis, quality control techniques, procedure writing and effective communication in stressful environments.

Independent Energy Consultants, Inc., Aurora, Ohio

2004-Present

Office Manager- responsibilities include:

- Responding to customer inquiries
- Day-to-day accounting activities including A/R, A/P, taxes, payroll, etc.
- Tracking, trending and reporting of natural gas and electricity prices
- Maintenance of proprietary pricing models
- Preparation of PUCO and client reports
- Monitor and report on industry and regulatory news

Health Field Experience – Senior Medical Technologist:

UHHS Bedford Medical Center

1991–2004

The Medical Laboratories

1984-1990

Youngstown Hospital Association

1980-1984

- Perform self-directed testing in all areas of the laboratory, many on an emergency basis.
- Laboratory results communicated to and dictate Physician's course of patient treatment.
- Skilled at problem resolution
- Coordinate Patient Care between Physicians, Nurses, and patients
- Quality Control inspection and assurance on all laboratory equipment and results

Education and Training:

- Bachelor of Science - Youngstown State University, 1981
- Clinical Internship Youngstown Hospital Association
- Certified by American Society of Pathologists
- 6-Years first-hand daily exposure to Ohio's Deregulated Energy Markets
- Natural Gas Markets Fundamentals Training
- Electric Markets Fundamentals Training
- Numerous Computer Applications Training Classes