



09-1065-GA-A6B

October 20, 2011

Public Utilities Commission of Ohio
 Docketing Division 13th Floor
 180 East Broad Street
 Columbus, OH 43215-3793

To Whom It May Concern:

Attached please find our renewal certification application for our Competitive Retail Natural gas Broker / Aggregators license.

As instructed, we have included one original package, along with 10 copies including all exhibits, affidavits and other documents.

If you have any questions or any information is missing please give me a call.

Sincerely,

Huck Hayes
 Alternative Energy Source

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Date Received	Renewal Certification Number	ORIGINAL AGG Case Number
		09 - 1065 - GA-AGG

RENEWAL CERTIFICATION APPLICATION COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS

Please type or print all required information. Identify all attachments with an exhibit label and title (*Example: Exhibit A-16 - Company History*). All attachments should bear the legal name of the Applicant. Applicants should file completed applications and all related correspondence with the Public Utilities Commission of Ohio, Docketing Division, 13th Floor, 180 East Broad Street, Columbus, Ohio 43215-3793.

This PDF form is designed so that you may directly input information onto the form. You may also download the form by saving it to your local disk.

SECTION A - APPLICANT INFORMATION AND SERVICES

A-1 Applicant intends to renew its certificate as: (check all that apply)

☒ Retail Natural Gas Aggregator ☒ Retail Natural Gas Broker

A-2 Applicant information:

Legal Name HB Hayes & Associates LLC dba Alternative Energy Source
Address 8225 Farnsworth Rd, A-10, Waterville, OHIO 43566
Telephone No. 866-646-7322 Web site Address www.aes-nrg.com
Current PUCO Certificate No. 09-169G(1) Effective Dates 12-6-2009 through 12-6-2011

A-3 Applicant information under which applicant will do business in Ohio:

Name Alternative Energy Source
Address 8225 Farnsworth Rd, Waterville, OH 43566
Web site Address www.aes-nrg.com Telephone No. 866-646-7322

A-4 List all names under which the applicant does business in North America:

Alternative Energy Source
HB Hayes & Associates, LLC

A-5 Contact person for regulatory or emergency matters:

Name Huck Hayes Title Member
Business Address 8225 Farnsworth Road, A-10, Waterville, OH 43566
Telephone No. 866-646-7322 Fax No. 866-865-8740 Email Address huckhayes@aes-nrg.com



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Name Huck Hayes Title Member
Business Address 8225 Farnsworth Road, A-10, Waterville, OH 43566
Telephone No. 866-646-7322 Fax No. 866-865-8740 Email Address huckhayes@aes-nrg.com

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

Name	Huck Hayes	Title	Member
Business address	8225 Farnsworth Road, A-10, Waterville, OH 43566		
Telephone No.	866-646-7322	Fax No.	866-865-8740
		Email Address	huckhayes@aes-nrg.com

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

Customer service address 8225 Farnsworth Road, A-10, Waterville, OH 43566

Toll-Free Telephone No. 866-646-7322 **Fax No.** 866-865-8740 **Email Address** huckhayes@aes-nrg.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	Huck Hayes	Title	Member
Business address	8225 Farnsworth Road, A-10, Waterville, OH 43566		
Telephone No.	866-646-7322	Fax No.	866-646-7322
Email Address	huckhayes@aes-nrg.com		

A-9 Applicant's federal employer identification number 34-1837171

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

- ☐ Sole Proprietorship
 ☐ Partnership
- ☐ Limited Liability Partnership (LLP)
 ☒ Limited Liability Company (LLC)
- ☐ Corporation
 ☐ 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	1/1/1994	End Date	Open
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	1/1/1994	End Date	Open
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	1/1/1994	End Date	Open
<input checked="" type="checkbox"/> Industrial	Beginning Date of Service	1/1/1994	End Date	Open

☒ **Dominion East Ohio**

<input checked="" type="checkbox"/> Residential	Beginning Date of Service	1/1/2005	End Date	Open
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	1/1/2005	End Date	Open
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	1/1/2005	End Date	Open
<input checked="" type="checkbox"/> Industrial	Beginning Date of Service	1/1/2005	End Date	Open

☒ **Duke Energy Ohio**

<input checked="" type="checkbox"/> Residential	Beginning Date of Service	1/1/2008	End Date	Open
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	1/1/2008	End Date	Open
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	1/1/2008	End Date	Open
<input checked="" type="checkbox"/> Industrial	Beginning Date of Service	1/1/2008	End Date	Open

☒ **Vectren Energy Delivery of Ohio**

<input checked="" type="checkbox"/> Residential	Beginning Date of Service	1/1/2006	End Date	Open
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	1/1/2006	End Date	Open
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	1/1/2006	End Date	Open
<input checked="" type="checkbox"/> Industrial	Beginning Date of Service	1/1/2006	End Date	Open

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

Hugh B. Ayres

Member

Sworn and subscribed before me this 20 day of October Month 2011 Year

Rebecca S. Hickman

Signature of official administering oath

Rebecca S. Hickman

Print Name and Title

My commission expires on October 3, 2012

NOTARY PUBLIC, STATE OF OHIO

Rebecca S. Hickman

My Commission Expires Oct. 3, 2012



The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service
Affidavit Form
(Version 1.07)

In the Matter of the Application of)

HB Hayes & Associates LLC dba Alternative Energy Source)
for a Certificate or Renewal Certificate to Provide)
Competitive Retail Natural Gas Service in Ohio.)

Case No. 09 - 1065 -GA-AGG

County of Lucas
State of Ohio

Huck Hayes

[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

Huck B. Hayes

Member

Sworn and subscribed before me this

20

day of

October

Month

2011

Year

Rebecca S. Hickman
Signature of Official Administering Oath

Rebecca S. Hickman
Print Name and Title

My commission expires on *October 3, 2012*
NOTARY PUBLIC, STATE OF OHIO
Rebecca S. Hickman
My Commission Expires Oct. 3, 2012

CRNGS Broker/Aggregator Renewal) Page 7 of 7

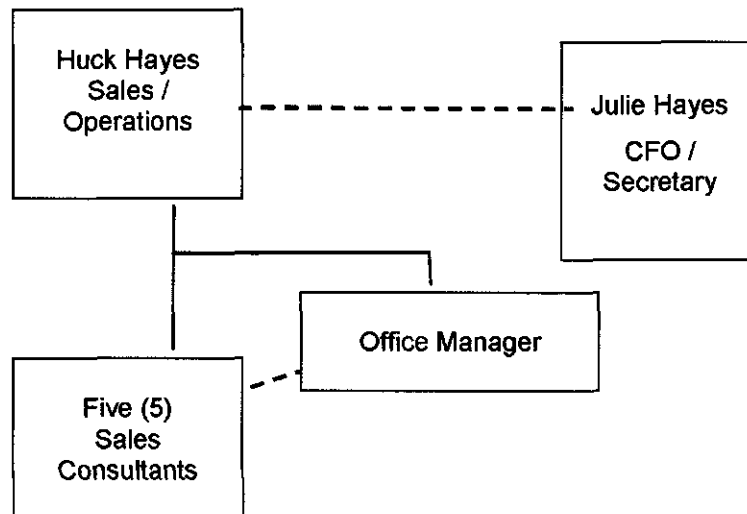
A-14 Principal Officers, Directors & Partners

Huck B Hayes, Member
8225 Farnsworth Rd
Waterville, OH 43566
866-646-7322 ext 111

Julie V. Hayes
8225 Farnsworth Rd
Waterville, OH 43566
866-646-7322 ext 112

A-15 Corporate Structure

HB Hayes & Associates LLC is the legal corporate name for tax purposes. In 1995 the trade name "Alternative Energy Source" was established and registered for the purpose of marketing. There are no subsidiaries of the company.



A-16 Company History

Founded in 1991 Alternative Energy Source is a privately owned company engaged in providing energy management services and energy products to the commercial and industry sector. Markets that we currently serve are located in Ohio, Michigan, Indiana, and Illinois, although we are able to serve in all states that offer energy deregulation.

Our success since 1991 is due to a simple philosophy – Work on behalf of the customer, not the supplier. We provide unbiased choices to our customers based on their individual needs.

As an independent company, we objectively solicit pricing from a large group of select energy supplies. Since not all suppliers are created equal we apply our industry experience helping the customer compare not only the price but the actual supply agreement and how it meets the customer's specific needs.

We provide Single-Source Shopping simplifying the customer's life, drive out hidden costs and provide guidance in managing "Price Risk" for the customer.

A-17 Articles of Incorporation

HB Hayes & Associates LLC is a limited liability company marketing under the trade name of Alternative Energy Source

A-18 Secretary of State – evidence of current registration



Ohio Secretary of State Business Queries

Business Search Results by Business Name

Entity Number	Business Name	Type	Original Filing Date	Repeal Date	Status	Business Location	County	State
000024	HUB HAYES & ASSOCIATES, LLC	DOMESTIC LIMITED LIABILITY COMPANY	10/04/1997		ACTIVE			OHIO

B-1 Jurisdictions of Operation

Alternative Energy Source currently provides natural gas sales in customers in Ohio, Michigan, Indiana, and Illinois. We are expanding our marketing efforts to include Retail Electric Services within the Ohio market. Presently we are targeting the Ohio Natural Gas markets of Columbia Gas, Dominion, Duke and Vectren Energy.

B-2 Experience & Plans

Alternative Energy Source with twenty (20) years experience working in the deregulated energy markets will assist customers evaluate their electric options.

Marketing affords will be completed via direct mail, phone solicitation, personal contact and Affiliation Programs. Acting as broker we will assist the customer obtain competitive quotes from certified energy suppliers? Customers will sign a supply agreement with the certified energy suppliers

Alternative Energy Source will be compensated directly by the supplier. Customer will be billed by the certified supplier not Alternative Energy Source. However, we will be responsible for managing the customers program which includes resolving by our self or with the assistance of the certified energy supplier any customer inquiries and or complaints.

Alternative Energy Source will maintain a toll free phone and fax number for our customers. Our staff is capable of handling most inquires. Problem inquires will be directed to our office manager or Huck Hayes for resolution.

B-3 Summary of Experience

Alternative Energy Source has twenty (20) years experience marketing natural gas services to commercial and industrial customers. We currently service over 500 customers ranging from residential, commercial and industrial accounts.

B-4 Disclosure of Liabilities and Investigation

There are no existing, pending or past rulings that could adversely impact our ability to service the customer.

C-1 Annual Report

Alternative Energy Source is a privately held company and is not required to prepare Annual Reports.

C-2 SEC Filings

Alternative Energy Source is not required to file with the SEC since it is not a public traded company.

C-3 Financial Statements

Financial Statements are attached in a separate sealed envelope along with a motion to suppress the confidential information.

C-4 Financial Arrangement

Alternative Energy Source is not a CRNGS and therefore has no bank guarantees, commitments, contractual arrangements, or credit agreements.

C-5 Forecasted Financial Statements

Alternative Energy Source is not a CRNGS and therefore is not required to furnish forecasted statements with this application.

C-6 and C-7 Credit Rating / Credit Report

Alternative Energy Source does not utilize any credit rating agency to obtain credit reports.

C-8 Bankruptcy Information

Not Applicable – Alternative Energy Source nor any offices of the company have filed for bankruptcy protection ever.

C-9 Merger Information

Not Applicable

D-1 Operations

Alternative Energy Source provides brokerage services to natural gas end users. We currently serve customers in four (4) states and on fourteen (14) different utility systems. We provide our customers market updates, buying suggestions and customer service with the supplier and or LDC. The certified supplier is responsible for nominating, scheduling and billing the customer.

D-2 Operations Expertise

Huck Hayes has over 20 years experience in the energy industry. Since 1991 Mr. Hayes has been responsibility of managing the sales and operations of the company. Besides developing customer relationships Mr. Hayes has build strong relationships with the certified suppliers and the local utilities. Over the years, he has established and implemented energy procurement programs for clients and gained a working knowledge of the supplier and LDC systems we currently serve.

He also held accounting positions with Placid Oil Company, an independent oil and gas exploration and production company.

A graduate of Ohio Northern University with a BA major in Accounting. Mr. Hayes has held varies management positions in accounting with such companies as Trinova Corporation, Westhaven, and Zales Corporation.

D-3 Key Technical Personnel

Huck B. Hayes
Vice President of Sales.
8225 Farnsworth Rd, Waterville, OH 43566
866-646-7322 Toll Free
Huckhayes@aes-nrg.com
www.aes-nrg.com

Julie V. Hayes, (Inactive CPA)
Chief Financial Officer and Secretary
8225 Farnsworth Rd, Waterville, OH 43566
866-646-7322 Toll Free
Juliehayes@aes-nrg.com
www.aes-nrg.com