#### Nancy L. Houston

Legal Assistant to Jason W. Graham, Esq. Direct: (678) 904-3116 nancy@grahamandpenman.com

February 7, 2013

VIA CERTIFIED FIRST CLASS MAIL RETURN RECEIPT REQUESTED

Public Utilities Commission of Ohio Docketing Division 13<sup>th</sup> Floor 180 East Broad Street Columbus, Ohio 43215-3793

Re:

The Energy Link, LLC

Certification Application for Electric Aggregator/Power Broker

To The Public Utilities Commission of Ohio

Dear Public Utilities Commission of Ohio:

Enclosed, please find the following items for filing The Energy Link, LLC's Certification Application for Aggregator/Power Broker with the Public Utilities of Ohio:

An original and (4) four copies of an executed Certification Application for Licensing Electric Aggregation/Power Broker: One (1) "client copy" to be stamped filed and returned to our office in the self-addressed stamped envelope and three (3) "Redacted Copies" for the Commission's review.

Additionally, please find an original and (4) four copies of the Energy Link, LLC's Motion For Protective Order and Memorandum In Support of Motion For Protective Order simultaneously filed with the Certification Application mentioned above. Please stamp filed on the "client copy" and return to our office the self-addressed stamped envelope provided herein.

Thank you for your assistance in this matter. Please do not hesitate to contact me if you have any questions.

**Enclosures** 

cc: Mr. Darren Novich, (via e-mail)

Jason W. Graham, Esq. (via e-mail)

This is to certify that the images appearing are an accurate and complete reproduction of a case tale document delivered in the regular course of square-s.

**Technician** 

Date Processed 4/11



The Public Utilities Commission of Ohio

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	Attenso 7184

## CERTIFICATION APPLICATION FOR AGGREGATORS/POWER BROKERS

Please print or type all required information. Identify all attachments with an exhibit label and title (Example: Exhibit A-5 Experience). 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; 180 East Broad Street, Columbus, Ohio 43215-3793.

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

#### A. APPLICANT INFORMATION

Legal Name The Energy Link,	LLC	
	d, Bldg. 3, Ste. 175, Marietta, GA 30067	<del>_</del> _
Telephone #_(678) 403-1246	Web site address (if any) www.theenergylink.com	<del></del> -
List name, address, tel will do business in Ohi	ephone number and web site address unde o	r which Applicant
* <u> </u>	gy Link, LLC (The Energy Link, LLC)	<del></del>
Address 1640 Powers Ferry Ros	ed Bldg 3 Ste 175 Marietta CA 30067	
		<del></del>
Telephone # (678) 403-1246	Web site address (if any) www.theenergylink.com	
Telephone # (678) 403-1246  List all names under w		
Telephone # (678) 403-1246	Web site address (if any) www.theenergylink.com thich the applicant does business in North A	
Telephone # (678) 403-1246  List all names under w The Energy Link, LLC	Web site address (if any) www.theenergylink.com thich the applicant does business in North A	
Telephone # (678) 403-1246  List all names under w The Energy Link, LLC	Web site address (if any) www.theenergylink.com  Thich the applicant does business in North A  Consultant, Energy Link, LLC	
Telephone # [678] 403-1246  List all names under w The Energy Link, LLC  Contact person for reg	Web site address (if any) www.theenergylink.com  Thich the applicant does business in North A  Consultant, Energy Link, LLC	merica   PUCO

	Business address 1640 Powers Ferry I	Rd., Bldg. 3, Ste. 175,	Marietta, GA 30067		
	Telephone # (678) 403-1246 E-mail address (if any) drowich@thee	Fax #	(404) 420-2957		<del></del>
	E-mail address (if any) dnovich@thee	nergylink.com			
A-5	Contact person for Commis	sion Staff us	e in învestigati	ng customer c	omplaints
	Name_Darren Novich				
	Title Owner/President				
	Business address 1640 Powers Ferry R				
	Telephone # (678) 403-1248	Fax #	(404) 420-2957	_	
	Telephone # (678) 403-1248 E-mail address (if any) dnovich@	heenergylink.com			
A-6	Applicant's address and tol	l-free numbe	r for customer	service and c	emplaints
11 0					ompanies
	Customer Service address 1640 Pc Toll-free Telephone # (678) 403-1	owers Ferry Rd., Bldg.	3, Ste. 175, Marietta, GA	30067	
	Toll-free Telephone # (678) 403-1	246	Fax # (404) 420-2	957	
	E-mail address (if any) dnovich@	heenergylink.com			
<b>A-7</b>	Applicant's federal employe	er identificati	on number# <u>3</u>	62670491	_
A-8	Applicant's form of owners	hip (check or	e)		
	n Sole Proprietorship	□ Part	nership		
	Limited Liability Partnership	(LLP) <b>⊠</b> Lim	iited Liability Co	mpany (LLC)	
	□ Corporation	□ Oth	er		
A-9	(Check all that apply) Ide	ntify each ele	ectric distributi	on utility cert	ified territory
	which the applicant intends t	•		•	-
	class that the applicant inte				
	mercantile commercial, and			· · · · · · · · · · · · · · · · · · ·	
	4928.01 of the Revised Code, is a part of a national account in one or	commercial cust			
	p First Energy				
	2 Ohio Edison	Residential	■ Commercial	■ Mercantile	■ Industrial
	<b>z</b> Toledo Edison	Residential	z Commercial	Mercantile	Industrial
	☑ Cleveland Electric Illuminating		■ Commercial		■ Industrial
	ø Cincinnati Gas & Electric	■ Residential	Commercial	Mercantile	<b>∞</b> Industrial
	Monongabela Power  American Flootric Rower	Residential	■ Commercial	■ Mercantile	🗷 Industrial
		m Residential	■ Commercial	■ Mercantile	a industrial
	Columbus Southern Power	■ Residential	2 Commercial	■ Mercantile	□ Industrial
			- Committee		- · · · · · · · · · · · · · · · · · · ·

A-10 Provide the approximate start date that the applicant proposes to begin delivering services

January 1, 2013

#### PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- A-11 <u>Exhibit A-11 "Principal Officers, Directors & Partners"</u> provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.
- A-12 <u>Exhibit A-12 "Corporate Structure,"</u> 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 electricity or natural gas to customers and companies that aggregate customers in North America.
- A-13 <u>Exhibit A-13 "Company History,"</u> provide a concise description of the applicant's company history and principal business interests.
- A-14 <u>Exhibit A-14 "Articles of Incorporation and Bylaws,"</u> if applicable, provide the articles of incorporation filed with the state or jurisdiction in which the Applicant is incorporated and any amendments thereto.
- A-15 <u>Exhibit A-15 "Secretary of State,"</u> provide evidence that the applicant has registered with the Ohio Secretary of the State.

#### 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 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 or wholesale electric services including aggregation services.
- B-2 <u>Exhibit B-2 "Experience & Plans,"</u> provide a 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 4928.10 of the Revised Code.

- **B-3** Exhibit B-3 "Summary of Experience," provide a concise summary of the applicant's experience in providing aggregation service(s) including contracting with customers to combine electric load and representing customers in the purchase of retail electric services. (e.g. number and types of customers served, utility service areas, amount of load, etc.).
- B-4 Exhibit B-4 "Disclosure of Liabilities and Investigations," provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocation 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 it is seeking to be certified to provide.
- **B-5** Disclose whether the applicant, a predecessor of the applicant, or any principal officer of the applicant have ever been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years.

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** Disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail or wholesale electric service including aggregation service denied, curtailed, suspended, revoked, or cancelled within the past two years.

n № 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.

#### 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 in Exhibit C-1 or indicate that Exhibit C-1 is not applicable and why.
- C-2 <u>Exhibit C-2 "SEC Filings,"</u> 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 that the applicant is not required to file with the SEC and why.

- C-3 <u>Exhibit C-3 "Financial Statements,"</u> 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 <u>Exhibit C-4 "Financial Arrangements,"</u> provide copies of the applicant's financial arrangements to conduct CRES as a business activity (e.g., guarantees, bank commitments, contractual arrangements, credit agreements, etc.,).
- C-5 <u>Exhibit C-5 "Forecasted Financial Statements,"</u> provide two years of forecasted financial statements (balance sheet, income statement, and cash flow statement) for the applicant's CRES 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 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 <u>Exhibit C-7 "Credit Report,"</u> provide a copy of the applicant's credit report from Experion, Dun and Bradstreet or a similar organization.
- C-8 <u>Exhibit C-8 "Bankruptcy Information,"</u> 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 within the two most recent years preceding the application.

C-9	Exhibit C-9 "Merger Information," provide a statement describing any dissolution or
	merger or acquisition of the applicant within the five most recent years preceding the
	application.
	Say My prosident
	Signature of Applicant & Title
	d 1.
	5th Shand 2013
	Sworn and subscribed before me this day of 1000 2013  Month Year
	110 (1) de de la constant de la cons
	Nancy Houston, Notary Public
	Signature of official administering oath Print Name and Title
	My Commission expires on 9./22/16
	Santaxa Value
	NOISCHII

### *AFFIDAVIT*

State of	Georgia	:
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Atlanta ss.

County of Fulton :

Darren Novich , Affiant, being duly sworn/affirmed according to law, deposes and says that:

Hel She is the Owner/Pres. (Office of Affiant) of The Energy Link (Name of Applicant);

That he/shex is authorized to and does make this affidavit for said Applicant,

- 1. The Applicant herein, attests under penalty of false statement that all statements made in the application for certification are true and complete and that it will amend its application while the application is pending if any substantial changes occur regarding the information provided in the application.
- 2. The Applicant herein, attests it will timely file an annual report with the Public Utilities Commission of Ohio of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Division (A) of Section 4905.10, Division (A) of Section 4911.18, and Division (F) of Section 4928.06 of the Revised Code.
- 3. The Applicant herein, attests that it will timely pay any assessments made pursuant to Sections 4905.10, 4911.18, or Division F of Section 4928.06 of the Revised Code.
- 4. The Applicant herein, attests that it will comply with all Public Utilities Commission of Ohio rules or orders as adopted pursuant to Chapter 4928 of the Revised Code.
- 5. The Applicant herein, attests that it 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.
- The Applicant herein, attests that it will fully comply with Section 4928.09 of the Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
- 7. The Applicant herein, attests that it will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
- 8. The Applicant herein, attests that it 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 herein, attests that it 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, the Applicant herein, attests that 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. (Only applicable if pertains to the services the Applicant is offering)

11. The Applicant herein, attests that it will inform the Commission 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 customer complaints.
That the facts above set forth are true and correct to the best of his/her knowledge, information, and belief and that he/she/expects said Applicant to be able to prove the same at any hearing hereof.
Signature of Affiant & Title
Sworn and subscribed before me this
Month Year  Nancy Houston, Notary Public Print Name and Title
My commission expires on 9 /22/16

#### Exhibit A-11 "Principal Officers, Directors & Partners"

Exhibit A-11 "Principal Officers, Directors & Partners," provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.

**Response**: Darren M. Novich is the Principal Officer and President of The Energy Link, LLC. The Energy Link, LLC's address: 1640 Powers Ferry Road, Building 3, Suite 175, Marietta, Georgia 30067. Business telephone number: 678-310-0237 and fax number: 404-420-2957.

#### Exhibit A-12"Corporate Structure"

**Exhibit A-12 "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 electricity or natural gas to customers and companies that aggregate customers in North America.

**Response**: The Energy Link, LLC is a single member limited liability company formed in the State of Georgia. The Applicant is not engaged with any affiliates of any utility-related services, such as retail sale of electricity, gas, water or cable. The Energy Link, LLC is a broker acting as an agent or intermediary on behalf of customers in the sale and purchase of electricity and who does not take title to electricity.

#### Exhibit A-13 "Company History"

Exhibit A-13 "Company History," Provide a concise description of the applicant's company history and principal business interests.

**Response**: I have worked in the energy business for approximately twelve (13) years now. I worked for several energy suppliers during those ten years. I have worked in gas operations and as an energy trader. I have also worked in business development and sold energy as a certified energy supplier. My experience in the markets around the country has shown to be more than my average competitor as I have encountered many along the way. I ventured out on my own in May of 2008 to start the Energy Link. Most of my customers have been working with me for years with my previous employers and decided to keep me on board to help manage their energy costs in deregulated markets. Those relationships were instrumental to getting my business off the ground. I have enclosed several testimonial letters from my customers which show how much we value our customer relationships. My customers trust me and I would not want to do anything to misuse that trust. When I have to make an operational decision my thoughts are how will this impact my customer? Is it right for my customer? How will this add value to my customer? As of right now my company is very small and our operations consist of day to day management of our current customer base. We manage large multifamily companies which have properties around the country. My goal is to be registered and licensed in each state as I grow my business. I intend to step up my business development activities in the state of Ohio and beyond.

#### Exhibit A-14 "Articles of Incorporation and Bylaws"

**Exhibit A-14 "Articles of Incorporation and Bylaws,"** if applicable, provide the articles of incorporation filed with the state or jurisdiction in which the applicant is incorporated and any amendments thereto.

**Response**: Please find The Energy Link, LLC's Certificate of Existence with State of Georgia, Secretary of State, Corporations Division attached herein and incorporated herein as Exhibit "A-14."

# STATE OF GEORGIA

### Secretary of State

Corporations Division 313 West Tower 2 Martin Luther King, Jr. Drive Atlanta, Georgia 30334-1530

# CERTIFICATE OF EXISTENCE

I, Brian P. Kemp, Secretary of State and the Corporations Commissioner of the state of Georgia, hereby certify under the seal of my office that

#### THE ENERGY LINK, LLC

#### **Domestic Limited Liability Company**

was formed or was authorized to transact business on 05/13/2008 in Georgia. Said entity is in compliance with the applicable filing and annual registration provisions of Title 14 of the Official Code of Georgia Annotated and has not filed articles of dissolution, certificate of cancellation or any other similar document with the office of the Secretary of State.

This certificate relates only to the legal existence of the above-named entity as of the date issued. It does not certify whether or not a notice of intent to dissolve, an application for withdrawal, a statement of commencement of winding up or any other similar document has been filed or is pending with the Secretary of State.

This certificate is issued pursuant to Title 14 of the Official Code of Georgia Annotated and is prima-facie evidence that said entity is in existence or is authorized to transact business in this state.



WITNESS my hand and official seal of the City of Atlanta and the State of Georgia on 15th day of October, 2012

B: Ph

Brian P. Kemp Secretary of State

Certification Number: 9369506-1 Reference: Verify this certificate online at http://corp.sos.state.ga.us/corp/soskb/verify.asp

#### Exhibit A-15 "Secretary of State"

Exhibit A-15 "Secretary of State," provide evidence that the applicant is currently registered with the Ohio Secretary of the State.

**Response**: Please find Consultant, Energy Link, LLC (The Energy Link, LLC) stamped filed Registration of a Foreign Limited Liability Company with Ohio Secretary of State dated June 11, 2012 attached hereto and incorporated herein as exhibit "A-15."



DOCUMENT ID DESCRIPTION 201216301110 REG, OF FOR PROFIT LIM, LIAB, CO. (LFP)

Receipt

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

THE ENERGY LINK, LLC 1640 POWERS FERRY RD., BLDG 3, STE. 175 DARREN NOVICH MARIETTA, GA 30067

#### STATE OF OHIO CERTIFICATE

Ohio Secretary of State, Jon Husted

2113227

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

CONSULTANT, ENERGY LINK, LLC (THE ENERGY LINK, LLC)

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

Document(s)

Document No(s):

REG. OF FOR. PROFIT LIM, LIAB, CO.

201216301110



United States of America State of Ohio Office of the Secretary of State Witness my hand and the scal of the Secretary of State at Columbus, Ohio this 11th day of June, A.D.

Ohio Secretary of State



Form 533B Prescribed by: Ohio Secretary of State

#### JON HUSTED Ohio Secretary of State

Central Ottio (614) 466-3910
Toll Free: (677) SOS-FILE (767-3453)
www.OhioSecretaryofState.gov
Busserv@OhioSecretaryofState.gov

Mail this form to one of the following:

Regular Filing (non expedite) P.O. Box 670 Columbus, OH 43216

Expedite Filing (New-bestness day processing time requires an additional \$100.00)
P.O. Box 1390
Columbus, OH 43216

The second secon

Registration of a Foreign Limited Liability Company

Filing	Fee: \$125
HECK ONLY ONE (1) BOX	
Registration of a Foreign For-Profit Limited Liability Company (106-LFA) ORC 1706  Jurisdiction of Formation Georgia  Date of Formation 05/13/2008	(2) Registration of a Foreign Nonprofit Limited Liability Company (108-LFA) ORC 1705  Jurisdiction of Formation  Date of Formation
lame of Limited Liability Company in its jurisdiction of form:	ation
	res to transact business in Ohio (if different from its name in
name under which the foreign limited habitity company design prisidiction of formation) is:  Consultant, Energy Link, LLC	
lame under which the foreign limited liability company design prisdiction of formation) is:	
iame under which the foreign limited liability company designstruction of formation) is:  Consultant, Energy Link, LLC  Name must include one of the following words or abbreviations: "limite the address to which interested persons may direct request	ed liability company." "limited." "LLC." "LLC." "tid.," or "lite" ts for copies of the limited ilability company's operating
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Jame under which the foreign limited liability company design striction of formation) is:  Consultant, Energy Link, LLC  Name must include one of the following words or abbreviations: "limite the address to which interested persons may direct request greement, bylaws, or other charter documents of the comp  The Energy Link, LLC  Name  1640 Powers Ferry Rd, Bldg 3, Suite 175	ed liability company." "limited." "LLC." "LLC." "tid.," or "lite" ts for copies of the limited ilability company's operating

Fcm 5338

Page 1 of 2

Last Revised: 1/9/12

#### **Exhibit B-1 "Jurisdictions of Operation"**

**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 or wholesale electric services including aggregation services.

**Response**: The Energy Link, LLC is interested with all deregulated electric jurisdictions of the State of Ohio. The Energy Link, LLC is a broker acting as an agent or intermediary on behalf of customers in the sale and purchase of electricity and who does not take title to electricity.

#### Exhibit B-2 "Experience & Plans"

**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.

Response: The Energy Link, LLC is a broker acting as agent or intermediary on behalf of customers in the sale and purchase of electricity supply and who does not take title to electricity. The service territory for The Energy Link, LLC will cover all deregulated electric jurisdictions. The customer service person for The Energy Link is Darren Novich, 1640 Powers Ferry Road, Bldg. 3, Ste. 175, Marietta, Georgia 30067. Telephone number is 678-403-1246, website: <a href="https://www.theenergylink.com">www.theenergylink.com</a>.

#### Exhibit B-3 "Summary of Experience"

Exhibit B-3 "Summary of Experience," provide a concise and current summary of the applicant's experience in providing aggregation service(s) including contracting with customers to combine electric load and representing customers in the purchase of retail electric services (e.g., number and types of customers served, utility service areas, amount of load, etc.).

**Response:** I have worked in the energy business for approximately thirteen years. I worked for several energy suppliers during those thirteen years. I have worked in gas operations and as an energy trader. I have also worked in business development and sold energy as a certified energy supplier. My experience in the markets around the country has shown to be more than my average competitor as I have encountered many along the way. I ventured out on my own in May of 2008 to start my own business, The Energy Link, LLC. Please see Resume of Darren Novich attached hereto and incorporated herein.

The Energy Link was established in May 2008. The primary focus is brokering natural gas and electric contracts in deregulated states. The founding President, Darren Novich has been in deregulated energy business for over thirteen years. He has worked for several energy suppliers where he negotiated energy supply contracts for fortune 500 companies. His experience includes energy management in the Southeast region by scheduling, balancing, and trading energy supply. His trader experience included performing capacity valuation studies and developing pipeline pricing models, as well as tracking costs to end users behind multiple utilities. He has performed energy supply operations on the following pipelines, Southern Natural Gas, Transcontinental, Atlanta Gas Light, Gulf South, Gulfstream and Florida Gas Transmission. Please see the attached letters of reference from Toro Properties Group, The Omnicorp Group, D.E.L. Development Corp. and Prometheus attached hereto and incorporated herein.

#### Management • Entrepreneurship • Business Development

Strategic Market Planning • Procurement • Risk Management • Key Account Retention & Management • New Business Development • Contract Negotiation • Market Share Growth • Networking & Relationship Bullding • Project Management

An aggressive, innovative professional with nine plus years of a successful career track in the energy industry. Proactively delivering and sustaining revenue and profit gains within several organizations. Proven ability to set and achieve goals. Exceptional communicator with a consultative sales style, strong negotiation skills, exceptional problem solving abilities, and a keen client needs assessment aptitude.

#### PROFESSIONAL EXPERIENCE

The Energy Link LLC, Atlanta, GA

2008 - Present

#### Founding Partner Entrepreneur

Create strategic business plan, set and manage overall sales and operational goals for the company. Manage day to day operations and development business in multiple deregulated markets around the country. Provide procurement and risk management services for retail natural gas and electric supply clients which include Camden Living, Stonemark Management, RAM Partners, and Ambling Management.

Catalyst Energy LLC, Atlanta, GA

2006 - 2008

#### Manager of Business Development

Strategically pursued homebuilder market for continued business opportunities. Created and managed builder services department to provide for the energy needs of builders throughout Georgia and Texas. Responsible for acquiring national builder accounts including DR Horton, Pulte, KB Homes, and Ryland Homes.

Infinite Energy, Inc., Gainesville, FL

2003 - 2006

#### Manager of Sales

Performed sales and marketing for large commercial market accounts in Georgia while primarily focusing on the multi-family sector. Focused on new business development while managing and retaining existing accounts. Developed new products and procedures to fulfill customer demands. Key clients: Post Properties, First Communities, Jupiter, Equity Residential, Miles Properties, and Burger King. Renewed corporate Burger King which included over 160 stores in several deregulated natural gas markets.

Infinite Energy, Inc., Gainesville, FL

2001 - 2003

#### Manager of Market Operations

Oversaw all facets of natural gas supply management in the Southeast region by scheduling, balancing, and trading natural gas supply. Managed interruptible customer supply and pricing while also seeking new wholesale customers and suppliers. Performed capacity valuation studies and developed pipeline-pricing models to track variable costs. Performed operations on the following pipelines: Southern Natural Gas, Transcontinental, Atlanta Gas Light, Gulf South, Gulfstream, and Florida Gas Transmission

#### **EDUCATION & PROFESSIONAL AFFILIATIONS**

University of Florida B.S., Business Administration Marketing (2002)

United States Air Force (1995 - 1999)

National Apartment Association (NAA)

2989 Piedmont Road NE Suite 200 Atlanta, GA 30305



3334 Peachtree Rd NE, Suite 1501 Atlanta, Georgia 30326

January 13, 2010

Mr. Darren Novich EnergyLink 2989 Piedmont Road, Suite 200 Atlanta, GA 30305

Dear Mr Novich:

In an effort to show our appreciation for your services over the years we are writing this letter of gratitude.

We have been relying on you since 2002 to handle all of our energy contract needs. Your level of commitment to our accounts is extraordinary. You've saved us tens of thousands of real dollars on gas contract pricing by getting us better rates than we could have ourselves. Our business is managing apartments, not negotiating energy contracts and tracking energy futures; and you're really good at it.

I would recommend that any professional property manager give you the opportunity to look at their energy contracts to see how you might save them money and make this process less painful.

Thank you for your ongoing service and commitment to our business needs.

Sincerely,

Brent Sobol

Managing Partner

BS:dms

#### THE OMNICORP GROUP

Omnicorp Realty, Inc. ♦ Stonemark Management ♦ Omnicorp Resources, Inc.

1300 Parkwood Circle, Suite 400 Atlanta, Georgia 30339 Telephone: 770.952,4090 770.952,9400 Facsimile: 770.955,6729

August 19, 2008

Darren Novich The Energy Link 2989 Piedmont Road, NE Suite 200 Atlanta, GA 30305

Mr. Novich,

It is exciting to know that we have a solid partner in the energy industry who is looking out for our best interests in this volatile market. Before we were introduced to The Energy Link, we had several energy suppliers approaching us with very complex offerings.

Instead of spending a tremendous amount of time trying to assess the current energy market, we were able to rely upon your team's years of experience of actually working for suppliers to help us navigate through our contract negotiations.

We understand that your team is continually negotiating supply agreements, and is well in-tune with the market. Because of this, we were able to avoid a lot of the pitfalls associated with a costly energy deal.

We feel that your team has done an excellent job at explaining our options all the while minimizing the risk associated with the rising cost of energy. Based on my experience thus far, I would recommend anyone in our industry to use The Energy Link as their designated energy manager.

Sincerely,

President

STONEMARK Management

Walt Lamperski, PM

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# D.E.L. DEVELOPMENT CORP. REAL ESTATE MANAGEMENT & INVESTMENTS

June 10, 2009

Mr. Darren Novich EnergyLink 2989 Piedmont Road N.E. Suite 200 Atlanta, GA 30305

Dear Darren,

This letter is to thank you for the many years of guidance you've provided to our firm in the minefield of deregulated gas. From year to year, in an ever-changing environment, your help in understanding the best options for each Property has saved us time and money.

To anyone who will listen, I would be happy to sing your praise and tell them of the benefits your firm provides. Thank you again for making a tricky situation, easier to deal with.

Sincerely,

Don Lippman



April 12, 2011

Darren Novich
The Energy Link
2989 Picdmont Road, NE
Suite 200
Atlanta, GA 30305

Dear Darren,

I just wanted to thank you for the above and beyond effort that The EnergyLink has given Prometheus Real Estate Group. When we first contracted with The EnergyLink, we were wrapping up a multi-year contract that was overly complex. Thank you for the additional time you spent with us, making sure that the terms of this expiring contract matched what was happening in practice. The face time you spent in our office reviewing and diagramming out our current contract as well as discussing with our previous vendor was much appreciated. All of this effort was for a contract that you did not initiate nor have any financial incentive, truly above and beyond service!

Additionally, you clearly walked us through the market when our overly complex contract expired, and were instrumental in getting the best possible deal for Prometheus. You ensured that our tolerance for risk was met and spearheaded the drafting of our new energy contract, which we actually understand.

Thank you for your assistance. The commodities market is intense and requires constant supervision. Prometheus is best in class as a Property Management Company, but our expertise is not as commodities brokers. We are so grateful to have you as our best in class partner, and look forward to a long relationship with you.

Please feel free to use me as a reference anytime; as this letter cannot truly do justice to the service that you are providing to us.

Warmest regards,

Mary/Nitschke

Manager of Ancillary Services

Prometheus Real Estate Group, Inc.,

2010 BEST PROPERTY MANAGEMENT COMPANY OF THE YEAR AS NAMED BY MHN

#### Exhibit B-4 "Disclosure of Liabilities and Investigations"

**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 it is seeking to be certified to provide.

**Response:** The Energy Link, LLC has no convictions or liability findings of fraud, any past or pending judgments, regulatory investigations or violations of any customer protection or deceptive trade laws in any state against the registering party, its principals to report or disclose.

The Energy Link, LLC does not have any criminal or civil investigation either in the State of Ohio or in another State or jurisdiction for violation of any customer protection law or regulation to disclose or report.

#### Exhibit C-1 "Annual Reports"

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.

**Response**: The Energy Link, LLC is a single member limited liability company. The applicant does not generate annual reports. Therefore Exhibit C-1 is not applicable to applicant.

#### Exhibit C-2 "SEC Filings"

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.

**Response**: The Energy Link, LLC is a single member limited liability company. The applicant does not file 0-K/8-K filings with the SEC. Therefore, Exhibit C-2 is not applicable to applicant.

# PRIVILEGED AND CONFIDENTIAL INFORMATION

Applicant: THE ENERGY LINK, LLC

Exhibit C-3 "Financial Statements"

**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.

**Response:** The Energy Link, LLC is providing its *privileged and confidential* "Profit & Loss Statement" from January through June, 2012 attached hereto and incorporated herein.

\* Redacted pgs. 29 through pg. 46

# PAGES 29 THROUGH PAGE 46 HAVE BEEN <u>REDACTED</u> FOR PRIVILGED AND CONFIDENTIAL INFORMATION

#### Exhibit C-4 "Financial Arrangements"

Exhibit C-4 "Financial Arrangements," provide copies of the applicant's financial arrangements to conduct (CRES) as a business activity (e.g., guarantees, bank commitments, contractual arrangements, credit agreements, etc.)

<u>Response</u>: The Energy Link, LLC is a broker acting as agent or intermediary on behalf of customers in the sale and purchase of electricity supply and who does not take title to the actual commodity (electricity) nor do we sale to retail customers.



#### Exhibit C-5 "Forecasted Financial Statements"

**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 CRES operation, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer.

**Response**: The Energy Link is neither conducting nor providing competitive electricity service as a business activity. The Energy Link, LLC is a broker acting as agent or intermediary on behalf of customers in the sale and purchase of electricity supply and who does not take title to the actual commodity (electricity) nor does The Energy Link, LLC sale to retail customers.

#### Exhibit C-6 "Credit Rating"

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.

**Response**: The Energy Link, LLC is a single member limited liability company. The applicant does not have a credit rating with the above mentioned organizations. Therefore, Exhibit C-6 is not applicable to applicant.

#### Exhibit C-7 "Credit Report"

**Exhibit C-7 "Credit Report,"** provide a copy of the applicant's current credit report from Experian, Dun and Bradstreet, or a similar organization.

**Response**: The Energy Link, LLC is a single member limited liability company. The applicant does not have a credit rating with the above mentioned organizations. Therefore, Exhibit C-7 is not applicable to applicant.

#### Exhibit C-8 "Bankruptcy Information"

**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.

<u>Response</u>: The Energy Link, LLC does not have any bankruptcy filings or liquidation proceedings to disclose.

#### Exhibit C-9 "Merger Information"

**Exhibit C-9 "Merger Information,"** provide a statement describing any dissolution or merger or acquisition of the applicant within the five most recent years preceding the application

**Response:** The Energy Link, LLC is not involved with any merger, dissolution or acquisition within the past five years or years preceding the application. Applicant does not have a statement to disclose.