

FILE

PROGRESSIVE ENERGY CONSULTANTS, LLC

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14 June 2013

Public Utilities Commission of Ohio
Docketing Division
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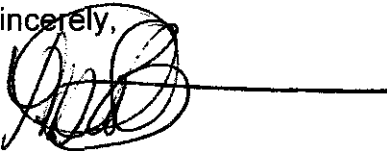
Re: Docket Case # 13-1331-EL-AGG filed June 5, 2013

To Whom It May Concern:

I received an email today requesting additional information for our certification application. Please find an addendum to Exhibit B-3 attached. If you need anything further, please do not hesitate to contact me.

Thank you for your assistance!

Sincerely,



Lisa Barry
Research & Regulatory Officer
1548 S. Missouri Avenue #321
Clearwater, FL 33756
(727) 479-0731
ia@cssllc.biz

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.
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Exhibit B-3

“Summary of Experience”

PROGRESSIVE ENERGY CONSULTANTS, LLC

Experience & Forecasted Business Activity

What We Do

Progressive Energy Consultants is a professional energy brokerage; we specialize in providing solutions to high usage consumers, by providing custom tailored energy rates to fit their needs.

The Industry

The executives and staff of Progressive Energy Consultants have a combined 45 years in the energy industry. This includes customer acquisition and customer service for millions of consumers in literally every Choice program across America.

The Successful Process

At Progressive Energy Consultants we invest a lot of time and consideration into making sure the customer is getting exactly what they want, be it a fixed or variable rate. We always think of the customer first and negotiate on their behalf to provide the best-tailored energy rates the market has to offer. Progressive Energy Consultants has never had a complaint, a statistic the entire company is very proud of.

Operations

Progressive Energy Consultants started operations on 1/1/2013 and presently has 9 brokers operating in the different deregulated states. We manage a book of business consisting of 866 customers under electric contracts, annually using a combined 336,081,290 kWh. PEC predicts to double their book of business by the years end.

Planned operation in Ohio

Upon receipt of certification in Ohio, PEC will contact any suppliers they have current relation with that are also established in OH and inform them of licensing. We will reach out to large usage customers and offer our tailored services thus providing rate quotes from numerous suppliers and coordination between customers and the supplier of their choice for mutual benefit.



Company Owner Experience

Owners

Tom Cummins, CEO
Jim Bridgeforth, President
Robert Macchione, CFO

~Tom Cummins~

Founder and Chief Executive Officer

Tom Cummins is the founder and CEO of Consumer Sales Solutions, LLC (CSS). CSS is the first company in the North America to exclusively represent energy marketers and exclusively sell energy in the deregulated marketplace.

His company enrollments have now exceeded 2 million combined residential and commercial customers using both gas and electricity. Mr. Cummins' company has worked in every state in the union where deregulation of energy has occurred.

For the past twenty years Mr. Cummins has owned and operated mass marketing companies. Prior to founding CSS Mr. Cummins ran a sales force of over 2000 agents in telecommunications during its deregulation.

Mr. Cummins and his staff have been leader of the voice-on-the-phone in mass-market retail energy sales. On behalf of over 100 different ESCOs, his company has spoken to more than 20 million energy consumers on the subject of energy deregulation, literally making him the expert in deregulated retail energy sales.

~Jim Bridgeforth~

President

Jim Bridgeforth has 11 years of hands-on experience in the retail energy markets. He worked directly for Mr. Cummins as his Director of New Accounts at CSS for 6 years. In this position, he learned all of the nuances of what it takes to make a successful retail campaign. In 2007, Mr. Cummins trained Jim in the remaining aspects of running CSS and then turned over the duties of President, which Jim continues to successfully handle to this day. Mr. Bridgeforth's dedication and successful running of CSS earned him an ownership role in the company.

~Robert Macchione~

Vice President for Information Technology and Chief Financial Officer

Bob Macchione has been with Mr. Cummins since the inception of CSS. Bob's superior grasp for numbers and attention to detail earned him a right hand seat to the owner. Under the direction of Mr. Cummins, Bob ran the development and creation of the company's proprietary software and all of its subsystems. As the company grew, Mr. Cummins promoted Bob to CFO and Director of IT and made him a partner as well.

Deborah E. Joyce

411 Cleveland St. #136 ■ Clearwater, FL 33755

Cell: (727) 656-6842 ■ dejoyce8@gmail.com

Top-Performing Sales Executive

***Sales Management • Direct Sales • Channel Development & Management •
New Business Development • Team Building • Maintenance Renewals***

- 17 years of software sales and management experience
 - Results-driven sales leader; built a successful record of increasing revenue, capturing market share, and exceeding sales goals.
 - Progressive management style; considerable success in developing and managing productive sales teams.
-

Current Employment

Progressive Energy Consultants, LLC Clearwater, FL ♦ Jan 2013 – Present
Vice President

January 1st 2013 I made the decision to start my own energy brokerage (Progressive Energy Consultants). We presently have 9 brokers operating in the different deregulated states and manage a book of business consisting of 866 electric contracts equaling 336,081,390.85 kWh annually. We also manage 218 natural gas contracts equaling 833,457 Mcfs annually.

Professional Experience

Consumer Sales Solutions, LLC Dunedin, FL ♦ May 2012 – Jan 2013
Director Of National Accounts

Hired to expand and further establish CSS's division responsible for contract work for SMBs and large commercial accounts. Responsibilities included hiring and training of all new broker personnel, quality control of contracts submitted, new customer acquisition and overseeing service to existing customer base. Directly responsible for day to day sales management.

KNOWBe4 Clearwater, FL ♦ Mar 2011 – Sep 2011
VP Sales

Was hired to help establish sales division in start-up company by previous Sunbelt Software founder. Company produces security awareness training for SMBs.

- Expanded sales team
- Worked on promotion of company through key trade shows such as Microsoft Tech Ed
- Helped establish CRM (Salesforce) as well as key reports to analyze marketing leads and ROI

GFI SOFTWARE, Inc. (Previously Sunbelt Software) Clearwater, FL ♦ June 2010 – Feb 2011
Sr. Director of Sales

Continued in position of Sr. Dir Sales after GFI's June 2010 acquisition of Sunbelt Software.

- 60% growth in sales FY 2010 over FY 2009
- Implemented new CRM, salesforce.com that included merging two systems together, that of GFI's and Sunbelt's existing team.
- Handled merging of two sales teams, channel, direct and sales engineer groups.
- Implemented new partner programs as part of combining two channels, GFI/Sunbelt
- Designed and implemented new compensation plan for restructured team after acquisition

SUNBELT SOFTWARE, Clearwater, FL ♦ Jan 1999 – Jun 2010
Sr. Director of Sales
Director of Sales
Sales Manager
Account Rep

Manufacturer of security software; anti-virus, security scanners, etc. for SMB and consumer markets.

Successfully held multiple positions within Sunbelt sales division over 12 year span up until and through company acquisition by GFI Software in June 2010. Responsible for all global enterprise sales.

- Developed and managed a sales team of 43 people consisting of 5 different departments: Direct Sales, Channel, International, Maintenance, and third party distribution.
- FY 2008 45% growth in new license sales
- 65% growth in new license sales Q2 09 over Q2 08
- Implemented new expansion strategies for Sunbelt product line including retail, international as well as national distribution. Signed distribution agreements with Lifeboat, Topics, Bell Micro, Dell OLS.
- Negotiated deal with HSN (Home Shopping Network) - largest producing account in consumer division.
- Designed and implemented customer retention program which effectively increased renewal revenue.
- Implemented MDF program with key partners, which resulted in 152% growth in channel sales Q1 09 over Q1 08 and 103% growth Q2 09 over Q2 08.
- Successful expansion of sales team, hiring on channel development rep, additional sales engineers, and customer retention reps resulting in continued YOY growth.
- Hired Director International Sales & Dir EMEA, recruited channel partners within UK, Germany, and Australia. 124% international growth for YTD 2009 compared to same in 2008.
- Directly reported to CEO, was responsible for sales division budget/P&L as part of executive finance team.
- In previous positions at Sunbelt I was top performing sales rep in 1999 and was promoted to sales mgr. As Sales Manager I managed the top sales team consisting of myself and four reps. Team exceeded quota every year and remained the top selling team for 6 years at which point I was promoted to Dir Sales.

DIGITAL LIGHTWAVE, Clearwater, FL ♦ 1997 – 1999
Corporate Communications and Marketing

Manufacturer of fiber-optic test-equipment for telecommunications industry.

Responsibilities included investor relations, coordination and production of marketing materials, including all sales and investor collateral, organization of all quarterly company events.

- ISO 9000 auditor training and certification

COMPETENCE SOFTWARE, Concord, NH and Clearwater, FL ♦ 1996-1997
Sales and Marketing

Start-up company that develops corporate training software for business finance and investing. I was hired to help establish and manage on line sales as well as new marketing efforts.

DAVID MORSE & ASSOC, Glendale, CA and Tampa, FL ♦ 1994-1996
Marketing Mgr

National based insurance claim services firm.

Responsibilities included all new lead generation and direct sales efforts for all national offices. Our customers included: State Farm, Farmers, AAA, The Hartford. Based out of HQ office in Glendale, CA I later moved on to help open up new branch office in Tampa.

CHICK COREA PRODUCTIONS, Los Angeles, CA ♦ 1990 – 1994
Director of Communications & Marketing

Music production company.

Responsibilities included all marketing, merchandising and corporate communications for privately held production company for GRP Records jazz recording artists.

SURVIVAL INSURANCE, Los Angeles, CA ♦ 1986-1988
Sales Agent

Privately held insurance agency.

- Consistent top performer and quota achiever
- Beat formerly held new agent sales records
- 100% quality pass in underwriting
- Promoted to another sales dept at new HQ office in Hollywood, became the top sales rep.

REALWORLD CORPORATION, Concord, NH ♦ 1983-1986
Sales Representative

Developer of business accounting software for SMBs, sold to competitor, Great Plains and then Microsoft.

- Consistent top performer and quota achiever
- Beat former sales records, top performing rep in Eastern territory
- Top Sales Rep Award - 1984

PROFESSIONAL DEVELOPMENT

Enhanced professional qualifications through attendance at numerous continuing education courses and sales training seminars. Managerial Accounting courses at St. Petersburg College.