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Making, Saving & Lending Money

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

PUCO

RECEIVED-DOCKETING DIV
2014 JUN 23 PM 3:38

Case #: 14-1081-EL-AGG – Relationship Energy & Services, LLC

To the Commission;

As per my phone conversation with Michael Palkowski on June 16, 2014, and the email I received from Chuck Stockhausen, Public Utilities Commission of Ohio on June 17th, attached please find our Amendments to the original filing application and comments to:

- The notarized application signature page, located on page 6 of the application after Exhibit C-9, is missing.
- The response to Exhibit A-12 "Corporate Structure" is insufficient. The document provided for A-12 appears to be marketing or promotional material. The exhibit requires a description of the corporate structure.
- The response to Exhibit A-13 "Company History" is insufficient, see above.
- The Exhibit referred to above as A-12 & A-13 is better suited as exhibit B-2.
- Exhibit C-5: Forecasted Financials: the minimum requirement for your business is to provide a separate forecast of Revenue, Expenses and Net Income for your projected Electric Business for 2014 and 2015 in the State of Ohio.

If there is anything else that you need from us, please feel free to let me know.
Thanks so much for your consideration and we look forward to hearing back from you.

All the best,

A handwritten signature in cursive script that reads 'Paula Batz'.

Paula Batz, COO
239-689-4337
pbatz@re247365.com

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 SW Date Processed JUN 23 2014

LisaMarie Klinger

From: Paula Batz <pbatz@americaapproved.com> on behalf of pbatz@re247365.com
Sent: Tuesday, June 17, 2014 11:28 AM
To: 'Stockhausen, Chuck'
Subject: RE: Relationship Energy & Services

Good Morning Mr. Stockhausen,

I spoke with Michael Palkowski yesterday and I am working on the forecasted financials. We will update the information as recommended below and get that in the mail to you.

Please let me know if you need anything else from us.

Regards,
Paula

Paula G. Batz
Chief Operating Officer
Relationship Energy & Services dba RE 24/7/365
O: 239-689-4337 | C: 443-205-2830 | F: 866-751-6466



From: Stockhausen, Chuck [<mailto:Chuck.Stockhausen@puc.state.oh.us>]
Sent: Tuesday, June 17, 2014 11:24 AM
To: 'pbatz@re247365.com'
Subject: Relationship Energy & Services

Mr. Batz,

There are a few issues with the certification application filed on behalf of Relationship Energy & Services, LLC in case 14-1081-EL-AGG.

- The notarized application signature page, located on page 6 of the application after Exhibit C-9, is missing.
- The response to Exhibit A-12 "Corporate Structure" is insufficient. The document provided for A-12 appears to be marketing or promotional material. The exhibit requires a description of the corporate structure.
- The response to Exhibit A-13 "Company History" is insufficient, see above.

- The Exhibit referred to above as A-12 & A-13 is better suited as exhibit B-2.
- Exhibit C-5: Forecasted Financials: the minimum requirement for your business is to provide a separate forecast of Revenue, Expenses and Net Income for your projected Electric Business for 2014 and 2015 in the State of Ohio.

Please send the notarized signature page and the amended exhibits to the PUCO Docketing Division with a note to include then in your certification application in Case Number 14-1081-EL-AGG to avoid suspension or denial of the application.

Let me know if you have any questions.

Chuck Stockhausen

Public Utilities Commission of Ohio

Reliability and Service Analysis Division

Service Monitoring and Enforcement Department

614-728-5049

PUCO.ohio.gov



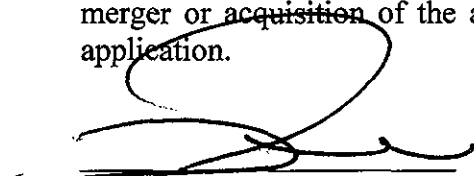
This message and any response to it may constitute a public record and thus may be publicly available to anyone who requests it.

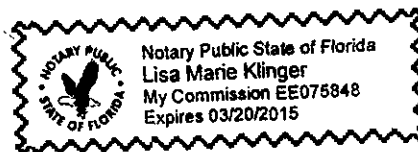
No virus found in this message.

Checked by AVG - www.avg.com

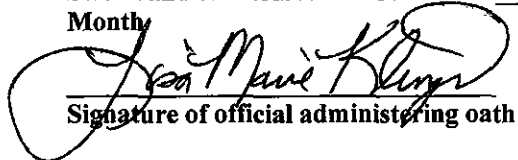
Version: 2014.0.4570 / Virus Database: 3964/7686 - Release Date: 06/16/14

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.


Signature of Applicant & Title



Sworn and subscribed before me this 9th day of June, 2014
Month Year


Signature of official administering oath

Lisa Marie Klinger - Notary
Print Name and Title

My commission expires on 3.20.2015

Exhibit A-12: Corporate Structure

Relationship Energy & Services LLC dba RE247365 was formed in late 2013 as a marketing arm for America Approved Commercial LLC. RE was founded to help consumers save money on products and services.

Peter Jensen – Co-Founder RE247365

Paula Batz – Co-Founder RE247365

Jon Gilbert – Co-Founder RE247365

Peter Jensen and Jon Gilbert are the principles for America Approved Commercial and Paula Batz is the Chief Operator Officer. Please see attached bios from America Approved Commercial Corporate Brochure.

Exhibit A-13: Company History

Relationship Energy & Services LLC has a short company history as it was just formed late in 2013, however, the principles and corporate staff have a vast knowledge and background in the energy industry as well as sales. Please see attached bios from America Approved Commercial Corporate Brochure.

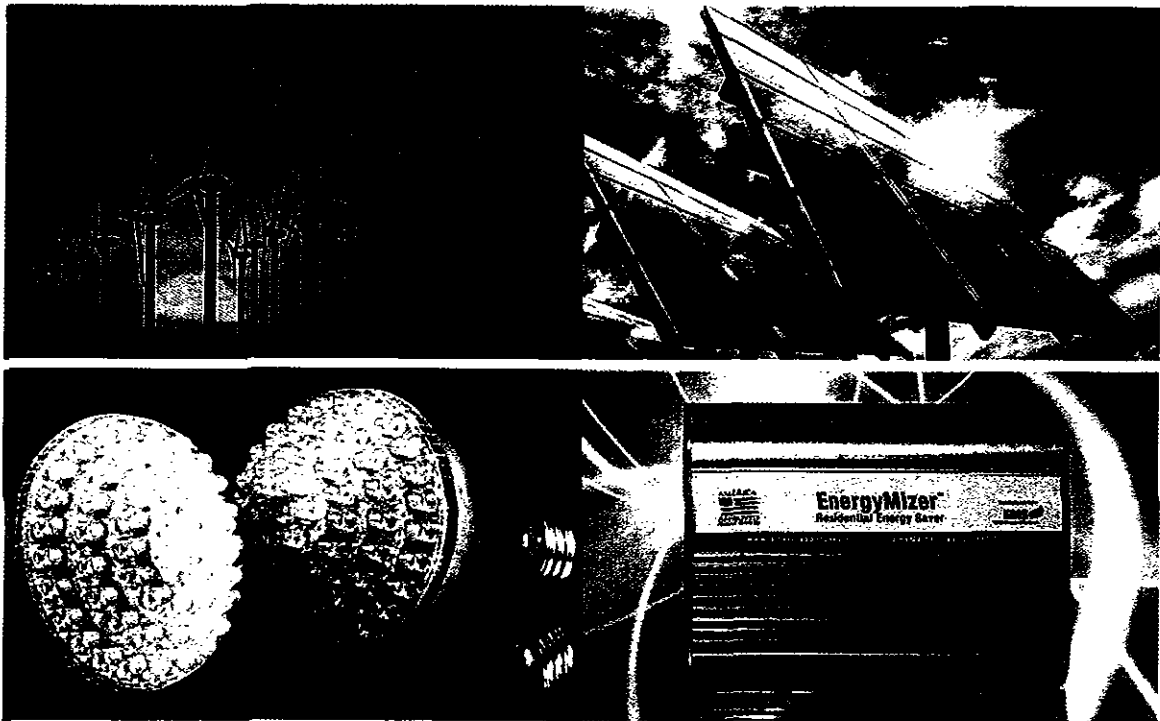
AMERICA



APPROVED

ENERGY SERVICES

CORPORATE OVERVIEW



OUR SERVICES

AMERICA APPROVED COMMERCIAL, LLC

America Approved Commercial, LLC (AAC) was established to give commercial, industrial and governmental entities in all 50 states access to a variety of energy providers and products that cater to their specific needs. In today's confusing energy environment every business must implement cost savings strategies to mitigate risk by structuring their energy expenditures.

HOW WE CAN HELP

AAC is one of the largest licensed, most experienced and trusted energy consulting firms in the nation. We are able to secure price protection for our clients with a simple and objective process based on proven strategies that help eliminate uncertainty and volatility risk.

ENERGY AUDIT

AAC provides, upon customer request, a Level 1, 2 or 3 energy audit to determine the opportunities of increased reduction in expensive energy usage to further maximize savings from a demand side management perspective.

UTILITY BILL AUDIT

One of the first steps in energy saving process is to conduct a utility audit. This will give our consultants a comprehensive understanding of our clients' energy portfolio. Often utility bill auditing discovers billing discrepancies between suppliers and utilities. AAC will review on a monthly basis and any necessary corrections will be managed by AAC on the customer's behalf.

ENERGY PROCUREMENT STRATEGIES/SUPPLY

As a result of energy deregulation, organizations can now manage and control their energy costs in ways never before thought possible. Our consultants will work with the customer to review standard practices and make recommendations to improve efficiency, procure agreements for natural gas and electricity supply as well as structuring those agreements to provide maximum benefit.

DEMAND RESPONSE

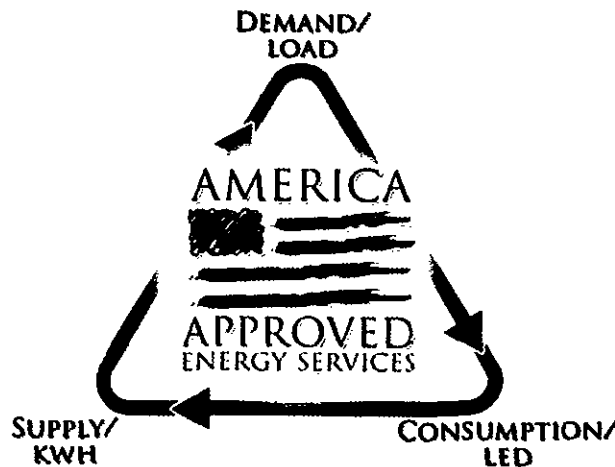
AAC works within the guidelines of the local utility's programs to assist customers in managing their consumption of electricity in response to supply conditions. Often these programs provide a revenue stream to the customer for participating through the use of the company's electricity assets.

EnergyMizer™

This technology is available for residential and commercial applications. It flattens demand by capturing spikes and surges, cleaning, storing them and then releasing that energy to supply inductive loads. There is a guaranteed 8% savings on your electricity bill.

LIGHTING AUDIT

Today's technological advances in lighting can yield reductions in consumption up to 75% while extending the life cycle of the fixtures up to 25 times longer which then reduces maintenance expenses. Our consultants are available to audit commercial businesses and recommend lighting solutions.



MANAGEMENT STAFF

JON GILBERT | PRESIDENT & CEO

Jon Gilbert is the President and CEO of AAC. As one of the owners, his role is to train, motivate and work one on one with all AAC energy consultants to assist them in closing business. In a short period of time he has risen to the top of the energy industry as one of the nation's top producers in energy sales! Jon began his career in the defense industry where he became the Director of Procurement for a half-a-billion-dollar company in California. In 1994, Jon started a telecommunications company to take advantage of opportunities developing in the recently deregulated telecom industry (very similar to what is happening in the energy market today). His company provided wholesale long distance deregulated commercial services including OC3's, DS3's and T1's, plus built a national prepaid calling business using privately owned switch platforms to accommodate commercial clients through the country. He developed alliances with all the major US and International long distance carriers. Jon grew the company into a multi-million dollar business and sold the business in 2000. He started his second company that designed telecom equipment to network companies throughout the country and was one of the first to install a voice over internet protocol (VOIP) system from Florida to California in the U.S. This company also included structural cabling for large projects that included high-rise buildings and other large commercial projects. He sold that company in January 2007.

PETER JENSEN | SENIOR SALES TEAM ADVISOR

Peter Jensen serves as the Senior Sales Team Advisor for AAC and plays an active role in the development and motivation of the AAC sales force. Peter knows something about teamwork. He grew up playing football and enjoyed a successful college career as quarterback for Iona College in New York. Peter seized the moment and became a free agent in the National Football League playing short stints with the New York Jets and the New York Giants. From there he has given the opportunity to play professionally in Europe and finally finished his football career in the professional Arena Football league. After his playing days were over, Peter focused his attention on Sales and Marketing and went on to produce, write and direct the longest running infomercial in the history of television – The Perfect Swing Trainer/Sam 2000. This golf training device was so successful that it went on to gross over \$100 million in sales! After leaving his mark on the world of television, Peter then joined corporate America as Vice President of Sales and Marketing for a leading software provider, where he had front row seats to the world of Direct Marketing. While selling software to companies trying to break into the Direct Marketing field, Peter saw a chance to get back on the field by building highly motivated, successful sales teams/organizations. Peter has been credited with building sales teams numbering in the hundreds of thousands all across the world.

PAULA BATZ | DIRECTOR OF PRICING & COO

Paula Batz is the Director of Pricing and COO for AAC managing the day to day operations and working side by side with sales in building the strongest energy consultant firm in the United States. She came to AAC with extensive experience within the energy industry. Paula has had several roles in managing day to day operations in her career as co-owner of a home improvement business and working at the University of Maryland and Greater Baltimore Medical Centers. Prior to AAC Paula assisted in developing energy solutions and training sales consultants. She has enhanced the pricing desk systems at AAC in the creation of our proprietary Dexter Management System and is training others to assist her in developing the leading pricing system in the industry. Paula's extensive knowledge base and professional relationships with the energy industry has taken AAC to the next level. She has a passion for helping people succeed and prides herself in problem solving, especially when it seems all other solutions have failed.

TONY LANZA | VICE PRESIDENT OF SALES

Tony Lanza heads up the role of Vice President of Sales at AAC. Tony originally hails from Garfield, New Jersey before moving down to Sunny Southwest Florida in 1987. Tony received his Bachelor's Degree from the University of Maine and was an impressive 4-year letter winner in Football, so Tony knows what teamwork is all about! Tony brings his extensive knowledge of sales, customer service, and management from the days he worked in the Deregulated Telecommunications industry with Jon Gilbert and from there he parlayed his experiences into the Network Marketing arena. After spending time developing several Network Marketing opportunities and successfully running his own organization, Tony was introduced to MultiSoft in 2008 and hasn't looked back since. MultiSoft is a group of dedicated professionals focused on providing superlative products and services to the network marketing and direct sales industries. Tony is about building relationships, and with his business philosophy and networking background, it was a perfect fit for him to join AAC.

JOE GALLUZZO | NATIONAL SALES MANAGER

Joe Galluzzo heads up the role of Regional Sales Manager for AAC. Joe graduated from Iona College in New York with a degree in Economics and was also a standout wide receiver for the football team. Upon completing his degree, Joe received an offer to play professional football in Europe. After only two years Joe became one of the most prolific wide receivers in the league. Joe returned back to the states and spent the first decade of his working career in public service as a police officer and first responder. After leaving Law Enforcement, Joe entered corporate America as an Executive Sales Manager for the Fortune 500 media giant USA Networks. Joe was instrumental in building their internet advertising division by establishing relationships with industry leaders such as IBM, General Motors, Pedigree, Isuzu and Gateway. Joe increased client sponsorship participation in network events by 100 percent. From there Joe then decided to try his hand in the entrepreneurial arena and lent his expertise to Everlast Nutrition, a startup sister company to Everlast®, the boxing giant. As Vice-President of Everlast Nutrition, Joe grew their company sales revenue from a start-up to over \$750,000 in its first year. Most recently, under his leadership as Business Development Director at Capital First Mortgage Company, Joe built the sales force from two consultants to ten and increased team production from \$5,000,000 to \$20,000,000 monthly. It only made perfect sense for us to grab Joe and bring him aboard to help build and grow our superior sales team we have here at AAC.

LISA MARIE KLINGER | DIRECTOR OF HUMAN RESOURCES

Lisa Marie Klinger came to AAC after many rewarding years in the Direct Marketing and Internet Marketing arena. Lisa has worked with such national giants as RL POLK on their automotive direct mailing campaigns, to Columbia House on their music club promotions to Music Marketing Network. She's collaborated the grassroots Direct and Database marketing initiatives for bands such as KISS, Alanis Morissette, Limp Bizkit, *NSYNC, and Spice Girls. Later, at 24/7 Media Incorporated, her direct marketing background parlayed naturally into internet marketing, allowing her to become the top producer of over one million in email marketing campaigns for over two years in a row. From there she brought her email marketing expertise to help launch a few start-up email marketing divisions at various internet brokerage companies. At AAC, Lisa Marie heads up our Human Resources Department helping to recruit our sales consultants and setting them up with the tools and resources to start selling.

AAC IN THE NEWS



'Hot Spot' Will Bring More Money for Garden City Pool

by Heidi Dezayas, Staff Writer

June 17, 2010

The Garden City Swim Club will receive more money than expected for a deal to add an Internet "hot spot" on pool property. Last week, Monroeville Council approved a leasing agreement with American Towers Inc. of Boston for an Internet "hot spot" for one-year. Swim club officials had estimated \$9,000 in revenue from the agreement, but it's going to be more than that, Ward 4 Councilman Jim Brown said. The swim club will receive \$1,100 each month through the agreement. Swim club officials have been hoping for the extra money because the club didn't receive a \$5,000 grant from the municipality this year. Brown said he's happy it worked out. "This could very well be the thing that saves them," he said.

Electricity

Monroeville will pay less for energy services over the next three years. Officials had hired America Approved Commercial, LLC to help the municipality obtain lower energy costs. Officials agreed to enter into an agreement with Integrys Energy Group Inc. of Chicago at a cost of 0.069 of a cent per kilowatt-hour.


"You don't see too much in the sixes right now," said Elliot Edelstein of America Approved Commercial, LLC.

The municipality has dealt with Duquesne Light in the past. Duquesne Light's rate came in at 0.073 cents per kilowatt-hour. Over a three-year period, the municipality expects to save \$38,000 if Duquesne Light rates remain the same. If rates increase, savings could be as much as \$148,487, Edelstein said.

How Do I Begin the Process?

Provide AAC with your three most recent utility bills per account.

We will provide you with a FREE Estimated Savings Cost Analysis (as seen below) and recommendation based on a thorough review of the Retail Energy Providers in your area.



www.AmericaApproved.com
(866) 930-1555
Price is Indicative - Subject to Credit Approval
Savings are ESTIMATED

ABC Company

Start Month: June

Annual KWH, based on estimated usage:	500,000
Current Supplier Rate per KWH:	0.11090
Current Projected Rate per KWH for next year:	0.11534
Current Projected Rate per KWH for third year:	0.11995

**Current
Energy Supplier**
Local Utility

**New
Energy Supplier**
Supplier A

Months	Current Supplier Cost	New Supplier Rate	New Supplier Cost	Estimated Savings
12	55,450	0.09890	49,450	6,000
18	84,284	0.09990	74,925	9,359
24	113,118	0.10250	102,500	10,618
36	173,093	0.10320	154,800	18,293

America Approved Energy Services Procures Energy in the following states:

Connecticut Delaware Illinois Maine Maryland Massachusetts New Hampshire
New Jersey New York Ohio Pennsylvania Rhode Island Texas Washington D.C.

Prepared by:
Sales Rep A
800-555-1212
AMASalesRep@americaapproved.com
Current Date

Rates are subject to change daily and terms may be selected up to three years.

Energy rates are rising. AAC will provide you with supplier pricing that will protect you against future rate increases.

Our energy analysis will provide you with the best energy product and pricing for your specific and all your energy needs.

CONTACT US

AMERICA APPROVED COMMERCIAL, LLC

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Telephone: 866-930-1555

Email: info@AmericaApproved.com

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President and CEO

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(239) 470-8816

Paula Batz

Director of Pricing and COO

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(239) 689-4337

Tony Lanza

VP of Sales

tlanza@AmericaApproved.com

(239) 633-7409



C5 - Forecast Financial Statement

Relationship Energy & Services LLC dba RE247365
Forecasted Financials

	2014 (July - Dec)	2015 (Jan - Dec)
Revenue	\$389,912	\$3,689,839
Expenses	\$259,915	\$2,459,647
Net Income	\$129,997	\$1,230,192