



21

PUCO USE ONLY - Version 1.07		
Date Received	Case Number	Certification Number
	14-1555-GA-AGG	

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, 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

RECEIVED-DOCKETING DIV
2014 SEP -5 AM 11:54
PUCO

A-1 Applicant intends to be certified as: (check all that apply)

☐ Retail Natural Gas Aggregator ☒ Retail Natural Gas Broker

A-2 Applicant information:

Legal Name Electric Choice Inc.
Address 241 Spahr St. Pittsburgh, Pa 15232
Telephone No. 412.441.7500 Web site Address

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

Name Electric Choice Inc.
Address 241 Spahr St. Pittsburgh, Pa 15232
Web site Address Telephone No. 412.441.7500

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

Electric Choice Inc.

A-5 Contact person for regulatory or emergency matters:

Name Alex Maxwell Title Controller
Business Address 241 Spahr St. Pittsburgh Pa 15232
Telephone No. 412.441.7500 Fax No. 412.441.9596 Email Address rebrowl@aol.com

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

Name Alex Maxwell Title controller
Business address 241 Spahr St. Pittsburgh Pa 15232
Telephone No. 412-441-7500 Fax No. 412-441-9596 Email Address rebrowr@aol.com

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

Customer service address 241 Spahr St. Pittsburgh, Pa 15232
Toll-Free Telephone No. _____ Fax No. 412-441-9596 Email Address rebrowr@aol.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 Business Filings Inc. Title Agent
Business address 4400 Easton Commons Way Suite 125
Telephone No. 608-827-5300 Fax No. 608-827-5501 Email Address www.bizfilings.com

A-9 Applicant's federal employer identification number 48-1291456

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

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

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

<input checked="" type="checkbox"/> Columbia Gas of Ohio	<input type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Dominion East Ohio	<input type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Duke Energy Ohio	<input 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 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 type="checkbox"/> Residential	Beginning Date of Service		End Date	
<input type="checkbox"/> Small Commercial	Beginning Date of Service		End Date	
<input type="checkbox"/> Large Commercial	Beginning Date of Service		End Date	
<input type="checkbox"/> Industrial	Beginning Date of Service		End Date	

☐ Dominion East Ohio

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

☐ Duke Energy Ohio

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

☐ Vectren Energy Delivery of Ohio

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

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

<input checked="" type="checkbox"/>	Columbia Gas of Ohio	Intended Start Date	10/1/14
<input checked="" type="checkbox"/>	Dominion East Ohio	Intended Start Date	10/1/14
<input checked="" type="checkbox"/>	Duke Energy Ohio	Intended Start Date	10/1/14
<input checked="" type="checkbox"/>	Vectren Energy Delivery of Ohio	Intended Start Date	10/1/14

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,"** if applicable, provide the articles of incorporation filed with the state or jurisdiction in which the applicant is incorporated and any amendments thereto.
- A-18 **Exhibit A-18 "Secretary of State,"** provide evidence that the applicant is 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 to be certified to provide (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 it is seeking to be certified to provide.

- 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 within the past five years.

☒ 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.

☒ 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 Experion, 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

X / [Signature]

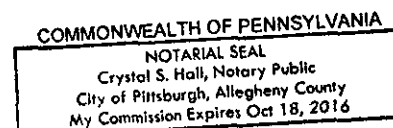
Sworn and subscribed before me this 13th day of August Month 2014 Year

[Signature]
Signature of official administering oath

Crystal Hall Notary Public
Print Name and Title

My commission expires on

Oct 18, 2016





The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service
Affidavit Form
(Version 1.07)

In the Matter of the Application of

Electric Choice Inc.
for a Certificate or Renewal Certificate to Provide
Competitive Retail Natural Gas Service in Ohio.

Case No. - -GA-AGG

County of **Allegheny**
State of **Pennsylvania**

Richard Brouman

[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

[Handwritten Signature]

Sworn and subscribed before me this

day of **13th**

Month **August** Year **2014**

[Handwritten Signature]
Signature of Official Administering Oath

[Handwritten Signature]
Print Name and Title

COMMONWEALTH OF PENNSYLVANIA
NOTARIAL SEAL
Crystal S. Hall, Notary Public
City of Pittsburgh, Allegheny County
My Commission Expires Oct 18, 2016

My commission expires on **Oct 18, 2016**

(CRNGS Broker/Aggregator -Version 1.07) Page 7 of 7

Exhibit A-14

Richard Brouman – President

241 Spahr St.

Pittsburgh, Pa 15232

P 412-441-7500

F 412-441-9596

Exhibit A-15

Not applicable

Exhibit B-1

We are licensed in Pennsylvania to be a gas and electric broker; we are registered with the state of Texas, also to be a gas and electric broker.

Exhibit B-2

Electric Choice has been in business for the past 14 years; over that time we have accrued a large customer base which we plan to continue servicing. We plan to acquire new clients through referrals from existing clients as well as other networking acquaintances. We do not provide any bills to customers as they come straight from the suppliers, we do however field phone calls if customers have questions; they call our office and if we are able to answer their questions we do and if need be we bring in a contact from the appropriate supplier to help.

Exhibit B-3

(Also see attached resume) Electric Choice has been in business since 2000, our customers range from small commercial (< 7,000 kWh) to very large commercial (> 1,000,000 kWh). We have customers all over Pennsylvania, but we are concentrated in Pittsburgh and the surrounding area. We work with Duquesne Light, West Penn Power, Direct Energy, UGI Services and First Energy.

Exhibit B-4

Not applicable.

Exhibit B-5

NO

Exhibit B-6

NO

Exhibit C-1

Do not publish.

Exhibit C-2

Do not file.

Exhibit C-4

We are a broker only, we will not be taking title to the electric.

Exhibit C-6

Not applicable – do not subscribe to credit services

Exhibit C-7

Not applicable – do not subscribe to credit services

Exhibit C-8

Not any.

Exhibit C-9

Not applicable

Exhibit D-1

We will be providing broker services only; we will secure price quotes from the utilities to provide to our clients and if it is in their best interest get a contract from the supplier for the client to sign.

Exhibit D-2

Electric Choice has been operating as a broker since 2000, over that coarse of time we have created a large book of business and also great working relationships with both our suppliers and clients.

Exhibit D-3

Richard Brouman – President of Electric Choice since 2000

241 Spahr St.

Pittsburgh, Pa 15232

P 412-441-7500

rebrour@aol.com

Alex Maxwell – Controller of Electric Choice since 2012

241 Spahr St.

Pittsburgh, Pa 15232

P 412-441-7500

Amaxwell82.am@gmail.com

Exhibit D-4

Not applicable

Exhibit A-16

Electric Choice, Inc.
Richard Brouman

241 Spahr Street
Pittsburgh, PA 15232

Phone 412-441-7007
Fax 412-441-9596

April 28, 2014

To Whom It May Concern:

In the course of owning and operating numerous office buildings and apartments in the Pittsburgh area I became intrigued by the opportunity to receive competitive pricing for my utilities; so in early 2000 I created Electric Choice Inc. to act as a broker in between business and the suppliers. We have broker agreements with Virginia Power, Duquesne Light, Dominion and First Energy on the electric side and Hess Energy, EQT Energy and Dominion on the gas side.

Our clients range from small commercial up to very large commercial in terms of usage. We have maintained long term relationships with all of our clients, acquiring new ones along the way. Our clients are largely in Pittsburgh and the surrounding area. In order to offer our clients the best service possible and to comply with regulations we are applying for our license to be a gas and electric broker only.

Thank you for your time,



Richard Brouman
President
Electric Choice Inc.

2002103-1107

Exhibit
A-17

PENNSYLVANIA DEPARTMENT OF STATE CORPORATION BUREAU	
Articles of Incorporation-For Profit (15 Pa.C.S.)	
Entity Number 3111793	<input checked="" type="checkbox"/> Business-stock (§ 1306) <input type="checkbox"/> Management (§ 2703) <input type="checkbox"/> Business-nonstock (§ 2102) <input type="checkbox"/> Professional (§ 2903) <input type="checkbox"/> Business-statutory class (§ 2303) <input type="checkbox"/> Insurance (§ 3101) <input type="checkbox"/> Cooperative (§ 7102)
Name Sheila Fineberg Miller Address Marcus & Shapiro LLP, 301 Grant St., One Oxford City Centre, 3501 Market Zip Code 15219-6401 Pittsburgh, PA	
Document will be returned to the name and address you enter to the left.	

Fee: \$100

Filed in the Department of State on DEC 16 2002
C. Michael Stuntz
Secretary of the Commonwealth

In compliance with the requirements of the applicable provisions (relating to corporations and unincorporated associations), the undersigned, desiring to incorporate a corporation for profit, hereby states that:

1. The name of the corporation (corporate designator required, i.e., "corporation", "incorporated", "limited" "company" or any abbreviation. "Professional corporation" or "P.C.");

Electric Choice, Inc.

2. The (a) address of this corporation's current registered office in this Commonwealth (post office box, alone, is not acceptable) or (b) name of its commercial registered office provider and the county of venue is:

(a) Number and Street	City	State	Zip	County
241 Spahr Street	Pittsburgh,	PA	15232	Allegheny

(b) Name of Commercial Registered Office Provider	County

c/s:

3. The corporation is incorporated under the provisions of the Business Corporation Law of 1985.

4. The aggregate number of shares authorized:

1,000

PA. DEPT. OF STATE

16:1 PM 91 030 2002

JAN-30-2003 THU 03:18 PM

FAX NO.

P. 04

JAN. 7. 2003 T 9:52AM FIDEPOT OF STATE CORPORATION BUREAU NO.

NO. 067

P. 4/4, 04

2002103-1100

DSCR:15-1306,2102/2305/2702/2903/3101/71024-2

A-17

5. The name and address, including number and street, if any, of each incorporator (all incorporators must sign below):

Name

Richard E. Brouman

Address

241 Spahr Street, Pittsburgh, PA 15232

6. The specified effective date, if any: upon filing
month/day/year hour, if any

7. Additional provisions of the articles, if any, attach on 8 1/2 by 11 sheet.

8. Statutory clause corporation only: Neither the corporation nor any director shall make an offering of any of its shares of any class that would constitute a "public offering" within the meaning of the Securities Act of 1933 (15 U.S.C. 77a et seq.)

9. Cooperative corporations only: Complete and strike out inapplicable term:

The common bond of membership among its members/character is:

IN TESTIMONY WHEREOF, the incorporator(s) has/has signed these Articles of Incorporation this

16TH day of December, 2002


Signature

Signature

JAN-30-2003 THU 03:15 PM

FAX NO.

P. 02

JAN. 7.2003 9:52AM

DEPT OF STATE CORPORATION BUREAU

NO.067 P.2/4

PENNSYLVANIA DEPARTMENT OF STATE
CORPORATION BUREAU
ROOM 206 NORTH OFFICE BUILDING
P.O. BOX 8722
HARRISBURG, PA 17105-8722

177

A-17

ELECTRIC CHOICE, INC.

THE CORPORATION BUREAU IS HAPPY TO SEND YOU YOUR FILED DOCUMENT.
PLEASE NOTE THE FILE DATE AND THE SIGNATURE OF THE SECRETARY OF THE
COMMONWEALTH. THE CORPORATION BUREAU IS HERE TO SERVE YOU AND WANTS
TO THANK YOU FOR DOING BUSINESS IN PENNSYLVANIA.

IF YOU HAVE ANY QUESTIONS PERTAINING TO THE CORPORATION BUREAU,
PLEASE VISIT OUR WEB SITE LOCATED AT WWW.DOS.STATE.PA.US/CORPS OR
PLEASE CALL OUR MAIN INFORMATION TELEPHONE NUMBER (717)787-1057. FOR
ADDITIONAL INFORMATION REGARDING BUSINESS AND/OR UCC FILINGS, PLEASE
VISIT OUR ONLINE "SEARCHABLE DATABASE" LOCATED ON OUR WEB SITE.

ENTITY NUMBER: 3111793

MICROFILM NUMBER: 2002103

1107-1108

FAX# 612-391-8758
MARCUS & SHAPIRA LLP
& FINEBERG MILLER



DATE	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
08/22/2014	201423400534	FOREIGN LICENSE/FOR-PROFIT (FLF)	125.00	100.00	0.00	0.00	0.00

Receipt

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

BUSINESS FILINGS INCORPORATED
ATTN: PROCESSING DEPARTMENT
8020 EXCELSIOR DR., SUITE 200
MADISON, OH 53717

STATE OF OHIO CERTIFICATE

Ohio Secretary of State, Jon Husted
2320368

It is hereby certified that the Secretary of State of Ohio has custody of the business records for
ELECTRIC CHOICE, INC.

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

Document(s)

FOREIGN LICENSE/FOR-PROFIT

Effective Date: 08/21/2014

Document No(s):

201423400534

Authorization to transact business in Ohio is hereby given, until surrender, expiration or cancellation of this license.



United States of America
State of Ohio
Office of the Secretary of State

Witness my hand and the seal of the
Secretary of State at Columbus, Ohio this
22nd day of August, A.D. 2014.

Jon Husted
Ohio Secretary of State

Exhibit B-3

RICHARD BROURMAN

241 Spahr St.
Pittsburgh, Pa 15232

rebour@aol.com
cellphone: 412-403-1170

EXECUTIVE PROFILE

President of Electric Choice Inc. since December of 2000, driven to establish mutually beneficial partnerships with clients and suppliers for gas and electric

SKILL HIGHLIGHTS

December 2000 -present Electric Choice Pittsburgh, Pa
President

- Build relationships with customers
- Industry experience of 14 years
- Large existing client base
- Sales experience of 30 years
- Business development of 30 years
- Good working relationship with suppliers
- Handles customer questions/complaints

CORE ACCOMPLISHMENTS

Has been in the real estate business for over 30 years, currently owns over 100 residential apartments along with numerous commercial spaces. Since starting Electric Choice Inc. in 2000 has built large client base of gas and electric customers

PROFESSIONAL EXPERIENCE

President of Electric Choice Inc.; December 2000 - present

Electric Choice, Inc.
Profit & Loss
January through December 2013

C-3

	Jan - Dec 13
Ordinary Income/Expense	
Income	
Income	
Accounting Fees	32 400.00
Dominion Retail	7 118.97
Duquesne Light Energy	63 308.47
Equitable Energy	33 382.39
First Energy, Inc.	42,481.99
FPL Energy	3,288.03
Hess	62,541.72
Maintenance/Repairs	531.07
Total Income	245,852.64
Total Income	245,852.64
Expense	
Automobile Lease	29,953.49
Automobile Registration	108.00
Bank Fees	1,298.05
Commissions	18,954.75
Donations	890.00
Early Payment Fee	14.77
Insurance	
Auto	3,986.76
Dental	655.80
Employee Health	12,729.65
Health	9,883.00
Liability	3,730.05
Workers Compensation	462.00
Total Insurance	31,447.26
IRA Employer Match	1,482.80
Office Expense	
Alarm System	339.40
Cable	1,426.47
Checks	121.13
Client Entertainment	2,201.54
Gas	150.00
Maintenance	1,564.32
Parking	478.50
Phone Service	3,416.40
Postage & Mailing	1,148.68
Repairs	409.26
Supplies & Materials	3,964.04
Traffic Violation	953.00
Transportation	128.00
Water Cooler	965.74
Office Expense - Other	7,805.49
Total Office Expense	25,071.97
Payroll Expenses	105,307.10
Professional Services	495.00
Prs Expense Richard	
AMEX	3,500.00
Country Club Dues	9,591.14
Medical	2,611.36
Personal	7,505.22
VISA's	4,724.85
Total Prs Expense Richard	27,932.57
Reconciliation Discrepancies	-185.43
Taxes	
Federal	132.19
Payroll Tax	499.83
Taxes - Other	382.00

3:26 PM
08/12/14
Accrual Basis

Electric Choice, Inc.
Profit & Loss
January through December 2013

C-3

	<u>Jan - Dec 13</u>
Total Taxes	1,014.02
Utilities	
Electricity Office	1,698.94
Gas Office	333.80
Office Phone	2,889.81
Richard Cell Phone	5,314.29
Total Utilities	<u>10,236.84</u>
Total Expense	<u>254,021.19</u>
Net Ordinary Income	-8,168.55
Other Income/Expense	
Other Income	
Refund	36.83
reimbursement for commissions	5,232.00
reimbursement for maintenance	17,654.00
Total Other Income	<u>22,922.83</u>
Net Other Income	<u>22,922.83</u>
Net Income	<u><u>14,754.28</u></u>

3:27 PM
08/12/14
Accrual Basis

Electric Choice, Inc.
Profit & Loss
January through December 2012

C-3

	Jan - Dec 12
Ordinary Income/Expense	
Income	
Income	
Accounting Fees	28,800.00
Dominion Retail	12,409.10
Duquesne Light Energy	74,617.91
Equitable Energy	23,587.79
First Energy, Inc.	34,424.50
FPL Energy	2,742.48
Hess	48,841.78
Mid American	568.80
Total Income	225,992.36
Total Income	225,992.36
Expense	
Automobile Lease	33,548.98
Automobile Registration	108.00
Bank Fees	630.50
Commissions	13,615.48
Donations	1,540.00
Draw against Commissions	25.00
Early Payment Fee	9.43
Insurance	
Auto	5,661.94
Dental	2,192.85
Employee Health	13,215.15
Health	0.00
Liability	2,251.50
Total Insurance	23,321.44
Office Expense	
Alarm System	299.40
Cable	897.76
Checks	102.28
Client Entertainment	915.85
Gas	100.00
Maintenance	4,265.74
Parking	255.66
Phone Service	3,359.89
Postage & Mailing	1,106.30
Repairs	130.00
Supplies & Materials	1,193.11
Traffic Violation	0.00
Water Cooler	705.60
Office Expense - Other	4,799.65
Total Office Expense	18,131.24
Payroll Expenses	88,802.91
Professional Services	
Accounting	1,430.00
Total Professional Services	1,430.00
Prs Expense Richard	
AMEX	500.00
Country Club Dues	6,878.86
Medical	0.00
Personal	0.00
VISA's	1,133.25
Total Prs Expense Richard	8,512.11
Reconciliation Discrepancies	0.00
Taxes	
Federal	1,161.49
Local Services Tax	2.00
PA Capital Stock Tax	557.00

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Accrual Basis

Electric Choice, Inc.
Profit & Loss
January through December 2012

C-3

	Jan - Dec 12
Payroll Tax	
Taxes - Other	542.01
Total Taxes	89.49
Utilities	2,351.99
Electricity Office	
Gas Office	1,460.21
Office Phone	392.42
Richard Cell Phone	2,726.20
Total Utilities	4,227.90
Total Expense	8,806.73
Net Ordinary Income	200,833.81
Other Income/Expense	25,158.55
Other Income	
Income - Commissions	9,050.00
Miscellaneous Income	580.83
Refund	0.00
reimbursement for commissions	0.00
reimbursement for expenses off.	-0.40
reimbursement for maintenance	0.00
reimbursement from lofts	0.00
Reimbursement from property	0.00
Total Other Income	9,630.43
Net Other Income	9,630.43
Net Income	34,788.98

Exhibit
C-5

Electric Choice, Inc				
Forecast				
	Actual	Projected	Projected	Projected
	2013	2014	2015	2016
Energy Brokerage Revenue	214,800	219,000	230,000	250,000
Administrative Revenue	32,400	36,000	36,000	36,000
Total Revenue	247,200	255,000	266,000	286,000
Occupancy & Office Expenses				
Alarm, Cable, Parking	2,244	4,000	4,000	4,000
Supplies & Materials	7,189	7,400	7,800	9,800
Building Maintenance	5,857	8,000	8,000	8,000
Telephone	3,416	4,130	4,800	4,800
Postage & Mailing	840	900	1,200	1,400
Office Supplies	5,512	5,800	6,000	7,100
Water Cooler	966	1,200	1,200	1,200
Utilities	10,237	12,000	13,000	14,000
Payroll & Taxes				
Wages & Salaries	105,307	120,000	140,000	160,000
Payroll Taxes	9,800	13,000	14,000	15,000
Overhead				
Donations	2,890	4,000	4,000	4,500
Professional Fees	11,430	11,500	11,500	11,500
Dues & Subscriptions	6,726	6,000	6,000	6,000
Insurance				
Automobile & Liability	3,987	4,000	4,200	4,600
Worker's Comp. Insurance	462	500	500	600
Employee Health	8,181	10,000	10,000	11,000
	185,044	212,430	236,200	263,500
Net Income	62,156	42,570	29,800	22,500