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The Public Utilities Commission of Ohio

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14-2104-EL-AGG

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Date Received	Case Number	Version
14-2104	14-2104-EL-AGG	August 2004

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.

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A. APPLICANT INFORMATION

A-1 Applicant's legal name, address, telephone number and web site address

Legal Name NOVA Ohio LLC, d/b/a NOVA Energy Partners
Address 81 S 5th St. Suite 201, Columbus, OH 43215
Telephone # (800) 513-6469 Web site address (if any) www.nova-ep.com

A-2 List name, address, telephone number and web site address under which Applicant will do business in Ohio

Legal Name NOVA Ohio LLC, d/b/a NOVA Energy Partners
Address 81 S 5th St. Suite 201, Columbus, OH 43215
Telephone # (800) 513-6469 Web site address (if any) www.nova-ep.com

A-3 List all names under which the applicant does business in North America

NOVA Ohio LLC
NOVA Energy Partners

A-4 Contact person for regulatory or emergency matters

Name Rodney Nespeca
Title President

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 [Signature] Date Processed NOV 20 2014

Business address 81 S 5th St. Suite 201, Columbus, OH 43215
Telephone # (800) 513-6469 Fax # _____
E-mail address (if any) Rodney.Nespeca@nova-ep.com

A-5 Contact person for Commission Staff use in investigating customer complaints

Name Rodney Nespeca
Title President
Business address 81 S 5th St. Suite 201, Columbus, OH 43215
Telephone # (800) 513-6469 Fax # _____
E-mail address (if any) Rodney.Nespeca@nova-ep.com

A-6 Applicant's address and toll-free number for customer service and complaints

Customer Service address 81 S 5th St. Suite 201, Columbus, OH 43215
Toll-free Telephone # (800) 513-6469 Fax # _____
E-mail address (if any) Rodney.Nespeca@nova-ep.com

A-7 Applicant's federal employer identification number # 412203103

A-8 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 type="checkbox"/> Corporation | <input type="checkbox"/> Other _____ |

A-9 (Check all that apply) Identify each electric distribution utility certified territory in which the applicant intends to provide service, including identification of each customer class that the applicant intends to serve, for example, residential, small commercial, mercantile commercial, and industrial. (A mercantile customer, as defined in (A) (19) of Section 4928.01 of the Revised Code, is a commercial customer who consumes more than 700,000 kWh/year or is part of a national account in one or more states).

- | | | | | |
|---|---|--|--|--|
| <input checked="" type="checkbox"/> First Energy | | | | |
| <input checked="" type="checkbox"/> Ohio Edison | <input checked="" type="checkbox"/> Residential | <input checked="" type="checkbox"/> Commercial | <input checked="" type="checkbox"/> Mercantile | <input checked="" type="checkbox"/> Industrial |
| <input checked="" type="checkbox"/> Toledo Edison | <input checked="" type="checkbox"/> Residential | <input checked="" type="checkbox"/> Commercial | <input checked="" type="checkbox"/> Mercantile | <input checked="" type="checkbox"/> Industrial |
| <input checked="" type="checkbox"/> Cleveland Electric Illuminating | <input checked="" type="checkbox"/> Residential | <input checked="" type="checkbox"/> Commercial | <input checked="" type="checkbox"/> Mercantile | <input checked="" type="checkbox"/> Industrial |
| <input checked="" type="checkbox"/> Duke Energy | <input checked="" type="checkbox"/> Residential | <input checked="" type="checkbox"/> Commercial | <input checked="" type="checkbox"/> Mercantile | <input checked="" type="checkbox"/> Industrial |
| <input checked="" type="checkbox"/> Monongahela Power | <input checked="" type="checkbox"/> Residential | <input checked="" type="checkbox"/> Commercial | <input checked="" type="checkbox"/> Mercantile | <input checked="" type="checkbox"/> Industrial |
| <input checked="" type="checkbox"/> American Electric Power | | | | |
| <input checked="" type="checkbox"/> Ohio Power | <input checked="" type="checkbox"/> Residential | <input checked="" type="checkbox"/> Commercial | <input checked="" type="checkbox"/> Mercantile | <input checked="" type="checkbox"/> Industrial |
| <input checked="" type="checkbox"/> Columbus Southern Power | <input checked="" type="checkbox"/> Residential | <input checked="" type="checkbox"/> Commercial | <input checked="" type="checkbox"/> Mercantile | <input checked="" type="checkbox"/> Industrial |
| <input checked="" type="checkbox"/> Dayton Power and Light | <input checked="" type="checkbox"/> Residential | <input checked="" type="checkbox"/> Commercial | <input checked="" type="checkbox"/> Mercantile | <input checked="" type="checkbox"/> Industrial |

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

January 1, 2015

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- A-11** **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.
- A-12** **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.
- A-13** **Exhibit A-13 "Company History,"** provide a concise description of the applicant's company history and principal business interests.
- A-14** **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.
- A-15** **Exhibit A-15 "Secretary of State,"** 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** **Exhibit B-2 "Experience & Plans,"** 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.

☒ 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 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.

☒ 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.

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 **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 that 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 financial arrangements to conduct CRES 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 CRES operation, along with a list of assumptions, and the name, address, e-mail 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** **Exhibit C-7 “Credit Report,”** provide a copy of the applicant’s credit report from Experian, Dun and Bradstreet or a similar organization.
- C-8** **Exhibit C-8 “Bankruptcy Information,”** provide a list and description of any reorganizations, protection from creditors or any other form of bankruptcy filings made by the applicant, a parent or affiliate organization that guarantees the obligations of the applicant or any officer of the applicant in the current year or 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.

RM.
Signature of Applicant & Title

Sworn and subscribed before me this 12th day of November, 2014
Month Year

C. Mafoitan
Signature of official administering oath

CHRISTINA MAFOITAN NOTARY
Print Name and Title

My commission expires on APRIL 30, 2018



AFFIDAVIT

State of TEXAS :

____ ss.
(Town)

County of HARRIS :

RODNEY NESRELA, Affiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the President (Office of Affiant) of NOVA Ohio LLC (Name of Applicant);

That he/she 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.
6. 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]

Signature of Affiant & Title

Sworn and subscribed before me this 12th day of NOVEMBER, 2014
Month Year

[Signature]

Signature of official administering oath

CHRISTINA MAFOITAN NOTARY

Print Name and Title

My commission expires on APRIL 30, 2018



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.

Name: Rodney D. Nespeca
Title: President
Address: 81 S Fifth Street Suite 201, Columbus, OH 43215
Phone: 1-800-513-6469
Email: Rodney.Nespeca@nova-ep.com

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 natural gas or electricity to customers in North America.

NOVA Ohio LLC is an Ohio limited liability company, doing business as NOVA Energy Partners, and a wholly-owned subsidiary of NOVA Energy Partners LLC, a Delaware limited liability company. NOVA Energy Partners LLC is a Delaware limited liability company and a wholly owned subsidiary of IDORA Ventures LLC, a Delaware limited liability company.

NOVA Ohio LLC is the legal entity that is filing for certification application for aggregator/power broker with the Ohio Public Utilities Commission.

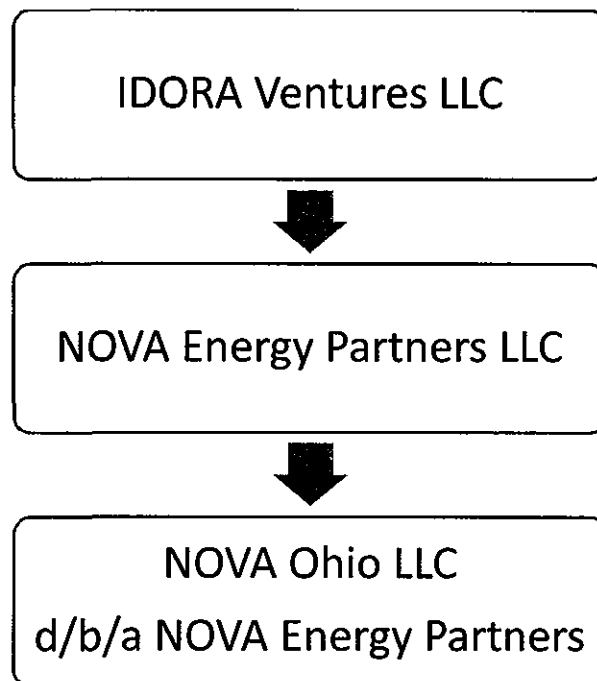


Exhibit A-13 Company History

Provide a concise description of the applicant's company history and principal business interests.

NOVA Ohio LLC, d/b/a NOVA Energy Partners, is a newly formed energy management firm specializing in procurement and advisory services for end-use energy consumers.

NOVA Energy Partners was founded on the belief that efficiencies obtained through competitive energy supplier choices, advanced technology and a deep understanding of deregulated energy markets can be harnessed to reduce retail electricity costs and advise end-users on smarter electricity procurement and consumption strategies.

Through detailed analytics, customized reporting and auction transparency, NOVA Energy Partners will deliver premier customer service and accountability to our end-use clients.

NOVA Energy Partners combines corporate energy operations experience (regulated and deregulated) and Ohio public sector service experience to form a well-rounded background for the delivery of premier retail electricity procurement and advisory related services.

NOVA Ohio LLC is an Ohio based limited liability company and a wholly-owned subsidiary of NOVA Energy Partners LLC, a Delaware limited liability company.

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.

Applicant is a limited liability company and does not have Articles of Incorporation or Bylaws. The Articles of Organization for NOVA Ohio, LLC are attached.

Exhibit A-15 Secretary of State

Provide evidence that the applicant has registered with the Ohio Secretary of the State.

NOVA Ohio, LLC was formed with the Ohio Secretary of State on October 20, 2014. See confirmation from Ohio Secretary of State, attached.

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.

At the time of filing, NOVA Ohio LLC, d/b/a NOVA Energy Partners, is not certified, licensed, registered, or otherwise authorized to provide retail or wholesale electric services including aggregation services in any other state.

Exhibit B-2 Experience & Plans

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 4929.22 of the Revised Code and contained in Chapter 4901:1-29 of the Ohio Administrative Code.

NOVA Ohio LLC, d/b/a NOVA Energy Partners, is newly formed energy management firm specializing in the procurement of retail electricity and complementary advisory related services for end-use energy consumers.

NOVA Energy Partners combines corporate energy operations experience (regulated and deregulated) and Ohio public sector service experience to form a well-rounded background for the delivery of premier retail electricity procurement and advisory related services.

NOVA Energy Partners will pursue contractual relationships with end-users of retail electricity and provide competitive procurement and advisory related services.

For procurement services, billing will be channeled through the energy supplier, in coordination with the end-user's billing cycle. However, NOVA Energy Partners will maintain the ability to provide billing services directly to end-use energy consumers if requested.

The President of NOVA Ohio, LLC, Rodney Nespeca, has obtained significant deregulated and regulated electric sector experience serving at both Calpine Corp and American Electric Power (AEP). Calpine is one of the largest independent power producers in the United States, with the ability to deliver over 29,000 megawatts of deregulated generating capacity to customers in 20 states in the U.S. and Canada. AEP is one of the largest investor owned utilities in the United States.

At Calpine, Mr. Nespeca managed efforts related to acquisition and divestitures, project development and financing and corporate allocation strategy. Mr. Nespeca has participated in over \$4 billion of acquisition and divestiture related transaction activity. Mr. Nespeca's expertise includes, but is not limited to, the valuation of power generation assets, engineering of structured finance vehicles, long-term power purchase contract execution and the valuation of a broad range of publicly traded and privately held companies within the electric sector.

At AEP, Mr. Nespeca's main focus was on the financial optimization of the company's generation fleet, state and federal environmental policy initiatives and power market fundamental analysis. Mr. Nespeca also acted as a main point of contact for all federal environmental and clean energy policy analysis and strategy originating from AEP's government affairs office in Washington, D.C. His findings supported external industry organizations, members of Congress and Congressional committees.

A toll-free number, email support and available representatives will be provided by NOVA Energy Partners to respond to all customer inquiries and complaints. All applicable sections of the Ohio Revised Code and rules adopted by the PUCO with regard to CRES providers will be strictly adhered to.

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.).

As a newly formed energy management firm, NOVA Ohio LLC, d/b/a/ NOVA Energy Partners, has no previous experience in providing retail electric aggregation services to customers. Please see Exhibit B-2 for applicable experience of Rodney Nespeca, President of NOVA Ohio, LLC.

The NOVA Energy Partners team combines experience in corporate energy operations (regulated and deregulated) and Ohio public sector services experience. We believe that experience will be critical in providing premier retail electricity aggregation services.

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.

NOVA Ohio LLC, d/b/a NOVA Energy Partners, does not have any existing, pending or past rulings, judgments, contingent liabilities, revocations of authority, regulatory investigations or other matters that could adversely impact its financial or operational status or ability to provide services such as the procurement of retail electricity for end-use consumers and additional advisory services involving the planning and consumption of end-use consumer's retail electricity.

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.

NOVA Ohio LLC, d/b/a/ NOVA Energy Partners, is a newly formed and privately held energy management firm. No annual reports have been produced or made available to any shareholders as of the filing of this application.

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 that the applicant is not required to file with the SEC and why.

Exhibit C-2 is not applicable. NOVA Ohio LLC, d/b/a NOVA Energy Partners, a newly formed energy services company, is not traded on any national stock exchanges, does not have over \$10 million in assets and greater than 500 shareholders and has not issued any securities to the public pursuant to a registration, therefore is not required to file with the SEC.

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.

NOVA Ohio LLC, d/b/a NOVA Energy Partners, is a newly formed energy services company and thus does not have any audited or unaudited financial statements.

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.).

NOVA Ohio LLC, d/b/a NOVA Energy Partners, is self-funded and does not have any guarantees, bank commitments, contractual arrangements, or credit agreements with any party.

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, e-mail address, and telephone number of the preparer.

Prepared by:

Name: Rodney Nespeca
 Address: 81 South Fifth Street, Suite 201, Columbus, Ohio 43215
 Email: Rodney.Nespeca@nova-ep.com;
 Phone: 614-507-0077

NOVA Ohio (Illustrative)	2015	2016	2017
Commercial Sales	600,000	900,000	1,440,000
Industrial Sales	45,000	54,000	54,000
Residential Sales	44,000	53,000	53,000
Total Sales	689,000	1,007,000	1,547,000
Commercial Revenue	\$1,800,000	\$2,700,000	\$4,320,000
Industrial Revenue	\$135,000	\$162,000	\$162,000
Residential Revenue	\$133,000	\$159,000	\$159,000
Total Gross Revenue	\$2,068,000	\$3,021,000	\$4,641,000
Channel Partner Revenue	(\$1,241,000)	(\$1,813,000)	(\$2,785,000)
Total Net Revenue	\$827,000	\$1,208,000	\$1,856,000
Total Fixed Costs	(\$212,000)	(\$458,000)	(\$828,000)
Total EBITDA	\$615,000	\$750,000	\$1,028,000
Cash Flows (Illustrative)			
EBITDA	\$615,000	\$751,000	\$1,028,000
Capital Costs	(\$50,000)	(\$250,000)	(\$250,000)
Cash Taxes	(\$246,000)	(\$300,000)	(\$411,000)
After Tax Free Cash Flow	\$319,000	\$201,000	\$367,000

- (1) Ohio retail sales data and retail sales growth rate sourced from Energy Information Administration Form EIA-861 (figures have been rounded)
- (2) Non-residential broker margin share and gross margin assumptions sourced from DNV KEMA "The Channel Partner Market, 2013"
- (3) NOVA Ohio first 12-month penetration, year over year growth rate assumptions and fixed costs are estimates and subject to change
- (4) Channel Partner Revenue is defined as NOVA Ohio's external sales force and representatives; Capital Costs and Partner Margin Assumptions are illustrative estimates and subject to change

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.

Exhibit C-6 is not applicable. NOVA Ohio LLC, d/b/a NOVA Energy Partners, is a newly formed energy management firm with no financial history and no outstanding liabilities/debt obligations to date.

Exhibit C-7 Credit Report

Provide a copy of the applicant's credit report from Experian, Dun and Bradstreet or a similar organization.

As a newly formed energy management firm, NOVA Ohio LLC, d/b/a NOVA Energy Partners does not have a credit report.

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 within the two most recent years preceding the application.

NOVA Ohio LLC, d/b/a NOVA Energy Partners, has not had any reorganizations, protection from creditors or any other form of bankruptcy filings nor has the parent or affiliate organization.

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.

NOVA Ohio LLC, d/b/a NOVA Energy Partners, has never had any dissolution or merger or acquisition related activity.