

ORIGINAL

FILE



CONSUMER ENERGY SOLUTIONS, INC.

1255 Cleveland Street, Clearwater, Florida, 33755

727-724-5811

RECEIVED-DOCKETING DIV  
2015 MAY 26 AM 11:24

PUCO

May 19, 2015

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

**RE: CONSUMER ENERGY SOLUTIONS, INC. RENEWAL APPLICATION AS A RETAIL NATURAL GAS  
BROKER. CERTIFICATE # 11-219G(2) – AGG Pursuant to case number – 11-3277-GA-AGG**

Dear Sir or Madame,

Enclosed, please find the completed application for the above captioned entity to become a recertified Retail Natural Gas Broker in the natural gas market with the PUCO, in the state of Ohio.

Please pardon the lateness of the filing as our normal Regulatory Director, Eve Witter was suddenly taken ill and unable to handle the submission and hence I am handling the Regulatory duties due to her absence.

Consumer Energy Solutions' existing Certificate # 11-219G(2), Case Number 11-3277-GA-AGG, was initially issued July 3<sup>rd</sup> 2011.

Please find attached, an original plus 3 copies, including all attachments as well as a redacted version for filing under Seal the financials accompanying the application.

Thank you in advance for your time and attention to this matter. Should you have any questions or concerns regarding the foregoing, please do not hesitate to contact me at your convenience at 727-724-5811 Extension 2020 or via email at [ceslegal@cesstaff.com](mailto:ceslegal@cesstaff.com).

Best Regards,

Tina Silagyi

Regulatory Director

Consumer Energy Solutions

1255 Cleveland Street, Suite 400

Clearwater, FL 33755

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 JK Date Processed MAY 26 2015



# Public Utilities Commission

PUCO USE ONLY - Version 1.07		
Date Received	Renewal Certification Number	ORIGINAL AGG Case Number
	11-219G(2)	11 - 3277 - GA-AGG

## RENEWAL 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

#### A-1 Applicant intends to renew its certificate as: (check all that apply)

☐ Retail Natural Gas Aggregator ☒ Retail Natural Gas Broker

#### A-2 Applicant information:

Legal Name Consumer Energy Solutions, Inc.  
Address 1255 Cleveland Street, Suite 400, Clearwater FL 33755  
Telephone No. 727-724-5811 Web site Address  
Current PUCO Certificate No. 11-219G(2) Effective Dates July 4th 2013 through July 4th 2015

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

Name Consumer Energy Solutions of Florida, Inc.  
Address 1255 Cleveland Street, Suite 400, Clearwater FL 33755  
Web site Address <http://www.consumerenergysolutions.com/> Telephone No. 727-724-5811

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

Consumer Energy Solutions, Inc. Consumer Energy Solutions of Florida, Inc.

#### A-5 Contact person for regulatory or emergency matters:

Name Tina Silagy Title Regulatory Director  
Business Address 1255 Cleveland Street, Suite 400, Clearwater FL 33755  
Telephone No. 727-724-5811 ext. 2020 Fax No. Email Address [ceslegal@cesstaff.com](mailto:ceslegal@cesstaff.com)

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

Name Tina Silagyi

Title Regulatory Director

Business address 1255 Cleveland Street, Suite 400, Clearwater FL 33755

Telephone No. 727-724-5811 ext. 2020 Fax No.

Email Address ceslegal@cesstaff.com

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

Customer service address Customer Service Department, CES 1255 Cleveland St., Ste. 400, Clearwater FL 33755

Toll-Free Telephone No. 1-866-263-7808

Fax No.

Email Address karen@cesstaff.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 Kegler, Brown, Hill & Ritter LPA (Margeaux Kimbrough Esq. Title Margeaux Kimbrough Esq.

Business address 65 East State Street, Suite 1800, Columbus, OH 43215

Telephone No. (614) 462-5437

Fax No. (614) 464-2634

Email Address mkimbrough@keglerbrown.com

**A-9 Applicant's federal employer identification number 593600276**

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

☐ Sole Proprietorship

☐ Partnership

☐ Limited Liability Partnership (LLP)

☐ Limited Liability Company (LLC)

☒ Corporation

☐ 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 checked="" type="checkbox"/>	Residential	<input checked="" type="checkbox"/>	Small Commercial	<input checked="" type="checkbox"/>	Large Commercial / Industrial
<input checked="" type="checkbox"/>	Dominion East Ohio	<input checked="" type="checkbox"/>	Residential	<input checked="" type="checkbox"/>	Small Commercial	<input checked="" type="checkbox"/>	Large Commercial / Industrial
<input checked="" type="checkbox"/>	Duke Energy Ohio	<input checked="" 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 checked="" 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 checked="" type="checkbox"/>	Residential	Beginning Date of Service	July, 3 2011	End Date	Perpetual/as renewed
<input checked="" type="checkbox"/>	Small Commercial	Beginning Date of Service	July, 3 2011	End Date	Perpetual/as renewed
<input checked="" type="checkbox"/>	Large Commercial	Beginning Date of Service	July, 3 2011	End Date	Perpetual/as renewed
<input checked="" type="checkbox"/>	Industrial	Beginning Date of Service	July, 3 2011	End Date	Perpetual/as renewed

☒ Dominion East Ohio

<input checked="" type="checkbox"/>	Residential	Beginning Date of Service	July, 3 2011	End Date	Perpetual/as renewed
<input checked="" type="checkbox"/>	Small Commercial	Beginning Date of Service	July, 3 2011	End Date	Perpetual/as renewed
<input checked="" type="checkbox"/>	Large Commercial	Beginning Date of Service	July, 3 2011	End Date	Perpetual/as renewed
<input checked="" type="checkbox"/>	Industrial	Beginning Date of Service	July, 3 2011	End Date	Perpetual/as renewed

☒ Duke Energy Ohio

<input checked="" type="checkbox"/>	Residential	Beginning Date of Service	July, 3 2011	End Date	Perpetual/as renewed
<input checked="" type="checkbox"/>	Small Commercial	Beginning Date of Service	July, 3 2011	End Date	Perpetual/as renewed
<input checked="" type="checkbox"/>	Large Commercial	Beginning Date of Service	July, 3 2011	End Date	Perpetual/as renewed
<input checked="" type="checkbox"/>	Industrial	Beginning Date of Service	July, 3 2011	End Date	Perpetual/as renewed

☒ Vectren Energy Delivery of Ohio

<input checked="" type="checkbox"/>	Residential	Beginning Date of Service	July, 3 2011	End Date	Perpetual/as renewed
<input checked="" type="checkbox"/>	Small Commercial	Beginning Date of Service	July, 3 2011	End Date	Perpetual/as renewed
<input checked="" type="checkbox"/>	Large Commercial	Beginning Date of Service	July, 3 2011	End Date	Perpetual/as renewed
<input checked="" type="checkbox"/>	Industrial	Beginning Date of Service	July, 3 2011	End Date	Perpetual/as renewed

**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:**

Not Applicable, Consumer Energy Solutions, Inc does participate in all of Ohio's Natural Gas Choice Programs.

<input type="checkbox"/>	Columbia Gas of Ohio	Intended Start Date	Not Applicable
<input type="checkbox"/>	Dominion East Ohio	Intended Start Date	Not Applicable
<input type="checkbox"/>	Duke Energy Ohio	Intended Start Date	Not Applicable
<input type="checkbox"/>	Vectren Energy Delivery of Ohio	Intended Start Date	Not Applicable

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.  
SEE ATTACHED
- 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.  
SEE ATTACHED
- A-16 Exhibit A-16 "Company History,"** provide a concise description of the applicant's company history and principal business interests.  
SEE ATTACHED
- A-17 Exhibit A-17 "Articles of Incorporation and Bylaws,"** provide the articles of incorporation filed with the state or jurisdiction in which the applicant is incorporated and any amendments thereto, *only if the contents of the originally filed documents changed since the initial application.*  
SEE ATTACHED
- A-18 Exhibit A-18 "Secretary of State,"** provide evidence that the applicant is still currently registered with the Ohio Secretary of the State.  
SEE ATTACHED

## 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.  
SEE ATTACHED
- 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.  
SEE ATTACHED
- 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 renewed certification (e.g., number and types of customers served, utility service areas, volume of gas supplied, etc.).  
SEE ATTACHED
- 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 for which it is seeking renewed certification since applicant last filed for certification.

SEE ATTACHED

- 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 since applicant last filed for certification.

☒ 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 since applicant last filed for certification.

☒ 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.

SEE ATTACHED

- 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.

SEE ATTACHED

- 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.

SEE ATTACHED

- 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.)

SEE ATTACHED

- 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.

SEE ATTACHED

- 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 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 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.

X Applicant Signature and Title

*Chelsa Hepner*

Sworn and subscribed before me this

11 day of May Month 2015 Year

*[Signature]*

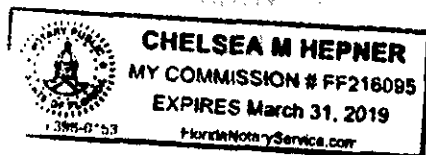
Signature of official administering oath

Chelsa Hepner - Notary

Print Name and Title

My commission expires on

March 31, 2019





# The Public Utilities Commission of Ohio

## Competitive Retail Natural Gas Service Affidavit Form (Version 1.07)

In the Matter of the Application of )

Consumer Energy Solutions, Inc. )

for a Certificate or Renewal Certificate to Provide )

Competitive Retail Natural Gas Service in Ohio. )

Case No. 11-3277 -GA-AGG

County of Pinellas

State of Florida

Patrick J Clouden

[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.

X Affiant Signature & Title

*Patrick J Clouden*

Sworn and subscribed before me this 11 day of May Month 2015 Year

*[Signature]*  
Signature of Official Administering Oath

*Chelsea Hepner* - Notary  
Print Name and Title



My commission expires on March 31, 2019

(CRNGS Broker/Aggregator Renewal) Page 7 of 7



**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.

**Patrick Clouden, CEO**  
**1255 Cleveland Street**  
**Suite 400**  
**Clearwater, FL 33755**  
**727-724-5811**

In accordance with Rule 4901: 1-24-10 of the Ohio Administrative Code, please see attached documentation regarding a material change of ownership with Consumer Energy Solutions. As of December 8<sup>th</sup> 2014 Albert James Mathers relinquished all ownership, rights and interests in Consumer Energy Solutions, Inc. Patrick J Clouden remains as the sole owner and CEO of Consumer Energy Solutions, Inc.

**2014 FLORIDA PROFIT CORPORATION AMENDED ANNUAL REPORT**

DOCUMENT# P99000075979

Entity Name: CONSUMER ENERGY SOLUTIONS, INC.

**Current Principal Place of Business:**

1255 CLEVELAND ST  
SUITE 400  
CLEARWATER, FL 33755

**Current Mailing Address:**

P.O. BOX 2454  
CLEARWATER, FL 33757

FEI Number: 59-3600276

Certificate of Status Desired: No

**Name and Address of Current Registered Agent:**

WARD, R. CARLTON  
1253 PARK ST.  
CLEARWATER, FL 33756 US

*The above named entity submits this statement for the purpose of changing its registered office or registered agent, or both, in the State of Florida.*

**SIGNATURE:**

\_\_\_\_\_  
Electronic Signature of Registered Agent

\_\_\_\_\_  
Date

**Officer/Director Detail :**

Title            PRESIDENT, SECRETARY, TREASURER  
Name            CLOUDEN, PATRICK J.  
Address        1255 CLEVELAND STREET  
                 STE 400  
City-State-Zip: CLEARWATER FL 33755

I hereby certify that the information indicated on this report or supplemental report is true and accurate and that my electronic signature shall have the same legal effect as if made under oath; that I am an officer or director of the corporation or the receiver or trustee empowered to execute this report as required by Chapter 607, Florida Statutes; and that my name appears above, or on an attachment with all other items empowered.

SIGNATURE: PATRICK J. CLOUDEN

PST

12/08/2014

\_\_\_\_\_  
Electronic Signature of Signing Officer/Director Detail

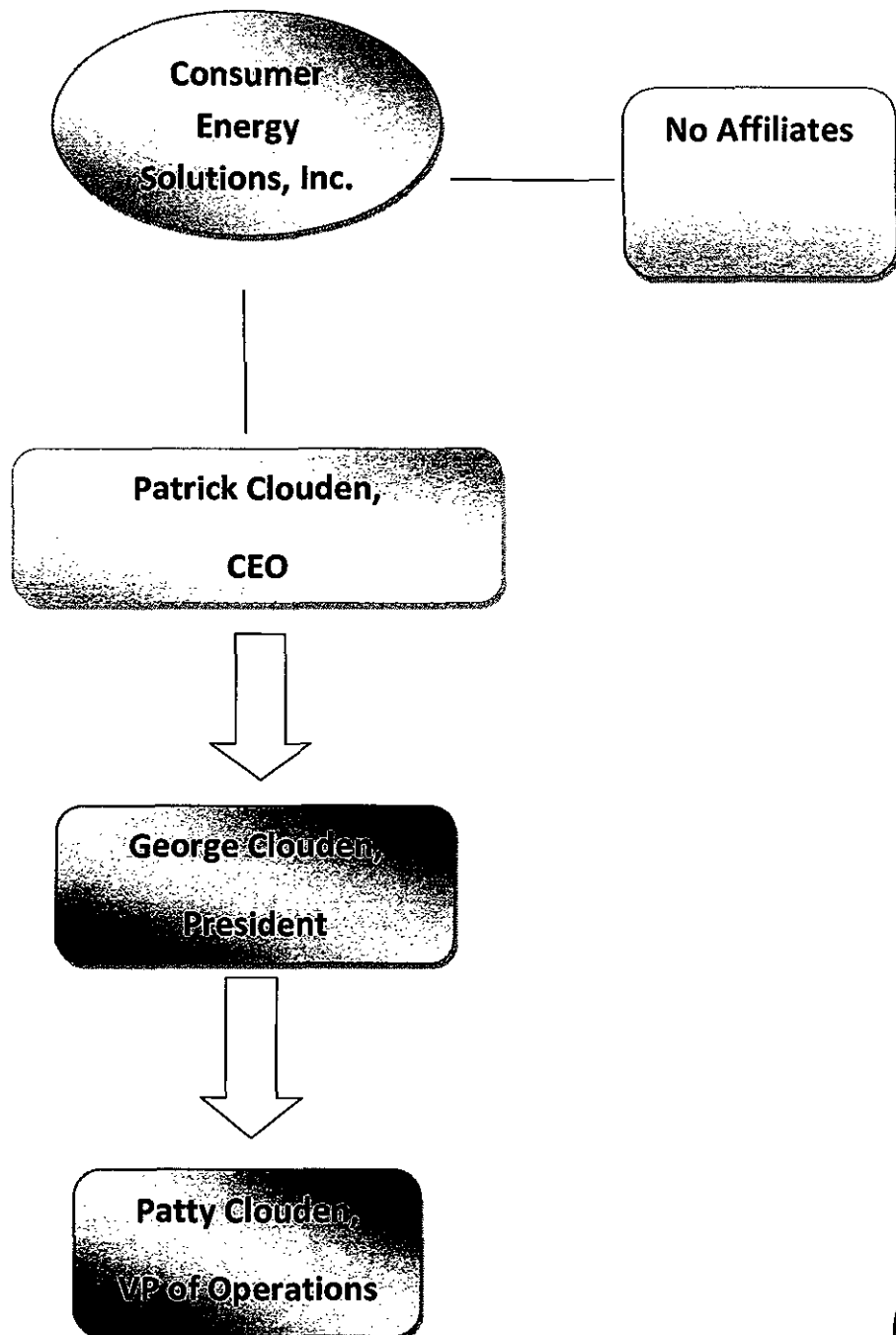
\_\_\_\_\_  
Date

(A-14 pg 1 of 1)

⑨

**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.

Please find applicant's corporate structure as represented by the organizational chart below. Patrick Clouden is CEO of Consumer Energy Solutions, Inc. George Clouden, President of Consumer Energy Solutions, Inc and Patty Clouden, Vice President of Operations report to Mr. Clouden who oversees and directs the day-to-day operations of Consumer Energy Solutions, Inc.



**A-16 Exhibit A-16 "Company History,"** provide a concise description of the applicant's company history and principal business interests.



**CONSUMER ENERGY SOLUTIONS, INC.**

**<http://www.consumerenergysolutions.com/>**

### **Our Mission**

Our mission is to be the most effective Brokering agent available to the energy marketing industry and to help the consumer manage their energy costs through effective energy purchasing strategies.

To support that mission, the owners bring over 30 years of sales experience to our clients and customers, with 11 years directly related to the Energy Markets in both Gas and Electric. By employing well-trained representatives, stringent policies related to the industry rules, effective management, and sales techniques, CES guarantees a degree of excellence in the field which supports our efforts in successfully attaining our mission goals.

### **Overview**

Consumer Energy Solutions was founded in 1999 and has enrolled over 2 million residential and 200,000 commercial customers across the United States and Canada. We represent some of the largest energy suppliers in North America and have serviced many Fortune 500 companies.

We accomplish our goals by continuous research into the energy markets around the country. CES has built over the last 11 years a successful team of Sales Managers and Sales Consultants who are well educated in the Energy Supplier services industry, and is proud to serve the industry and its customers in maintaining and ensuring a degree of excellence and competence by training all those who work within CES on the important issues in the Energy Supplier Industry to provide the best services possible.

**A-17 Exhibit A-17 "Articles of Incorporation and Bylaws,"** provide the articles of incorporation filed with the state or jurisdiction in which the applicant is incorporated and any amendments thereto, *only if the contents of the originally filed documents changed since the initial application.*

**Not Applicable, no changes have been made.**

**A-18 Exhibit A-18 "Secretary of State,"** provide evidence that the applicant is still currently registered with the Ohio Secretary of the State.

**See Attached**



Ohio Secretary of State  
Business Queries

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Business Search Results by Business Name

Entity Number	Business Name	Type	Original Filing Date	Expiry Date	Status	Business Location	County	State
1231769	CONSUMER ENERGY SOLUTIONS, INC.	FOREIGN CORPORATION	06/16/2001		Cancelled			FLORIDA
1841306	CONSUMER ENERGY SOLUTIONS, LLC	DOMESTIC LIMITED LIABILITY COMPANY	03/09/2009		Active			
2006323	CONSUMER ENERGY SOLUTIONS OF FLORIDA, INC. (CONSUMER ENERGY SOLUTIONS, INC.)	FOREIGN CORPORATION	03/22/2011		Active			FLORIDA

(A-18 pg 1 of 3)



DATE:	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
03/23/2011	201108101203	FOREIGN LICENSE/FOR-PROFIT (FLF)	125.00	100.00	.00	.00	.00

**Receipt**

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

CONSUMER ENERGY SOLUTIONS, INC.  
PO BOX 2454  
CLEARWATER, FL 33757

**STATE OF OHIO  
CERTIFICATE**

**Ohio Secretary of State, Jon Husted**

**2006323**

It is hereby certified that the Secretary of State of Ohio has custody of the business records for  
**CONSUMER ENERGY SOLUTIONS OF FLORIDA, INC. (CONSUMER ENERGY SOLUTIONS,  
INC.)**

Document(s)

**FOREIGN LICENSE/FOR-PROFIT**

Document No(s):

**201108101203**

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 March, A.D.  
2011.

*Jon Husted*

Ohio Secretary of State

(A-18 pg 2 of 3)

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Prescribed by:  
The Ohio Secretary of State  
Central Ohio: (614) 466-3910  
Toll Free: 1-877-SOS-FILE (1-877-767-3453)

[www.sos.state.oh.us](http://www.sos.state.oh.us)  
e-mail: [busserv@sos.state.oh.us](mailto:busserv@sos.state.oh.us)

## RESOLUTION OF FOREIGN CORPORATION TO QUALIFY UNDER AN ASSUMED NAME

(Foreign, Profit or Nonprofit)  
(161-FLA)

The undersigned hereby certifies that the Board of Directors of

Consumer Energy Solutions, Inc.  
(Name of Corporation)

a foreign corporation desiring a license to transact business in Ohio, did on 3/17/2011 adopt the following  
(date)  
resolution, to wit:

RESOLVED, that the corporation is hereby directed to make application for a license to transact business in Ohio

under the assumed name of Consumer Energy Solutions of Florida, Inc.

and that the corporation will transact business in Ohio only under such assumed name.

Signature:   
(Officer)

Print Name: Patrick Clenden

Title: President / Director

(A-18 pg 3 of 3)

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## **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.

**Consumer Energy Solutions, Inc. has an existing Certificate in Ohio as a Retail Natural Gas Service Provider – Certificate # 11-219G(2)**  
**(See Attached)**

**Additionally, Consumer Energy Solutions, Inc. has an 11 year proven track record in the electric and natural gas industry as a broker/marketer licensed in and serving the Energy Supplier Markets in Pennsylvania, Maryland, Maine, New Hampshire, Rhode Island, New Jersey, Massachusetts and Connecticut.**

**The Public Utilities Commission of Ohio**  
**Ohio Natural Gas Governmental Aggregator Certificate**  
**Renewal**

Issued pursuant to Case Number(s):

**11-3277-GA-GAG**

Is

Ohio Natural Gas Governmental Aggregator Certificate Number:

**11-219G(2)**

Granted to:

**Consumer Energy Solutions, Inc.**

Whose office or principal place of business is located at:

**1255 Cleveland Street, Suite 400, Clearwater, FL 33755**

And is hereby certified to provide:

**Governmental Aggregation Services**

within the state of Ohio, for a two-year period.

Certification Effective:

**July 4, 2013 through July 4, 2015**

The certification of Ohio natural gas governmental aggregators is governed by Chapter 4901:1-27 of the Ohio Administrative Code and section 4929.20 of the Ohio Revised Code.

This Certificate is revocable if all of the conditions set forth in the aforementioned case(s) as well as those under law, are not met.

Certified entity is subject to all rules and regulations of the commission, now existing or hereafter promulgated.

Witness the seal of the Commission affixed at Columbus, Ohio

Dated: **June 10, 2013**

By Order of

The Public Utilities Commission of Ohio

Betty McCauley

Barcy F. McNeal, Secretary

Betty McCauley, Acting Secretary

Tanowa M. Troupe, Acting Secretary

(B-1 pg 1 of 1)

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**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.

**Consumer Energy Solutions Inc has a proven 15 year track record in the industry as broker/marketers licensed in and serving the Energy Supplier Markets in Pennsylvania, Maryland, Maine, New Hampshire, Rhode Island, New Jersey, Massachusetts, and Connecticut.**

**Neither CES nor any of its affiliated interests have been denied approval by a State Commission to sell electricity to Retail Electric Consumers or has had its authority revoked in the Gas and Electric markets it serves.**

**Consumer Energy Solutions follows certain protocols and sets company policy to both monitor and control the quality of its outreach and to fulfill its duty as a Broker. First , any and all employees who will have contact with the public are trained in the Energy Industry basics and then, are trained specific to each program it offers to the consumer with the program patters and guidelines. There is a specific 5 tier training program for all new employees and those wishing to advance to managerial positions in the sales areas must accomplish all the Mandatory Training and show proven skill in the sales area before attaining final Manager Status. Company disciplinary procedures and implementation of those procedures are also keyed to the industry and designed from the view of complete professionalism on the part of every company employee.**

**Consumer Energy Solutions records all calls, and through routine and daily call monitoring from its Quality Control Department, takes a proactive approach in maintaining an assurance of industry standards in its marketing activities.**

**Consumer Energy Solutions, Inc. maintains a Customer Service department dedicated to quickly resolve any customer questions or complaints that may occur with its own dedicated call lines.**

**In addition to the above, Consumer Energy Solutions uses a third party verification company to verify all its offers and acceptances of offers from the consumers who wish to take advantage of the energy programs they are informed of. The verification service employs recorded verification procedures which are then provided to CES for its obligations in record keeping management of all marketing calls.**

(B-2 pg 1 of 2)

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CES maintains an advanced IT Department to enable it to effectively reach, monitor and maintain its internal record keeping obligations, as well as custom designed programs to monitor and track all aspects of the business life cycle involved.

CES retains a dedicated Corporate Regulatory Assistant, who in liaison with the company attorneys, monitors, tracks, and keeps its licensing and other obligations as an industry supplier current in each of the states it operates in, as well as assists in the internal procedures to track and ensure correct handling of marketing related regulations and rules as applicable to such items as , Do Not Call lists, Slamming prohibitions, and any other items related to regulations and offers ,as the various individual program offers from suppliers are implemented and presented to the consumer.

CES has taken the time and the interest to create a company that effectively serves the Energy Industry in the current retail and commercial markets and has created a model for future markets in industrial, large commercial, and the markets for the existing and emerging resources in renewable energy and biotechnologies.

**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 renewed certification (e.g., number and types of customers served, utility service areas, volume of gas supplied, etc.).

**Consumer Energy Solutions, Inc acting as Broker/Marketer has serviced Gas Suppliers throughout the Northeastern Regions in the deregulated states since 1999.**

**Specific to its services in Ohio, Consumer Energy Solutions, Inc has been engaged by various suppliers to provide broker/marketer services to residential, small commercial, large commercial and industrial customers in the territories of the following utilities.**

**Columbia Gas**

**Dominion East**

**Duke Energy**

**Vectren**

**Summary of Marketed Accounts in all Service Areas obtaining Choice Program offers.**

**2013 – Grand Total – 48 accounts**

**2014 – Grand Total – 94 accounts**

**Consumer Energy Solutions, Inc intends to continue Broker/Marketer services in the above mentioned territories as well as expand its service to suppliers and customers in those territories by marketing to all classes of customers, the Energy Choice Program offers available or which may come available throughout its next certification period July 3<sup>rd</sup> 2015- July 3<sup>rd</sup> 2017.**

**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 for which it is seeking renewed certification since applicant last filed for certification.

**Consumer Energy Solutions, Inc** has no 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.

## **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-1 Exhibit C-1 is not applicable to Consumer Energy Solutions, Inc. as CES is privately owned with no public shares.**



**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-2 Exhibit C-2 is not applicable to Consumer Energy Solutions, Inc.**

**As a privately held Corporation, applicant is not obligated to file with the Securities and Exchange Commission.**

**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.

**See Attached. Unredacted documents filed under seal.**

**Tina Silagyi  
1255 Cleveland Street, Suite 400  
Clearwater, FL 33755  
Telephone: 727-724-5811 Ext. 2020  
Email: ceslegal@cesstaff.com**

REDACTED COPY

**CONSUMER ENERGY SOLUTIONS, INC.**

**PROFIT & LOSS STATEMENT**

**Year ended October 31, 2013**

**PREPARED BY:**

**Henson & Company, CPA's, Inc.**

**2045 Huntington Drive, Suite B**

**South Pasadena, CA 91030**

(C-3 pg 1 of 8)

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2:20 PM  
05/19/14  
Cash Basis

Consumer Energy Solutions, Inc.  
Profit & Loss  
November 2012 through October 2013

Nov '12 - Oct 13

Ordinary Income/Expense

Income

Income Other

Jade

Income Other - Other

Total Income Other

Sales

AEP

AEP Upfront

Ameren

APG&E

BluCo

Blue Star

CASA

Champion

Constellation

DE Residential

Direct Energy

Hourly

Total Direct Energy

DTE

Energy Mark

First Energy

Global

Green Mountain

Hess

Hess-Hourly

Hudson Energy

Hudson Energy Canada

Hudson Hourly

Infinite Energy

Integrus

Interstate Gas Supply

Interstate Gas Supply Hourly

Marathon Hourly

MC Squared

My Choice Energy

Nextera

Nordic

Pepco

Source Power

South Jersey

Suez Energy

Vending

Volunteer Energy

Washington Gas

Total Sales

Total Income

Expense

Advertising

Automobile Expense

Bank Service Charges

Consultant

ATS

Total Consultant

Contributions

Depreciation Expense

DNC Payroll Mgt Expense

Dues and Subscriptions

(C-3 pg 2 of 8)

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05/19/14

Cash Basis

Consumer Energy Solutions, Inc.  
Profit & Loss  
November 2012 through October 2013

	Nov '12 - Oct '13
Education	
Seminars	
Education - Other	
Total Education	
Equipment Lease	
Gifts	
Insurance	
Liability Insurance	
Property	
Total Insurance	
Interest Expense	
Loan Interest	
Total Interest Expense	
Leads	
Licenses and Permits	
Membership Fees	
Moving & Relocation	
Office Supplies & Expenses	
Computer Supplies	
Equipment	
Telephone Supplies	
Office Supplies & Expenses - Other	
Total Office Supplies & Expenses	
Postage and Delivery	
Professional Fees	
Accounting	
Consultants	
Legal Fees	
Other	
Sales Commissions	
Total Professional Fees	
Rent	
Repairs	
Maintenance	
Repairs - Other	
Total Repairs	
Security	
Staff Benefits	
Storage	
Taxes	
Property	
State	
Total Taxes	
Telephone	
Travel & Ent	
Meals	
Parking	
Travel	
Total Travel & Ent	

(C-3 pg 3 of 8)

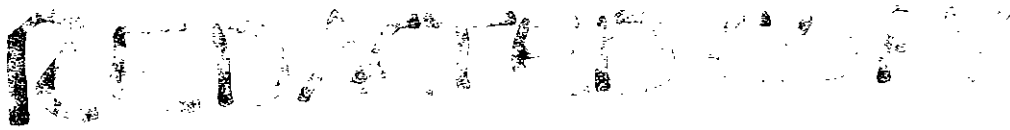
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05/19/14  
Cash Basis

Consumer Energy Solutions, Inc.  
Profit & Loss  
November 2012 through October 2013

	Nov '12 - Oct 13
Utilities	
Gas and Electric	
Internet	
Water	
Total Utilities	
Verification Cost	
Total Expense	
Net Ordinary Income	
Net Income	

(C-3 pg 4 of 8)



**CONSUMER ENERGY SOLUTIONS, INC.**

**PROFIT & LOSS STATEMENT**

**Year ended October 31, 2014**

**PREPARED BY:**

**Henson & Company, CPA's, Inc.**

**2045 Huntington Drive, Suite B**

**South Pasadena, CA 91030**

**(C-3 pg 5 of 8)**

30

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04/20/15  
Cash Basis

Consumer Energy Solutions, Inc.  
Profit & Loss  
January through December 2014

Jan - Dec 14

Ordinary Income/Expense  
Income  
Contra  
Income Other  
Sales  
AEP  
Agway  
Ameren  
Amerigreen  
APG&E  
BluCo  
CASA  
Champion  
Champion Hourly  
Constellation  
DE HS Franchise  
DE Residentail  
DEHess Tier 1  
DEHess Tier 2-3  
DES HS Retail  
Direct Energy  
Direct Energy Broker Upfront  
DPL  
DTE  
Energy Mark  
First Energy  
Gasmark  
Glacial  
Global  
Green Mountain  
Guttman Energy  
Hess  
Hess-Hourly  
Hudson Energy  
Infinite Energy  
Integrus  
Interstate Gas Supply  
Liberty  
M&R  
MC Squared  
My Choice Energy  
Natgasco-Mitchell Supreme  
Nextera  
Nordic  
Nordic Hourly  
PPL  
Source Power  
South Jersey  
Suez Energy  
US Gas & Electric  
Vending  
Volunteer Energy  
Washington Gas  
Xoom  
Total Sales  
Total Income  
Expense  
Advertising  
Automobile Expense  
Bank Service Charges  
Consultant  
ATS  
Computer  
Consultant - Other

REDACTED

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(C-3 pg 6 of 8)



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04/20/15

Cash Basis

Consumer Energy Solutions, Inc.  
Profit & Loss  
January through December 2014

	Jan - Dec 14
Total Consultant	
Contributions	
Depreciation Expense	
DNC Payroll Mgt Expense	
Dues and Subscriptions	
Education	
Seminars	
Education - Other	
Total Education	
Equipment - Copier Lease	
Equipment Lease	
Gifts	
Insurance	
Bond	
Liability Insurance	
Property	
CEO	
Property - Other	
Total Property	
Insurance - Other	
Total Insurance	
Interest Expense	
Loan Interest	
Loan Interest Cadence 134	
Loan Interest Cadence 142	
Interest Expense - Other	
Total Interest Expense	
Leads	
Licenses and Permits	
Membership Fees	
Miscellaneous	
Moving & Relocation	
Office Supplies & Expenses	
Computer Supplies	
Equipment	
Telephone Supplies	
Office Supplies & Expenses - Other	
Total Office Supplies & Expenses	
Owners Draw	
Pat	
Total Owners Draw	
Postage and Delivery	
Professional Fees	
Accounting	
Brandon 1	
Brandon 2	
Computer	
Consultants	
Data Entry	
Legal Fees	
Management Casa	
Management Fees	
Management Fees CMG	
Management Fees Split	
New CASA	
Sales Commissions	
Professional Fees - Other	
Total Professional Fees	

(C-3 pg 7 of 8)

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2:04 PM  
04/20/15  
Cash Basis

Consumer Energy Solutions, Inc.  
**Profit & Loss**  
January through December 2014

	Jan - Dec 14
Rent	
Repairs	
Janitorial Exp	
Maintenance	
Repairs - Other	
Total Repairs	
Security	
Staff Benefits	
Storage	
Taxes	
Property	
State	
Tangible	
Taxes - Other	
Total Taxes	
Taxes & Licenses	
Telephone	
Travel & Ent	
Meals	
Parking	
Travel	
Travel & Ent - Other	
Total Travel & Ent	
Utilities	
Gas and Electric	
Internet	
Water	
Utilities - Other	
Total Utilities	
Verification Cost	
Verification SVC	
Total Expense	
Net Ordinary Income	
Other Income/Expense	
Other Income	
Interest Income	
Total Other Income	
Net Other Income	
Net Income	

((C-3 pg 80F8))

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**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-4 Exhibit is not applicable to Consumer Energy Solutions, Inc.**

**Consumer Energy Solutions, Inc operates as a Retail Natural Gas Broker for the suppliers in the Natural Gas Markets and does not contract with consumers for Natural Gas Service, nor provide installation or service under any contractual agreements with the consumers. Consumer Energy Solutions, as a Retail Natural Gas Broker operates solely under the Supplier to fulfill its role in the competitive markets to offer the public a choice, which precludes its financial status as pertinent to the application process for the purposes it seeks such as licensure as an applicant in the energy market.**

**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.

**Please see attached. Redacted documents.**

**Tina Silagyi  
1255 Cleveland Street  
Clearwater, Florida 33755**

**Telephone: (727) 724-5811 Ext. 2022**

**Email: [ceslegal@cesstaff.com](mailto:ceslegal@cesstaff.com)**

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REDACTED

**Consumer Energy Solutions  
C-5 Forecasted Financial Statements**

**Exhibit C-5 provides two years of forecasted income for the applicant's CRNGS operation, along with the contact information of the preparer.**

**Ohio Gas Sales**

	2015	2016
Total Revenues	██████████	██████████
Operating Expenses	██████████	██████████
Net Income	██████████	██████████

Should you have any questions or comments, please contact me at the number below.

Prepared by:

Stephen Henson  
2045 Huntington Drive, Suite B  
South Pasadena, CA 91030  
(626) 403.4410

(C-5 pg 1 of 1)

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**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-6 Exhibit is not applicable to Consumer Energy Solutions, Inc.**

**Consumer Energy Solutions, Inc** operates as a Retail Natural Gas Broker for the suppliers in the Natural Gas Markets and does not contract with consumers for Gas Service, nor provide installation or service under any contractual agreements with the consumers. Consumer Energy Solutions, as a Retail Natural Gas Broker operates solely under the Supplier to fulfill its role in the competitive markets to offer the public a choice, which precludes its financial status as pertinent to the application process for the purposes it seeks such as licensure as an applicant in the energy market.

**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.



## Experian Business Credit

**Credit  
Report****ProfilePlus<sup>SM</sup> Report**

as of: 05/06/15 14:39 ET

### Consumer Energy Solutions, Inc

**Address:** 1255 Cleveland St Ste 400  
Clearwater, FL 33755-4917  
United States

**Phone:** 727-724-5811

**Website:** www.consumerenergysolutions.com

**Experian BIN:** 845771375

**Agent:** Ward R. Carlton

**Agent Address:** 1253 Park ST  
Clearwater, FL

**Family Linkage:**  
Ultimate Parent Consumer Energy Solutions, Inc  
1255 Cleveland St Ste 400  
Clearwater, FL

**Branches / Alternative Locations:** Consumer Energy Solutions, Inc  
1255 Cleveland St Ste 400  
Clearwater, FL United States

**Key Personnel:** Patrick J Clouden  
Jim J Mathers  
Albert J Mathers

**SIC Code:** 7389-Business Services, Nec  
8999-Services, Nec  
1742-Plastering, Drywall & Insulation Contr.

**NAICS Code:** 711410-Agents And Managers For Artists, Athletes, Entertainers, And Other Public Figures  
541620-Environmental Consulting Services  
238310-Drywall And Insulation Contractors

**Business Type:** Corporation

**Experian File Established:** July 2000

**Experian Years on File:** 15 Years

**Years in Business:** 37 Years

**Total Employees:** 120

**Sales:** \$89,000

**Filing Data Provided by:** Florida

**Date of Incorporation:** 08/20/1999

**Current Days Beyond Terms (DBT):** 0

**Predicted DBT for 07/01/2015:** 1

**Average Industry DBT:** 7

**Payment Trend Indicator:** Stable

**Lowest 6 Month Balance:** \$47,300

**Highest 6 Month Balance:** \$70,800

**Current Total Account Balance:** \$47,400

**Highest Credit Amount Extended:** \$100,000

**Median Credit Amount Extended:** \$600

**Payment Tradelines (see charts, detail):** 10

**UCC Filings (see detail) (see summary):** 4

✓ **Businesses Scoring Worse:** 77%

✓ **Bankruptcies:** 0

✓ **Liens:** 0

✓ **Judgments Filed:** 0

✓ **Collections:** 0

**Company background:** Founded in 1999, Consumer Energy Solutions, Inc. is based in Clearwater, FL. It is an energy consulting company. The company offers risk management, tariff analysis, procurement, and research services. It serves the residential and commercial sectors.

### Credit Summary

**Credit Ranking Score: 77**

High Risk  Low Risk

The objective of the Credit Ranking Score is to predict payment behavior. High Risk means that there is a significant probability of delinquent payment. Low Risk means that there is a good probability of on-time payment.

### Key Score Factors:

- Number of good commercial accounts.
- Number of commercial accounts with high utilization.
- Length of time on experian's file.
- Nbr of leasing accts as pct of total nbr of accts.

(C-7 pg 1 of 4)

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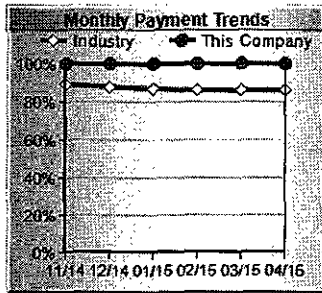


Recommended Action: Low Risk

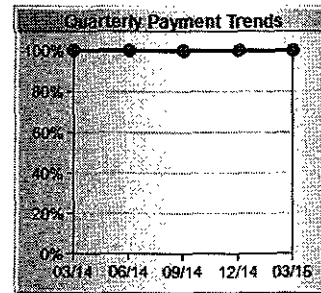
(G-7 pg 2 of 4)

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# Payment Summary



\*Percentage of on-time payments by month.



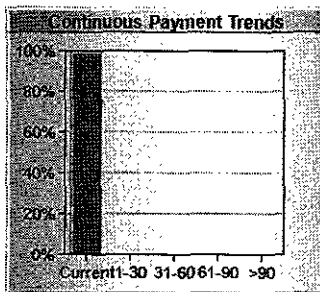
\*Percentage of on-time payments by quarter.

## Monthly Payment Trends - Recent Activity

Date	Balance	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT
11/14	\$70,800	100%	0%	0%	0%	0%
12/14	\$69,900	100%	0%	0%	0%	0%
01/15	\$66,800	100%	0%	0%	0%	0%
02/15	\$65,800	100%	0%	0%	0%	0%
03/15	\$64,600	100%	0%	0%	0%	0%
04/15	\$48,000	100%	0%	0%	0%	0%

## Quarterly Payment Trends - Recent Activity

Date	Balance	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT
03/14	\$91,600	100%	0%	0%	0%	0%
06/14	\$75,000	100%	0%	0%	0%	0%
09/14	\$61,300	100%	0%	0%	0%	0%
12/14	\$67,700	100%	0%	0%	0%	0%
03/15	\$58,900	100%	0%	0%	0%	0%

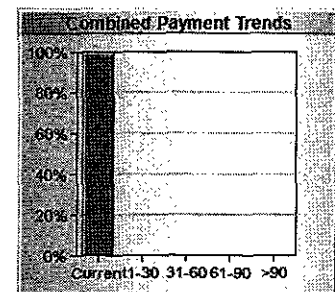


\*Continuous distribution with DBT.

Number of Accounts: 5  
Present Balance: \$30,600  
Highest Balance: \$132,400

Insufficient information to produce  
Newly Reported Payment Trends  
chart.

Number of Accounts: 0  
Present Balance: \$0  
Highest Balance: \$0



\*Combined distribution with DBT.

Number of Accounts: 5  
Present Balance: \$30,600  
Highest Balance: \$132,400

# Trade Payment Information

## Trade Payment Experiences

Supplier Category	Reported Date	Activity Date	Payment Terms	Recent High Credit	Balance	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT	Comments
Air Trans	01/15	12/14	Other	\$400	<\$100	100%					
Commun Svc	03/15		Net 30	\$600	\$600	100%					Cust 5 Yr
Fincl Svcs	04/15		Contract	\$100,000	\$100	100%					
Fincl Svcs	04/15		Contract	\$31,400	\$29,800	100%					
Packaging	04/15		Net 30								Cust 5 Yr

## Additional Payment Experiences

Supplier Category	Reported Date	Activity Date	Payment Terms	Recent High Credit	Balance	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT	Comments
Auto Lease	10/12	10/12	Varied	\$22,400							Acctclosed
Bank Card	04/15		Revolve	\$37,100	\$8,400	100%					
Fincl Svcs	05/14		Net 20	\$100							
Leasing	06/13		Monthly	\$38,500							Acctclosed
Leasing	04/15		Contract	\$5,300							Cust 4 Yr

## Payment Trends

Date	Industry* DBT	DBT	Industry* Current	Balance	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT
04/15	7	0	86%	\$48,000	100%	0%	0%	0%	0%

03/15	7	0	86%	\$64,600	100%	0%	0%	0%	0%
02/15	7	0	86%	\$65,800	100%	0%	0%	0%	0%
01/15	6	0	87%	\$66,800	100%	0%	0%	0%	0%
12/14	6	0	88%	\$69,900	100%	0%	0%	0%	0%
11/14	6	0	89%	\$70,800	100%	0%	0%	0%	0%

\*Industry: Business Services, Nec

#### UCC Filings

Date: 09/29/2014  
Filing Number: 201402283863  
Jurisdiction: Sec Of State FL  
Secured Party: U.S. Bank Equipment Finance MN Marshall 56258 1310 Madrid ST  
Collateral: Equipment, Hereafter Acquired Property, Other Assets (undefined)  
Activity: Filed

Date: 09/16/2014  
Filing Number: 201402187481  
Jurisdiction: Sec Of State FL  
Secured Party: Aspen Private Capital, LLC Co Aspen 81612 P. O. Box 8837  
Collateral: Hereafter Acquired Property, Equipment, Inventory, Other Assets (undefined)  
Activity: Filed

Date: 08/13/2014  
Filing Number: 201401999415  
Jurisdiction: Sec Of State FL  
Secured Party: U.S. Bank Equipment Finance, A Division MN Marshall 56258 1  
Collateral: Equipment, Hereafter Acquired Property  
Activity: Filed

Date: 06/03/2010  
Filing Number: 201002621079  
Jurisdiction: Sec Of State FL  
Secured Party: Us Bancorp MN Marshall 56258 1310 Madrid Street  
Activity: Filed

#### UCC Filings Summary

Filing Period	Cautionary Filings	Total Filed	Total Released	Total Continued	Amended / Assigned
01/01/2015	0	0	0	0	0
07/01/2014	3	3	0	0	0
01/01/2014	0	0	0	0	0
07/01/2013	0	0	0	0	0
01/01/2013	0	0	0	0	0
01/01/2013	0	1	0	0	0

Cautionary UCC Filings include one or more of the following collateral: Accounts, Accounts Receivable, Contracts, Hereafter acquired property, Leases, Notes Receivable, or Proceeds.

\* The information herein is furnished in confidence for your exclusive use for legitimate business purposes and shall not be reproduced. Neither Experian nor its sources or distributors warrant such information nor shall they be liable for your use or reliance upon it.

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(C-7 Pg 4 of 4)

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**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.

**Consumer Energy Solutions, Inc. has had no actions pertaining to bankruptcy in the current 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.

**Consumer Energy Solutions, Inc. has not had any dissolution or merger or acquisition within the five most recent years preceding the application.**

## **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.

**Consumer Energy Solutions acts as a Broker/ Marketer in the Deregulated Markets in the Natural Gas and Electric Energy field, servicing suppliers and retail customers in providing the best possible options in the deregulated markets.**

**Consumer Energy Solutions, Inc has 15 years of experience servicing the Deregulated Markets for Residential, Commercial, Small Government and Industrial customer for the Supplier(s) with whom it contracts to provide such offerings to their public in deregulated states.**

### **Full Summary of Consumer Energy Solutions, Inc Capabilities**

#### **Overview**

**Consumer Energy Solutions was founded in 1999 and has enrolled over 2 million residential and 200,000 commercial customers across the United States and Canada. We represent some of the largest energy suppliers in North America and have serviced many Fortune 500 companies.**

**We accomplish our goals by continuous research into the energy markets around the country. CES has built over the last 15 years, a successful team of Sales Managers and Sales Consultants who are well educated in the Energy Supplier services industry, and is proud to serve the industry and its customers in maintaining and ensuring a degree of excellence and competence by training all those who work within CES on the important issues in the Energy Supplier Industry to provide the best services possible.**

### **QUALIFYING FACTORS CREATING CES AS A LEADER IN THE ENERGY INDUSTRY**

**Consumer Energy Solutions Inc has a proven 15 year track record in the industry as broker/marketers licensed in and serving the Energy Supplier Markets in Pennsylvania, Maryland, Maine, New Hampshire, Rhode Island, New Jersey, Massachusetts, and Connecticut.**

**Neither CES nor any of its affiliated interests have been denied approval by a State Commission to sell electricity to Retail Electric Consumers or has had its authority revoked in the Gas and Electric markets it serves.**

**Consumer Energy Solutions follows certain protocols and sets company policy to both monitor and control the quality of its outreach and to fulfill its duty as a Broker. First , any**

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and all employees who will have contact with the public are trained in the Energy Industry basics and then, are trained specific to each program it offers to the consumer with the program patters and guidelines. There is a specific 5 tier training program for all new employees and those wishing to advance to managerial positions in the sales areas must accomplish all the Mandatory Training and show proven skill in the sales area before attaining final Manager Status. Company disciplinary procedures and implementation of those procedures are also keyed to the industry and designed from the view of complete professionalism on the part of every company employee.

Consumer Energy Solutions records all calls, and through routine and daily call monitoring from its Quality Control Department, takes a proactive approach in maintaining an assurance of industry standards in its marketing activities.

Consumer Energy Solutions, Inc. maintains a Customer Service department dedicated to quickly resolve any customer questions or complaints that may occur with its own dedicated call lines.

In addition to the above, Consumer Energy Solutions uses a third party verification company to verify all its offers and acceptances of offers from the consumers who wish to take advantage of the energy programs they are informed of. The verification service employs recorded verification procedures which are then provided to CES for its obligations in record keeping management of all marketing calls.

CES maintains an advanced IT Department to enable it to effectively reach, monitor and maintain its internal record keeping obligations, as well as custom designed programs to monitor and track all aspects of the business life cycle involved.

CES retains a dedicated Corporate Regulatory Assistant, who in liaison with the company attorneys, monitors, tracks, and keeps its licensing and other obligations as an industry supplier current in each of the states it operates in, as well as assists in the internal procedures to track and ensure correct handling of marketing related regulations and rules as applicable to such items as , Do Not Call lists, Slamming prohibitions, and any other items related to regulations and offers ,as the various individual program offers from suppliers are implemented and presented to the consumer.

CES has taken the time and the interest to create a company that effectively serves the Energy Industry in the current retail and commercial markets and has created a model for future markets in industrial, large commercial, and the markets for the existing and emerging resources in renewable energy and biotechnologies.

End of Statement.

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**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.



**Patrick Clouden, CEO**

Patrick founded CES nearly ten years ago. Pat uses his extensive sales and business experience to guide the company. Pat was hands on in the development of the procedures and policies for CES as a Marketing Broker services company at the time of the emerging deregulation in the Energy Markets and brings 11 years of experience to the firm in the Gas and Electric fields. Before CES, he was partner and co-founder of Least Cost Routing, Inc., which was sold to Primus Telecommunications, a publicly traded company. Patrick works daily within the company to ensure its expansion with the key note of professionalism, to guarantee exemplary service to its customers and clients.



**George Clouden, President**

George started at CES in outside sales more than 9 years ago. He moved from Dallas, Texas for an opportunity in management at CES and has since become the Director of Sales. Prior to CES, George worked in the equipment leasing business for 9 years with GE Capital in addition to being an Independent Broker.

George as the President and Patty Clouden, VP of Operations work together as an effective team ensuring the sales teams are active, ethical and succeeding as employees’ of CES, and as Managers , coordinating with Mr. Clouden and other executives to ensure the companies ultimate success in the Gas and Electric markets it serves.

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**Patty Clouden, VP of Operations**

Patty is currently the Vice President Operations of Consumer Energy Solutions, Inc. She first joined the team in January of 2005 as a residential sales person. Within 6 months she was selected to implement improvements and supervise the existing Customer Service Department. In 2009 she was promoted to Organization Officer to the previous General Manager and later to the same position working for the CEO, until July of 2013, when she began holding her current title.

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**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.

**Patrick Clouden, CEO**

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**George Clouden, President**

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**Patty Clouden, VP of Operations**

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