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PUCO USE ONLY Version 1.07 ORIGINAL AGG Date Received Renewal Certification Number Case Number 1# - 0546 - 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 Applicant intends to renew its certificate as: (check all that apply) Retail Natural Gas Aggregator ✓ Retail Natural Gas Broker A-2 Applicant information: Scioto Energy, LLC Legal Name 4041 N. High St., Suite 202, Columbus, OH 43214 Address Telephone No. 614-888-8805 Web site Address www.sciotoenergy.com 5/3/14 - 5/3/16 14-351G(1) Current PUCO Certificate No. Effective Dates A-3 Applicant information under which applicant will do business in Ohio: Scioto Energy Name Address 4041 N. High St., Suite 202, Columbus, OH 43214 RECEIVED-DECKTTHEST Web site Address www.sciotoenergy.com Telephone No. 614-888-8805 A-4 List all names under which the applicant does business in North America: New River Group, LLC d/b/a Scioto Energy A-5 Contact person for regulatory or emergency matters: Name Greg Bechert Title Managing Partner Business Address 4041 N. High St., Suite 202, Columbus, OH 43214 Email Address gfbechert@sciotoenergy.com Telephone No. 614-888-8805 Fax No. 614-488-4881 This is to certify that the images appearing are an accurate and complete reproduction of a case file

(CRNGS Broker/Aggregator Renewal)

Page 1 of 7

<b>A-6</b>	Contact person for Commission Staff use in investigating customer complaints:					
	Name Linda Ridenour		Title	Operations Manage	r	
	Business address 4041 N. High St	., Suite 202, Columbus, OH 432	14 ·			
	Telephone No. 614-888-8805	Fax No. 614-453-8811		Email Address Iric	lenour@sciotoenergy.com	
<b>A-7</b>	Applicant's address and toll-free number for customer service and complaints					
	Customer service address 4041 N. High St., Suite 202, Columbus, OH 43214					
	Toll-Free Telephone No.	Fax No. 614-453-88	11	Email Address	s Iridenour@sciotoenergy.co	
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 Greg Bechert		Title	Managing Partner		
	Business address 4041 N. High St., Suite 202, Columbus, OH 43214					
	Telephone No. 614-888-8805	Fax No. 614-448-8811	Ema	ail Address gfbeche	ert@sciotoenergy.com	
A-9	Applicant's federal employer	identification number	27-13	320283		
A-10	Applicant's form of ownership: (Check one)					
	Sole Proprietorship	P	artne	rship		
	Limited Liability Partnersh	ip (LLP)	imite	d Liability Compa	any (LLC)	
	Corporation	o	ther			

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.)

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Dominion 1	East Ohio				
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Sm	all Commercial	Beginning	Date of Service	e	End Date
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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:

	Columbia Gas of Ohio	Intended Start Date
	Dominion East Ohio	Intended Start Date
ST. ALE	Duke Energy Ohio	Intended Start Date
	Vectren Energy Delivery of Ohio	Intended Start Date

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

- A-14 <u>Exhibit A-14 "Principal Officers, Directors & Partners,"</u> provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.
- A-15 <u>Exhibit A-15 "Corporate Structure,"</u> provide a description of the applicant's corporate structure, including a graphical depiction of such structure, and a list of all affiliate and subsidiary companies that supply retail or wholesale natural gas or electricity to customers in North America.
- A-16 <u>Exhibit A-16 "Company History</u>," provide a concise description of the applicant's company history and principal business interests.
- A-17 <u>Exhibit A-17 "Articles of Incorporation and Bylaws,"</u> 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.
- A-18 <u>Exhibit A-18 "Secretary of State,"</u> provide evidence that the applicant is still currently registered with the Ohio Secretary of the State.

# SECTION B - APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE

#### PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED

- **B-1** Exhibit B-1 "Jurisdictions of Operation," provide a current list of all jurisdictions in which the applicant or any affiliated interest of the applicant is, at the date of filing the application, certified, licensed, registered, or otherwise authorized to provide retail natural gas service, or retail/wholesale electric services.
- B-2 <u>Exhibit B-2 "Experience & Plans,"</u> provide a current description of the applicant's experience and plan for contracting with customers, providing contracted services, providing billing statements, and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4929.22 of the Revised Code and contained in Chapter 4901:1-29 of the Ohio Administrative Code.
- **B-3** Exhibit B-3 "Summary of Experience," provide a concise and current summary of the applicant's experience in providing the service(s) for which it is seeking renewed certification (e.g., number and types of customers served, utility service areas, volume of gas supplied, etc.).
- B-4 Exhibit B-4 "Disclosure of Liabilities and Investigations," provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocations of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational

status or ability to provide the services for which it is seeking renewed certification since applicant last filed for certification.

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.

If Yes, provide a separate attachment labeled as <u>Exhibit B-5</u> "<u>Disclosure of Consumer Protection Violations</u>," 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.

l	<b>/</b>	No	Γ.	Yes
Н				

If Yes, provide a separate attachment, labeled as <u>Exhibit B-6 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation,"</u> 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 <u>Exhibit C-1 "Annual Reports</u>," provide the two most recent Annual Reports to Shareholders. If applicant does not have annual reports, the applicant should provide similar information, labeled as Exhibit C-1, or indicate that Exhibit C-1 is not applicable and why.
- C-2 <u>Exhibit C-2 "SEC Filings</u>," provide the most recent 10-K/8-K Filings with the SEC. If applicant does not have such filings, it may submit those of its parent company. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 whether the applicant is not required to file with the SEC and why.
- C-3 <u>Exhibit C-3 "Financial Statements</u>," 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 <u>Exhibit C-4 "Financial Arrangements</u>," provide copies of the applicant's current financial arrangements to conduct competitive retail natural gas service (CRNGS) as a business activity (e.g., guarantees, bank commitments, contractual arrangements, credit agreements, etc.)
- C-5 <u>Exhibit C-5 "Forecasted Financial Statements</u>," provide two years of forecasted financial statements (balance sheet, income statement, and cash flow statement) for the applicant's CRNGS operation, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer.

- C-6 Exhibit C-6 "Credit Rating," provide a statement disclosing the applicant's current credit rating as reported by two of the following organizations: Duff & Phelps, Dun and Bradstreet Information Services, Fitch IBCA, Moody's Investors Service, Standard & Poors, or a similar organization. In instances where an applicant does not have its own credit ratings, it may substitute the credit ratings of a parent or affiliate organization, provided the applicant submits a statement signed by a principal officer of the applicant's parent or affiliate organization that guarantees the obligations of the applicant.
- C-7 <u>Exhibit C-7 "Credit Report</u>," provide a copy of the applicant's current credit report from Experion, Dun and Bradstreet, or a similar organization.
- C-8 <u>Exhibit C-8 "Bankruptcy Information</u>," 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 <u>Exhibit C-9 "Merger Information</u>," 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** <u>Exhibit D-3</u> "<u>Key Technical Personnel</u>," provide the names, titles, email addresses, telephone numbers, and background of key personnel involved in the operational aspects of the applicant's current business.

**Applicant Signature and Title** 

Sworn and subscribed before me this

> ゝ ` ` day of

1 auch

Month

will Voc

Signature of official administering oath

Print Name and Title

My commission expires on

6/23/2017

ALEXANDER PSEEKOS NOTARY PUBLIC - OHIO MY COMMISSION EXPIRES 10-23-17 RECORDED IN FRANKLIN COUNTY



# The Public Utilities Commission of Ohio

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

In	the Matter of the Application of)				
	oto Energy, LLC Case No. 14 _ 0546 -GA-AGG				
for	a Certificate or Renewal Certificate to Provide				
Co	mpetitive Retail Natural Gas Service in Ohio.				
	unty of Franklin  te of Ohio				
	Greg Bechert [Affiant], being duly sworn/affirmed, hereby states that:				
(1)	The information provided within the certification or certification renewal application and supporting information is complete, true, and accurate to the best knowledge of affiant.				
(2)	The applicant will timely file an annual report of its intrastate gross receipts and sales of hundred cubic feet of natural gas pursuant to Sections 4905.10(A), 4911.18(A), and 4929.23(B), Ohio Revised Code.				
(3)	) The applicant will timely pay any assessment made pursuant to Section 4905.10 or Section 4911.18(A), Ohio Revised Code,				
(4)	) Applicant will comply with all applicable rules and orders adopted by the Public Utilities Commission of Ohio pursuant to Title 49, Ohio Revised Code.				
(5)	Applicant will cooperate with the Public Utilities Commission of Ohio and its staff in the investigation of any consumer complaint regarding any service offered or provided by the applicant.				
(6)	Applicant will comply with Section 4929.21, Ohio Revised Code, regarding consent to the jurisdiction of the Ohio courts and the service of process.				
(7)	Applicant will inform the Public Utilities Commission of Ohio of any material change to the information supplied in the certification or certification renewal application within 30 days of such material change, including any change in contact person for regulatory or emergency purposes or contact person for Staff use in investigating customer complaints.				
(8)	Affiant further sayeth naught.				
	Affiant Signature & Title				
	Sworn and subscribed before me this 3 day of Month Year				
	Hox an ac Liers D-FAN RUBL				
	Signature of Orical Administering Oath Print Name and Title				
	ALEXANDER PSEEKOS  NOTARY PUBLIC - OHIO				
	ALEXANDER PSEEKOS  NOTARY PUBLIC - OHIO  MY COMMISSION EXPIRES IN SOCIETY  RECORDED IN FRANKLIN COUNTY				
	(CRNGS Broker/Aggregator Renewal) Page 7 of 7				

#### Exhibit A-14 "Principal Officers, Directors & Partners

Gregory F. Bechert, Managing Partner 4041 North High Street, Suite 202 Columbus, OH 43214-3248

Phone: 614-888-8805, Ext. 101

Fax: 614-453-8811

gfbechert@sciotoenergy.com

Susanne Buckley, Managing Partner 4041 North High Street, Suite 202 Columbus, OH 43214-3248 Phone: 614-888-8805, Ext. 104

Fax: 614-453-8811

sbuckley@sciotoenergy.com

### Exhibit A-15 "Corporate Structure"

Scioto Energy is an Ohio Limited Liability Company with two managing partners and no affiliate or subsidiary companies that supply retail or wholesale electricity or natural gas to customers and companies that aggregate customers in North America.

#### Exhibit A-16 "Company History"

Scioto Energy is an independent brokerage and consulting firm founded in 2009 to provide energy solutions for clients in the areas of energy procurement, rate analysis, risk management and load response. The managing partners are seasoned energy professions with over 40 years of experience in both energy trading and energy retail marketing. Scioto Energy is completely independent from any wholesale supplier; our only allegiance is to our customers. Our extensive knowledge of utility structures, tariffs, and wholesale modeling allows us to deliver crucial and unbiased information to our clients, which empowers them to make the best decisions regarding implementation of risk strategies that are in line with corporate goals.

Scioto Energy currently has over 7,000 accounts under management that are utilizing its electric expertise, ranging in size from the small mom and pop type shops, all the way up to the largest users in the State of Ohio. In 2013, the company was recognized as one of the 50 fastest growing companies in Central Ohio (#18), and both partners were included in the "Who's Who of Energy", a publication which recognized the top energy leaders throughout

# **Exhibit A-17 "Articles of Incorporation and Bylaws**

There have not been any changes to the bylaws since the initial application

# Exhibit A-18 "Secretary of State"

Attached please find evidence that Scioto Energy is current	tly registered with the Ohio Secretary of the State
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DATE 07/28/2015

DOCUMENT ID 201520901368

TRADE NAME RENEWAL (RNR)

FILING EXPED 25.00 0.00

CERT COPY 0.00 0.00

0.00

Receipt

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

**CASSIDY LAW LTD** SHAMUS B CASSIDY ESQ 7650 RIVERS EDGE DR - STE 101 COLUMBUS, OH 43235

# STATE OF OHIO CERTIFICATE

Ohio Secretary of State, Jon Husted 1956757

It is hereby certified that the Secretary of State of Ohio has custody of the business records for

SCIOTO ENERGY

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

Document(s)

Document No(s):

201520901368

TRADE NAME RENEWAL

Effective Date: 07/27/2015



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 28th day of July, A.D. 2015.

Ohio Secretary of State

Jan Hactel

### **Exhibit B-1 "Jurisdictions of Operations"**

In addition to its Ohio CRES certification as a Power Broker, Scioto Energy currently holds a license and is certified/registered to provide retail or wholesale electric services in the state of Illinois, Pennsylvania, and Massachusetts.

#### Exhibit B-2 "Experience & Plans"

Scioto Energy is an independent brokerage and consulting firm founded in 2009 to provide energy solutions for clients in the areas of energy procurement, rate analysis, risk management and load response. The managing partners are seasoned energy professions with over 30 years of experience in both energy trading and energy retail marketing. Scioto Energy is completely independent from any wholesale supplier; our only allegiance is to our customers. Our extensive knowledge of utility structures, tariffs, and wholesale modeling allows us to deliver crucial and unbiased information to our clients, which empowers them to make the best decisions regarding implementation of risk strategies that are in line with corporate goals.

Scioto Energy's unique procurement and analysis process ensures our clients the best optimization of structure and strategy for their own risk appetite. Based on each customer's requirements and criteria, we reach out to a diversified group of suppliers we have vetted and determine to be in a position to fulfill that customer's specific needs and then supply the essential data for the customer to make an informed decision. Scioto Energy does not take title to the electricity and is not a party to any agreements between customer and supplier and therefore does not provide any energy related billing statements to customers.

Greg Bechert has been involved in the energy retail industry since 1995 beginning with Enron Capital and Trade, where his initial focus was natural gas end-use customers throughout the Midwest region, specifically in Indiana, Michigan, and Ohio. Over seven years, his role and responsibilities expanded to include marketing electricity in Massachusetts, Illinois and Texas. In 2003, Mr. Bechert joined Constellation NewEnergy (CNE) where his knowledge and background assisted CNE in its marketing campaigns under Cinergy's and FirstEnergy's Market Development Plans. He went on to manage CNE's Midwest sales team, and was instrumental in leading the company's sales efforts behind the Ameren footprint in Southern Illinois, and eventually expanded his responsibilities to include the ComEd market throughout Chicagoland.

Susanne Buckley began her energy career in 1992 when she joined American Electric Power as an environmental engineer, which provided the foundation for her extensive knowledge of utility rate structures developed over the years. Ms. Buckley moved to the deregulated side when she joined American Electric Power Energy Services in 1998 where she gained experience in operations, trading, structuring deals and marketing. In 2005, Ms. Buckley joined Integrys Energy Services where she led the residential mass markets efforts for deregulated natural gas and electricity sales and also directed the commercial and industrial sales efforts for the Midwest region.

**Exhibit B-3 "Summary of Experience"** 

Scioto Energy began marketing natural gas in May 2014. Currently Scioto Energy is managing approximately 125 commercial accounts primarily behind the Dominion East Ohio, Vectren, and Columbia Gas distribution system, with an estimated total annual consumption of 68,000 MCF.

#### **Exhibit B-4 "Disclosure of Liabilities and Investigations"**

As of this filing, Scioto Energy is not aware of any existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact its financial or operational status or ability to provide the services it is seeking to be certified to provide.

# Exhibit C-1 "Annual Reports"

Scioto Energy is not a publicly traded entity and does not have an annual report.

# Exhibit C-2 "SEC Filings"

Scioto Energy is an energy brokerage firm and does not take title to the natural gas.	In addition, Scioto Energ	y is
not a public entity and therefore no SEC filings are required.		

# Exhibit C-3 "Financial Statements"

The response to this request requires that Scioto Energy disclose confidential,	proprietary or trade secret
information. Scioto Energy has filed this information Under Seal.	

#### **Exhibit C-4 "Financial Arrangements"**

As an energy brokerage and consulting firm, Scioto Energy does not require any loans to operate and handles all of its financial arrangements through Huntington National Bank at 800 High Street, Worthington, OH 43085 where its accounts are in good standing.

# **Exhibit C-5 "Forecasted Financial Statements"**

The response to this request requires that Scioto Energy disclose confidential,	proprietary or trade secret
information. Scioto Energy has filed this information Under Seal.	

# Exhibit C-6 "Credit Rating"

Scioto Energy does not have a D&E	number and therefore does not	: have a published credit rating.
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# Exhibit C-7 "Credit Report"

Since Scioto Energy does not require any loans/credit to operate and does not have a D&B number, no credit reports are available.

# Exhibit C-8 "Bankruptcy Information"

Scioto Energy has not had any reorganizations,	, protection from	creditors or any	other form of	bankruptcy fi	ilings
ever.					

# Exhibit C-9 "Merger Information"

Scioto Energy has had no dissolution or merger or acquisitions within the five most recent years preceding thi
application.

#### Exhibit D-1 "Operations"

Scioto Energy currently manages the entre "life-cycle" of a client's procurement efforts, and involves the following staff team members:

Procurement Manager – individual responsible for managing the bidding process of interested wholesale suppliers

Contract Administration/Pre-enrollment – individual responsible for reviewing all agreements prior to submission to supplier for booking

Contract Administration/Post enrollment – individual responsible for handling any issues after the deal has been confirmed to be hedged and enrolled by the supplier such as late enrollments, early drop notifications, etc. Analyst – Ongoing analysis validating performance of existing agreement with supplier as well as impact analysis for pending rate cases

#### **Exhibit D-2 "Operations Expertise"**

With over 7,000 accounts under management currently, Scioto Energy has the staff in place to properly manage its clients through the entire life-cycle of an energy procurement project. In addition, We have invested in building our own management software in which deal specifics are captured in the system to allow the team to assist customers in managing the respective commodity agreements in place, the term contract rate, etc. This system is utilized for all of the current electric clients, and is easily adaptable to capture natural gas data as well.

#### Exhibit D-3 "Key Technical Personnel"

Gregory F. Bechert, Managing Partner 4041 North High Street, Suite 202 Columbus, OH 43214-3248 Phone: 614-888-8805, Ext. 101

Fax: 614-453-8811

gfbechert@sciotoenergy.com

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Susanne Buckley, Managing Partner 4041 North High Street, Suite 202 Columbus, OH 43214-3248 Phone: 614-888-8805, Ext. 104

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sbuckley@sciotoenergy.com

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