

NC
FILE

PROPERTY COST SYSTEMS OF OHIO

33

16-1768-EL-AG

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August 17, 2016

2016 AUG 22 PM 12:35

PUCO

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

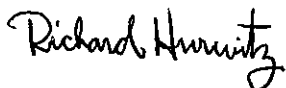
RE: Property Cost Systems of Ohio, LLC -- Initial Certification Application for Electric Aggregators/Power Brokers

Please find attached an original and three copies of the application of Property Cost Systems of Ohio, LLC for certification as Electric Aggregators/Power Brokers

Should further explanations or questions be required, please contact me at the following address:

Richard Hurwitz
343 Rome Terrace, Roaming Shores, OH 44084
(440) 796-8251

Sincerely,



Richard Hurwitz

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 AS Date Processed 8/22/16

Lakewood, Ohio 440.650-6111
Lexington, Virginia 540.464.5700 Fax 540.464.5701

Mailing Address:
12520 Edgewater Drive #702, Lakewood OH 44107



Public Utilities
Commission

PUCO USE ONLY		
Date Received	Case Number	Version
	- -EL-AGG	May 2016

INITIAL CERTIFICATION APPLICATION FOR ELECTRIC AGGREGATORS/ POWER BROKERS

Please print or type all required information. Identify all attachments with an exhibit label and title (Example: Exhibit A-12 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 input information directly onto the form.
You may also download the form, by saving it to your local disk, for later use.

A. APPLICANT INFORMATION

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

☒ Power Broker ☐ Aggregator

A-2 Applicant's legal name, address, telephone number and web site address

Legal Name Property Cost Systems of Ohio, LLC
Address 12520 Edgewater Drive #702, Lakewood OH 44107
Telephone # (440) 650-6111 Web site address (if any) propertycostsystems.com

A-3 List name, address, telephone number and web site address under which Applicant will do business in Ohio

Legal Name Property Cost Systems of Ohio, LLC
Address 12520 Edgewater Drive #702, Lakewood OH 44107
Telephone # (440) 650-6111 Web site address (if any) propertycostsystems.com

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

Property Cost Systems of Ohio, LLC _____

A-5 Contact person for regulatory or emergency matters

Name Richard Hurwitz
Title Managing Member

Business address 343 Rome Terrace, Roaming Shores, OH 44084
Telephone # (440) 796-8251 Fax # (440) 563-3357
E-mail address richard.hurwitz@propertycostsystems.com

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

Name Richard Hurwitz
Title Managing Member
Business address 343 Rome Terrace, Roaming Shores, OH 44084
Telephone # (440) 796-8251 Fax # (440) 563-3357
E-mail address richard.hurwitz@propertycostsystems.com

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

Customer Service address 343 Rome Terrace, Roaming Shores, OH 44084
Toll-free Telephone # _____ Fax # (440) 563-3357
E-mail address richard.hurwitz@propertycostsystems.com

A-8 Applicant's federal employer identification number # 812591307

A-9 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-10 (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 type="checkbox"/> First Energy | | | | |
| <input type="checkbox"/> Ohio Edison | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> Toledo Edison | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> Cleveland Electric Illuminating | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> Duke Energy | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> Monongahela Power | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> American Electric Power | | | | |
| <input type="checkbox"/> Ohio Power | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> Columbus Southern Power | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> Dayton Power and Light | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |

- A-11 Provide the approximate start date that the applicant proposes to begin delivering services

September 1, 2016

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- A-12 **Exhibit A-12 "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-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. (This is generally only applicable to publicly traded companies who publish annual reports)

C-2 **Exhibit C-2 "SEC Filings,"** provide the most recent 10-K/8-K Filings with the SEC. If the applicant does not have such filings, it may submit those of its parent company. An applicant may submit a current link to the filings or provide them in paper form. 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. If the applicant does not have a balance sheet, income statement, and cash flow statement, the applicant may provide a copy of its two most recent years of tax returns (with social security numbers and account numbers redacted).

C-4 Exhibit C-4 “Financial Arrangements,” provide copies of the applicant’s financial to satisfy collateral requirements to conduct retail electric/gas business activity (e.g., parental or third party guarantees, contractual arrangements, credit agreements, etc.,).

Renewal applicants can fulfill the requirements of Exhibit C-4 by providing a current statement from an Ohio local distribution utility (LDU) that shows that the applicant meets the LDU’s collateral requirements.

First time applicants or applicants whose certificate has expired as well as renewal applicants can meet the requirement by one of the following methods:

1. The applicant itself stating that it is investment grade rated by Moody’s, Standard & Poor’s or Fitch and provide evidence of rating from the rating agencies.
2. Have a parent company or third party that is investment grade rated by Moody’s, Standard & Poor’s or Fitch guarantee the financial obligations of the applicant to the LDU(s).
3. Have a parent company or third party that is not investment grade rated by Moody’s, Standard & Poor’s or Fitch but has substantial financial wherewithal in the opinion of the Staff reviewer to guarantee the financial obligations of the applicant to the LDU(s). The guarantor company’s financials must be included in the application if the applicant is relying on this option.
4. Posting a Letter of Credit with the LDU(s) as the beneficiary.

If the applicant is not taking title to the electricity or natural gas, enter “N/A” in Exhibit C-4. An N/A response is only applicable for applicants seeking to be certified as an aggregator or broker.

C-5 Exhibit C-5 “Forecasted Financial Statements,” provide two years of forecasted income statements for the applicant’s **ELECTRIC related business activities in the state of Ohio Only**, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer. The forecasts should be in an annualized format for the two years succeeding the Application year.

- 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. If an applicant or its parent does not have such a credit rating, enter "N/A" in Exhibit C-6.
- 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. An applicant that provides an investment grade credit rating for Exhibit C-6 may enter "N/A" for Exhibit C-7.
- 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 two most recent years preceding the application.
- C-10 Exhibit C-10 "Corporate Structure,"** provide a description of the applicant's corporate structure, not an internal organizational chart, 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 in North America. If the applicant is a stand-alone entity, then no graphical depiction is required and applicant may respond by stating that they are a stand-alone entity with no affiliate or subsidiary companies.

Richard Shuntz, Managing Member
Signature of Applicant & Title

Sworn and subscribed before me this 16 day of AUGUST 2016

Leeann Moses
Signature of official administering oath

Month Year
NOV. Leeann Moses
Print Name and Title

My commission expires on NOV. 13, 2018



Leeann Moses
Notary Public - Ohio
My Commission Expires
11-13-18

AFFIDAVIT

State of Ohio :

Roaming Shores ss.
(Town)

County of Ashtabula :

Richard Hurwitz, Affiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the Managing Member (Office of Affiant) of Property Cost Systems of 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.

Richard Huntz Managing Member
Signature of Affiant & Title

Sworn and subscribed before me this 16 day of AUGUST, 2016
Month Year

Leeann Moser
Signature of official administering oath

Leeann Moser
Print Name and Title

My commission expires on NOV. 13, 2018



Leeann Moses
Notary Public - Ohio
My Commission Expires
11-13-18

A-12

Exhibit A-12: Principal Officers, Directors, & Partners

<u>Name:</u>	<u>Percentage Ownership:</u>
Adam Hurwitz Managing Member 12520 Edgewater Drive #702 Lakewood, OH 44107 (440) 650-6111	33.33%
Richard Hurwitz Managing Member 343 Rome Terrace Roaming Shores, OH 44084 (440) 796-8251	33.33%
Kurt Swenson Managing Member 75 Southridge Lane Lexington, VA 24450 (540) 464-5700	33.33%

A-13

Exhibit A-13: Company History

Property Cost Systems of Ohio, LLC (PCSO) was formed April 11, 2016 and will begin operation upon approval of its certification application for competitive retail natural gas and/or electric broker.

Property Cost Systems of Ohio, LLC will provide energy consulting, brokerage, and energy management services to retail electric and natural gas end users. The services offered by PCSO include:

- Provide procurement and risk management services through the development of client-specific strategies
- Identify qualified suppliers, issue RFP's, and manage a transparent procurement process from start to finish
- Assist in client/supplier contract negotiations
- Provide ongoing assistance during contracted term, while monitoring the market for future risks or opportunities
- Continuous and on-going management of clients' accounts

A-14

Exhibit A-14: Articles of Incorporation and Bylaws

Please find attached – 3 pages



Form 533A Prescribed by:
Ohio Secretary of State
JON HUSTED
Ohio Secretary of State

Central Ohio: (614) 466-3910
Toll Free: (877) SOS-FILE (767-3453)
www.OhioSecretaryofState.gov
Busserv@OhioSecretaryofState.gov

Date Electronically Filed: 4/11/2016

Articles of Organization for a Domestic Limited Liability Company

Filing Fee: \$99

CHECK ONLY ONE (1) BOX

(1) ☒ Articles of Organization for Domestic
For-Profit Limited Liability Company
(115-LCA)

(2) ☐ Articles of Organization for Domestic
Nonprofit Limited Liability Company
(115-LCA)

Name of Limited Liability Company

PROPERTY COST SYSTEMS OF OHIO, LLC

Name must include one of the following words or abbreviations: "limited liability company," "limited," "LLC," "L.L.C.," "Ltd.," or "Ltd"

Effective Date
(Optional)

4/11/2016

mm/dd/yyyy

(The legal existence of the limited liability company begins upon the filing
of the articles or on a later date specified that is not more than ninety days
after filing)

This limited liability company shall exist for
(Optional)

Period of Existence

Purpose
(Optional)

**Note for Nonprofit LLCs

The Secretary of State does not grant tax exempt status. Filing with our office is not sufficient to obtain state or federal tax exemptions. Contact the Ohio Department of Taxation and the Internal Revenue Service to ensure that the nonprofit limited liability company secures the proper state and federal tax exemptions. These agencies may require that a purpose clause be provided.

ORIGINAL APPOINTMENT OF AGENT

The undersigned authorized member(s), manager(s) or representative(s) of

PROPERTY COST SYSTEMS OF OHIO, LLC

Name of Limited Liability Company

hereby appoint the following to be Statutory Agent upon whom any process, notice or demand required or permitted by statute to be served upon the limited liability company may be served. The name and address of the agent is

RICHARD HURWITZ

Name of Agent

343 ROME TERRACE

Mailing Address

ROAMING SHORES

City

OH

State

44084

ZIP Code

ACCEPTANCE OF APPOINTMENT

The undersigned, _____ named herein as the statutory agent

RICHARD HURWITZ

Statutory Agent Name

for

PROPERTY COST SYSTEMS OF OHIO, LLC

Name of Limited Liability Company

hereby acknowledges and accepts the appointment of agent for said limited liability company

Statutory Agent Signature

RICHARD HURWITZ

Individual Agent's Signature / Signature on Behalf of Business Serving as Agent

By signing and submitting this form to the Ohio Secretary of State, the undersigned hereby certifies that he or she has the requisite authority to execute this document.

Required

Articles and original appointment of agent must be signed by a member, manager or other representative.

If authorized representative is an individual, then they must sign in the "signature" box and print their name in the "Print Name" box.

If authorized representative is a business entity, not an individual, then please print the business name in the "signature" box, an authorized representative of the business entity must sign in the "By" box and print their name in the "Print Name" box.

SONIA BECERRA

Signature

By (if applicable)

Print Name

Signature

By (if applicable)

Print Name

Signature

By (if applicable)

Print Name

A-15

Exhibit A-15: Secretary of State Evidence of Registration

Please find attached -- 1 page



DATE	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
04/13/2016	201610204770	DOMESTIC FOR PROFIT LLC - ARTICLES OF ORG (LCP)	99.00	0.00	0.00	0.00	0.00

Receipt

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

SWYFT FILINGS
1000 N WEST ST - SUITE 1200
WILMINGTON, DE 19801

**STATE OF OHIO
CERTIFICATE**

Ohio Secretary of State, Jon Husted
3890074

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

PROPERTY COST SYSTEMS OF OHIO, LLC

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

Document(s)

DOMESTIC FOR PROFIT LLC - ARTICLES OF ORG
Effective Date: 04/11/2016

Document No(s):

201610204770



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
13th day of April, A.D. 2016.

Jon Husted
Ohio Secretary of State

B-1

Exhibit B-1: Jurisdictions of Operation

Property Cost Systems of Ohio, LLC was legally formed in April of 2016 and is currently seeking authorization to provide brokerage services for natural gas and electricity in Ohio.

B-2

Exhibit B-2: Experience & Plans

Experience

Adam Hurwitz has over 10 years managing in the fast food industry, 5 of which was as a general manager. As such he oversaw scheduling, hiring, and training; controlled inventory, was responsible for store operations, and interacted/interfaced with corporate management and the public. In addition, Adam worked for Property Cost Systems, LLC for three months and was trained in and became familiar with all aspects of natural gas and electric brokerage operations.

Richard Hurwitz retired from 44 years in education in May, 2012. Included in his education career was 24 years in higher education administration in which he served 11 years as a university department chairperson, 12 years as an Associate Dean of a College of Education and Human Services, and one year as an Interim Dean of a College of Education and Human Services. Richard has extensive experience in budget management, contract negotiation, strategic planning, and other key aspects of management and administration.

Kurt Swenson started Property Cost Systems in 1989 to help owners and property management companies manage their utilities. Prior to starting Property Cost Systems, Kurt worked in many aspects of the real estate business including mortgage banking, syndications, property management, pre-development, development and asset management. In the late 1980s Kurt was responsible for a 1.5 billion portfolio of real estate assets including land and land development, a home building company, office buildings, retail, commercial and apartment properties. Kurt attended Brown University and Cornell University for undergraduate studies majoring in Business Management. Later, Kurt graduated from the Johnson School of Management at Cornell University with a Masters in Business Administration majoring in Finance.

Plans for Operations

Our number one goal is to provide timely, honest, and transparent service to our clients in meeting their natural gas and/or electric brokerage needs. To meet this goal, we will implement the following process:

- Work with clients to understand their goals. Although it is important to capture the lowest price for clients, this objective must be considered in light of budget constraints, the optimum contract term, client's risk appetite, and other client-specific objectives and criteria. Through frank and in-depth discussions with clients, we will learn their objectives and constraints so we can best meet their needs.
- Collect data. We will retrieve client's historical usage data and perform an analysis of how they use energy. We will compare history with what the forward curve offers as the present time, and make assumptions based on real life scenarios combined with client's specific needs to recommend compatible structure and term, benchmarking said assumptions with the wholesale price of power.

- Begin the pricing process. Once we have satisfied the client with what the best structure looks like, we will send a request for pricing to those Retail Electric or Natural Gas Providers who can best service client's requirements. The competitive process will achieve the best of economy and allow for "apples to apples" comparisons.
- Manage the pricing process. As we receive pricing, we will query the various Providers as to particulars such as band width, material change, gas lock procedures (if applicable), and other details that allow meaningful comparisons and drive the best answers to client procurement.
- Execution. Once pricing for the elected structure has been reviewed and a final list of Providers arrived at, we will then insure that contract language and provisions are compatible to client needs (including negotiation for same should that be necessary), and deliver to client an executable contract vetted for price and terms.
- Continuing service. Our engagement will not end with contract execution. We will continue to keep client apprised of issues connected to their current contract, changing market conditions (opportunities or risks beyond current procurement), and other materials items.

B-3:Summary of Experience

Kurt Swenson started Property Cost Systems in 1989 to help owners and property management companies manage their utilities, and contributes over 25 years of industry experience to the management team of Property Cost Systems of Ohio.

1989: Property Cost Systems began offering bill audit services to owners and management companies throughout Texas

1994: PCS did a utility audit for the State of Texas including universities, mental health, criminal justice and numerous other departments

1996: Began auditing bills for condo and homeowner associations to locate errors and obtain refunds

1998: Added audit services to corporate apartment owners

2001: The pilot program for electricity deregulation in Texas started and Property Cost Systems started helping audit clients save money by switching suppliers

2004: PCS added procurement services for commercial property owners including office buildings, retail centers, office warehouses, etc.

2006: Added procurement services for campus housing management companies

2007: Expanded into electricity and natural gas markets in the mid-atlantic states

2009: Expanded services into Illinois for natural gas and electricity

2010: Began natural gas transportation services in Texas when the market opened to commercial users

2012: Added procurement services in some northeastern states

Adam Hurwitz has over 10 years managing in the fast food industry, 5 of which was as a general manager. As such he oversaw scheduling, hiring, and training; controlled inventory, was responsible for store operations, and interacted/interfaced with corporate management and the public. In addition, Adam worked for Property Cost Systems, LLC for three months and was trained in and became familiar with all aspects of natural gas and electric brokerage operations.

Richard Hurwitz retired from 44 years in education in May, 2012. Included in his education career was 24 years in higher education administration in which he served 11 years as a university department chairperson, 12 years as an Associate Dean of a College of Education and Human Services, and one year as an Interim Dean of a College of Education and Human Services. Richard has extensive experience in budget management, contract negotiation, strategic planning, and other key aspects of management and administration.

Exhibit B-4: Disclosure of Liabilities and Investigations

Property Cost Systems of Ohio LLC and their officers and employees are not now or ever have been the subject of any 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 operations status or ability to provide the services it is seeking to be certified to provide.

C-1

Exhibit C-1: Annual Reports

Property Cost Systems of Ohio LLC is not a public corporation and does not file annual reports.

C-2

Exhibit C-2: SEC Filings

Property Cost Systems of Ohio, LLC is not a public corporation and is not required to file any documents with the SEC.

C-3

Exhibit C-3: Financial Statements

Property Cost Systems of Ohio, LLC was legally formed in April 2016, and therefore has no financial statements. Please find attached the receipt from the Ohio Secretary of State showing that the Articles of Organization were filed and recorded on 4/11/2016.

C-4

Exhibit C-4: Financial Arrangements

N/A. Property Cost Systems of Ohio does not take title to electricity or natural gas.

C-5

Exhibit C-5: Forecasted Financial Statements

	2017	2018
Revenues	\$33,250	\$75,250
Expenses	-\$1,020	-\$1,020
Net Income	\$32,230	\$74,230

Portion of total PCSO operating expense allocated to electricity brokerage:

Expenses	Monthly	Yearly
Phone	\$ 15.00	\$ 180.00
Gas	\$ 40.00	\$ 480.00
Printing	\$ 5.00	\$ 60.00
Internet	\$ 25.00	\$ 300.00
Total	\$ 85.00	\$ 1,020.00

Electricity	
Avg Yearly Kwh per Contract	500,000
Cents per Kwh Brokered	0.35
Avg Yearly Income per contract	1750

2017		New Contract Income
January	2	\$3,500.00
February	2	\$3,208.33
March	2	\$2,916.67
April	2	\$2,625.00
May	2	\$2,333.33
June	2	\$2,041.67
July	2	\$1,750.00
August	2	\$1,458.33
September	2	\$1,166.67
October	2	\$875.00
November	2	\$583.33
December	2	\$291.67
	24	\$22,750.00
Renewals from 2016	6	\$10,500.00
Total		\$33,250.00

2018		New Contract Income
January	2	\$3,500.00
February	2	\$3,208.33
March	2	\$2,916.67
April	2	\$2,625.00
May	2	\$2,333.33
June	2	\$2,041.67
July	2	\$1,750.00
August	2	\$1,458.33
September	2	\$1,166.67
October	2	\$875.00
November	2	\$583.33
December	2	\$291.67
	24	\$22,750.00
Renewals from 2016/2017	30	\$52,500.00
Total		\$75,250.00

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C-6

Exhibit C-6: Credit Rating

N/A

Property Cost Systems of Ohio, LLC was legally formed in April of 2016 and is not yet rated.

C-7

Exhibit C-7: Credit Report

N/A

Property Cost Systems of Ohio, LLC was legally formed in April 2016 and is not rated.

Exhibit C-8: Bankruptcy Information

Property Cost Systems of Ohio, LLC was legally formed in April of 2016. Neither the entity nor any officer has filed any form of bankruptcy, protection from creditors, or reorganization in the current or two most recent years.

Exhibit C-9: Merger Information

Property Cost Systems of Ohio, LLC was legally formed in April of 2016 and has not been involved with any dissolution or merger or acquisition.

C-10

Exhibit C-10: Corporate Structure

Property Cost Systems of Ohio, LLC is a stand-alone entity with no affiliate or subsidiary companies.