



Public Utilities Commission

| Original AGG Case Number | Version |
|-----------------------------|----------|
| 13 - 532 -EL-AGG | May 2016 |

RENEWAL APPLICATION FOR ELECTRIC AGGREGATORS/POWER BROKERS

Please print or type all required information. Identify all attachments with an exhibit label and title (Example: Exhibit C-10 Corporate Structure). 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. RENEWAL 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, PUCO certificate number, and web site address

Legal Name Northeast Energy Advisors, LLC
Address 10900 Perry Highway, Suite 210, Wexford, PA 15090
PUCO Certificate # and Date Certified 13-666E(1) - April 1, 2013
Telephone # (412) 389-7290 Web site address (if any) www.northeastenergyadvisors.com

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

Legal Name Northeast Energy Advisors, LLC
Address 10900 Perry Highway, Suite 210, Wexford, PA 15090
Telephone # (412) 389-7290 Web site address (if any) www.northeastenergyadvisors.com

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

Northeast Energy Advisors, LLC _____

A-5 Contact person for regulatory or emergency matters

Name Dave Mikula
Title President
Business address 10900 Perry Highway, Suite 210, Wexford, PA 15090
Telephone # (412) 389-7290 Fax # (412) 202-4233
E-mail address dmikula@northeastenergyadvisors.com

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

Name Erich Landis
Title Vice President and Treasurer
Business address 10900 Perry Highway, Suite 210, Wexford, PA 15090
Telephone # (412) 389-7290 Fax # (412) 202-4223
E-mail address elandis@northeastenergyadvisors.

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

Customer Service address 10900 Perry Highway, Suite 210, Wexford, PA 15090
Toll-free Telephone # (888) 998-0553 Fax # (412) 202-4223
E-mail address elandis@northeastenergyadvisors.

A-8 Applicant's federal employer identification number # 262092958

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 checked="" type="checkbox"/> Limited Liability Company (LLC) |
| <input type="checkbox"/> Corporation | <input type="checkbox"/> Other _____ |

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

A-10 Exhibit A-10 "Principal Officers, Directors & Partners" provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.

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 "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-4 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-4 "Disclosure of Consumer Protection Violations"** detailing such violation(s) and providing all relevant documents.

B-5 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-5 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation"** detailing such action(s) and providing all relevant documents.

C. 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 arrangements to conduct CRES as a business activity (e.g., guarantees, bank commitments, 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, Fitch IBCA, Moody's Investors Service, Standard & Poor's, 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 an 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.

Eric J. Fuchs PARTNER/NA
Signature of Applicant & Title

COMMONWEALTH OF PENNSYLVANIA
COUNTY OF ALLEGHENY

Sworn and subscribed before me this 24th day of Jan, 2017
Month Year

Harry M. Ruben
Signature of official administering oath

My commission expires on _____

COMMONWEALTH OF PENNSYLVANIA
Print Name and Title
NOTARIAL SEAL
Harry M. Ruben, Notary Public
Pine Twp., Allegheny County
My Commission Expires July 13, 2020
MEMBER, PENNSYLVANIA ASSOCIATION OF NOTARIES

AFFIDAVIT

State of _____ :
COMMONWEALTH OF PENNSYLVANIA _____ ss.
COUNTY OF ALLEGHENY (Town)
County of _____ :

Erich Lands, Affiant, being duly sworn/affirmed according to law, deposes and says that:
He/She is the Partner/UC (Office of Affiant) of NorthEast Energy Advisors, 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 renewal 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 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.
8. 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.
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 renewal 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.

Eric J. Paul Partner/VP
Signature of Affiant & Title

COMMONWEALTH OF PENNSYLVANIA
COUNTY OF ALLEGHENY

COMMONWEALTH OF PENNSYLVANIA
COUNTY OF ALLEGHENY

Sworn and subscribed before me this 24th day of January, 2017
Month Year

Harry M. Ruben
Signature of official administering oath

COMMONWEALTH OF PENNSYLVANIA

NOTARIAL SEAL

Print Name and Title
Harry M. Ruben, Notary Public

Pine Twp., Allegheny County

My Commission Expires July 13, 2020

My commission expires on _____
MEMBER, PENNSYLVANIA ASSOCIATION OF NOTARIES

Northeast Energy Advisors, LLC

Exhibit A-10

(Principal Officers, Directors & Partners)

Dave Mikula, President and Secretary
Northeast Energy Advisors, LLC
10900 Perry Highway, #210
Pittsburgh, PA 15090
(412) 389-7290

Erich Landis, Vice President and Treasurer
Northeast Energy Advisors, LLC
10900 Perry Highway, #210
Pittsburgh, PA 15090
(412) 389-7290

Exhibit B-1

(Jurisdictions of Operation)

The Applicant is a Pennsylvania domestic limited liability company that is registered to do business in Ohio and Maryland. In addition to Applicant's license in Ohio, Applicant is licensed in the Commonwealth of Pennsylvania to supply electric generation supply services as a broker/marketer, and in the State of Maryland to supply electric generation services as a broker.

Exhibit B-2

(Experience & Plans)

Applicant's two members, Dave Mikula and Erich Landis, have a combined experience of over twenty-nine years in the electricity and natural gas industry. In addition to Applicant's Ohio license to provide aggregation and power broker services, Applicant is also currently licensed by the Pennsylvania Public Utility Commission to offer, render, furnish or supply electric generation supplier services as a "broker/marketer" to various customer types throughout the Commonwealth of Pennsylvania. Applicant is also licensed in the State of Maryland to supply electric generation services as a broker.

Applicant will use its experience and existing infrastructure to work in its preferred business segments to build new relationships and leverage existing relationships into new business in the territories in which it holds licenses to provide services.

The Applicant does not provide billing statements to its customers. All billing is performed by the supplier, which also provides the customer with a written agreement for the contracted service. The Applicant has always timely responded to customer inquiries and any complaints, and will continue to do so.

Exhibit B-3

(Disclosure of Liabilities and Investigations)

There are no existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matters 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. However, in the interest of full disclosure, as part of Northeast Energy Advisor's application to provide electricity supply broker services in Maryland, the company agreed to pay a \$1,000 civil penalty for providing services to Pennsylvania and/or Ohio clients that also had a small number of physical locations in Maryland.

Northeast Energy Advisors, LLC

Exhibit C-1
(Annual Reports)

The Applicant is not required to have annual reports.

Exhibit C-2
(SEC Filings)

The Applicant does not have such filings and is not required to file with the SEC. Applicant has no parent company that is required to have such filings.

Northeast Energy Advisors, LLC

Exhibit C-3

(Financial Statements)

This exhibit contains confidential and proprietary information and is being submitted under seal.

Northeast Energy Advisors, LLC

Exhibit C-4
(Financial Arrangements)

Not applicable.

Exhibit C-5
(Forecasted Financial Statements)

This exhibit contains confidential and proprietary information and is being submitted under seal.

Exhibit C-6

(Credit Rating)

The applicant does not have a credit rating from Duff & Phelps, Dun & Bradstreet Information Services, Fitch IBCA, Moody's Investors Service, Standard & Poor's, or a similar organization. It does not have a parent with such a credit rating.

Northeast Energy Advisors, LLC

Exhibit C-7

(Credit Report)

Please see the attached credit report from Dun & Bradstreet and Experian BizVerify Report.

Northeast Energy Advisors, Llc

DUNS: 01-660-9263

Credit Information

Risk Summary

Risk of Late Payment



Risk of late payment is based on the following prioritized factors in addition to other information in D&B's files:

- No payment experiences reported
- Limited time under present management control
- Higher risk region based on delinquency rates for this region
- Limited business activity signals reported in the past 12 months

Indications of slowness can be the result of disputes over merchandise, skipped invoices, etc.

Payment Performance Trend

The payment performance trend for this company is Unavailable . Payment Trend currently is Unavailable compared to payments three months ago. The most recent payment information in D&B's files is:

- Payments currently: D&B has not received a sufficient sample of payment experiences to establish a current PAYDEX score. terms
- Industry average: GENERALLY WITHIN terms

*Note: Payments to suppliers are averaged weighted by dollar amounts.

Credit Limit Recommendation

Recommendation Date: 01/21/2017

Risk Category

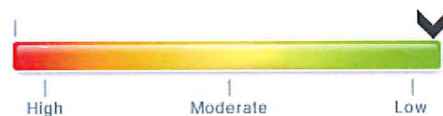
Low

Conservative Credit Limit

\$10K

Aggressive Credit Limit

\$25K



Company Profile

Chief Executive: NA

Type of Business:

LIMITED LIABILITY COMPANY

Years in Business:

PERPETUAL

Annual Sales:

NA

Employees Total:

1

Line of Business:

Electric services

Legal Filings and Other Important Information

| | | | |
|---------------------------------------|------|--|------|
| Bankruptcies: | None | Negative Payment Experience: | None |
| Judgements: | 0 | Negative Payment Experience | None |
| Liens: | 0 | Amount: | |
| Suits: | None | Payments Placed for Collection: | None |
| Suits/Judgments/Liens Amounts: | None | | |

The public record items reported may have been paid, terminated, vacated or released prior to the date this data is transmitted. Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

Special Events

We currently do have any information to be displayed for this business.

This report is prepared and provided under contract for the exclusive use of
This report may not be reproduced in whole or in part by any means of reproduction.

Payment Trends

Summary

Address:
578 Olive St
Pittsburgh, PA 15237

D-U-N-S Number:
01-660-9263

Primary Industry SIC:
4911

Description:
Electric services

This is a **single** location.

Payment Activity

| | |
|--|----|
| Total payment Experiences in D&Bs File: | NA |
| Payments Within Terms: (not dollar weighted) | NA |
| Total Placed For Collection: | NA |
| Average Highest Credit: | NA |
| Largest High Credit: | NA |
| Highest Now Owing: | NA |
| Highest Past Due: | NA |

Indications of slowness can be the result of dispute over merchandise, skipped invoices, etc. Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

Score Not Available

We are unable to display a PAYDEX® for this company.
Please call 800-333-0505 for more information.

Score Not Available

We are unable to display a PAYDEX® for this company.
Please call 800-333-0505 for more information.

PAYDEX® Trends - This Company, 12 Months

No data is available on this company to build a paydex trend graph.

This Company (0)

- Based on payments collected over the last 12 months.
- Current PAYDEX® for this Business is 0

PAYDEX® Score Comparison - This Company to Primary Industry Comparison, 4 Quarters

No data is available on this company to build a paydex score comparison graph.

- | | |
|--------------------------------|------------------------|
| • My Company (0) | • Industry Median (80) |
| • Industry Upper Quartile (80) | • Industry Median (72) |

Based on payments collected over the last 4 quarters.

- Current PAYDEX® for this Business is 80 , or equal to GENERALLY WITHIN terms
- Industry upper quartile represents the performance of the payers in the 75th percentile
- Industry lower quartile represents the performance of the payers in the 25th percentile

We currently do not have enough details of this company to display in this section.

How to Read the D&B PAYDEX ® Score





BizVerifySM Report

as of: 01/21/17 12:05 ET

Northeast Energy Advisors, LLC

Address: 10900 Perry Hwy Ste 210
Wexford, PA 15090-8370
United States

Experian BIN: 968777827

Experian File Established: March 2013
Experian Years on File: 4 Years
Years in Business: More than 4 Years

UCC Filings: 0

This location does not yet have an estimated Days Beyond Terms (DBT), or a Payment Trend Indicator. This is often the result of too few Payment Tradelines.

✓ **Bankruptcies:** 0
✓ **Liens:** 0
✓ **Judgments Filed:** 0
✓ **Collections:** 0

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Exhibit C-8
(Bankruptcy Information)

The Applicant has not sought protection from creditors or any other form of bankruptcy filings.

Northeast Energy Advisors, LLC

Exhibit C-9
(Merger Information)

Applicant has had no dissolutions, mergers or acquisitions in its history.

Northeast Energy Advisors, LLC

Exhibit C-10
(Merger Information)

Applicant is a stand-alone entity with no affiliate or subsidiary companies.

This foregoing document was electronically filed with the Public Utilities

Commission of Ohio Docketing Information System on

1/30/2017 2:42:28 PM

in

Case No(s). 13-0532-EL-AGG

Summary: Application Renewal Application for Electric Aggregators/Power Brokers
electronically filed by Mr. Stephen M Howard on behalf of Northeast Energy Advisors, LLC