



Public Utilities Commission

PUCO USE ONLY - Version 1.08 May 2016		
Date Received	Renewal Certification Number	ORIGINAL CRS Case Number
		15 - 1045 - GA-CRS

FILE

RENEWAL CERTIFICATION APPLICATION COMPETITIVE RETAIL NATURAL GAS SUPPLIERS

Please **type or print** all required information. Identify all attachments with an exhibit label and title (*Example: Exhibit A-15 - 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 ☐ Retail Natural Gas Marketer

A-2 Applicant information:

Legal Name Save On Energy, LLC
Address 1101 Red Ventures Drive Fort Mill, SC 29707
Telephone No. 704-971-2300 Web site Address www.saveonenergy.com
Current PUCO Certificate No. 15-447G(1) Effective Dates June 29, 2015 through June 29, 2017

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

Name Save On Energy, LLC
Address 1101 Red Ventures Drive Fort Mill, SC 29707
Web site Address www.saveonenergy.com Telephone No. 704-971-2300

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

Save On Energy, LLC

A-5 Contact person for regulatory or emergency matters:

Name C. Brent Moore Title President
Business Address 1101 Red Ventures Drive Fort Mill, SC 29707
Telephone No. 704-971-2300 Fax No. 704-971-2303 Email Address brent@saveonenergy.com

PUCO
2017 MAY 26 AM 11:13

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

Name Christina Burgess Title Business Operations Manager
Business address 1101 Red Ventures Drive Fort Mill, SC 29707
Telephone No. 980-318-5625 Fax No. 704-971-2303 Email Address cburgess@redventures.com

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

Customer service address 1101 Red Ventures Drive Fort Mill, SC 29707
Toll-Free Telephone No. 1-800-279-5230 Fax No. n/a Email Address help@saveonenergy.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 Corporation Service Company Title Registered Agent
Business address 50 West Broad Street Suite 1330 Columbus, OH 43215
Telephone No. 1-800-927-9800 Fax No. 302-636-5454 Email Address cpugh@cscglobal.com

A-9 Applicant's federal employer identification number 20-0103768

A-10 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 |

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 type="checkbox"/>	Vectren Energy Delivery of Ohio	<input type="checkbox"/>	Residential	<input type="checkbox"/>	Small Commercial	<input 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 type="checkbox"/>	Residential	Beginning Date of Service		End Date	
<input type="checkbox"/>	Small Commercial	Beginning Date of Service		End Date	
<input type="checkbox"/>	Large Commercial	Beginning Date of Service		End Date	
<input type="checkbox"/>	Industrial	Beginning Date of Service		End Date	

☐ Dominion East Ohio

<input type="checkbox"/>	Residential	Beginning Date of Service		End Date	
<input type="checkbox"/>	Small Commercial	Beginning Date of Service		End Date	
<input type="checkbox"/>	Large Commercial	Beginning Date of Service		End Date	
<input type="checkbox"/>	Industrial	Beginning Date of Service		End Date	

☐ Duke Energy Ohio

<input type="checkbox"/>	Residential	Beginning Date of Service		End Date	
<input type="checkbox"/>	Small Commercial	Beginning Date of Service		End Date	
<input type="checkbox"/>	Large Commercial	Beginning Date of Service		End Date	
<input type="checkbox"/>	Industrial	Beginning Date of Service		End Date	

☐ Vectren Energy Delivery of Ohio

<input type="checkbox"/>	Residential	Beginning Date of Service		End Date	
<input type="checkbox"/>	Small Commercial	Beginning Date of Service		End Date	
<input type="checkbox"/>	Large Commercial	Beginning Date of Service		End Date	
<input type="checkbox"/>	Industrial	Beginning Date of Service		End Date	

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:

<input type="checkbox"/>	Columbia Gas of Ohio	Intended Start Date	
<input type="checkbox"/>	Dominion East Ohio	Intended Start Date	
<input type="checkbox"/>	Duke Energy Ohio	Intended Start Date	
<input type="checkbox"/>	Vectren Energy Delivery of Ohio	Intended Start Date	

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.
- A-15 **Exhibit A-15 "Company History,"** provide a concise description of the applicant's company history and principal business interests.
- A-16 **Exhibit A-16 "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.*
- A-17 **Exhibit A-17 "Secretary of State,"** 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 **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.
- 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.

☒ 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.
(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 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 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.)

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 **NATURAL GAS 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 current 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 current credit report from Experion, 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 within the two most recent years preceding the application.

SECTION D – APPLICANT TECHNICAL CAPABILITY

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

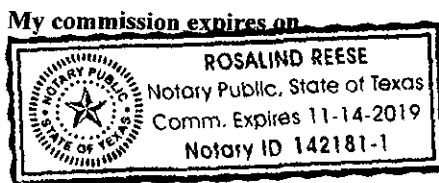
- D-1 **Exhibit D-1 "Operations,"** provide a current written description of the operational nature of the applicant's business. Please include whether the applicant's operations will include the contracting of natural gas purchases for retail sales, the nomination and scheduling of retail natural gas for delivery, and the provision of retail ancillary services, as well as other services used to supply natural gas to the natural gas company city gate for retail customers.
- 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.

C. Bruno Mark - President
Applicant Signature and Title

Sworn and subscribed before me this *23rd* day of *May* Month *2017* Year

Rosalind Reese
Signature of official administering oath

ROSALIND REESE, NOTARY
Print Name and Title





The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service
Affidavit Form
(Version 1.07)

In the Matter of the Application of)

Save On Energy, LLC)

for a Certificate or Renewal Certificate to Provide)
Competitive Retail Natural Gas Service in Ohio.)

Case No. 15 - 1045 -GA-CRS

County of

Dallas

State of

Texas

C. Brent Moore

[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

C. Brent Moore - President

Sworn and subscribed before me this

23rd

day of

May

Month

2017

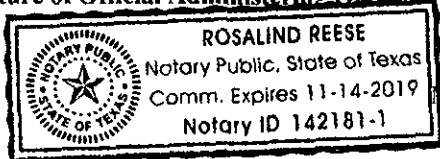
Year

Rosalind Reese

Signature of Official Administering Oath

ROSALIND REESE, NOTARY

Print Name and Title



My commission expires on

11-14-2019



SECTION A – Applicant Information and Services

Exhibit A-8

Save On Energy, LLC does not maintain an office or designated employee within the State of Ohio. Save On Energy, LLC provides marketing services on behalf of suppliers in which it is partnered. Save On Energy, LLC is not a supplier but does operate a website that allows consumers to compare energy rates. We have a registered agent office located within the state, but do not maintain an employee or brick and mortar building. The information listed in this section is of our registered agent.

Exhibit A-14 “Principal Officers, Directors & Partners”

C. Brent Moore
President
1101 Red Ventures Drive
Fort Mill, SC 29707
704-971-2300

Exhibit A-15 “Company History”

Save On Energy, LTD was founded by C. Brent Moore in 2003 to allow consumers to easily compare energy rates among top suppliers in their deregulated area. Save On Energy, LTD was acquired by Red Ventures, LLC in August 2012 and was subsequently converted to a limited liability company in October 2012.

Save On Energy, LLC partners with energy providers in deregulated states to provide marketing services for a fee. The energy providers who partner with Save On Energy, LLC have their products and services featured on the website, www.saveonenergy.com. Consumers are able to comparison shop energy rates in their area via the website. Save On Energy, LLC provides consultation service to residential and commercial consumers who contact one of our 800 numbers. Consumers interested in enrolling will either be routed to the specific supplier or sold the supplier's products (depending upon the terms of the partnership). Contact information of commercial leads may be passed by Save On Energy, LLC to energy partners. This contact information is used by the energy partners to contact consumers directly, however, Save On Energy, LLC may contact the commercial leads and provide quotes from an internal sales center, on the partner's behalf.

Exhibit A-16 “Articles of Incorporation and Bylaws”

There have been no changes since the initial application.

Exhibit A-17 “Secretary of State”

Please find a current Certificate of Good Standing provided by the acting Secretary of State (Exhibit A-17A).

UNITED STATES OF AMERICA
STATE OF OHIO
OFFICE OF THE SECRETARY OF STATE

I, Jon Husted, do hereby certify that I am the duly elected, qualified and present acting Secretary of State for the State of Ohio, and as such have custody of the records of Ohio and Foreign business entities; that said records show SAVE ON ENERGY, LLC, a Texas For Profit Limited Liability Company, Registration Number 2153998, filed on November 26, 2012, is currently in FULL FORCE AND EFFECT upon the records of this office.



*Witness my hand and the seal of the
Secretary of State at Columbus, Ohio
this 16th day of May, A.D. 2017.*

Jon Husted

Ohio Secretary of State

Validation Number: 201713602938



SECTION B - Applicant Managerial Capability and Experience

Exhibit B-1 “Jurisdictions of Operation”

Save On Energy, LLC is currently certified, licensed, registered, or otherwise authorized to provide retail natural gas service, or retail/wholesale electric services in the following jurisdictions:

- Ohio
- Pennsylvania
- Illinois
- Maryland
- Massachusetts
- New Jersey
- Texas
- Delaware

Exhibit B-2 “Experience and Plans”

Save On Energy, LLC partners with energy suppliers to provide marketing services in deregulated markets but does not contract with the consumer directly. All contracts are made between the consumer and the partnered supplier. Save On Energy, LLC acts as a consultative service for the consumer by comparing energy rates listed on its website, www.saveonenergy.com.

Exhibit B-3 “Summary of Experience”

Save On Energy, LLC does not take title to the natural gas. Save On Energy, LLC provides marketing services for suppliers in which it partners with in deregulated states. Supplier services are marketed for residential, commercial and industrial consumers. Suppliers that partner with Save On Energy, LLC operate within the following utility service areas: Columbia Gas of Ohio, Dominion East Ohio, and Duke Energy Ohio. Save On Energy, LLC does not have a number of customers served or volume of gas supplied to provide since we do not take title to the natural gas.

Exhibit B-4 “Disclosure of Liabilities and Investigations”

Save On Energy, LLC does not have any pending or past rulings, judgements, contingent liabilities, revocations of authority, regulatory investigations, or any other matter to report since our last file for certification.



SECTION C – Financial Capability and Experience

Exhibit C-1 “Annual Reports”

Save On Energy, LLC is a limited liability company that is not publicly traded and does not file annual reports for shareholders.

Exhibit C-2 “SEC Filings”

Neither Save On Energy, LLC nor its parent company, Red Ventures, LLC have filed documentation with the SEC. Both companies are privately held firms, not publicly traded and are thus not required to file with the SEC.

Exhibit C-3 “Financial Statements”

Attached are the most recent financial statements for Save On Energy, LLC (See Exhibit C-3A). Save on Energy, LLC is a small firm and does not have audited financials to present. Included in this recertification application are the financial statements (pro forma balance sheet and income statement) for the organization.

Exhibit C-4 “Financial Arrangements”

Save On Energy, LLC is certified as a Retail Natural Gas Aggregator/ Broker with the Public Utility Commission of Ohio. Save On Energy, LLC will only be providing marketing services on behalf of the suppliers in which it is partnered. There are no financial arrangements made to fund or support supplier-related activities. Save On Energy, LLC will not take title to the energy and all transactions are between the consumer and the supplier.

Exhibit C-5 “Forecasted Financial Statements”

Attached are the forecasted income statements for Save On Energy, LLC (See Exhibit C-5A). The financial statements are for the next two years and only include Natural Gas related business activities within the state of Ohio. The basic assumptions for the forecasted financials are as follows:

- Revenue runout based on historical data; attrition due to not growing the customer base in the Ohio gas market currently
- No costs associated in 2017-2019 due to reporting our costs on a consolidated basis (we do not allocate costs by market/commodity) as well as no new-adds.

Financials are prepared by: Katie Greenwood
1101 Red Ventures Drive Fort Mill, SC 29707
kgreenwood@redventures.com
704-697-1320



Exhibit C-6 “Credit Rating”

Save On Energy, LLC is a wholly-owned subsidiary of Red Ventures, LLC. Neither Save On Energy, LLC, nor its parent company, Red Ventures LLC have a credit rating issued by any of the following organizations: Duff and Phelps, Fitch IBCA, Moody’s Investors Service, Standard & Poor’s, or any other similar organizations as they are privately-held firms that do not publish financial information.

Exhibit C-7 “Credit Report”

Save On Energy, LLC is a wholly-owned subsidiary of Red Ventures, LLC. Neither Save On Energy, LLC, nor its parent company, Red Ventures, LLC have a credit report issued by any of the following organizations: Experian, Dun and Bradstreet, or any other similar organization as they are privately-held firms that do not publish financial information.

Exhibit C-8 “Bankruptcy Information”

Save On Energy, LLC does not have any reorganizations, protection from creditors, or any other form of bankruptcy filings from within the past two years to report.

Exhibit C-9 “Merger Information”

Save On Energy, LLC does not have any dissolution, merger, or acquisition from within the past two years to report.

Exhibit C-10 “Corporate Structure”

Organizational Structure:

Save On Energy, LLC

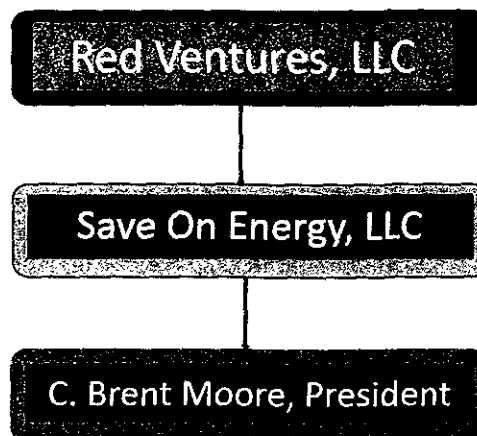


Exhibit C-3A - "Financial Statements"

Save On Energy, LLC
INCOME STATEMENTS

	Actuals	Actuals	April
REVENUE	FY 2015	FY 2016	2017 YTD
Sales Revenue	17,739,404	30,309,001	9,848,704
Other Revenue	-	-	-
Total Revenue	<u>17,739,404</u>	<u>30,309,001</u>	<u>9,848,704</u>
OPERATING EXPENSES			
Operating Costs	13,958,744	15,176,435	4,668,633
General and Administrative Expenses	353,036	1,306,617	620,927
Total Operating Expenses	<u>14,311,780</u>	<u>16,483,052</u>	<u>5,289,560</u>
NET INCOME	<u><u>3,427,624</u></u>	<u><u>13,825,949</u></u>	<u><u>4,559,143</u></u>

Save On Energy, LLC
BALANCE SHEETS

ASSETS	Actuals FY 2015	Actuals FY 2016	April 2017 YTD
CURRENT ASSETS			
Cash and Cash Equivalents	7,527,662	10,635,518	11,165,346
Accounts Receivable, Net	1,478,284	2,525,750	820,725
Total Current Assets	<u>9,005,946</u>	<u>13,161,268</u>	<u>11,986,071</u>
OTHER ASSETS			
Accounts Receivable - Long-Term, Net	-	-	-
Deposits and Other Assets	-	-	-
Total Other Assets	<u>-</u>	<u>-</u>	<u>-</u>
Total Assets	<u>9,005,946</u>	<u>13,161,268</u>	<u>11,986,071</u>
LIABILITIES AND PARTNERS' CAPITAL			
CURRENT LIABILITIES			
Accounts Payable	1,192,648	1,373,588	440,797
Accrued Expenses	-	-	-
Allowance for Chargeback	3,764,510	6,912,944	2,111,394
Total Current Liabilities	<u>4,957,158</u>	<u>8,286,531</u>	<u>2,552,191</u>
OTHER LIABILITIES			
Accrued Loss on Lease Abandonment	-	-	-
Deposits	-	-	-
Total Other Liabilities	<u>-</u>	<u>-</u>	<u>-</u>
Total Liabilities	<u>4,957,158</u>	<u>8,286,531</u>	<u>2,552,191</u>
Equity			
Partners' Equity	621,164	4,048,788	4,874,737
Net Income	3,427,624	13,825,949	4,559,143
Dividends	-	(13,000,000)	-
Net Equity	4,048,788	4,874,737	9,433,880
Total Liabilities and Equity	<u>9,005,946</u>	<u>13,161,268</u>	<u>11,986,071</u>

Save On Energy, LLC
STATEMENT OF CASH FLOWS
FY 2015 as of December 31, 2015

CASH FLOWS FROM OPERATING ACTIVITIES	
Net Income	3,427,624
(Gain) Loss on Investment in Unconsolidated Subsidiaries	-
(Gain) Loss on Disposal of Property and Equipment	-
(Increase) Decrease in Assets(Liabilities):	-
Accounts Receivable	(1,004,133)
Prepays and Other Current Assets	-
Deposits and Other Assets	-
Due from Related Parties	-
Accounts Payable	563,570
Accrued Expenses	-
Chargeback Accrual	2,740,601
Other Liabilities	-
NET CASH PROVIDED BY OPERATING ACTIVITIES	<u>5,727,662</u>
CASH FLOWS FROM INVESTING ACTIVITIES	
Purchase of Property and Equipment	-
Purchase of Construction in Progress	-
Cash Paid for Cost Method Investments	-
Purchase of Intangible Asset	-
Net Advances to Unconsolidated Subsidiaries	-
NET CASH PROVIDED BY INVESTING ACTIVITIES	<u>-</u>
CASH FLOWS FROM FINANCING ACTIVITIES	
Distributions Paid	-
Repurchase of Common Units (Net of Sales)	-
Deferred Financing Costs	-
Proceeds on Long-Term Debt, Net	-
Payments on Note Payable to Related Party	-
NET CASH USED BY FINANCING ACTIVITIES	<u>-</u>
NET DECREASE IN CASH AND CASH EQUIVALENTS	5,727,662
Cash and Cash Equivalents - Beginning of Year	1,800,000
CASH AND CASH EQUIVALENTS - END OF PERIOD	<u>7,527,662</u>

Save On Energy, LLC
STATEMENT OF CASH FLOWS
FY 2016 as of December 31, 2016

CASH FLOWS FROM OPERATING ACTIVITIES

Net Income	13,825,949
(Gain) Loss on Investment in Unconsolidated Subsidiaries	-
(Gain) Loss on Disposal of Property and Equipment	-
(Increase) Decrease in Assets(Liabilities):	-
Accounts Receivable	(1,047,466)
Prepays and Other Current Assets	-
Deposits and Other Assets	-
Due from Related Parties	-
Accounts Payable	180,939
Accrued Expenses	-
Chargeback Accrual	3,148,434
Other Liabilities	-
NET CASH PROVIDED BY OPERATING ACTIVITIES	<u>16,107,856</u>

CASH FLOWS FROM INVESTING ACTIVITIES

Purchase of Property and Equipment	-
Purchase of Construction in Progress	-
Cash Paid for Cost Method Investments	-
Purchase of Intangible Asset	-
Net Advances to Unconsolidated Subsidiaries	-
NET CASH PROVIDED BY INVESTING ACTIVITIES	<u>-</u>

CASH FLOWS FROM FINANCING ACTIVITIES

Distributions Paid	(13,000,000)
Repurchase of Common Units (Net of Sales)	-
Deferred Financing Costs	-
Proceeds on Long-Term Debt, Net	-
Payments on Note Payable to Related Party	-
NET CASH USED BY FINANCING ACTIVITIES	<u>(13,000,000)</u>

NET DECREASE IN CASH AND CASH EQUIVALENTS 3,107,856

Cash and Cash Equivalents - Beginning of Year 7,527,662

CASH AND CASH EQUIVALENTS - END OF PERIOD **10,635,518**

Save On Energy, LLC
STATEMENT OF CASH FLOWS
YTD as of April 30, 2017

CASH FLOWS FROM OPERATING ACTIVITIES	
Net Income	4,559,143
(Gain) Loss on Investment in Unconsolidated Subsidiaries	-
(Gain) Loss on Disposal of Property and Equipment	-
(Increase) Decrease in Assets(Liabilities):	-
Accounts Receivable	1,705,025
Prepays and Other Current Assets	-
Deposits and Other Assets	-
Due from Related Parties	-
Accounts Payable	(932,791)
Accrued Expenses	-
Chargeback Accrual	(4,801,549)
Other Liabilities	-
NET CASH PROVIDED BY OPERATING ACTIVITIES	<u>529,828</u>
CASH FLOWS FROM INVESTING ACTIVITIES	
Purchase of Property and Equipment	-
Purchase of Construction in Progress	-
Cash Paid for Cost Method Investments	-
Purchase of Intangible Asset	-
Net Advances to Unconsolidated Subsidiaries	-
NET CASH PROVIDED BY INVESTING ACTIVITIES	<u>-</u>
CASH FLOWS FROM FINANCING ACTIVITIES	
Distributions Paid	-
Repurchase of Common Units (Net of Sales)	-
Deferred Financing Costs	-
Proceeds on Long-Term Debt, Net	-
Payments on Note Payable to Related Party	-
NET CASH USED BY FINANCING ACTIVITIES	<u>-</u>
NET DECREASE IN CASH AND CASH EQUIVALENTS	529,828
Cash and Cash Equivalents - Beginning of Year	10,635,518
CASH AND CASH EQUIVALENTS - END OF PERIOD	<u>11,165,346</u>

Save On Energy, LLC
INCOME STATEMENTS

	Projection FY 2017	Projection FY 2018	Projection FY 2019
REVENUE			
Sales Revenue	713,998	356,999	178,500
Other Revenue	-	-	-
Total Revenue	<u>713,998</u>	<u>356,999</u>	<u>178,500</u>
OPERATING EXPENSES			
Operating Costs	-	-	-
General and Administrative Expenses	-	-	-
Total Operating Expenses	<u>-</u>	<u>-</u>	<u>-</u>
NET INCOME	<u><u>713,998</u></u>	<u><u>356,999</u></u>	<u><u>178,500</u></u>

Save On Energy, LLC
BALANCE SHEETS

ASSETS	Projection FY 2017	Projection FY 2018	Projection FY 2019
CURRENT ASSETS			
Cash and Cash Equivalents	2,041,080	2,427,829	2,621,204
Accounts Receivable, Net	59,500	29,750	14,875
Total Current Assets	<u>2,100,580</u>	<u>2,457,579</u>	<u>2,636,079</u>
OTHER ASSETS			
Accounts Receivable - Long-Term, Net	-	-	-
Deposits and Other Assets	-	-	-
Total Other Assets	<u>-</u>	<u>-</u>	<u>-</u>
Total Assets	<u><u>2,100,580</u></u>	<u><u>2,457,579</u></u>	<u><u>2,636,079</u></u>
LIABILITIES AND PARTNERS' CAPITAL			
CURRENT LIABILITIES			
Accounts Payable	-	-	-
Accrued Expenses	-	-	-
Allowance for Chargeback	-	-	-
Total Current Liabilities	<u>-</u>	<u>-</u>	<u>-</u>
OTHER LIABILITIES			
Accrued Loss on Lease Abandonment	-	-	-
Deposits	-	-	-
Total Other Liabilities	<u>-</u>	<u>-</u>	<u>-</u>
Total Liabilities	<u><u>-</u></u>	<u><u>-</u></u>	<u><u>-</u></u>
Equity			
Partners' Equity	1,386,582	2,100,580	2,457,579
Net Income	713,998	356,999	178,500
Dividends	-	-	-
Net Equity	2,100,580	2,457,579	2,636,079
Total Liabilities and Equity	<u><u>2,100,580</u></u>	<u><u>2,457,579</u></u>	<u><u>2,636,079</u></u>

Save On Energy, LLC
STATEMENT OF CASH FLOWS
FY 2017 as of December 31, 2017

CASH FLOWS FROM OPERATING ACTIVITIES

Net Income	713,998
(Gain) Loss on Investment in Unconsolidated Subsidiaries	-
(Gain) Loss on Disposal of Property and Equipment	-
(Increase) Decrease in Assets(Liabilities):	-
Accounts Receivable	19,833
Prepays and Other Current Assets	-
Deposits and Other Assets	-
Due from Related Parties	-
Accounts Payable	(5,064)
Accrued Expenses	-
Chargeback Accrual	-
Other Liabilities	-
NET CASH PROVIDED BY OPERATING ACTIVITIES	728,767

CASH FLOWS FROM INVESTING ACTIVITIES

Purchase of Property and Equipment	-
Purchase of Construction in Progress	-
Cash Paid for Cost Method Investments	-
Purchase of Intangible Asset	-
Net Advances to Unconsolidated Subsidiaries	-
NET CASH PROVIDED BY INVESTING ACTIVITIES	-

CASH FLOWS FROM FINANCING ACTIVITIES

Distributions Paid	-
Repurchase of Common Units (Net of Sales)	-
Deferred Financing Costs	-
Proceeds on Long-Term Debt, Net	-
Payments on Note Payable to Related Party	-
NET CASH USED BY FINANCING ACTIVITIES	-

NET DECREASE IN CASH AND CASH EQUIVALENTS **728,767**

Cash and Cash Equivalents - Beginning of Year **1,312,313**

CASH AND CASH EQUIVALENTS - END OF PERIOD **2,041,080**

Save On Energy, LLC
STATEMENT OF CASH FLOWS
FY 2018 as of December 31, 2018

CASH FLOWS FROM OPERATING ACTIVITIES

Net Income	356,999
(Gain) Loss on Investment in Unconsolidated Subsidiaries	-
(Gain) Loss on Disposal of Property and Equipment	-
(Increase) Decrease in Assets(Liabilities):	-
Accounts Receivable	29,750
Prepays and Other Current Assets	-
Deposits and Other Assets	-
Due from Related Parties	-
Accounts Payable	-
Accrued Expenses	-
Chargeback Accrual	-
Other Liabilities	-
NET CASH PROVIDED BY OPERATING ACTIVITIES	386,749

CASH FLOWS FROM INVESTING ACTIVITIES

Purchase of Property and Equipment	-
Purchase of Construction in Progress	-
Cash Paid for Cost Method Investments	-
Purchase of Intangible Asset	-
Net Advances to Unconsolidated Subsidiaries	-
NET CASH PROVIDED BY INVESTING ACTIVITIES	-

CASH FLOWS FROM FINANCING ACTIVITIES

Distributions Paid	-
Repurchase of Common Units (Net of Sales)	-
Deferred Financing Costs	-
Proceeds on Long-Term Debt, Net	-
Payments on Note Payable to Related Party	-
NET CASH USED BY FINANCING ACTIVITIES	-

NET DECREASE IN CASH AND CASH EQUIVALENTS **386,749**

Cash and Cash Equivalents - Beginning of Year **2,041,080**

CASH AND CASH EQUIVALENTS - END OF PERIOD **2,427,829**

Save On Energy, LLC
STATEMENT OF CASH FLOWS
FY 2019 as of December 31, 2019

CASH FLOWS FROM OPERATING ACTIVITIES

Net Income	178,500
(Gain) Loss on Investment in Unconsolidated Subsidiaries	-
(Gain) Loss on Disposal of Property and Equipment	-
(Increase) Decrease in Assets(Liabilities):	-
Accounts Receivable	14,875
Prepays and Other Current Assets	-
Deposits and Other Assets	-
Due from Related Parties	-
Accounts Payable	-
Accrued Expenses	-
Chargeback Accrual	-
Other Liabilities	-
NET CASH PROVIDED BY OPERATING ACTIVITIES	<u>193,375</u>

CASH FLOWS FROM INVESTING ACTIVITIES

Purchase of Property and Equipment	-
Purchase of Construction in Progress	-
Cash Paid for Cost Method Investments	-
Purchase of Intangible Asset	-
Net Advances to Unconsolidated Subsidiaries	-
NET CASH PROVIDED BY INVESTING ACTIVITIES	<u>-</u>

CASH FLOWS FROM FINANCING ACTIVITIES

Distributions Paid	-
Repurchase of Common Units (Net of Sales)	-
Deferred Financing Costs	-
Proceeds on Long-Term Debt, Net	-
Payments on Note Payable to Related Party	-
NET CASH USED BY FINANCING ACTIVITIES	<u>-</u>

NET DECREASE IN CASH AND CASH EQUIVALENTS 193,375

Cash and Cash Equivalents - Beginning of Year 2,427,829

CASH AND CASH EQUIVALENTS - END OF PERIOD **2,621,204**



SECTION D – Applicant Technical Capability

Exhibit D-1 “Operations”

Save On Energy, LLC partners with energy providers in deregulated states to provide marketing services. Consumers are able to comparison shop energy rates on the website, www.saveonenergy.com. Save On Energy, LLC can be contacted via one of our 800 numbers, where consultative services are provided to consumers. Save On Energy, LLC does not contract with consumers directly. Each supplier in which Save On Energy, LLC is partnered with is responsible for all contracts and billing. Save On Energy, LLC does not take title to the natural gas.

Exhibit D-2 “Operations Expertise”

Save On Energy has provided consultative and marketing services in deregulated markets since 2003. Exhibit D-3A provides the expertise and ability demonstrated by the President of Save On Energy, LLC, C. Brent Moore.

Exhibit D-3 “Key Technical Personnel”

C. Brent Moore; President
brent@saveonenergy.com
704-971-2300

Please find C. Brent Moore’s resume attached in Exhibit D-3A

Exhibit D-3A "Key Technical Personnel"

Managerial Licensing Requirements

Managerial Contact: Brent Moore

Title: President of Save On Energy, LLC and Senior Vice President at Red Ventures

C. BRENT MOORE

brent@SaveOnEnergy.com

8117 Preston Road, Suite 300

Dallas, TX 75225

(214) 707-7687

SENIOR EXECUTIVE

Combine entrepreneurial vision with business acumen to drive sales and profits for startups and industry leaders. Record of improving operations, enhancing ROI, gross margins and shareholder value in times of economic expansion and contraction. Managed up to 125 employees. Skilled at building and developing high performance teams. Additional expertise in:

- P&L
- Startups & Turnarounds
- Business Development
- Sales & Marketing
- Operations
- Business/Financial Modeling
- Raising Financing
- Strategic Planning
- Recruiting & Training

SELECT ACCOMPLISHMENTS

Founded and built SaveOnEnergy into an attractive acquisition target. Set up legal entity, developed business plans and financial modeling. Crafted marketing strategy, including brand and website. Built company into one of the largest competitive energy price comparison and lead generation platforms in North America, serving all deregulated markets.

Raised \$2.4 million equity / debt in exchange for a minority stake in SaveOnEnergy. Needed to recapitalize company to take it to the next level. Developed private equity road show presentation, high-level operating plan, budgets, and negotiated agreement. Maintained majority shareholder position.

Turned around airBand Communications. Developed and implemented reorganization plan, dividing company into three separate revenue producing business segments (Business Services, Enterprise Services, and Carrier services). Restructured compensation to align with corporate goals. Increased revenues from \$7 million to \$20 million (300%) while reducing costs by 35%.

Instrumental in securing \$60 million in financing for airBand. airBand had raised \$50 million, but was in danger of losing its funding. Secured initial funding and played key role on executive team to raise \$10 million in additional series "C" round of financing.

Propelled dismal performer from 28th to 4th largest branch at Winstar Communications. Branch was ranked 28 out of 28 branches. Rebuilt team, recruiting, hiring and training high performance team of sales managers. Implemented incentive plans that drove dramatic growth.

Grew CapRock Communications to \$30 million in annual revenue. Managed operating expenses to maintain profitability. Built new channel partner division from ground up. Developed third party sales channel of agents and resellers and hired and trained supporting staff.

CAREER HISTORY

Save On Energy, LLC. (OBA SaveOnEnergy.com), Dallas, TX 2003 to Present
Leading source for energy information for consumers researching emerging energy markets.

Founder and Managing Partner

Grew company into the premiere online destination for commercial and residential customers looking to shop for and save on electricity and natural gas across North America.

- Manage strategic direction and partnerships in all deregulated markets.
- Craft and implement sales and marketing strategies, including traditional techniques, as well as online advertising, paid search and SEO.
- Develop new business both B2B and B2C.
- Started company, establishing organizational infrastructure (entity formation, legal, finance, HR and overall operations).

airBand Communications, Dallas, TX 2001 to 2003
The largest fixed wireless provider serving businesses in the United States.

Executive Vice President - Sales and Marketing

Managed four Business Units including Sales, Marketing, Business Development, and Real Estate.

- Secured \$60 million in financing from leading venture capital firms, including Sevin Rosen Funds, Battery Ventures and Crescendo Ventures.
- Grew revenue from \$7 million to \$20 million.
- Directed Profit & Loss management for over 100 employees with a \$20 million budget, including Op-Ex and Cap-Ex, with monthly accountability to the board of directors.
- Developed and implemented new compensation plans to drive company metrics.
- Created, developed and managed company website.
- Managed all marketing, public relations and advertising for company.

Winstar Communications, Dallas, TX 1999 to 2001
Broadband service provider for business customers.

Vice President/General Manager

Led multiple divisions while managing over 125 employees and a \$13 million budget.

- Directed divisions including sales, account management, operations, network deployment, marketing, finance, business development and LAN and network administration.
- Established process standards and built successful team environments, filling key management and technical positions and reducing unwanted employee turnover.

CapRock Communications, Dallas, TX 1996 to 1999
Provides broadband Internet, secure corporate networking, Voice over IP, and real-time video.

Director of Sales

Held P&L responsibility while managing over 25 employees and 300 indirect sales agents.

- Developed, built and managed alternate channel sales and service.
- Drove sales from \$10 million to \$30 million.
- Implemented all products, marketing materials and compensation plans.

- Landed key contracts with accounts including HEB food stores, with over 300 locations in Texas.

MFS Communications, Dallas, TX

1994 to 1996

A leading provider of communication services for business and government.

Agent Sales Manager

Trained and managed sales agents and dealers for state of Texas.

- Grew territory to over 50 sales agents and averaged over 150% to plan.
- Achieved #1 ranking in country for all 14 months in position.
- Penetrated and sold long distance products to small and medium sized businesses.

MCI Communications, Dallas, TX

1993 to 1994

Deliver innovative global and local communication services.

Territory Sales Representative

Top performer and key individual contributor to sales organization.

- Sold MCI products to small and medium sized businesses.
- Ranked consistently in the top 15% in region and top 5% in Dallas.

EDUCATION

BA, Psychology, Texas State University, San Marcos, TX