

PUCO USE ONLY - Version 1.08 May 2016		
Date Received	Case Number	Certification Number
	17-1963 - GA-CRS	

FILE

**INITIAL CERTIFICATION APPLICATION  
COMPETITIVE RETAIL NATURAL GAS SUPPLIERS**

17-1963  
- GA-CRS

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 be certified as: (check all that apply)**

☒ Retail Natural Gas Aggregator ☐ Retail Natural Gas Broker ☒ Retail Natural Gas Marketer

**A-2 Applicant information:**

Legal Name Archer Energy, LLC  
Address 4026 N Hampton Dr. Powell, OH 43065  
Telephone No. (844) 795-7491 Web site Address www.archerenergy.com

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

Name Archer Energy  
Address 4026 N Hampton Dr. Powell, OH 43065  
Web site Address www.archerenergy.com Telephone No. (844) 795-7491

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

Archer Energy

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

Name Mr. Grant T. Christman Title Vice President  
Business Address 4026 North Hampton Dr. Powell, OH 43065  
Telephone No. (844) 795-7491 Fax No. (614) 360-3542 Email Address gchristman@archerenergy.com

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.   
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 PUCO  
 ARCHER ENERGY, LLC  
 SEP 08 2017  
 Date processed SEP 08 2017  
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**A-6 Contact person for Commission Staff use in investigating customer complaints:**

Name Mr. Grant T Christman Title Vice President  
Business address 4026 N Hampton Dr. Powell, OH 43065  
Telephone No. (844) 795-7491 Fax No. (614) 360-3542 Email Address gchristman@archerenergy.com

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

Customer service address 4026 N Hampton Dr. Powell, OH 43065  
Toll-Free Telephone No. (844) 795-7491 Fax No. (614) 360-3542 Email Address info@archerenergy.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 Mr. Grant T. Christman Title Vice President  
Business address 4026 N Hampton Dr. Powell, OH 43065  
Telephone No. (844) 795-7491 Fax No. (614) 360-3542 Email Address gchristman@archerenergy.com

**A-9 Applicant's federal employer identification number 47-2060931**

**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 checked="" type="checkbox"/>	Vectren Energy Delivery of Ohio	<input checked="" type="checkbox"/>	Residential	<input checked="" type="checkbox"/>	Small Commercial	<input checked="" type="checkbox"/>	Large Commercial / Industrial

**A-12** If applicant or an affiliated interest previously participated in any of Ohio's Natural Gas Choice Programs, for each service area and customer class, provide approximate start date(s) and/or end date(s) that the applicant began delivering and/or ended services.

☐ Columbia Gas of Ohio

<input 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 checked="" type="checkbox"/>	Columbia Gas of Ohio	Intended Start Date	01/01/2018
<input checked="" type="checkbox"/>	Dominion East Ohio	Intended Start Date	01/01/2018
<input checked="" type="checkbox"/>	Duke Energy Ohio	Intended Start Date	01/01/2018
<input checked="" type="checkbox"/>	Vectren Energy Delivery of Ohio	Intended Start Date	01/01/2018

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,"** if applicable, provide the articles of incorporation filed with the state or jurisdiction in which the applicant is incorporated and any amendments thereto.
- A-17 **Exhibit A-17 "Secretary of State,"** provide evidence that the applicant is 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 to be certified to provide (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 it is seeking to be certified to provide.

- 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 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 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.

☒ 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, 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 current 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.

## **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.

Applicant Signature and Title

*[Signature]* President

Sworn and subscribed before me this 7<sup>th</sup> day of September Month 2017 Year

Signature of official administering oath

*[Signature]*

Print Name and Title

Andrew Callion, notary public



My commission expires on Nov 8, 2021  
**ANDREW R. CALLION**  
 Notary Public, State of Ohio  
 My Comm. Expires 11-08-2021

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Archer Energy LLC

⑦



# The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service  
Affidavit Form  
(Version 1.07)

In the Matter of the Application of )

Archer Energy, LLC )

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

Case No.

-

-GA-CRS

County of


State of

I, Mr. Andy Mitrey, President of Archer Energy, LLC

[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

 President

Sworn and subscribed before me this

day of

Month

Year



Signature of Official Administering Oath

Print Name and Title



ANDREW R. CALLION  
Notary Public, State of Ohio  
My Comm. Expires 11-08-2021

My commission expires on

(CRNGS Supplier -Version 1.08) Page 8 of 8



**Section A**

**Applicant Information and Services**  
**A-14 through A-17**

**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.

**Mr. Andy Mitrey – President & Chief Executive Officer**  
4026 N Hampton Rd.,  
Powell, OH 43065  
(614) 450-1860

**Mr. Grant T. Christman – Vice President & Officer**  
4026 N Hampton Rd.,  
Powell, OH 43065  
(614) 450-1860

**Mr. Andrew Ernst – Vice President & Officer**  
4026 N Hampton Rd.,  
Powell, OH 43065  
(614) 450-1860

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

**Response:** Archer Energy's principal business interest is to be a leading retail natural gas and electricity supplier in selected markets throughout the country. Archer Energy is led by industry executives that have significant retail natural gas experience from prior ventures who believe in creating a reliable and efficient operating platform that adapts quickly to ever changing markets and caters to clients' needs. Archer Energy was founded in 2014 by Mr. Andy Mitrey, who serves as the company's President and CEO. Prior to September 1, 2017, Mr. Mitrey, and by association Archer Energy, was prohibited from entering certain states and/or market areas related to the sale of Border Energy to IGS Energy in 2014. Consequently, Archer Energy focused its efforts primarily on serving customers in the following market areas, Black Hills Energy (Wyoming, natural gas), Citizens Energy (Indiana, natural gas), Peoples Gas (Illinois, natural gas) and National Grid (Rhode Island, electricity).

A-16 **Exhibit A-16 "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.



DATE	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
10/17/2014	201428901517	ARTICLES OF ORGNZTN/DOM. PROFIT LIM.LIAB. CO. (LCP)	125.00	0.00	0.00	0.00	0.00

**Receipt**

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

ARCHER ENERGY  
ATTN: ANDY MITREY  
9380 PINE CREEK  
POWELL, OH 43065

# STATE OF OHIO CERTIFICATE

Ohio Secretary of State, Jon Husted  
2335679

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

**ARCHER ENERGY, LLC**

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

Document(s)

**ARTICLES OF ORGNZTN/DOM. PROFIT LIM.LIAB. CO.**

Effective Date: 10/16/2014

Document No(s):

**201428901517**



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  
17th day of October, A.D. 2014.

*Jon Husted*  
Ohio Secretary of State



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](http://www.OhioSecretaryofState.gov)  
[BusServ@OhioSecretaryofState.gov](mailto:BusServ@OhioSecretaryofState.gov)

Mail this form to one of the following:

Regular Filing (non expedite)  
P.O. Box 670  
Columbus, OH 43216

Expedite Filing (Two-business day processing  
time requires an additional \$100.00).  
P.O. Box 1390  
Columbus, OH 43216

## Articles of Organization for a Domestic Limited Liability Company

Filing Fee: \$125

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)

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Name of Limited Liability Company **Archer Energy, 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)

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

Archer Energy, 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

Andy Mitrey

Name of Agent

9360 Pine Creek Dr

Mailing Address

Powell

City

OH

State

43085

ZIP Code

## ACCEPTANCE OF APPOINTMENT

The undersigned, Andy Mitrey

Statutory Agent Name

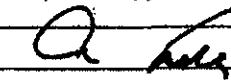
named herein as the statutory agent

for Archer Energy, LLC

Name of Limited Liability Company

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

Statutory Agent Signature




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.



Signature

By (if applicable)

Andy Wiley

Print Name

Signature

By (if applicable)

Print Name

Signature

By (if applicable)

Print Name

A-17 Exhibit A-17 "Secretary of State," provide evidence that the applicant is currently registered with the Ohio Secretary of the State.

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 ARCHER ENERGY, LLC, an Ohio For Profit Limited Liability Company, Registration Number 2335679, was organized within the State of Ohio on October 16, 2014, 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 1st day of September, A.D. 2017.*

*Jon Husted*

Ohio Secretary of State

Validation Number: 201724401168



## **Section B**

# **Applicant Managerial Capability and Experience**

**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.

**Response:** Archer Energy is currently licensed to provide retail natural gas service to customers in the following areas: Peoples Gas Delivery (Illinois), Citizens Energy (Indiana), and Black Hills Energy (Wyoming). Archer Energy is licensed to provide retail electric service to customers in the following areas: National Grid (Rhode Island).

Additionally, as of September 8<sup>th</sup>, Archer Energy has an application pending before the Washington DC Public Service Commission for authority to provide retail electricity to customers in all service territories governed by this regulatory body.

**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.

**Response:** Archer Energy has significant experience contracting with and providing retail natural gas supply to retail choice customers. It is company policy that all enrollments are supported by either a contract or independent third party verification of customers' intent to have Archer Energy as their natural gas supplier. Archer Energy currently serves thousands of retail choice customers and to date has not had a formal complaint successfully lobbied against the company.

For the avoidance of confusion and the ease of all parties, Archer Energy intends to utilize Utility Consolidated Billing (UCB) whenever possible. While it is our first choice to utilize UCB, Archer Energy can easily move to a direct billing platform where UCB is unavailable or circumstances necessity invoicing customers directly. Archer Energy already operates in a market area where it is responsible for providing a bill directly to customers in a timely manner. In either case, UCB or an internally created bill provided to customers, Archer Energy's charges are provided in a clear and concise manner along with our toll-free phone number such that customers may easily reach us to discuss their bill or any issues they may have with their natural gas supply service.

In the event of a customer dispute, Archer Energy has dispute resolution procedures in place, maintained by Mr. Andrew Ernst, CPA. Mr. Ernst created the policies and procedures for the call center, customer complaint resolution, and also managed utility

and commission complaints for his former employer, Border Energy, Inc. serving the needs of nearly 100,000 residential gas and electricity customers.

Highlights of the Archer Energy's dispute resolution procedures include:

- Archer will use its best efforts to resolve the dispute in the most efficient and timely manner possible.
- Archer will acknowledge all written complaints either in writing or by personal contact.
- Archer will maintain a detailed record of each complaint, the results of the investigation, and the final disposition of the complaint.

Further, Archer Energy intends to adhere to Commission Rules adopted in Section 4929.22 of the Revised Code and those contained in Chapter 4901:01-29 of the Ohio Administrative Code as amended from time to time.

**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 to be certified to provide (e.g., number and types of customers served, utility service areas, volume of gas supplied, etc.).

**Response:** Redacted; Filed under confidential seal.

**B-4**    **Exhibit B-4 "Disclosure of Liabilities & 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 it is seeking to be certified to provide.

**Response:** Archer Energy has no 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 service to customers.

(Continued on next page)

**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 within the past five years.

**Response:** Archer Energy, nor any of its principal officers have been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws.

**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.

**Response:** Archer Energy has not had any certification, license, or application to provide retail natural gas or retail/wholesale electric service denied, curtailed, suspended or revoked, nor has it ever been in default for failure to deliver natural gas.

## **Section C**

# **Applicant Financial Capability and Experience**

- 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.

**Response:** Exhibit C-1 is not applicable to Archer Energy, as it is not a publicly traded company; it is a small privately held limited liability company and does not produce an annual report to shareholders.

- C-2** **Exhibit C-2 "Annual Reports,"** 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.

**Response:** Exhibit C-2 is not applicable to Archer Energy, as it is not a publicly traded company; it is a small privately held limited liability company and is not required to file any documents with the SEC

- 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).

**Response:** Redacted; Filed under confidential seal.

- 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.) 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.

**Response:** Redacted; Filed under confidential seal.

- 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.

**Response:** Redacted; Filed under confidential seal.

- C-6** **Exhibit C-6 "Credit Rating,"** provide a statement disclosing the applicant's current credit rating as reported by two of the following organizations: Duff & Phelps, Dun and Bradstreet Information Services, Fitch IBCA, Moody's Investors Service, Standard & Poors, or a similar organization. In instances where an applicant does not have its own credit ratings, it may substitute the credit ratings of a parent or affiliate organization, provided the applicant submits a statement signed by a principal officer of the applicant's parent or affiliate organization that guarantees the obligations of the applicant. If an applicant or its parent does not have such a credit rating, enter "N/A" in Exhibit C-6.

**Response:** N/A

**C-7**    **Exhibit C-7 "Credit Report,"** provide a copy of the applicant's current credit report from Experian, Dun and Bradstreet, or a similar organization. An applicant that provides an investment grade credit rating for Exhibit C-6 may enter "N/A" for Exhibit C-7.

**Response:** A copy of a credit report by Dun & Bradstreet is provided beginning on the following page



## Summary

Order Reference: dustin.lamonica@dandb.com | Report as of: 09-05-2017

using Currency as USD (Change)

### ARCHER ENERGY, LLC

Tradestyle(s): -

**ACTIVE** **SINGLE LOCATION**

**Address:** 4026 North Hampton Dr Powell, Moved From: 4145 Powell Rd, Powell, Oh, Powell, OH, 43065, UNITED STATES  
**Phone:** (614) 450-1860  
**D-U-N-S:** 07-969-3561  
**In Portfolio:** Yes  
**Tags:** No tags  
**Alerts:** No alerts

#### Company Profile

##### D-U-N-S

07-969-3561

##### Legal Form

Corporation (US)

##### History Record

Incomplete

##### Date Incorporated

10-16-2014

##### State of Incorporation

Ohio

##### Ownership

Not publicly traded

##### Mailing Address

United States

##### Telephone

(614) 450-1860

##### Employees

5

##### Age (Year Started)

3 years (2014)

##### Named Principal

Andrew Mitrey, PRES

##### Line of Business

Combination utilities

#### D&B GUIDANCE

##### Overall Business Risk



##### Dun & Bradstreet Thinks...

- Overall assessment of this organization over the next 12 months: **STABILITY CONCERNS**
- Based on the predicted risk of business discontinuation: **INCREASED LIKELIHOOD OF BUSINESS CLOSURE**
- Based on the predicted risk of severely delinquent payments: **MODERATE POTENTIAL FOR SEVERELY DELINQUENT PAYMENTS**

Archer Energy LLC

25

**Maximum Credit  
Recommendation**

US\$ 37,500

The recommended limit is based on  
a moderately low probability of  
severe delinquency.

**Risk Assessment**

**D&B Viability Rating**

**Portfolio Comparison Score**

5

Low Risk (1)

High Risk (9)

Company's risk level is: **MODERATE**

Probability that a company will go out of business, become  
dormant/inactive, or file for bankruptcy/insolvency within the next 12  
months: 5%

**Risk of Bad Debt Write-off Formerly Financial Stress Score**

30

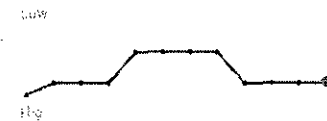
Low Risk (100)

Company's risk level is: **MODERATE-HIGH**

High Risk (1)

Based on the D&B Failure Score, the probability of failure for this company in the next 12 months is  
0.47% , which makes it a Moderate-High risk for you to incur a write-off.

**Past 12 Months**



**Cash Flow Risk Formerly Commercial Credit Score**

53

Low Risk (100)

Company's risk level is: **MODERATE**

High Risk (1)

Based on a D&B Delinquency Score of 53

Based on the D&B Delinquency Score reporting a payment behavior of **INCONSISTENT AND/OR SLOWER PAYMENTS** , this company is predicted to have a Moderate risk of a negative impact to  
your cash flow.

**Past 12 Months**



**Payment Behavior**

68

Low Risk (100)

Company's risk level is: **LOW-MODERATE**

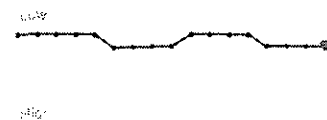
High Risk (0)

Days Beyond Terms : 17

Based on a D&B PAYDEX® of 68

According to the D&B PAYDEX® Score, this company paid its vendors on 17 days beyond credit  
terms.

**Past 24 Months**



**D&B Rating**

Current Rating as of 01-12-2016

**Special Rating**

Archer Energy LLC

26

\*\*\* : Undetermined

Archer Energy LLC

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## PEER COMPARISON

Peer comparison with similar companies based on industry and proximity.

Range

### This Company

### Local Peers

Total Revenue

US\$

US\$ 1,143,691

Number of Employees

5

8

Age of Business

3 years

13 years

Cash Flow Risk

This Company Moderate

Local Peers Low-Moderate

Low Risk

High Risk

Low Risk

High Risk

Risk of Debt Write-off

This Company Moderate-High

Local Peers

Low Risk

High Risk

Low Risk

High Risk

Average Days Beyond Terms

This Company 17 days

Local Peers 8 days

0 days

90 days

0 days

90 days

## INQUIRIES

The number of individual product(s) purchased by a customer(s) on this D&B D-U-N-S® Number in each time frame.

View by Summary

3 Months

0

12 Months

5

View by Industry

Total Inquiries: 5

Show : 12 Month

Finance, Insurance and Re

3

Services

1

Public Administration

1

## Legal Events

## Trade Payments

Events

Occurrences

Last Filed

Bankruptcies

0

-

Judgements

0

-

Liens

0

-

Highest Past Due

US\$ 250

Archer Energy LLC

28

Suits 0  
UCC 3 05-02-2016

Highest Now Owing  
**US\$ 500**

Total Trade Experiences  
**5**

Largest High Credit  
**US\$ 500**

Average High Credit  
**US\$ 216**

### Ownership

This company is a **Single Location**

### Financial Overview

This company does not have a Financial Summary.

### Web Search

### Recent Alerts

There are no alerts to display.

## Risk Assessment

### D&B GUIDANCE

#### Overall Business Risk



#### Dun & Bradstreet Thinks...

- Overall assessment of this organization over the next 12 months: **STABILITY CONCERNS**
- Based on the predicted risk of business discontinuation: **INCREASED LIKELIHOOD OF BUSINESS CLOSURE**
- Based on the predicted risk of severely delinquent payments: **MODERATE POTENTIAL FOR SEVERELY DELINQUENT PAYMENTS**

Archer Energy LLC

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**Maximum Credit Recommendation**

**US\$ 37,500**

The recommended limit is based on a moderately low probability of severe delinquency.

**D&B Viability Rating**

**Portfolio Comparison Score**

**5**

Level of risk  
**Moderate**

Rating Confidence Level  
**Robust Predictions**

Low Risk (1)

High Risk (9)

Probability of becoming no longer viable  
**5%**

Percentage of businesses ranked with this score  
**11%**

Average probability of becoming no longer viable  
**5%**

**Risk Of Bad Debt Write-Off Formerly Financial Stress Score**

**30**

Low Risk (100)

High Risk (1)

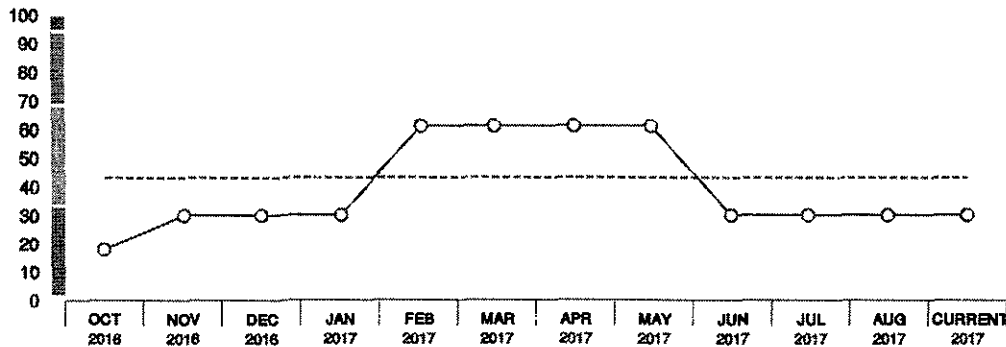
- Limited time under present management control
- Low proportion of satisfactory payment experiences to total payment experiences
- Low Paydex Score
- UCC Filings reported

Level of risk  
**Moderate-High**

Probability of Failure  
**0.47%**

Average Probability of Failure for Businesses in D&B Database  
**0.48%**

**Business and Industry Trends**



Failure Score



Industry Median Risk

**Cash Flow Risk Formerly Commercial Credit Score**

**53**

Low Risk (100)

High Risk (1)

Archer Energy LLC

30

Based on a D&B Delinquency Score of 63

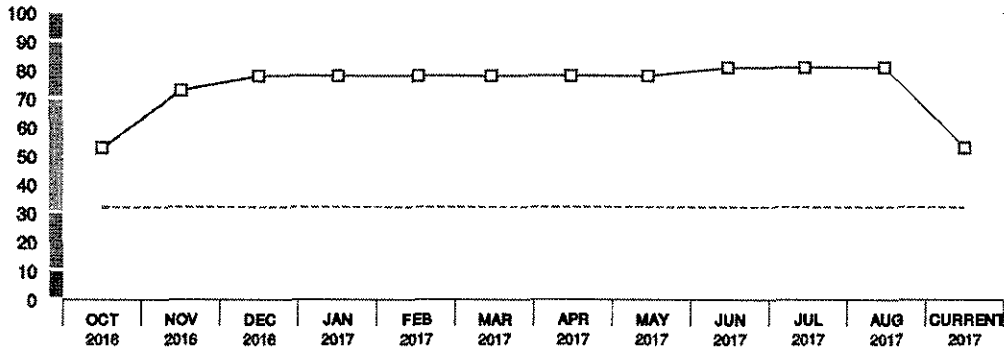
- Recent high balance past due
- Limited time under present management control
- Higher risk industry based on delinquency rates for this industry

Level of risk  
**Moderate**

Probability of Delinquency  
**5.69%**

Compared to Businesses in D&B Database  
**10.2%**

#### Business and Industry Trends



Delinquency Score



Industry Median Risk

#### Payment Behavior

Based on 24 months of data

**17**  
Low Risk  
Based on a D&B PAYDEX® of 68

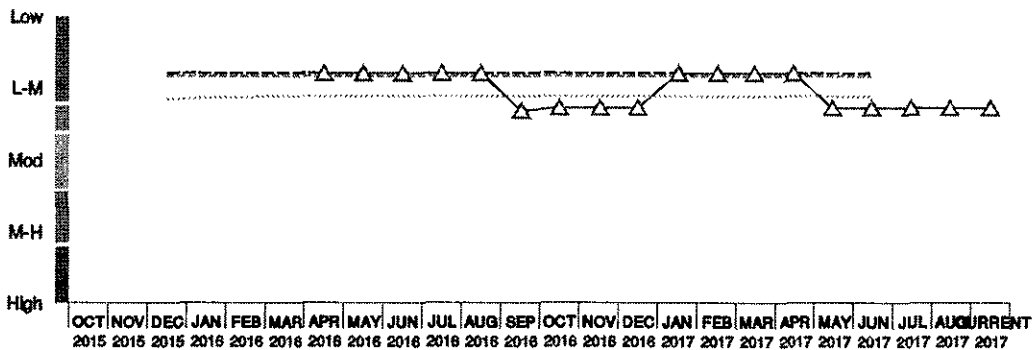
High Risk

Risk of Slow Pay  
Low-Moderate

Payment Behavior  
17 Days Beyond Terms

#### Business and Industry Trends

4939 - Combination utilities



PAYDEX®



Industry Median Risk

Industry Lower Risk



Industry Upper Risk

#### D&B Rating

Current Rating as of 01-12-2016

#### Special Rating

--- : Undetermined

Archer Energy LLC

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# Trade Payments

## Trade Payments Summary

Overall Payment Behavior

**17**

Days Beyond Terms

% of Trade Within Terms

**85%**

Highest Past Due

**US\$ 250**

Highest Now Owing:  
US\$ 500

Total Trade Experiences:  
5

Largest High Credit:  
US\$ 500

Average High Credit:  
US\$ 216

Total Unfavorable Comments :  
0

Largest High Credit:  
US\$ 0

Total Placed in Collections:  
0

Largest High Credit:  
US\$ 0

## Trade Payments By Credit Extended

Range of Credit Extended (US\$)	Number of Payment Experiences	Total Value
100,000 & over	0	US\$ 0
50,000 - 99,999	0	US\$ 0
15,000 - 49,999	0	US\$ 0
5,000 - 14,999	0	US\$ 0
1,000 - 4,999	0	US\$ 0
Less than 1,000	3	US\$ 650

## Trade Payments By Industry

Industry Category	Number of Payment Experiences	Largest High Credit (US\$)	% Within Terms (Expand to View)	1 - 30 Days Late (%)	31 - 60 Days Late (%)	61 - 90 Days Late (%)	91 + Days Late (%)
▼ 27 - Printing, Publishing and Allied Industries	1	100					
2752 - Lithographic printing	1	100	100	0	0	0	0
▼ 49 - Electric, Gas and Sanitary Services	1	500					
4911 - Electric services	1	500	50	50	0	0	0
▼ 59 - Miscellaneous Retail	1	50					
5943 - Ret stationery	1	50	100	0	0	0	0

## Trade Lines

Date of Experience	Payment Status	Selling Terms	High Credit (US\$)	Now Owes (US\$)	Past Due (US\$)	Months Since Last Sale
08/17	Pays Promptly	N30	50	0	0	Between 6 and 12 Months
07/17	Pays Prompt to Slow 30+	-	500	500	250	1
07/17	-	Cash account	100	0	0	Between 4 and 5 Months
03/17	Pays Promptly	-	100	-	-	1
02/16	-	Cash account	100	-	-	1

Archer Energy LLC

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## Legal Events

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

### Judgements

0

Latest Filing: -

### Liens

0

Latest Filing: -

### Suits

0

Latest Filing: -

### UCC Filings

3

Latest Filing: 05-02-2016

## Events

### UCC Filing - Original

**Filing Date** 05-02-2016  
**Filing Number** OH00200472162  
**Received Date** 05-10-2016  
**Collateral** Negotiable instruments including proceeds and products - Accounts receivable including proceeds and products - Account(s) including proceeds and products - Oil, gas and minerals including proceeds and products - and OTHERS  
**Secured Party** TWIN EAGLE RESOURCE MANAGEMENT, LLC, HOUSTON, TX  
**Debtors** ARCHER ENERGY, LLC  
**Filing Office** SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH

### UCC Filing - Termination

**Filing Date** 05-02-2016  
**Filing Number** 20161241176  
**Received Date** 05-09-2016  
**Original Filing Date** 01-29-2015  
**Original Filing Number** OH00182736967  
**Secured Party** TWIN EAGLE RESOURCE MANAGEMENT, LLC, HOUSTON, TX  
**Debtors** ARCHER ENERGY, LLC  
**Filing Office** SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH

### UCC Filing - Original

**Filing Date** 01-29-2015  
**Filing Number** OH00182736967  
**Received Date** 02-10-2015  
**Collateral** Account(s) including proceeds and products - General intangibles(s) including proceeds and products - Chattel paper including proceeds and products  
**Secured Party** TWIN EAGLE RESOURCE MANAGEMENT, LLC, HOUSTON, TX  
**Debtors** ARCHER ENERGY, LLC  
**Filing Office** SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH

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There may be additional UCC Filings in D&B's file on this company available by contacting 1-800-234-3867.

## Special Events

Business address has changed from 4145 Powell Rd, Powell, OH, 43065 to 4026 North Hampton Dr Powell, Powell, OH, 43065.

Archer Energy LLC

01-12-2016

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# Company Profile

## Company Overview

### D-U-N-S

07-969-3561

### Legal Form

Corporation (US)

### History Record

Incomplete

### Date Incorporated

10-16-2014

### State of Incorporation

Ohio

### Ownership

Not publicly traded

### Mailing Address

United States

### Telephone

(614) 450-1860

### Employees

5

### Age (Year Started)

3 years (2014)

### Named Principal

Andrew Mitrey, PRES

### Line of Business

Combination utilities

## Business Registration

Corporate and business registrations reported by the secretary of state or other official source as of: 08-25-2017

This data is for informational purposes only, certification can only be obtained through the Office of the Secretary of State.

### Registered Name

ARCHER ENERGY, LLC

### Corporation Type

Corporation (US)

### Business Commenced On

2014

### State of Incorporation

OHIO

### Registration ID

2335679

### Registration Status

ACTIVE

### Filing Date

10-16-2014

### Where Filed

SECRETARY OF STATE/CORPORATIONS DIVISION

### Registered Agent

#### Name

ANDY MITREY

#### Address

9360 PINE CREEK DR, POWELL, OH, 430650000

## Principals

### Officers

ANDREW MITREY, PRES

### Directors

DIRECTOR(S): THE OFFICER(S)

## Company Events

The following information was reported on: 06-10-2017

The Ohio Secretary of State's business registrations file showed that Archer Energy, Llc was registered as a Limited Liability Company on October 16, 2014.

Business started 2014.

While this company operates as a limited liability company, the members have elected to use officer titles to denote areas of responsibility.

ANDREW MITREY. Antecedents not available.

Archer Energy LLC

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Business address has changed from 4145 Powell Rd, Powell, OH, 43065 to 4026 North Hampton Dr Powell, Powell, OH, 43065.

## Business Activities And Employees

The following information was reported on: 06-10-2017

### Business Information

<b>Description</b>	Provides utilities combined (electric, gas or other).
<b>Employees</b>	5 which includes officer(s).
<b>Financing Status</b>	Unsecured
<b>Facilities</b>	Leases 2,000 sq. ft. on 1st floor of a one story brick building.

### SIC/NAICS Information

SIC Codes	SIC Description	Percentage of Business
4939	Combination utilities	-
49390000	Combination utilities, nec	-

NAICS Codes	NAICS Description
221118	Other Electric Power Generation

## Government Activity

### Activity Summary

<b>Borrower(Dir/Guar)</b>	No
<b>Administrative Debt</b>	No
<b>Contractor</b>	No
<b>Grantee</b>	No
<b>Party excluded from federal program(s)</b>	No

### Possible candidate for socio-economic program consideration

<b>8(A) Firm</b>	Yes
<b>Labor Surplus Area</b>	Yes
<b>Small Business</b>	Yes (2017)

Archer Energy LLC

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# Peer Comparison

Peer comparison with similar companies based on industry and proximity.

Range:

## Profile Information

This Company

Local Peers

Age of Business

3 years

13 years

3

13

Number of Locations

No Data available for this company

No Data available for local peers

Number of Employees

5

8

## Risk Assessment

Cash Flow Risk

This Company Moderate  
Low Risk High Risk

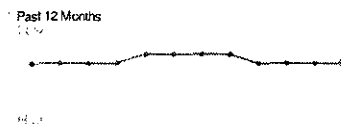
Local Peers Low-Moderate  
Low Risk High Risk



Average Days Beyond Terms

This Company 17 days  
0 days 90 days

Local Peers 3 days  
0 days 90 days



Risk of Debt Write-off

This Company Moderate-High  
Low Risk High Risk

No Data available for local peers



Average High Credit

USD\$ 216

USD\$ 1,619

Largest High Credit

USD\$ 500

USD\$ 4,391

Amount Past Due

USD\$ 250

No Data available for local peers

Highest Past Due

USD\$ 250

No Data available for local peers

Archer Energy LLC

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## Financial Assessment

<b>Net Worth</b>	No Data available for this company	<b>USD\$ 8,721,866</b>
<b>Sales Revenue</b>	No Data available for this company	<b>USD\$ 1,143,691</b>
<b>Gross Profit</b>	No Data available for this company	<b>USD\$ 3,332,336</b>
<b>Net Profit</b>	No Data available for this company	<b>USD\$ 699,582</b>
<b>Working Capital</b>	No Data available for this company	<b>USD\$ 10,524,930</b>
<b>Quick Ratio</b>	No Data available for this company	<b>1.6%</b>
<b>Assets To Sales Ratio</b>	No Data available for this company	<b>89.6%</b>
<b>Accounts Payable to Sales Ratio</b>	No Data available for this company	No Data available for local peers
<b>Total Liabilities To Net Worth</b>	No Data available for this company	<b>84.4%</b>
<b>Current Liabilities to Net Worth</b>	No Data available for this company	<b>60%</b>
<b>Fixed Assets to Net Worth</b>	No Data available for this company	<b>14.4%</b>
<b>Return on Assets</b>	No Data available for this company	<b>12.4%</b>

Archer Energy LLC

Return on Sales

No Data available for this

2.4%

company

## Financials

D&B currently has no financial information on file for this company

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Archer Energy LLC

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**C-8 Exhibit C-8 "Bankruptcy Information,"** provide a list and description of any reorganizations, protection from creditors, or any other form of bankruptcy filings made by the applicant, a parent or affiliate organization that guarantees the obligations of the applicant or any officer of the applicant in the current year or within the two most recent years preceding the application.

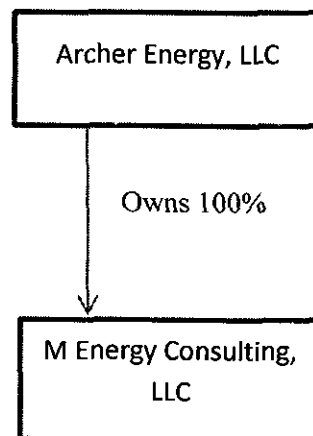
**Response:** Archer Energy has not had any reorganization, protection from creditors, or any other form of bankruptcy filing since its inception.

**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.

**Response:** Archer Energy has not had any dissolution, merger, or acquisition since inception.

**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.

**Response:** Archer Energy is a stand-alone entity with no affiliate or subsidiary companies that are licensed to supply natural gas or electricity in North America. Archer Energy does however have a wholly owned subsidiary for the purpose of brokering natural gas and electricity. A graphical depiction is provided below.



# **Section D**

## **Applicant Technical Capability**



**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.

**Response:** Archer Energy's objective is to enter select deregulated energy markets that allow us to provide value to our clients while successfully mitigating the risks associated with our business. Our commodity risk management strategy is to hedge substantially all of our forecasted demand for our customers selecting a fixed price product at the time of execution, based on normalized consumption patterns, adjusted for forecasted weather deviations and anticipated attrition. Our management team has significant experience executing on this strategy even in the most difficult of operating environments.

To execute this strategy, Archer Energy works with industry leading supply partners for the purchase of natural gas for retail sales. Archer Energy already physically transports natural gas on interstate pipelines to local distribution companies (LDC's) required delivery points/gates, and schedules deliveries on LDC systems for thousands of retail choice customers in three different regions of the country. Archer Energy relies on its deep technical experience, nominating and transporting gas on over 20 different interstate pipelines and coordinating purchase and delivery efforts relying solely on proprietary internally created systems; Archer Energy does not have the need at this time to involve or rely on a third party provider to meet the demands of its retail natural gas customers. Where possible, Archer Energy relies on delivery requirements provided by LDC's to meet the demands of its retail customers. Where LDC's do not provide delivery requirements for Archer Energy, Archer Energy relies again on its deep experience to develop proprietary delivery modeling algorithms that take into account a variety of factors such as temperature, wind, seasonality, customer mix, and other market dynamics to closely match supply with retail customer demand.

**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.

**Response:** Archer Energy is led by Mr. Andy Mitrey and Mr. Grant T. Christman; Combined, these two individuals have nearly 30 years of experience successfully running a retail natural gas supply company catering to the operational and technical needs of the company. Further evidence of Archer Energy's operational expertise is founded in the fact that Archer Energy was awarded a competitive retail natural gas supplier license by both the Illinois Commerce Commission and Wyoming Public Service Commission and actively provides competitively priced natural gas to residential customers through choice programs in both states.

Prior to forming Archer Energy, Mr. Mitrey was the president of Border Energy, Inc., a certified provider of natural gas and electricity to residential and commercial customers across Indiana, Michigan and Ohio. Mr. Mitrey spent 10 years at Border Energy and oversaw all of its day to day operations and owned 25% of the company. Mr. Mitrey has spent time in all areas of the natural gas business. He purchased all of the natural gas and basis needs for their customers across three states, negotiated with suppliers for favorable terms, determined the company's mass marketing strategy and interacted with regulators on any regulatory issues. Mr. Mitrey has more than 19 years of experience in the energy industry with 10 of them directly related to serving end use customers through a customer choice program. Mr. Mitrey has an undergraduate degree in accounting and an MBA from The Ohio State University.

Mr. Grant T. Christman is an 8 year veteran of the retail natural gas industry and serves as Vice President of Archer Energy managing all natural gas related activities of the company. Prior to joining Archer Energy, Mr. Christman served as the Vice President of Natural Gas for Border Energy, Inc. overseeing all Natural Gas operations and carrying the profit and loss responsibility for the business segment and reported to the President of the company. In his role as Vice President, Mr. Christman led all day-to-day natural gas operations including but not limited to asset valuation, pricing, contract structuring, natural gas procurement, risk management, strategy, marketing and regulatory affairs. Prior to his role as Vice President with Border Energy, Mr. Christman served as the Director of Operations for Border Energy, Inc. In this capacity, Mr. Christman carried the key technical responsibilities of the company, including scheduling natural gas nominations on intra and interstate pipelines and LDC's, managing storage injections and withdrawals, facilitating capacity releases and re-releases, load forecasting, and supply procurement. From his time with Border Energy, Mr. Christman possesses the necessary technical and operational experience required to successfully operate a retail natural gas supplier. Prior to joining Border Energy, Mr. Christman was an investment banker with KeyBanc Capital markets. Mr. Christman graduated with degrees in Finance, Accounting and Pre-Law from Ohio University.

**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.

**Response:**

**Mr. Grant T. Christman – Vice President & Officer**

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(614) 450-1860

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Mr. Grant T. Christman is an 8 year veteran of the retail natural gas industry and serves as Vice President of Archer Energy managing all natural gas related activities of the company. Prior to joining Archer Energy, Mr Christman served as the Vice President of Natural Gas for Border Energy, Inc. overseeing all Natural Gas operations and carrying the profit and loss responsibility for the business segment and reported to the President of the company. In his role as Vice President, Mr. Christman led all day-to-day natural gas operations including but not limited to asset valuation, pricing, contract structuring, natural gas procurement, risk management, strategy, marketing and regulatory affairs. Prior to his role as Vice President with Border Energy, Mr. Christman served as the Director of Operations for Border Energy, Inc. In this capacity, Mr. Christman carried the key technical responsibilities of the company, including scheduling natural gas nominations on intra and interstate pipelines and LDC's, managing storage injections and withdrawals, facilitating capacity releases and re-releases, load forecasting, and supply procurement. From his time with Border Energy, Mr. Christman possesses the necessary technical and operational experience required to successfully operate a retail natural gas supplier. Prior to joining Border Energy, Mr. Christman was an investment banker with KeyBanc Capital markets. Mr. Christman graduated with degrees in Finance, Accounting and Pre-Law from Ohio University.