

PUCO USE ONLY – Version 1.08		
Date Received	Renewal Certification Number	ORIGINAL AGG Case Number
		09 - 0605 - GA-AGG

RENEWAL CERTIFICATION APPLICATION COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS

Please **type or print** all required information. Identify all attachments with an exhibit label and title (*Example: Exhibit A-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

A-2 Applicant information:

Legal Name Muirfield Energy, Inc.
Address 425 Metro Place North, Suite 550 Dublin, OH 43017
Telephone No. 614-336-8877 Web site Address www.muirfieldenergy.com
Current PUCO Certificate No. 09-158G(4) Effective Dates 10/13/2015 - 10/31/2017

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

Name Muirfield Energy, Inc.
Address 425 Metro Place North, Suite 550 Dublin, OH 43017
Web site Address www.muirfieldenergy.com Telephone No. 614-336-8877

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

Muirfield Energy, Inc.

A-5 Contact person for regulatory or emergency matters:

Name Perry Oman Title President
Business Address 425 Metro Place North, Suite 550 Dublin, OH 43017
Telephone No. 614-336-8877 Fax No. 888-370-8878 Email Address poman@muirfieldenergy.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.

Technician [Signature] Date Processed 09/27/17

Page 1 of 7

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

Name Perry Oman

Title President

Business address 425 Metro Place North, Suite 550 Dublin, OH 43017

Telephone No. 614-336-8877

Fax No. 888-370-8878

Email Address poman@muirfieldenergy.com

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

Customer service address 425 Metro Place North, Suite 550 Dublin, OH 43017

Toll-Free Telephone No. 888-370-8898

Fax No. 888-370-8898

Email Address poman@muirfieldenergy.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 Perry Oman

Title President

Business address 425 Metro Place North, Suite 550 Dublin, OH 43017

Telephone No. 614-336-8877

Fax No. 888-370-8878

Email Address poman@muirfieldenergy.com

A-9 Applicant's federal employer identification number 27-0229675

A-10 Applicant's form of ownership: (Check one)

☐ Sole Proprietorship

☐ Partnership

☐ Limited Liability Partnership (LLP)

☐ Limited Liability Company (LLC)

☒ Corporation

☐ 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 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



Exhibit A-14: Principal Officers

Perry S. Oman

President and General Manager

425 Metro Place North

Suite 550

Dublin, OH 43017

(614) 336-8877 Ext. 222

Your Business is Unique. So is Your Energy Solution.

425 Metro Place North

Suite 550

Dublin, Ohio 43017

614-336-8877

888-370-8878 (Fax)

www.MuirfieldEnergy.com



Exhibit A-15: Company History

Muirfield Energy is a PUC (Public Utilities Commission) certified Broker / Aggregator in both natural gas & electric for the commercial and industrial sector of PA and OH. At Muirfield Energy we make the process of shopping for an energy supplier as painless as possible, canvassing numerous suppliers to find the most cost savings for your business.

06/01/2009 – Muirfield Energy, Inc. started by Perry S. Oman.

06/01/2009 – Muirfield Energy, Inc. was incorporated.

08/08/2009 – Public Utilities Commission of Ohio certified Muirfield Energy, Inc. as a Ohio competitive Retail Electric Service and Natural Gas Provider.

09/23/2010 – Muirfield Energy, Inc. moved to 5850 C Venture Drive, Dublin, OH 43017

05/05/2011 – Muirfield Energy, Inc. became BBB Accredited.

10/31/2011 - Public Utilities Commission of Pennsylvania certified Muirfield Energy, Inc. as a competitive Retail Electric Service Provider.

06/27/2012 - Public Utilities Commission of Illinois certified Muirfield Energy, Inc. as a competitive Retail Electric Service Provider.

10/05/2012 – Muirfield Energy, Inc. moved to 425 Metro Place North, Dublin, OH 43017

11/13/2014 - Public Utilities Commission of Pennsylvania certified Muirfield Energy, Inc. as a competitive Natural Gas Provider.

04/27/2016 - Public Utilities Commission of New Jersey certified Muirfield Energy, Inc. as a competitive Retail Electric Provider.

08/23/2016 - Public Utilities Commission of Maryland certified Muirfield Energy, Inc. as a competitive Retail Electric and Natural Gas Provider.

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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 MUIRFIELD ENERGY, INC, an Ohio corporation, Charter No. 1860942, having its principal location in Dublin, County of Franklin, was incorporated on June 1, 2009 and is currently in GOOD STANDING upon the records of this office.



Witness my hand and the seal of the Secretary of State at Columbus, Ohio this 7th day of February, A.D. 2017.

Jon Husted

Ohio Secretary of State

Validation Number: 201703802542

Jurisdictions of Operations

State: <u>IL</u>	<u>Status:</u>	<u>Approved</u>	<u>Type of License:</u>	<u>Power</u>	<u>License No:</u>	<u>12-0358</u>	<u>Date Issued:</u>	<u>6/27/2012</u>
State: <u>OH</u>	<u>Status:</u>	<u>Approved</u>	<u>Type of License:</u>	<u>Power</u>	<u>License No:</u>	<u>09-161E</u>	<u>Date Issued:</u>	<u>11/3/2015</u>
State: <u>OH</u>	<u>Status:</u>	<u>Approved</u>	<u>Type of License:</u>	<u>Natural Gas</u>	<u>License No:</u>	<u>09-158G</u>	<u>Date Issued:</u>	<u>11/2/2015</u>
State: <u>NJ</u>	<u>Status:</u>	<u>Approved</u>	<u>Type of License:</u>	<u>Power</u>	<u>License No:</u>	<u>EA-0324</u>	<u>Date Issued:</u>	<u>4/27/2016</u>
State: <u>PA</u>	<u>Status:</u>	<u>Approved</u>	<u>Type of License:</u>	<u>Power</u>	<u>License No:</u>	<u>A-2010-2204832</u>	<u>Date Issued:</u>	<u>10/31/2011</u>
State: <u>PA</u>	<u>Status:</u>	<u>Approved</u>	<u>Type of License:</u>	<u>Natural Gas</u>	<u>License No:</u>	<u>A-2014-2445211</u>	<u>Date Issued:</u>	<u>11/13/2014</u>
State: <u>MD</u>	<u>Status:</u>	<u>Approved</u>	<u>Type of License:</u>	<u>Power</u>	<u>License No:</u>	<u>IR-3928</u>	<u>Date Issued:</u>	<u>8/23/2017</u>
State: <u>MD</u>	<u>Status:</u>	<u>Approved</u>	<u>Type of License:</u>	<u>Natural Gas</u>	<u>License No:</u>	<u>IR-3929</u>	<u>Date Issued:</u>	<u>8/23/2017</u>
State: <u>FL</u>	<u>Status:</u>	<u>N/A</u>	<u>Type of License:</u>	<u>Power</u>	<u>License No:</u>	<u>N/A</u>	<u>Date Issued:</u>	<u>N/A</u>
State: <u>MI</u>	<u>Status:</u>	<u>N/A</u>	<u>Type of License:</u>	<u>Power</u>	<u>License No:</u>	<u>N/A</u>	<u>Date Issued:</u>	<u>N/A</u>
State: <u>MI</u>	<u>Status:</u>	<u>N/A</u>	<u>Type of License:</u>	<u>Gas</u>	<u>License No:</u>	<u>N/A</u>	<u>Date Issued:</u>	<u>N/A</u>
State: <u>TX</u>	<u>Status:</u>	<u>N/A</u>	<u>Type of License:</u>	<u>Power</u>	<u>License No:</u>	<u>N/A</u>	<u>Date Issued:</u>	<u>N/A</u>
State: <u>MA</u>	<u>Status:</u>	<u>N/A</u>	<u>Type of License:</u>	<u>Power</u>	<u>License No:</u>	<u>N/A</u>	<u>Date Issued:</u>	<u>N/A</u>
State: <u>MA</u>	<u>Status:</u>	<u>N/A</u>	<u>Type of License:</u>	<u>Gas</u>	<u>License No:</u>	<u>N/A</u>	<u>Date Issued:</u>	<u>N/A</u>
State: <u>NY</u>	<u>Status:</u>	<u>N/A</u>	<u>Type of License:</u>	<u>Gas</u>	<u>License No:</u>	<u>N/A</u>	<u>Date Issued:</u>	<u>N/A</u>
State: <u>NY</u>	<u>Status:</u>	<u>N/A</u>	<u>Type of License:</u>	<u>Power</u>	<u>License No:</u>	<u>N/A</u>	<u>Date Issued:</u>	<u>N/A</u>



Exhibit B-2: Experience & Plans

Perry Oman has over 20 years of experience in the Energy suppliers industry. He started out in the commodities trading and left to go into the deregulated power and natural gas industry.

Muirfield Energy, Inc. is a consulting company, all contracting with customers is provided through our third party suppliers.

Customer inquiries and complaints are handled through our 800 number which feed into our dedicated customer service team. Detail customer service information can be found in section A-7: Applicant's address and toll-free number for customer service and complaints.

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614-336-8877
888-370-8878 (Fax)
www.MuirfieldEnergy.com



Exhibit B-3: Summary of Experience

Number of Accounts in Ohio: 7,449

Industries Types of Accounts: Agriculture, Automotive, Creative Arts, Construction, Consulting / Management Services, Education, Entertainment, Government, Hospital/Medical Facility, Hotel/Hotel Management, Industrial, Manufacturing, Organizations, Other, Printing, Property Management, Religious Organizations, Residential/Apartments, Restaurants/Bar, Retail, Technology, Transportation Service, and Warehouses.

Utility Service areas: Columbia Gas of Ohio, Dominion East Ohio, and Duke Energy Ohio.

Estimate Yearly Usage – 134,597,972,406,290 McF

Suppliers: Constellation, Exelon Energy, Hess, UGI/Gasmark, and Vectren Source.

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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. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 whether the applicant is not required to file with the SEC and why.
- C-3 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).



Exhibit C-1: Annual Reports

Muirfield Energy, Inc. is not a publicly traded company.

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Suite 550
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614-336-8877
888-370-8878 (Fax)
www.MuirfieldEnergy.com



Exhibit C-2: SEC Filings

Muirfield Energy, Inc. is not required to file with the SEC due to be a privately owned company.

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Exhibit C-3: Financial Statements

MUIRFIELD ENERGY, INC.
STATEMENT OF REVENUES AND EXPENSES
AND STATEMENT OF RETAINED EARNINGS
MODIFIED CASH BASIS
For the Year ending December 31, 2016

Revenues	
Customer Reimbursement	\$ 2,122,357
	(4,000)
	<u>2,118,357</u>
Expenses	
Payroll and Payroll Tax	1,265,000
Employee Benefits	93,500
Rent and Utilities	50,500
Information Technology Expense	32,000
Office Supplies	7,100
Postage	3,000
Telephone and Cell Phone	14,000
Dues and Subscriptions	3,800
Advertising and promotion	41,000
Legal and Accounting	15,600
Payroll fees	4,600
Contractors and commissions	212,550
Meals and Staff Meeting	20,000
Business Insurance	400
State and Local Taxes	4,600
Depreciation	6,900
Interest Expense	5,000
Misc. Expenses	10,500
	<u>1,790,050</u>
Total Expense	
	<u>1,790,050</u>
NET INCOME	
	\$ 328,307
Retained Earnings - beginning of year	75,828
Distributions of profit	
	<u>Retained Earnings - end of year</u>
	\$ 404,135

These financial statements have not been subjected to an audit or review or
completion engagement, and no assurance is provided on them.
Substantially all disclosures ordinarily included in financial statements prepared
in accordance with the modified cash basis are not included.

MUIRFIELD ENERGY, INC.
BALANCE SHEET - MODIFIED CASH BASIS

As of December 31, 2016

ASSETS

CURRENT ASSETS

Cash and Cash Equivalents

Total Current Assets

\$ 82,645
82,645

PROPERTY, PLANT AND EQUIPMENT

Total Property, Plant and Equipment

Less: Accum. Depreciation

Net Property, Plant and Equipment

61,020
(34,416)
26,604

TOTAL ASSETS

\$ 109,249

LIABILITIES AND SHAREHOLDERS' EQUITY

LIABILITIES

Current portion of long-term debt

Total Current Liabilities

\$ -
-

Long-term Debt

Bank loans payable

Less current portion

-

TOTAL LIABILITIES

SHAREHOLDERS' EQUITY

Common Stock

Retained Earnings

Total Shareholders' Equity

500
108,749
109,249

TOTAL LIABILITIES AND

SHAREHOLDERS' EQUITY

\$ 109,249

These financial statements have not been subjected to an audit or review or compilation engagement, and no assurance is provided on them. Substantially all disclosures ordinarily included in financial statements prepared in accordance with the modified cash basis are not included.

MUIRFIELD ENERGY, INC.
STATEMENT OF REVENUES AND EXPENSES
AND STATEMENT OF RETAINED EARNINGS
MODIFIED CASH BASIS

For the Year ending December 31, 2015

Revenues	\$ 1,944,150
Customer Reimbursement	(4,000)
	<u>1,940,150</u>
Expenses	
Payroll and Payroll Tax	1,150,000
Employee Benefits	85,000
Rent and Utilities	50,500
Information Technology Expense	32,000
Office Supplies	7,100
Postage	3,000
Telephone and Cell Phone	14,000
Dues and Subscriptions	3,800
Advertising and promotion	41,000
Legal and Accounting	15,600
Payroll fees	4,600
Contractors and commissions	195,000
Meals and Staff Meeting	20,000
Business Insurance	400
State and Local Taxes	4,600
Depreciation	6,900
Interest Expense	5,000
Misc. Expenses	10,500
	<u>1,649,000</u>
Total Expense	1,649,000
NET INCOME	<u>\$ 291,150</u>
Retained Earnings - beginning of year	19,398
Distributions of profit	(234,220)
	<u>76,328</u>
Retained Earnings - end of year	<u>\$ 76,328</u>

These financial statements have not been subjected to an audit or review or compilation engagement, and no assurance is provided on them. Substantially all disclosures ordinarily included in financial statements prepared in accordance with the modified cash basis are not included.

MUIRFIELD ENERGY, INC.
BALANCE SHEET - MODIFIED CASH BASIS

As of December 31, 2015

ASSETS

CURRENT ASSETS

Cash and Cash Equivalents	\$ 133,650
Total Current Assets	<u>133,650</u>

PROPERTY, PLANT AND EQUIPMENT

Total Property, Plant and Equipment	61,020
Less: Accum. Depreciation	(27,516)
Net Property, Plant and Equipment	<u>33,504</u>

TOTAL ASSETS

\$ 167,154

LIABILITIES AND SHAREHOLDERS' EQUITY

LIABILITIES

Current portion of long-term debt	\$ 24,800
Total Current Liabilities	<u>24,800</u>

Long-term Debt

Bank loans payable	90,826
Less current portion	(24,800)

TOTAL LIABILITIES

90,826

SHAREHOLDERS' EQUITY

Common Stock	500
Retained Earnings	75,828
Total Shareholders' Equity	<u>76,328</u>

TOTAL LIABILITIES AND

SHAREHOLDERS' EQUITY

\$ 167,154

These financial statements have not been subjected to an audit or review or compilation engagement, and no assurance is provided on them.
Substantially all disclosures ordinarily included in financial statements prepared in accordance with the modified cash basis are not included.

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

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

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

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

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

C-5 Exhibit C-5 “Forecasted Financial Statements,” provide two years of forecasted income statements for the applicant's **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 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.

MUIRFIELD ENERGY, INC.
STATEMENT OF ASSETS, LIABILITIES AND SHAREHOLDER'S EQUITY
-- MODIFIED CASH BASIS - PROJECTED
As of December 31, 2017 and 2018

ASSETS	<u>2017</u>	<u>2018</u>
CURRENT ASSETS		
Cash and Cash Equivalents	\$ 110,000	\$ 126,600
Total Current Assets	<u>110,000</u>	<u>126,600</u>
PROPERTY, PLANT AND EQUIPMENT		
Total Property, Plant and Equipment	61,020	65,020
Less: Accum. Depreciation	<u>(31,216)</u>	<u>(34,916)</u>
Net Property, Plant and Equipment	29,804	30,104
 TOTAL ASSETS	 <u><u>\$ 139,804</u></u>	 <u><u>\$ 156,704</u></u>
 LIABILITIES AND SHAREHOLDERS' EQUITY		
LIABILITIES		
Current portion of long-term debt	\$ 24,800	\$ 18,026
Total Current Liabilities	<u>24,800</u>	<u>18,026</u>
Long-term Debt		
Bank loans payable	42,826	18,026
Less current portion	<u>(24,800)</u>	<u>(18,026)</u>
TOTAL LIABILITIES	42,826	18,026
SHAREHOLDERS' EQUITY		
Common Stock	500	500
Retained Earnings	<u>96,478</u>	<u>138,178</u>
Total Shareholders' Equity	96,978	138,678
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	<u><u>\$ 139,804</u></u>	<u><u>\$ 156,704</u></u>

Unaudited - See Accountant's Compilation Report

Exhibit: C-5: Forecasted Financial Statement

MUIRFIELD ENERGY, INC.
STATEMENT OF REVENUES AND EXPENSES AND
AND STATEMENT OF RETAINED EARNINGS - PROJECTED
MODIFIED CASH BASIS
For the Years ending December 31, 2017 and 2018

	<u>2017</u>	<u>2018</u>
Revenues	\$ 2,231,700	\$ 2,343,300
Customer Reimbursement	(6,300)	(6,600)
	<u>2,225,400</u>	<u>2,336,700</u>
Expenses		
Payroll and Payroll Tax	1,581,400	1,640,000
Employee Benefits	18,700	19,700
Rent and Utilities	50,500	50,500
Information Technology Expense	16,000	16,400
Office Supplies	4,550	4,750
Postage	2,000	2,100
Telephone and Cell Phone	17,600	18,200
Dues and Subscriptions	4,725	4,800
Advertising and promotion	45,000	47,000
Legal and Accounting	22,000	22,000
Payroll fees	7,600	8,000
Outside services	15,000	15,750
Recruiting	34,000	34,000
Meals and Staff Meeting	9,200	9,400
Business Insurance	3,000	3,000
State and Local Taxes	4,600	4,800
Depreciation	3,700	3,700
Interest Expense	3,000	2,500
Misc. Expenses	20,000	20,500
	<u>1,862,575</u>	<u>1,927,100</u>
Total Expense		
	<u>1,862,575</u>	<u>1,927,100</u>
NET INCOME	\$ 362,825	\$ 409,600
Retained Earnings - beginning of year	51,680	96,478
Distributions of profit	(318,027)	(367,900)
	<u>96,478</u>	<u>138,178</u>
Retained Earnings - end of year	<u>\$ 96,478</u>	<u>\$ 138,178</u>

Unaudited - See Accountant's Compilation Report

MUIRFIELD ENERGY, INC.
STATEMENT OF CASH FLOWS - PROJECTED
MODIFIED CASH BASIS
For the Years Ending December 31, 2017 and 2018

	<u>2017</u>	<u>2018</u>
Cash flow from operating activities		
Net income	\$ 362,825	\$ 409,600
Adjustments to reconcile net income to net cash provided by operating activities		
Depreciation	<u>3,700</u>	<u>3,700</u>
Cash flows from operating activities	366,525	413,300
Cash flows from investing activities		
Purchase of assets	<u>-</u>	<u>(4,000)</u>
Cash flows from investing activities		(4,000)
Cash flows from financing activities		
Repayment of long-term debt	(24,800)	(24,800)
Distributions to shareholders	<u>(318,027)</u>	<u>(367,900)</u>
Cash flows from financing activities	(342,827)	(392,700)
Increase in cash and cash equivalents	23,698	16,600
Cash and cash equivalents		
Beginning of year	<u>86,302</u>	<u>110,000</u>
End of year	\$ 110,000	\$ 126,600
Supplementary cash flow disclosures		
Interest paid	\$ 3,000	\$ 2,500

Unaudited - See Accountant's Compilation Report

MUIRFIELD ENERGY, INC.

SUMMARY OF SIGNIFICANT ASSUMPTIONS

1. Revenues are projected to increase 5% per year as the company begins doing business in more locales.
2. Salaries will increase about 5% per year, including pay raises, bonuses, and increased compensation for the president. Employee benefits are expected to increase with the increase in health insurance costs, so an increase of about 5% is used for this projection.
3. Office rent will not change in the time period of the projections.
4. Telephone expense includes multiple telephone lines in the office and one cellular telephone. The cost for this is not expected to increase in the time period of the projections.
5. Postage and office supplies are expected to increase with rate and price increases and the increase in customers. Other expenses are expected to stay at about the same levels through the time period of the projections.
6. The company shareholder has elected to be taxed as a subchapter S corporation. The company will not pay income taxes on the company profit. This income will be reported and tax paid on the shareholder's individual tax return. Therefore, no provision is included in the projections for federal income tax.
7. The profit, above the amount needed for company operations, will be distributed to the shareholder as shareholder distributions.

C. A. Fidler & Associates, Inc.

Certified Public Accountants
Business Advisors and Valuers

1550 Old Henderson Rd.,
Suite 130
Columbus, Ohio 43220

www.cafidlercpa.com

Accountant's Compilation Report

Shareholder
Muirfield Energy, Inc.

We have compiled the accompanying projected statements of assets, liabilities, and shareholder's equity – modified cash basis as of December 31, 2017 and 2018, and the related projected statements of revenues and expenses and statements of retained earnings and statements of cash flows for the years then ending. We have not audited or reviewed the accompanying financial statements and, accordingly, do not express an opinion or provide any assurance about whether the financial statements are in accordance with the modified cash basis of accounting.

Management is responsible for the preparation and fair presentation of the financial statements in accordance with the cash basis of accounting and for designing, implementing, and maintaining internal control relevant to the preparation and fair presentation of the financial statements.

Our responsibility is to conduct the compilation in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. The objective of a compilation is to assist management in presenting financial information in the form of financial statements without undertaking to obtain or provide any assurance that there are no material modifications that should be made to the financial statements.

Management has elected to omit the summary of significant accounting policies required by the guidelines for presentation of a forecast established by the American Institute of Certified Public Accountants. If the omitted disclosures were included in the projections, they might influence the user's conclusions about the company's revenues, expenses, and cash flows. Accordingly, these projections are not designed for those who are not informed about such matters.

The accompanying projections and this report are intended solely for the information and use of Muirfield Energy, Inc. and its lenders, and the appropriate regulatory authorities and not intended to be and should not be used by anyone other than these specified parties.

C.A. Fidler & Associates, Inc.

C.A. Fidler & Associates, Inc.
September 25, 2017



Exhibit C-4: Financial Arrangements

N/A

Your Business is Unique. So is Your Energy Solution.

425 Metro Place North
Suite 550
Dublin, Ohio 43017
614-336-8877
888-370-8878 (Fax)
www.MuirfieldEnergy.com



Exhibit C-6: Credit Rating

N/A

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425 Metro Place North
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Dublin, Ohio 43017
614-336-8877
888-370-8878 (Fax)
www.MuirfieldEnergy.com



Exhibit C-7: Credit Report

N/A

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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.
- 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 functions.
- D-2 Exhibit D-2 "Operations Expertise,"** given the operational nature of the applicant's business, provide evidence of the applicant's current experience and technical expertise in performing such operations.
- D-3 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

Reef Stan President

Sworn and subscribed before me this

19th day of *Sept*

Month *2017* Year

Signature of official administering oath

Joel Gierhart
Notary Public

Print Name and Title

Joel Gierhart

My commission expires on

6/11/2018



JOEL GIERHART
Notary Public, State of Ohio
My Comm. Expires 06/11/2018



Exhibit C-8: Bankruptcy Information

N/A

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888-370-8878 (Fax)
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Exhibit C-9: Merger Information

N/A

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Exhibit C-10: Corporate Structure

Muirfield Energy, Inc. is a S Corp entity with no affiliate or subsidiary companies

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www.MuirfieldEnergy.com



Exhibit D-1: Operations

Muirfield Energy, Inc. builds trusted partnerships with clients through long-term relationships and personalized service in order to properly manage businesses energy needs and reduce their energy costs.

Our Core Values are honesty, integrity, dedication and reliability.

Your Business is Unique. So is Your Energy Solution.

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Suite 550
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614-336-8877
888-370-8878 (Fax)
www.MuirfieldEnergy.com

Perry S. Oman

Mission Statement

- Building trusted partnerships with clients through long-term relationships and personalized service in order to properly manage businesses energy need and reduce their energy costs.

Experience

President, Muirfield Energy • February 2009 – Present

- Owner/Operator of independent energy management company.

Senior Sales Manager, Direct Energy • July 2005 – September 2008

- Directed C & I power and natural gas sales in Ohio, Michigan and western Pennsylvania.
- Responsible for the development of alternative sales channels throughout the Midwest.
- Tasked with the creation of a new operating region integrating the Strategic Energy acquisition into the Direct Energy organization.
- Responsible for C & I power and natural gas sales in New York State and natural gas sales in Ohio.
- Tasked with resurrecting and correcting the failed 2005/2006 New York C&I market entry.
- Redesigned New York business plan stressing utility billing for commercial accounts, utility purchase of receivables, defined sales territories, added sales staff and an updated product suite.
- Conducted assessment identifying products necessary to compete “up market” in the different markets of New York City and Upstate New York, this resulted in a 140% increase in Upstate New York industrial sales.
- Highlighted existence of 2 different business segments requiring differing approaches and products. Created small/medium business segment (SMB) & large commercial/Industrial segment (LCI). This increased geographic sales coverage while bringing about a 20% reduction in sales staff salaries.

General Manager, Amerada Hess • 1998 – 2004

- Directed and monitored all aspects of domestic commercial sales and marketing, including strategic planning, program development and implementation as well as contract administration. Directly administer \$8 million budget
- Responsible for commercial natural gas and electric sales to 12,000 commercial customers in a 7 state, 30 utility area designated by the Corporation as core market and brand recognition area. Group generated \$135 million in sales and \$12.6 million in gross annual margin. Delivered 30 bcf of natural gas at an average margin of \$.42 dth.
- Managed staff of 45 people. Including Commercial Account Sales, Marketing, Collections, Customer Service and a centralized Account Retention group. In addition, supervised Industrial Electric Sales Support.

Regional Manager, Equitable Resources • 1996 – 1998

- Responsible for the creation of a regional sales office in Saddle Brook, New Jersey. This region was tasked to handle all Commercial and Industrial sales/marketing activities in New York City, lower New York State, New Jersey, Connecticut and eastern Pennsylvania. Area of responsibilities included the territories of 14 utilities.
- Developed a comprehensive business plan for the New York metropolitan area. This plan detailed sales staff requirements for each area, timing of hires and minimum performance standards. In addition, market and industry segments, allocation of financial resources and New York/New Jersey demographics were analyzed.
- Responsible for the hiring and training region personnel. This included both commercial and industrial sales personnel as well as sales support personnel. Created an energy sales training manual to educate sales staff. Developed inexperienced sales staff, meeting all performance criteria within 6 months.

Education

Fordham University – Bronx, NY – B.A., History

Leadership

Board Member of EPO (Energy Professionals Of Ohio)



Exhibit D-3: Key Technical Personnel

Perry Oman, President poman@muirfieldenergy.com 614-336-8877
Please see Exhibit D-2: Operations Expertise

Ann Marie Oman, Human Resources aoman@muirfieldenergy.com 614-336-8877
Ann Marie brings over 10 years of human resources experience and has been invaluable to the company's rapid expansion. A 1998 graduate of St. John's University in New York she obtained her Bachelor's Degree summa cum laude in business.

Justin Lavy, Pricing Supervisor jlavy@muirfieldenergy.com 614-336-8877
Justin possesses over seven years of experience in the energy industry. He is currently running Muirfield Energy's pricing desk and coordinates the preparation of savings analysis. Justin received a Bachelor of Science Degree in Business Administration with a major in economics from Fisher College of Business at the Ohio State University.

Cathy Lydy, Energy Consultant clidy@muirfieldenergy.com 419-265-0758
Cathi Lydy possesses 32 years of management experience that includes management, customer service, and operations in the health care field. She credits her varied experience with providing excellent skills in dealing with the public, allowing her to conduct meetings with potential clients with poise and professionalism necessary to be successful at Muirfield Energy.

Dan Ziegler, Sr Energy Consultant dziegler@muirfieldenergy.com 859-485-1521
Dan spent 27 years with Duke Energy, including roles as Managing Director for Duke Energy Generation Services and Vice President for Duke Energy Industrial Sales, LLC. While there, he built and managed a client-focused coal sales business with three employees that ultimately accounted for \$75 million in revenue.

Ed Kander, Sr Energy Consultant ekander@muirfieldenergy.com 216-978-9083
Ed has sold both electricity and natural gas for over 15 years. He has previously worked for MidAmerican, Direct Energy and Hess. Prior to moving into deregulated supply, Ed worked for Columbia Gas of Ohio. He graduated from Cleveland State with a Bachelor of Arts in Communication.

Jeff Baker, Energy Consultant jbaker@muirfieldenergy.com 937-271-7333
Jeff brings over 15 years of management experience within the telecommunication and computer industries to Muirfield Energy. He was Channel Manager and Sales Manager at Choice One Communications and started his own consulting business in 2008. Jeff possesses a Bachelor of Arts and Juris Doctorate degrees from the University of Dayton.

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The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service Affidavit Form (Version 1.07)

In the Matter of the Application of)

Muirfield Energy, Inc)

for a Certificate or Renewal Certificate to Provide)

Competitive Retail Natural Gas Service in Ohio.)

Case No.

09

0605

-GA-AGG

County of Franklin

State of Ohio

Perry Oman

[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

Perry Oman President

Sworn and subscribed before me this

19

day of

Sept

Month

2017

Year

Signature of Official Administering Oath

JOEL GIERHART



JOEL GIERHART
Notary Public, State of Ohio
My Comm. Expires 06/11/2018

Print Name and Title

Joel Gierhart, notary public

My commission expires on

6/11/2018

This foregoing document was electronically filed with the Public Utilities

Commission of Ohio Docketing Information System on

9/28/2017 9:47:23 AM

in

Case No(s). 09-0605-GA-AGG

Summary: Application Renewal for re-certification as a Competitive Retail Natural Gas Broker/
Aggregator filed on behalf of Muirfield Energy, Inc electronically filed by Docketing Staff on
behalf of Docketing