

FILE



Public Utilities Commission

Original AGG Case Number	Version
12-1749-EL-AGG	May 2016

RENEWAL APPLICATION FOR ELECTRIC AGGREGATORS/POWER BROKERS

Please print or type all required information. Identify all attachments with an exhibit label and title (Example: Exhibit C-10 Corporate Structure). All attachments should bear the legal name of the Applicant. Applicants should file completed applications and all related correspondence with the Public Utilities Commission of Ohio, Docketing Division; 180 East Broad Street, Columbus, Ohio 43215-3793.

This PDF form is designed so that you may input information directly onto the form. You may also download the form, by saving it to your local disk, for later use.

A. RENEWAL INFORMATION

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

☒ Power Broker ☐ Aggregator

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

Legal Name America Approved Commercial LLC
 Address 13451 McGregor Blvd Unit 29 Ft. Myers FL 33919
 PUCO Certificate # and Date Certified 12-1749-EL-AGG, July 6 2012
 Telephone # 2396894337 Web site address (if any) americaapproved.com

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

Legal Name same
 Address _____
 Telephone # _____ Web site address (if any) _____

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

n/a

A-5 Contact person for regulatory or emergency matters

Name Paula Lewis (formerly Batz)
 Title COO
 Business address 13451 McGregor Blvd Unit 29 Ft. Myers FL 33919
 Telephone # 239-689-4337 Fax # 866-751-6466
 E-mail address plewis@americaapproved.com

PUCO

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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 M Date Processed JUN 05 2018

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

Name Paula Lewis
Title COO
Business address 13451 McGregor Blvd Unit 29 Ft Myers FL 33919
Telephone # 239-689-4337 Fax # 866-751-6466
E-mail address plewis@americaapproved.com

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

Customer Service address same
Toll-free Telephone # _____ Fax # _____
E-mail address _____

A-8 Applicant's federal employer identification number # 27-2291448

A-9 Applicant's form of ownership (check one)

- | | |
|---|--|
| <input type="checkbox"/> Sole Proprietorship | <input type="checkbox"/> Partnership |
| <input checked="" type="checkbox"/> Limited Liability Partnership (LLP) | <input type="checkbox"/> Limited Liability Company (LLC) |
| <input type="checkbox"/> Corporation | <input type="checkbox"/> Other _____ |

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

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

B. APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- B-1 Exhibit B-1 "Jurisdictions of Operation,"** provide a list of all jurisdictions in which the applicant or any affiliated interest of the applicant is, at the date of filing the application, certified, licensed, registered, or otherwise authorized to provide retail or wholesale electric services including aggregation services.
- B-2 Exhibit B-2 "Experience & Plans,"** provide a description of the applicant's experience and plan for contracting with customers, providing contracted services, providing billing statements, and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4928.10 of the Revised Code.

B-3 **Exhibit B-3 "Disclosure of Liabilities and Investigations,"** provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational status or ability to provide the services it is seeking to be certified to provide.

B-4 Disclose whether the applicant, a predecessor of the applicant, or any principal officer of the applicant have ever been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years.

☒ No ☐ Yes

If yes, provide a separate attachment labeled as **Exhibit B-4 "Disclosure of Consumer Protection Violations"** detailing such violation(s) and providing all relevant documents.

B-5 Disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail or wholesale electric service including aggregation service denied, curtailed, suspended, revoked, or cancelled within the past two years.

☒ No ☐ Yes

If yes, provide a separate attachment labeled as **Exhibit B-5 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation"** detailing such action(s) and providing all relevant documents.

C. FINANCIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

C-1 **Exhibit C-1 "Annual Reports,"** provide the two most recent Annual Reports to Shareholders. If applicant does not have annual reports, the applicant should provide similar information in Exhibit C-1 or indicate that Exhibit C-1 is not applicable and why. (This is generally only applicable to publicly traded companies who publish annual reports.)

C-2 **Exhibit C-2 "SEC Filings,"** provide the most recent 10-K/8-K Filings with the SEC. If the applicant does not have such filings, it may submit those of its parent company. An applicant may submit a current link to the filings or provide them in paper form. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 that the applicant is not required to file with the SEC and why.

C-3 **Exhibit C-3 “Financial Statements,”** provide copies of the applicant’s two most recent years of audited financial statements (balance sheet, income statement, and cash flow statement). If audited financial statements are not available, provide officer certified financial statements. If the applicant has not been in business long enough to satisfy this requirement, it shall file audited or officer certified financial statements covering the life of the business. If the applicant does not have a balance sheet, income statement, and cash flow statement, the applicant may provide a copy of its two most recent years of tax returns (with social security numbers and account numbers redacted).

C-4 **Exhibit C-4 “Financial Arrangements,”** provide copies of the applicant's financial arrangements to conduct CRES as a business activity (e.g., guarantees, bank commitments, contractual arrangements, credit agreements, etc.).

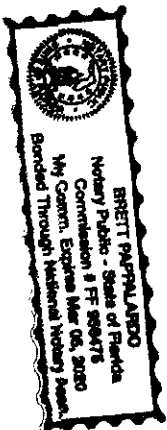
Renewal applicants can fulfill the requirements of Exhibit C-4 by providing a current statement from an Ohio local distribution utility (LDU) that shows that the applicant meets the LDU’s collateral requirements.

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

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

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

- C-5 **Exhibit C-5 "Forecasted Financial Statements,"** provide two years of forecasted income statements for the applicant's **ELECTRIC related business activities in the state of Ohio Only**, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer. The forecasts should be in an annualized format for the two years succeeding the Application year.
- C-6 **Exhibit C-6 "Credit Rating,"** provide a statement disclosing the applicant's credit rating as reported by two of the following organizations: Duff & Phelps, Fitch IBCA, Moody's Investors Service, Standard & Poor's, or a similar organization. In instances where an applicant does not have its own credit ratings, it may substitute the credit ratings of a parent or an affiliate organization, provided the applicant submits a statement signed by a principal officer of the applicant's parent or affiliate organization that guarantees the obligations of the applicant. If an applicant or its parent does not have such a credit rating, enter "N/A" in Exhibit C-6.
- C-7 **Exhibit C-7 "Credit Report,"** provide a copy of the applicant's credit report from Experion, Dun and Bradstreet or a similar organization. An applicant that provides an investment grade credit rating for Exhibit C-6 may enter "N/A" for Exhibit C-7.
- C-8 **Exhibit C-8 "Bankruptcy Information,"** provide a list and description of any reorganizations, protection from creditors or any other form of bankruptcy filings made by the applicant, a parent or affiliate organization that guarantees the obligations of the applicant or any officer of the applicant in the current year or within the two most recent years preceding the application.
- C-9 **Exhibit C-9 "Merger Information,"** provide a statement describing any dissolution or merger or acquisition of the applicant within the two most recent years preceding the application.
- C-10 **Exhibit C - 10 "Corporate Structure,"** provide a description of the applicant's corporate structure, not an internal organizational chart, including a graphical depiction of such structure, and a list of all affiliate and subsidiary companies that supply retail or wholesale electricity or natural gas to customers in North America. If the applicant is a stand-alone entity, then no graphical depiction is required and applicant may respond by stating that they are a stand-alone entity with no affiliate or subsidiary companies.



Paula Kelly's, COO

Signature of Applicant & Title

Sworn and subscribed before me this 4 day of JUNE, 2018
Month Year

[Signature]

Signature of official administering oath

Brett Papalardo Notary Public
Print Name and Title

My commission expires on 3/5/20

AFFIDAVIT

State of Florida :

____ ss.
(Town)

County of Lee :

Paula Lewis

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

He/She is the COO (Office of Affiant) of America Approved Commercial (Name of Applicant);

That he/she is authorized to and does make this affidavit for said Applicant,

1. The Applicant herein, attests under penalty of false statement that all statements made in the application for certification renewal are true and complete and that it will amend its application while the application is pending if any substantial changes occur regarding the information provided in the application.
2. The Applicant herein, attests it will timely file an annual report with the Public Utilities Commission of Ohio of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Division (A) of Section 4905.10, Division (A) of Section 4911.18, and Division (F) of Section 4928.06 of the Revised Code.
3. The Applicant herein, attests that it will timely pay any assessments made pursuant to Sections 4905.10, 4911.18, or Division F of Section 4928.06 of the Revised Code.
4. The Applicant herein, attests that it will comply with all Public Utilities Commission of Ohio rules or orders as adopted pursuant to Chapter 4928 of the Revised Code.
5. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, and its Staff on any utility matter including the investigation of any consumer complaint regarding any service offered or provided by the Applicant.
6. The Applicant herein, attests that it will fully comply with Section 4928.09 of the Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
7. The Applicant herein, attests that it will use its best efforts to verify that any entity with whom it has a contractual relationship to purchase power is in compliance with all applicable licensing requirements of the Federal Energy Regulatory Commission and the Public Utilities Commission of Ohio.
8. The Applicant herein, attests that it will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
9. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, the electric distribution companies, the regional transmission entities, and other electric suppliers in the event of an emergency condition that may jeopardize the safety and reliability of the electric service in accordance with the emergency plans and other procedures as may be determined appropriate by the Commission.
10. If applicable to the service(s) the Applicant will provide, the Applicant herein, attests that it will adhere to the reliability standards of (1) the North American Electric Reliability Council (NERC), (2) the appropriate regional reliability council(s), and (3) the Public Utilities Commission of Ohio. (Only applicable if pertains to the services the Applicant is offering)

11. The Applicant herein, attests that it will inform the Commission of any material change to the information supplied in the renewal application within 30 days of such material change, including any change in contact person for regulatory purposes or contact person for Staff use in investigating customer complaints.

That the facts above set forth are true and correct to the best of his/her knowledge, information, and belief and that he/she expects said Applicant to be able to prove the same at any hearing hereof.

Paula Keller COO

Signature of Affiant & Title

Sworn and subscribed before me this 4 day of June, 2018
Month Year

[Signature]

Signature of official administering oath

Brett Pappalardo Notary Public

Print Name and Title



My commission expires on 3/5/20

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

FILING INSTRUCTIONS ATTACHMENTS:

A-10 Exhibit A-10 Principal Officers, Directors & Partners

Jon Gilbert, Owner
America Approved Commercial LLC
13451 McGregor Blvd Unit 29
Fort Myers FL 33919

Paula Lewis, COO
America Approved Commercial LLC
13451 McGregor Blvd Unit 29
Fort Myers FL 33919

B. APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE

B-1 Exhibit B-1 - Jurisdictions of Operation

Energy Broker Licensed in the following Jurisdictions:
Delaware
Illinois
Maine
Maryland
Massachusetts
New Jersey
Pennsylvania

B-2 Exhibit B-2 Experience & Plans

We will not be billing customers as we are not a supplier.

B-3 Exhibit B-3 Disclosure of Liabilities and Investigations

Nothing has changed since the initial application

B-4 N/A

B-5 N/A

C. FINANCIAL CAPABILITY AND EXPERIENCE

C-1 Exhibit C-1 Annual Reports

We do not have shareholders

C-2 Exhibit C-2 SEC Filings

We are not a public company

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

FILING INSTRUCTIONS ATTACHMENTS:

- C-3 Exhibit C-3 Financial Statements
See attached financials
- C-4 Exhibit C-4 Financial Arrangements
As a broker we will not be taking to the power.
- C-5 Exhibit C-5 Forecasted Financial Statements
We do not have this as part of our normal business operations
- C-6 Exhibit C-6 Credit Rating
We do not have this as part of our normal business operations
- C-7 Exhibit C-7 Credit Reporting
We do not have this as part of our normal business operations
- C-8 Exhibit C-8 Bankruptcy Information
N/A
- C-9 Exhibit C-9 Merger Information
N/A
- C-10 Exhibit C-10 Corporate Structure

America Approved Commercial, LLC

America Approved Commercial, LLC

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BALANCE SHEET

As of December 31, 2016

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
AAC Encore Commission	6,716.49
AAC Encore Operating	12,787.62
America Approved Commissions Account	-47.36
America Approved Merchant Account	0.00
America Approved Merchant Fund	0.00
America Approved Operating Account	0.00
Capital Bank AAC Commission	0.00
Capital Bank AAC Operating	0.00
Total Bank Accounts	\$19,456.75
Accounts Receivable	
Accounts Receivable (A/R)	0.00
Total Accounts Receivable	\$0.00
Other Current Assets	
Loan to Chris W	2,000.00
Total Other Current Assets	\$2,000.00
Total Current Assets	\$21,456.75
Fixed Assets	
Accum. Depreciation	-18,474.33
Computer Equipment	16,674.33
Original Cost	558.38
Total Computer Equipment	17,232.71
Furniture & Fixtures	4,409.47
Total Fixed Assets	\$3,167.85
Other Assets	
Loan - AAICF	3,823.98
Total Other Assets	\$3,823.98
TOTAL ASSETS	\$28,448.58
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	-6.95
Total Accounts Payable	\$ -6.95
Credit Cards	
American Express - Platinum	-25,389.48
American Express - Plum	-12,199.08
Total Credit Cards	\$ -37,588.56
Other Current Liabilities	
Loan - AACR	10,914.13

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	TOTAL
Loan - Joe Galluzzo	-700.00
Loan - Peter Jensen	0.00
Loan - Rapid Advance	1,500.22
Loan - Relationship Energy & Services LLC	-34,683.27
loan Dixie Management	673.10
Loan from Gries Investment Fund	3,072.49
Loan from Investors	26,390.00
Loan from Knights	0.00
Loan from Melissa Jensen	-57.50
Loan From Peter Jensen	0.00
Loan from Ray Jensen	5,000.00
Loan to AAEDS	0.00
Loan to Joe Galluzzo	0.00
Total Other Current Liabilities	\$12,109.17
Total Current Liabilities	\$ -25,486.34
Long-Term Liabilities	
Loan - AAC	-2,450.00
Seidel Loan	109,814.74
Shareholder Loan	-14,000.00
Total Long-Term Liabilities	\$93,364.74
Total Liabilities	\$67,878.40
Equity	
Distribution - Jon Gilbert	-132,200.00
Distribution - Peter Jensen	-137,580.99
Opening Balance Equity	-55,823.53
Retained Earnings	-70,042.78
Net Income	356,217.48
Total Equity	\$ -39,429.82
TOTAL LIABILITIES AND EQUITY	\$28,448.58

America Approved Commercial, LLC

03

BALANCE SHEET

As of December 31, 2017

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
AAC Encore Commission	273.16
AAC Encore Operating	22,783.54
America Approved Commissions Account	-167.75
America Approved Merchant Account	0.00
America Approved Merchant Fund	0.00
America Approved Operating Account	0.00
Capital Bank AAC Commission	0.00
Capital Bank AAC Operating	0.00
Total Bank Accounts	\$22,888.95
Accounts Receivable	
Accounts Receivable (A/R)	0.00
Total Accounts Receivable	\$0.00
Other Current Assets	
Computer Programming & Software	91.50
Loan to Chris W	2,000.00
Total Other Current Assets	\$2,091.50
Total Current Assets	\$24,980.45
Fixed Assets	
Accum. Depreciation	-18,474.33
Computer Equipment	16,674.33
Original Cost	558.38
Total Computer Equipment	17,232.71
Furniture & Fixtures	4,409.47
Total Fixed Assets	\$3,167.85
Other Assets	
Loan - AAICF	3,823.98
Total Other Assets	\$3,823.98
TOTAL ASSETS	\$31,972.28
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	-6.95
Total Accounts Payable	\$ -6.95
Credit Cards	
American Express - Platinum	-25,389.48
American Express - Plum	-12,199.08
Total Credit Cards	\$ -37,588.56
Other Current Liabilities	

03

	TOTAL
Loan - AACR	10,914.13
Loan - Joe Galluzzo	-700.00
Loan - Peter Jensen	0.00
Loan - Rapid Advance	1,500.22
Loan - Relationship Energy & Services LLC	-66,664.53
loan Dixie Management	673.10
Loan from Gries Investment Fund	3,072.49
Loan from Investors	26,390.00
Loan from Knights	0.00
Loan from Melissa Jensen	-57.50
Loan From Peter Jensen	0.00
Loan from Ray Jensen	5,000.00
Loan to AAEDS	0.00
Loan to Joe Galluzzo	0.00
Total Other Current Liabilities	\$ -19,872.09
Total Current Liabilities	\$ -57,467.60
Long-Term Liabilities	
Loan - AAC	-8,450.00
Seidel Loan	49,601.20
Shareholder Loan	-207,042.89
Total Long-Term Liabilities	\$ -165,891.69
Total Liabilities	\$ -223,359.29
Equity	
Distribution - Jon Gilbert	-132,200.00
Distribution - Peter Jensen	-150,770.60
Opening Balance Equity	-55,823.53
Retained Earnings	286,174.70
Net Income	307,951.00
Total Equity	\$255,331.57
TOTAL LIABILITIES AND EQUITY	\$31,972.28

America Approved Commercial, LLC

03

PROFIT AND LOSS

January - December 2016

	TOTAL
Income	
Commission Income	1,128,364.10
Contract Labor MontBriar	186,385.75
Health Insurance Premium	11,582.56
Office Expenses Income	116,379.56
Other General and Admin	30.00
USPS	18.75
Total Income	\$1,442,760.72
GROSS PROFIT	\$1,442,760.72
Expenses	
Advertising	3,665.87
Auto	31,883.79
Bank Charges	1,445.70
Commission Bonus	1,500.00
Commissions & Fees	435,794.83
Computer Repair & Maintenance	8,574.81
Contract Labor	183,894.90
Dues & Subscriptions	4,443.09
Insurance	51,068.51
Interest Expense	21,148.43
Legal & Professional Fees	6,209.55
Marketing Materials	51,396.74
Meals and Entertainment	36,956.26
Office Expenses	23,558.93
Payroll	103,087.10
Payroll Services	23,456.22
Postage	2,482.65
Promotional	27.02
Rent or Lease	23,828.98
Repair & Maintenance	152.52
Taxes & Licenses	9,477.77
Telephone	20,093.22
Travel	38,478.08
Utilities	3,074.54
Total Expenses	\$1,085,699.51
NET OPERATING INCOME	\$357,061.21
Other Expenses	
Miscellaneous	30.00
Reconciliation Discrepancies	813.73
Total Other Expenses	\$843.73
NET OTHER INCOME	\$ -843.73
NET INCOME	\$356,217.48

America Approved Commercial, LLC

C3

PROFIT AND LOSS

January - December 2017

	TOTAL
Income	
Commission Income	954,854.31
Health Insurance Premium	216.00
Office Expenses Income	52,302.07
Total Income	\$1,007,372.38
GROSS PROFIT	\$1,007,372.38
Expenses	
Advertising	1,544.00
Auto	30,499.78
Bank Charges	212.60
Commission Bonus	3,750.00
Commissions & Fees	313,334.81
Computer Repair & Maintenance	5,732.79
Dues & Subscriptions	6,034.90
Insurance	31,882.55
Interest Expense	4,786.46
Legal & Professional Fees	9,345.60
Marketing Materials	33,007.52
Meals and Entertainment	17,396.25
Office Expenses	52,924.54
Payroll	111,068.35
Postage	497.91
Promotional	519.80
Reimbursement	500.00
Rent or Lease	8,139.42
Repair & Maintenance	190.62
Supplies	254.38
Taxes & Licenses	3,161.00
Telephone	8,967.56
Travel	51,330.75
Utilities	1,161.06
Total Expenses	\$696,242.65
NET OPERATING INCOME	\$311,129.73
Other Expenses	
Reconciliation Discrepancies	3,178.73
Total Other Expenses	\$3,178.73
NET OTHER INCOME	\$ -3,178.73
NET INCOME	\$307,951.00