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FILE

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18-1030-EL-AGG

U.S. Energy Bidders, LLC
382 Main St.
East Aurora, NY 14052
(716) 523-7254

June 15, 2018

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

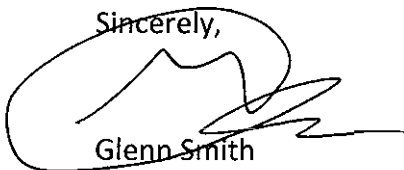
REC'D - DOCKETING DIV
2018 JUN 15 PM 2:16
PUCO

Re: Certification Application (Power Broker)

To Whom It May Concern:

Please find enclosed the original and three (3) copies of the "Initial Certification Application for Electric Aggregators / Power Brokers." Please contact me at (716) 523-7254 should there be any questions.

Sincerely,



Glenn Smith

This is to certify that the images appearing are an
accurate and complete reproduction of a case file
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Technician AK Date Processed 6/15/18



PUCO USE ONLY		
Date Received	Case Number	Version
	18-1030 EL-AGG	May 2016

INITIAL CERTIFICATION APPLICATION FOR ELECTRIC AGGREGATORS/ POWER BROKERS

Please print or type all required information. Identify all attachments with an exhibit label and title (Example: Exhibit A-12 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 input information directly onto the form.

You may also download the form, by saving it to your local disk, for later use.

A. APPLICANT 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 and web site address

Legal Name U.S. Energy Bidders, LLC
 Address 382 Main St., East Aurora, NY 14052
 Telephone # (716) 523-7254 Web site address (if any) www.usenergybidders.com

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

Legal Name U.S. Energy Bidders, LLC
 Address 382 Main St., East Aurora, NY 14052
 Telephone # (716) 523-7254 Web site address (if any) www.usenergybidders.com

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

U.S. Energy Bidders, LLC
U.S. Energy Bidders

A-5 Contact person for regulatory or emergency matters

Name Glenn Smith
 Title President

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 2018 JUN 15 PM 2:16
 PUCO

Business address 382 Main St., East Aurora, NY 14052
 Telephone # (716) 523-7254 Fax # (716) 566-4261
 E-mail address gesmith@usenergybidders.com

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

Name William Knauber
 Title Director
 Business address 382 Main St., East Aurora, NY 14052
 Telephone # (716) 812-7498 Fax # (716) 566-4261
 E-mail address wknauber@usenergybidders.com

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

Customer Service address 382 Main St., East Aurora, NY 14052
 Toll-free Telephone # (716) 523-7254 Fax # (716) 566-4261
 E-mail address info@usenergybidders.com

A-8 Applicant's federal employer identification number # 823035088

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

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

A-10 (Check all that apply) Identify each electric distribution utility certified territory in which the applicant intends to provide service, including identification of each customer class that the applicant intends to serve, for example, residential, small commercial, mercantile commercial, and industrial. (A mercantile customer, as defined in (A) (19) of Section 4928.01 of the Revised Code, is a commercial customer who consumes more than 700,000 kWh/year or is part of a national account in one or more states).

- | | | | | |
|--|--------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|
| <input type="checkbox"/> First Energy | | | | |
| <input type="checkbox"/> Ohio Edison | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> Toledo Edison | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> Cleveland Electric Illuminating | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> Duke Energy | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> Monongahela Power | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> American Electric Power | | | | |
| <input type="checkbox"/> Ohio Power | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> Columbus Southern Power | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> Dayton Power and Light | <input type="checkbox"/> Residential | <input type="checkbox"/> Commercial | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Industrial |

- A-11 Provide the approximate start date that the applicant proposes to begin delivering services

August 1, 2018

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- A-12 **Exhibit A-12 "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-13 **Exhibit A-13 "Company History,"** provide a concise description of the applicant's company history and principal business interests.
- A-14 **Exhibit A-14 "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-15 **Exhibit A-15 "Secretary of State,"** provide evidence that the applicant has registered with the Ohio Secretary of the State.

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 "Summary of Experience,"** provide a concise summary of the applicant's experience in providing aggregation service(s) including contracting with customers to combine electric load and representing customers in the purchase of retail electric services. (e.g. number and types of customers served, utility service areas, amount of load, etc.).

B-4 **Exhibit B-4 "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-5 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-5 "Disclosure of Consumer Protection Violations"** detailing such violation(s) and providing all relevant documents.

B-6 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-6 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation"** detailing such action(s) and providing all relevant documents.

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 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 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 **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-5 **Exhibit C-5 “Forecasted Financial Statements,”** provide two years of forecasted statements (balance sheet, income statement, and cash flow statement) 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 forecast 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, 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 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.

D. APPLICANT TECHNICAL CAPABILITY

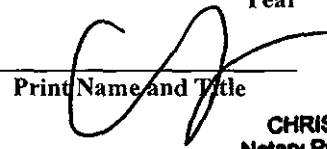
PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- D-1** Exhibit D-1 "Operations" provide a written description of the operational nature of the applicant's business. Please include whether the applicant's operations will include the generation of power for retail sales, the scheduling of retail power for transmission and delivery, the provision of retail ancillary services as well as other services used to arrange for the purchase and delivery of electricity to retail customers.
- D-2** Exhibit D-2 "Operations Expertise," given the operational nature of the applicant's business, provide evidence of the applicant's experience and technical expertise in performing such operations.
- D-3** Exhibit D-3 "Key Technical Personnel," provide the names, titles, e-mail addresses, telephone numbers, and the background of key personnel involved in the operational aspects of the applicant's business.
- D-4** Exhibit D-4 "FERC Power Marketer License Number," provide a statement disclosing the applicant's FERC Power Marketer License number. (Power Marketers only)

 President
Signature of Applicant and Title

Sworn and subscribed before me this 11th day of June, 2014
Month Year

Signature of official administering oath


Print Name and Title

My commission expires on _____

CHRISTOPHER D. SMITH
Notary Public, State of New York
Qualified in Erie County
My Commission Expires 11/10/20 19



Exhibit A-12
Principal Officers, Directors & Partners

The company's only officer and director is:

Glenn Smith
Owner, President
382 Main St.
East Aurora, NY 14052
(716) 523-7254



Exhibit A-13
Company History

Applicant is a relatively new company. As we await approvals to commence business, we have no "company history" aside from organizing and staffing. While this company has no active history, the company's principal has over 13 years of experience in the energy industry, forming and operating multiple companies that performed the same or similar services to Applicant. Please see Exhibit B-2 to review the experience of the company's principal and key staff.



Exhibit A-14
Articles of Incorporation and Bylaws

Included behind this page is a copy of the Articles of Organization and filing receipt for U.S. Energy Bidders, LLC.

There are no bylaws, as same are not required in New York given that it is a single owned company.



**Division of Corporations,
State Records and
Uniform Commercial Code**

New York State
Department of State
**DIVISION OF CORPORATIONS,
STATE RECORDS AND
UNIFORM COMMERCIAL CODE**
One Commerce Plaza
99 Washington Ave.
Albany, NY 12231-0001
www.dos.ny.gov

(This form must be printed or typed in black ink)

**ARTICLES OF ORGANIZATION
OF**

US Energy Bidders, LLC

(Insert name of Limited Liability Company)

Under Section 203 of the Limited Liability Company Law

FIRST: The name of the limited liability company is:

US Energy Bidders, LLC

SECOND: The county within this state in which the office of the limited liability company is to be located is: **Erie**

THIRD: The Secretary of State is designated as agent of the limited liability company upon whom process against it may be served. The address within or without this state to which the Secretary of State shall mail a copy of any process against the limited liability company served upon him or her is:

**Glen E. Smith, Manager
382 Main Street
East Aurora, NY 14052**

X

(Signature of Organizer)

Glen E. Smith

(Print or Type Name of Organizer)

FILING RECEIPT

ENTITY NAME: US ENERGY BIDDERS, LLC

DOCUMENT TYPE: ARTICLES OF ORGANIZATION (DOM LLC)

COUNTY: ERIE

FILED:09/25/2017 DURATION:***** CASH#:170925000655 FILM #:170925000627
DOS ID:5207290

FILER:

EXIST DATE

GLEN E. SMITH
382 MAIN STREET

09/25/2017

EAST AURORA, NY 14052

ADDRESS FOR PROCESS:

GLEN E. SMITH, MANAGER
382 MAIN STREET
EAST AURORA, NY 14052

REGISTERED AGENT:

The limited liability company is required to file a Biennial Statement with the Department of State every two years pursuant to Limited Liability Company Law Section 301. Notification that the biennial statement is due will only be made via email. Please go to www.email.ebiennial.dos.ny.gov to provide an email address to receive an email notification when the Biennial Statement is due.

SERVICE COMPANY: VANGUARD CORPORATE SERVICES, LTD. - 52 SERVICE CODE: 52 *

FEES 225.00
FILING 200.00
TAX 0.00
CERT 0.00
COPIES 0.00
HANDLING 25.00

PAYMENTS 225.00
CASH 0.00
CHECK 0.00
CHARGE 0.00
DRAWDOWN 225.00
OPAL 0.00
REFUND 0.00

132064

DOS-1025 (04/2007)



Exhibit A-15
Secretary of State

Included behind this page is a copy of the Registration of Foreign Limited Liability Company filed with the Ohio Secretary of State on June 8, 2018.



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DATE	DOCUMENT ID	DESCRIPTION	FILING	EXPED	CERT	COPY
06/11/2018	201815804202	REGISTRATION OF FOREIGN FOR PROFIT LLC (LFP)	99.00	0.00	0.00	0.00

Receipt

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

U.S. ENERGY BIDDERS, LLC
382 MAIN ST
EAST AURORA, NY 14052

STATE OF OHIO CERTIFICATE

Ohio Secretary of State, Jon Husted
4193524

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

U.S. ENERGY BIDDERS, LLC

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

Document(s)

REGISTRATION OF FOREIGN FOR PROFIT LLC

Effective Date: 06/07/2018

Document No(s):

201815804202



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
11th day of June, A.D. 2018.

Ohio Secretary of State

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Jon Husted Ohio Secretary of State

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Business Filing Portal

[Print this report](#)

Corporation Details

Corporation Details		
Entity Number	4193524	
Business Name	U.S. ENERGY BIDDERS, LLC	
Filing Type	FOREIGN LIMITED LIABILITY COMPANY	
Status	Active	
Original Filing Date	06/07/2018	
Expiry Date		
Location:	County:	State: NEW YORK
Agent / Registrant Information		
REGISTERED AGENTS INC. 6545 MARKET AVENUE N, SUITE 100 NORTH CANTON, OH 44721 Effective Date: 06/07/2018 Contact Status: Active		
Filings		
Filing Type	Date of Filing	Document Number/Image
REG. OF FOR. PROFIT LIM. LIAB. CO.	06/07/2018	201815804202



Exhibit B-1
Jurisdictions of Operation

As of the date of filing this Application, U.S. Energy Bidders, LLC is authorized to provide Power Brokering services in the State of New York. Additionally, our Application is currently pending before the Public Utility Commission of Pennsylvania.



Exhibit B-2 Experience & Plans

Applicant's principal and staff have the necessary experience to conduct business in accordance with its Application. Please see Exhibit B-3 for a more detailed expression of applicant's experience.

Structure:

USEB is structured much the same way as BidURenergy was (see Exhibit B-3 regarding BidURenergy). Applicant is looking to provide the same or similar services as BidURenergy, the principal's former company sold in 2013 to NRG.

The owner will be actively involved in the balanced growth of the client base as well as establishing supplier relations. William Knauber, Executive Director for the Northeast Region, will oversee the company's sales force. USEB sales force consists of three strata: First, the inside call team whose job it is to introduce USEB's services to potential clients and, where necessary, set up appointments for our closers. Second, the analysts who are responsible for running client reports and analysis for client's supply options and solicit bids from competing suppliers. Third, the closers who are responsible for (a.) attending any meetings set by the inside team; and (b.) presenting the final reports to clients alongside the analyst.

USEB also has a marketing team as well as a customer relations point of contact. The first area of growth will be amongst the sales team, then, as needed, with the customer relations and supplier relations staff.

Plan

Once approved to work in the State of Ohio, USEB will generally proceed as follows:

- a. Announce USEB's presence in the state
- b. Develop / update marketing collateral
- c. Contact potential customers
- d. Perform necessary analysis for clients to bring them lower electricity supply rates
- e. Simultaneous with all of the above, USEB will be establishing contractual relationships with electric suppliers

Given our experience and successful track record with growing a company in this industry in a balanced and measured way, USEB assures the PUC that it has the experience and successful track record required to provide services in the State of Ohio.



Exhibit B-3 Summary of Experience

U.S. Energy Bidders, LLC ("USEB") presents the following summary of experience commensurate with the service USEB proposes to provide in the State of Ohio:

USEB avers that it has the experience, plan and structure to provide electricity brokering services for electricity in Ohio.

Experience:

While USEB is a relatively new company (formed in late 2017), the principal and staff have significant experience in the energy (specifically electricity supply) field.

The principal of the company, Glen Smith, was the founder and owner of Energy Curtailment Specialists, Inc. (ECS) and BidURenergy, Inc. (BUE). ECS was a full-service demand response company formed in 2001, employing approximately 300 people at its peak, and servicing more than 10,000 mid-size to large commercial and industrial customers throughout several markets (including in the PJM market and every utility service territory in Ohio) and representing more than 8,000 MW of demand response reduction. BUE was formed in approximately 2008 and was (perhaps still is) certified to provide the same brokering services USEB contemplates providing in the State of Ohio. At its peak, BUE employed approximately 60 individuals, all under the management of Mr. Smith, and serviced over 3,000 commercial and industrial accounts. As of 2013, BUE had brokered thousands of electric supply transactions involving more than 12 different suppliers. Both ECS and BUE employed the most advanced analytical tools and electric metering as part of their services.

Both ECS and BUE were sold to NRG in late 2013. USEB's owner, Mr. Smith, was subsequently under a three (3) year non-compete. USEB is Mr. Smith's re-entry into the energy market. His experience with building both ECS and BUE from a two-man operation to some of the largest companies in their respective fields, demonstrates USEB's fitness to provide the proposed services in the State of Ohio.



Exhibit B-4
Disclosure of Liabilities and Investigations

Applicant has no liabilities or investigations to report



Exhibit C-1
Annual Reports

Not Applicable. Applicant is not a publicly held company and furthermore is a relatively new business.



Exhibit C-2
SEC Filings

Applicant is not a publicly held company and therefore is not required to file with the SEC.



Exhibit C-3
Financial Statements

Applicant is a relatively new company, privately-held, with no business activity as of this application. There are therefore no financial statements to provide.



Exhibit C-4
Financial Arrangements

Not Applicable



Exhibit C-5
Forecasted Financial Statements

Applicant provides the following forecasted income statements for the years 2019 and 2020, regarding Ohio-related business only.

Assumptions:

1. "New Customers" represents an estimate of new customers in the State of Ohio that we project to sign up each month, as indicated.
2. "Average Annual kWh/Customer" represents an estimate of the average annual kWh of our new customers. This estimate is based on (a.) the prior experience of the company's principal in this same industry (broker) and building a portfolio of customers; and (b.) the specific customers to be targeted as prospects by applicant.
3. "Average Commission" represents our estimate of the average commission we will receive per consummated transaction. It is based upon prior experience.

See next page for forecasts

Projected Income Statement for U.S. Energy Bidders, LLC (Ohio Only)- 2019-2020

2019	New Customers	Avg. Annual kWh/Customer	Total New kWh (Annualized)	Avg. Commission
Jan-19	10	500,000	5,000,000	\$15,000.00
Feb-19	10	500,000	5,000,000	\$15,000.00
Mar-19	15	500,000	7,500,000	\$22,500.00
Apr-19	15	500,000	7,500,000	\$22,500.00
May-19	20	500,000	10,000,000	\$30,000.00
Jun-19	20	500,000	10,000,000	\$30,000.00
Jul-19	25	500,000	12,500,000	\$37,500.00
Aug-19	25	500,000	12,500,000	\$37,500.00
Sep-19	25	500,000	12,500,000	\$37,500.00
Oct-19	25	500,000	12,500,000	\$37,500.00
Nov-19	25	500,000	12,500,000	\$37,500.00
Dec-19	25	500,000	12,500,000	\$37,500.00
Totals	240		120,000,000	\$360,000.00

2020	New Customers	Avg. Annual kWh/Customer	Total New kWh (Annualized)	Avg. Commission
Jan-20	25	500,000	12,500,000	\$37,500.00
Feb-20	25	500,000	12,500,000	\$37,500.00
Mar-20	25	500,000	12,500,000	\$37,500.00
Apr-20	30	500,000	15,000,000	\$45,000.00
May-20	30	500,000	15,000,000	\$45,000.00
Jun-20	30	500,000	15,000,000	\$45,000.00
Jul-20	30	500,000	15,000,000	\$45,000.00
Aug-20	30	500,000	15,000,000	\$45,000.00
Sep-20	30	500,000	15,000,000	\$45,000.00
Oct-20	30	500,000	15,000,000	\$45,000.00
Nov-20	30	500,000	15,000,000	\$45,000.00
Dec-20	30	500,000	15,000,000	\$45,000.00
	345		172,500,000	\$517,500.00



Exhibit C-6
Credit Rating

Not Applicable (N/A)



Exhibit C-7
Credit Report

As a new business that hasn't started providing services to customers, Applicant has no credit report on file with any credit reporting agencies.



Exhibit C-8
Bankruptcy Information

Neither Applicant nor it's owner/principal/officer have ever filed for bankruptcy.



Exhibit C-9
Merger Information

Not Applicable (N/A) – nothing to report



Exhibit C-10
Corporate Structure

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



Exhibit D-1 Operations

Applicant is applying to become a Power Broker and, as such, will not be taking title to electricity and will not be scheduling power or providing any ancillary services.

Applicant will solicit end-use customers to assist them in obtaining lower electricity rates and achieving overall electricity savings. Applicant will obtain an authorization by the end-use customer to bid their electricity requirements out to multiple electricity suppliers. Applicant will then analyze the incoming bids, negotiate with the suppliers when and where necessary and propose a supply option to the end-use customer. Once the end-use customer selects a supplier, Applicant ensures that the electricity supply contract is appropriate and in the customer's best interests. If a supply contract is entered into between the customer and supplier, Applicant will receive payment by the supplier.



Exhibit D-2
Operations Expertise

Applicant is applying to operate as a Power Broker and, as such, will not be taking title to electricity. Please see Exhibits B-2, B-3 and D-3 for detailed discussion of Applicant's experience and expertise.



Exhibit D-3
Key Technical Personnel

Glenn Smith
Title: Owner / President
Email: gesmith@usenergybidders.com
Phone: (716) 523-7254

Background:

Founder, Owner and President – Energy Curtailment Specialists, Inc.; formed in 2001; Sold to NRG in 2013; Approximately 300 employees at its peak operation; large national demand response provider serving over 10,000 mid-size to large commercial and industrial facilities in every demand response marketplace in the U.S., including Ohio.

Founder, Owner and President – BidUrEnergy, Inc.; formed in 2008; sold to NRG in 2013; Approximately 60 employees at its peak operation; large energy broker serving thousands of mid-size to large commercial and industrial facilities in 13 states, including Ohio.

Founder, Owner and Vice President – Ace Energy, Inc.; formed in 2002; sold to NRG in 2013; Approximately 25 employees at its peak operation; specialized in energy efficiency technologies and electric metering.

William Knauber
Title: Executive Director
Email: wknauber@usenergybidders.com
Phone: (716) 812-7498

Please see resume of William Knauber inserted behind this page.



Exhibit D-4
FERC Power Marketer License Number

Not Applicable (N/A)

AFFIDAVIT

State of New York

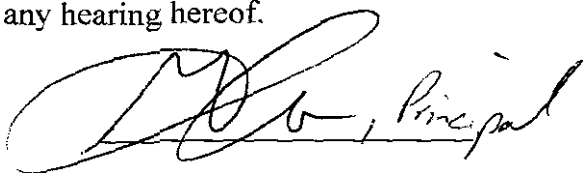
County of Erie

GLENN SMITH, Affiant, being duly sworn/affirmed according to law, deposes and says that: He is the Owner of **U.S. Energy Bidders, LLC**; That he 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 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 comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
8. 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.
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 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.



Signature of Applicant and Title

Sworn and subscribed before me this 11th day of June, 2018

Signature of official administering oath

Print Name and Title

My commission expires on _____

CHRISTOPHER D. SMITH
Notary Public, State of New York
Qualified in Erie County
My Commission Expires 11/10/20 