



Original AGG Case Number	Version
- -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 _____
Address _____
PUCO Certificate # and Date Certified _____
Telephone # _____ Web site address (if any) _____

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

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

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

A-5 Contact person for regulatory or emergency matters

Name _____
Title _____
Business address _____
Telephone # _____ Fax # _____
E-mail address _____

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

Name _____
Title _____
Business address _____
Telephone # _____ Fax # _____
E-mail address _____

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

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

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

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

? Sole Proprietorship ? Partnership
? Limited Liability Partnership (LLP) ? Limited Liability Company (LLC)
? Corporation ? 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.

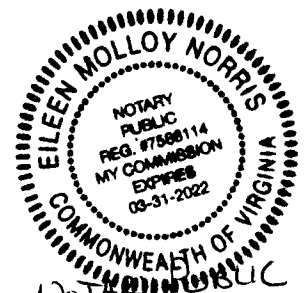
Kurt Swenson

Signature of Applicant & Title

Sworn and subscribed before me this 16th day of August, 2018
Month Year

[Signature]
Signature of official administering oath

Eileen Molloy Norris, Notary Public
Print Name and Title



My commission expires on 03/31/2022

AFFIDAVIT

State of Virginia :

Lexington ss.
(Town)

County of Rockbridge

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

He/She is the Managing Member (Office of Affiant) of Property Cost Systems of Ohio (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.

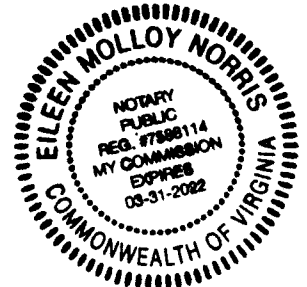
That the facts above set forth are true and correct to the best of his/her knowledge, information, and belief and that he/she expects said Applicant to be able to prove the same at any hearing hereof.

Kurt Swenson
Signature of Affiant & Title

Sworn and subscribed before me this 16th day of August, 2018
Month Year

[Signature]
Signature of official administering oath

Eileen Molloy Norris, NOTARY PUBLIC
Print Name and Title



My commission expires on 03/31/2022

A-10

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

<u>Name:</u>	<u>Percentage Ownership:</u>
Grant Swenson Managing Member 75 Southridge Lane Lexington, VA 24450 (540) 461-3304	33.33%
Richard Hurwitz Managing Member 1167 Vista Lago Circle Painesville, OH, 44077 (440) 796-8251	33.33%
Kurt Swenson Managing Member 75 Southridge Lane Lexington, VA 24450 (540) 464-5700	33.33%

B-1

Exhibit B-1: Jurisdictions of Operation

Property Cost Systems of Ohio, LLC was legally formed in April of 2016 and is currently seeking renewal of authorization to provide brokerage services for natural gas and electricity in Ohio. Property Cost Systems has an office in Painesville, OH and Lexington, VA.

B-2

Exhibit B-2: Experience & Plans

Experience

Grant Swenson has over 5 years working experience in deregulated utilities markets, and through Property Cost Systems, is trained in and familiar with all aspects of natural gas and electric brokerage operations. In addition, he has worked 3 years in the banking industry. He is currently studying to complete his MBA through the University of Mary Washington.

Richard Hurwitz retired from 44 years in education in May, 2012. Included in his education career was 24 years in higher education administration in which he served 11 years as a university department chairperson, 12 years as an Associate Dean of a College of Education and Human Services, and one year as an Interim Dean of a College of Education and Human Services. Richard has extensive experience in budget management, contract negotiation, strategic planning, and other key aspects of management and administration.

Kurt Swenson started Property Cost Systems in 1989 to help owners and property management companies manage their utilities. Prior to starting Property Cost Systems, Kurt worked in many aspects of the real estate business including mortgage banking, syndications, property management, pre-development, development and asset management. In the late 1980s Kurt was responsible for a 1.5 billion portfolio of real estate assets including land and land development, a home building company, office buildings, retail, commercial and apartment properties. Kurt attended Brown University and Cornell University for undergraduate studies majoring in Business Management. Later, Kurt graduated from the Johnson School of Management at Cornell University with a Masters in Business Administration majoring in Finance.

Plans for Operations

Our number one goal is to provide timely, honest, and transparent service to our clients in meeting their natural gas and/or electric brokerage needs. To meet this goal, we will implement the following process:

- Work with clients to understand their goals. Although it is important to capture the lowest price for clients, this objective must be considered in light of budget constraints, the optimum contract term, client's risk appetite, and other client-specific objectives and criteria. Through frank and in-depth discussions with clients, we will learn their objectives and constraints so we can best meet their needs.
- Collect data. We will retrieve client's historical usage data and perform an analysis of how they use energy. We will compare history with what the forward curve offers as the present time, and make assumptions based on real life scenarios combined with client's specific needs to recommend compatible structure and term, benchmarking said assumptions with the wholesale price of power.

- Begin the pricing process. Once we have satisfied the client with what the best structure looks like, we will send a request for pricing to those Retail Electric or Natural Gas Providers who can best service client's requirements. The competitive process will achieve the best of economy and allow for "apples to apples" comparisons.
- Manage the pricing process. As we receive pricing, we will query the various Providers as to particulars such as band width, material change, gas lock procedures (if applicable), and other details that allow meaningful comparisons and drive the best answers to client procurement.
- Execution. Once pricing for the elected structure has been reviewed and a final list of Providers arrived at, we will then insure that contract language and provisions are compatible to client needs (including negotiation for same should that be necessary), and deliver to client an executable contract vetted for price and terms.
- Continuing service. Our engagement will not end with contract execution. We will continue to keep client apprised of issues connected to their current contract, changing market conditions (opportunities or risks beyond current procurement), and other materials items.

B-3

Exhibit B-3: Disclosure of Liabilities and Investigations

Property Cost Systems of Ohio LLC and their officers and employees are not now or ever have been the subject of any 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 operations status or ability to provide the services it is seeking to be certified to provide.

C-1

Exhibit C-1: Annual Reports

Property Cost Systems of Ohio LLC is not a public corporation and does not file annual reports.

C-2

Exhibit C-2: SEC Filings

Property Cost Systems of Ohio, LLC is not a public corporation and is not required to file any documents with the SEC.

C-3

Exhibit C-3: Financial Statements

Property Cost Systems of Ohio, LLC was legally formed in April 2016, and has yet to conduct any business. Please find attached the receipt from the Ohio Secretary of State showing that the Articles of Organization were filed and recorded on 4/11/2016.

C-4

Exhibit C-4: Financial Arrangements

N/A. Property Cost Systems of Ohio does not take title to electricity or natural gas.

C-5

Exhibit C-5: Forecasted Financial Statements

	2019	2020
Revenues	\$33,250	\$75,250
Expenses	<u>-\$1,020</u>	<u>-\$1,020</u>
Net Income	\$32,230	\$74,230

Portion of total PCSO operating expense allocated to electricity brokerage:

Expenses	Monthly	Yearly
Phone	\$ 15.00	\$ 180.00
Gas	\$ 40.00	\$ 480.00
Printing	\$ 5.00	\$ 60.00
Internet	\$ 25.00	\$ 300.00
Total	\$ 85.00	\$ 1,020.00

Electricity	
Avg Yearly Kwh per Contract	500,000
Cents per Kwh Brokered	0.35
Avg Yearly Income per contract	1750

2019		New Contract Income
January	2	\$3,500.00
February	2	\$3,208.33
March	2	\$2,916.67
April	2	\$2,625.00
May	2	\$2,333.33
June	2	\$2,041.67
July	2	\$1,750.00
August	2	\$1,458.33
September	2	\$1,166.67
October	2	\$875.00
November	2	\$583.33
December	2	\$291.67
	24	\$22,750.00
Renewals from 2016	6	\$10,500.00
Total		\$33,250.00

2020		New Contract Income
January	2	\$3,500.00
February	2	\$3,208.33
March	2	\$2,916.67
April	2	\$2,625.00
May	2	\$2,333.33
June	2	\$2,041.67
July	2	\$1,750.00
August	2	\$1,458.33
September	2	\$1,166.67
October	2	\$875.00
November	2	\$583.33
December	2	\$291.67
	24	\$22,750.00
Renewals from 2018/2019	30	\$52,500.00
Total		\$75,250.00

Prepared by:
 Grant Swenson
 Managing Member
 75 Southridge Lane
 Lexington, VA 24450
 grant@propertycostsystems.com
 (540)461-3304

C-6

Exhibit C-6: Credit Rating

N/A

Property Cost Systems of Ohio, LLC was legally formed in April of 2016 and is not rated to our knowledge.

C-7

Exhibit C-7: Credit Report

N/A

Property Cost Systems of Ohio, LLC was legally formed in April of 2016 and is not rated to our knowledge.

C-8

Exhibit C-8: Bankruptcy Information

Property Cost Systems of Ohio, LLC was legally formed in April of 2016. Neither the entity nor any officer has filed any form of bankruptcy, protection from creditors, or reorganization in the current or two most recent years.

C-9

Exhibit C-9: Merger Information

Property Cost Systems of Ohio, LLC was legally formed in April of 2016 and has not been involved with any dissolution or merger or acquisition.

C-10

Exhibit C-10: Corporate Structure

Property Cost Systems of Ohio, LLC is a stand-alone entity with no affiliate or subsidiary companies.

This foregoing document was electronically filed with the Public Utilities

Commission of Ohio Docketing Information System on

8/17/2018 2:54:54 PM

in

Case No(s). 16-1768-EL-AGG

Summary: Application Renewal Application for Electricity Broker/Aggregator electronically filed by Mr. Kurt R Swenson on behalf of Property Cost Systems of Ohio, LLC and Kurt R Swenson