

# **Public Utilities Commission Ohio**

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Date Received	Case Number Version
	-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 Applicant intends to be certified as: (check all that apply) A-1 Aggregator Power Broker Applicant's legal name, address, telephone number and web site address A-2 Legal Name Ecom-Energy of California, Inc. Address 5322 Vista Montana Yorba Linda, CA 92886 Telephone # (714) 485-4122 Web site address (if any) www.ecom-energy.com List name, address, telephone number and web site address under which Applicant **A-3** will do business in Ohio Legal Name Ecom-Energy of California, Inc. Address 5322 Vista Montana Yorba Linda, CA 92886 Telephone # (714) 485-4122 Web site address (if any)www.ecom-energy.com List all names under which the applicant does business in North America A-4 Ecom-Energy of California, Inc. Ecom-Energy, Inc. A-5 Contact person for regulatory or emergency matters Name Carlos Lopez Title Associate Principal

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. Date Processed VX Technician

	Business address 5322 Vista Monta	na Yorba Linda, CA	92886			
	Telephone # (714) 485-4122	Fax #			<del></del>	
	E-mail address clopez2@ec			_		
				<u></u>		
A-6	Contact person for Commis	ssion Staff use	in investigati	ng customer c	omplaints	
	Name Carlos Lopez					
	Title Associate Principal					
	Business address 5322 Vista Montai	na Yorba Linda, CA	92886			
	Telephone # (714) 485-4122 E-mail address clopez2@	Fax #				
	E-mail address clopez2@	ecom-energy.com	1	_		
	L-man address	<u> </u>				
A-7	Applicant's address and tol	l-free numbei	r for customer	service and co	omplaints	
	G ( G 11 5322)	/ista Montana Yorha	Linda CA 92886			
	Customer Service address 5322	rista Womana Torba	E. //			
	Toll-free Telephone #	<del></del>	Fax #			
	E-mail address clopez2@	ecom-energy.com	)			
A-8	Applicant's federal employ	er identificati	on number # <u>2</u>	6-0440062	_	
A-9	Applicant's form of owners	hin (check on	(۵			
AX-3	Applicant's form of owners	mp (check on	ie)			
	□ Sole Proprietorship	□ Part	nership			
	☐ Limited Liability Partnership		ited Liability Co	mnany (IIC)		
	☑ Corporation					
	№ Corporation	n Ome	er	<del> </del>		
A-10	(Check all that apply) Id	•		•	=	
	which the applicant intends	-				
class that the applicant intends to serve, for example, residential, small comm						
	mercantile commercial, and industrial. (A mercantile customer, as defined in (A) (19) of					
	4928.01 of the Revised Code, is a commercial customer who consumes more than 700,000 kWh/year					
part of a national account in one or more states).				•		
	T7 4 T9					
	☑ First Energy	- Desidential	☑ Commercial	■ Mercantile	□ Industrial	
	☑ Ohio Edison	□ Residential		☐ Mercantile		
	☑ Toledo Edison	□ Residential	<ul><li>☑ Commercial</li><li>☑ Commercial</li></ul>	☐ Mercantile	<ul><li>□ Industrial</li><li>□ Industrial</li></ul>	
	☑ Cleveland Electric Illuminating	Residential	Commercial	☐ Mercantile	□ Industrial	
	Duke Energy     Monopoolele Power	☐ Residential	☑ Commercial	■ Mercantile	□ Industrial	
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	<ul> <li>American Electric Power</li> <li>Ohio Power</li> </ul>	□ Residential	☑ Commercial	■ Mercantile	□ Industrial	
	☑ Columbus Southern Power	□ Residential	Commercial	□ Mercantile	□ Industrial	
	Dayton Power and Light	■ Residential	Commercial	■ Mercantile	□ Industrial	

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

Eurrently delivering services

\*\*Missed deadline for renewal; resubmitting initial application.

#### PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- A-12 <u>Exhibit A-12 "Principal Officers, Directors & Partners"</u> provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.
- A-13 <u>Exhibit A-13 "Company History,"</u> 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 <u>Exhibit A-15 "Secretary of State,"</u> provide evidence that the applicant has registered with the Ohio Secretary of the State.

# B. <u>APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE</u>

#### 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 <u>Exhibit C-2 "SEC Filings,"</u> 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 <u>Exhibit C-4 "Financial Arrangements,"</u> 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.

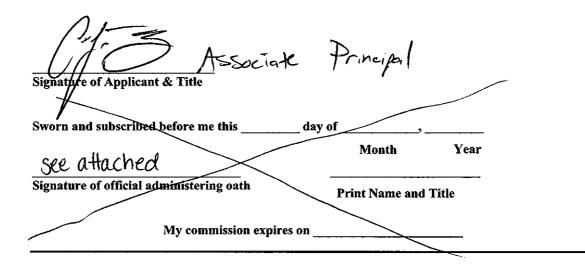
First time applicants or applicants whose certificate has expired as well as renewal applicants can meet the requirement by one of the following methods:

- 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 <u>Exhibit C-5 "Forecasted Financial Statements,"</u> 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, 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 <u>Exhibit C-7 "Credit Report,"</u> 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 <u>Exhibit C-9 "Merger Information,"</u> 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.



A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.			
State of California County of Orenge.			
Subscribed and sworn to (or affirmed) before me on this 2.7 by Carlos Lapez			
proved to me on the basis of satisfactory evidence to be the person(s) who appeared before me.			
RYAN ERIC PINKNEY Notary Public – California Orange County Commission # 2222727 My Comm. Expires Dec 19. 2021			
(Seal) Signature			

<u>AFFIDAVIT</u>

State of <u>California</u> :	State of	Cal	ifon	nia:
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yor<u>ba Linda</u> ss.

County of Orange:

(1000) LODEZ, Affiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the ASSOCIATE Principal of Affiant) of ECOM-ENERGY, Inc. (Name of Applicant);

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

- 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.
- 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

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.		
State of California		
County of Orange		
Subscribed and sworn to (or affirmed) before me on this 27* day of, 20 18, by, 20 topez		
proved to me on the basis of satisfactory evidence to be the person(s) who appeared before me.		
RYAN ERIC PINKNEY Notary Public - California Orange County Commission # 2222727 My Comm. Expires Dec 19, 2021		
(Seal) Signature // ///		

# A. Applicant Information

## **Exhibit A-12: Principal Officers, Directors, & Partners**

Name: Carlos Lopez, Sr.

Title: Principal

Address: 5322 Vista Montana Yorba Linda, CA 92886

**Telephone Number:** (714) 485-4117

Name: Carlos Lopez, II

Title: Associate Principal

Address: 20746 Juniper Avenue Yorba Linda, CA 92886

Telephone Number: (714) 485-4122

#### A. Applicant Information

#### **Exhibit A-13: Company History**

Ecom-Energy was founded in 1999 by internationally-recognized energy experts to provide an unbiased, independent resource for energy management solutions in the healthcare industry. Our solutions provide a range of services to help customers minimize future energy costs, manage energy budget risks, save time through access to independent, high-quality information, and plan more effectively for the future. Our innovative resource is a comprehensive collection of information from different sources, updated constantly and synthesized from a healthcare-specific perspective. Customers benefit by getting high-quality information unblemished by a hidden agenda.

Founded by the ECRI Institute, Ecom-Energy of California, Inc.'s team of experts provide unbiased advice on energy procurement, consumption, supply, and planning – so our customers can make wiser, more cost-effective energy decisions. Unlike traditional energy consultants, Ecom-Energy of California, Inc. is not affiliated with an energy supplier or marketer and does not sell equipment of any kind. The nature of its advice is truly unbiased, and its perspective is entirely independent.

# A. <u>Applicant Information</u>

# **Exhibit A-14: Articles of Incorporation and Bylaws**

See enclosed for Ecom-Energy of California, Inc.'s Articles of Incorporation.

# State of California Secretary of State



I, DEBRA BOWEN, Secretary of State of the State of California, hereby certify:

That the attached transcript of \_\_\_\_\_ page(s) has been compared with the record on file in this office, of which it purports to be a copy, and that it is full, true and correct.



IN WITNESS WHEREOF, I execute this certificate and affix the Great Seal of the State of California this day of

JUL 0 6 2007

DEBRA BOWEN Secretary of State

.1111 0 6 2007

#### ARTICLES OF INCORPORATION

#### OF

#### ECOM-ENERGY of California, Inc.

FIRST. The name of the corporation is ECOM-ENERGY of California, Inc.

SECOND. The purpose of the corporation is to engage in any lawful act or activity for which a corporation may be organized under the General Corporation Law of California other than the banking business, the trust company business or the practice of a profession permitted to be incorporated by the California Corporations Code.

THIRD. The name of the corporation's initial agent for service of process in the State of California is Carlos E. Lopez, 5322 Vista Montana, Yorba Linda, California 92886.

FOURTH. The corporation is authorized to issue one class of shares, designated as "Common Stock", and the total number of shares of Common Stock authorized to be issued is 1,000.

The personal liability of the directors of the corporation for monetary damages for breach of fiduciary duty shall be eliminated to the fullest extent permissible under California law. The corporation is authorized to indemnify its directors and officers to the fullest extent permissible under California law.

IN WITNESS WHEREOF, the undersigned incorporator has executed these Articles of Incorporation on the date below.

Date: July 3, 2007

LegalZoom.com, Inc., Incorporator

: Tamar Baloshian, Assistant Secretary

#### ACTION BY WRITTEN CONSENT OF THE INCORPORATOR OF

# ECOM-ENERGY of California, Inc.,

a California Corporation, As of July 11, 2007

The undersigned incorporator of ECOM-ENERGY of California, Inc., a California corporation, took the following actions on the above date, pursuant to the California Business Corporation Act:

Until otherwise determined by the Board, the number of members comprising the Board of Directors shall be two (2). Each person named below has been elected by me as a director of said corporation to hold office until the first annual meeting of stockholders or until his or her successor is elected and qualified:

Carlos E. Lopcz Olivia Lopez

Signed as of the above date.

LegalZoom.com, Inc., Incorporator

# UNANIMOUS WRITTEN CONSENT IN LIEU OF FIRST MEETING OF THE BOARD OF DIRECTORS OF ECOM-ENERGY of California, Inc.

The directors of ECOM-ENERGY of California, Inc., a California corporation (the "Corporation"), hereby adopt the following resolutions by written consent and direct that this consent be filed with the minutes of the proceedings of the Board of Directors:

#### Adoption of Bylaws.

RESOLVED, that the bylaws presented to the Directors and attached hereto are adopted as the bylaws of the Corporation.

#### Stock Issuance.

RESOLVED, that the Corporation hereby accepts the contribution of all of the assets and business of, and hereby assumes all of the liability of ECOM-ENERGY of California, a sole proprietorship, and that the fair market value of such business is \$150,000.00.

RESOLVED, that the Corporation is hereby authorized to issue shares of Common Stock of the Corporation to the persons named below, the current owners of ECOM-ENERGY of California, in exchange for the contribution of all of its business.

Name of Stockholder	Number of Shares
Carlos E. Lopez	800
Olivia Lopez	200

FURTHER RESOLVED, that the consideration to be received for the abovementioned shares is adequate and approved, and the President and Secretary of the Corporation are hereby authorized to execute and deliver to each person named above a certificate representing the shares of fully paid and non-assessable Common Stock of the Corporation as set forth above upon receipt of payment therefore.

#### Election of Officers.

RESOLVED, that the following persons be, and they hereby are, elected to hold the offices of the Corporation set forth opposite their respective names until their respective successors are elected and qualified or until their earlier resignation or removal:

President: Carlos E. Lopez

Treasurer: Carlos E. Lopez

Secretary: Olivia Lopez

#### Corporate Documents and Proceedings.

RESOLVED, that the officers of the Corporation be, and they hereby are, authorized, empowered and directed to procure all corporate books, books of account and stock books which may be required by the laws of California or of any state in which the Corporation may do business or which may be necessary or appropriate in connection with the business of the Corporation.

FURTHER RESOLVED, that the Corporation shall maintain a minute book containing the minutes of any and all meetings of and actions of the Board of Directors, Board committees and of the shareholders, together with such documents and papers, including this Written Consent, as the Corporation, its Board of Directors or its shareholders shall from time to time direct.

FURTHER RESOLVED, that the Secretary of the Corporation be, and the Secretary hereby is, authorized and instructed to insert in the minute book of the Corporation a copy of the Articles of incorporation as filed in the office of the California Secretary of State and certified by said Secretary of State.

FURTHER RESOLVED, that a corporate seal is adopted as the seal of this Corporation in the form of two concentric circles, with the name of the Corporation between the two circles and the year of incorporation and California within the inner circle.

FURTHER RESOLVED, that the form of stock certificate is approved and adopted as the Stock Certificate of this Corporation. The Secretary is instructed to insert a specimen copy of the stock certificate in the Minute Book immediately following this consent.

FURTHER RESOLVED, that the Secretary of the Corporation be, and the Secretary hereby is, authorized, empowered and directed to insert a copy of the bylaws in the minute book of the Corporation and to see that a copy of said bylaws is kept at the principal executive office for the transaction of business of the Corporation.

FURTHER RESOLVED, that all actions taken by LegalZoom.com, Inc. and its agents in connection with the formation of the Corporation are hereby approved, ratified and adopted.

#### Annual Accounting Period.

RESOLVED, that until otherwise determined by the Board of Directors the fiscal year of the Corporation shall end on December 31.

#### Principal Executive Office.

RESOLVED, that the principal executive office of the Corporation shall be located at 5322 Vista Montana, Yorba Linda, California 92886.

#### Bank Account.

RESOLVED, that the Corporation establish in its name an account with any federally insured depository institution and that the officers of the Corporation be, and they hereby are, authorized, empowered and directed to establish such an account.

#### Qualification to do Business.

RESOLVED, that for the purpose of authorizing the Corporation to do business under the laws of any state, territory or possession of the United States or of any foreign country in which it is necessary or convenient for the Corporation to transact business, the proper officers of the Corporation are hereby authorized in the name and on behalf of the Corporation to take such action as may be necessary or advisable to effect the qualification of the Corporation to do business as a foreign corporation in any of such states, territories, possessions or foreign countries and in connection therewith to appoint and substitute all necessary agents or attorneys for service of process, to designate or change the location of all necessary statutory offices, and to execute, acknowledge, verify, deliver, file or cause to be published any necessary applications, papers, certificates, reports, consents to service of process, powers of attorney and other instruments as may be required by any of such laws, and, whenever it is expedient for the Corporation to cease doing business and withdraw from any such state, territory, possession or foreign country, to revoke any appointment of agent or attorney for service of process and to file such applications, papers, certificates, reports, revocation of appointment or surrender of authority as may be necessary to terminate the authority of the Corporation to do business in any such state, territory, possession or foreign country.

#### Payment of Expenses.

RESOLVED, that the officers of the Corporation be, and they hereby are, authorized, empowered and directed to pay all charges and expenses incident to or arising out of the organization of the Corporation and to reimburse any person who has made any disbursement therefore.

#### Agent for Service of Process.

RESOLVED, that Carlos E. Lopez, 5322 Vista Montana, Yorba Linda, California 92886 shall be appointed the Corporation's agent for service of process.

#### Subchapter S Election.

RESOLVED, that the Corporation shall elect to be taxed as an S Corporation, and the officers of the Corporation are authorized and directed to file all proper and necessary forms with the Internal Revenue Service and to obtain the consent of each stockholder to be taxed as a S corporation.

#### General Authorization.

RESOLVED, that the officers of the Corporation are, and each of them hereby is, authorized, empowered and directed, in the name of and on behalf of the Corporation, to make all other arrangements and to take all further action, including the payment of expenditures and the preparation of officer's certificates or any other documents, as the officer deems necessary or appropriate in order to fully effectuate the purposes of the foregoing resolutions.

RESOLVED, that any and all actions taken by any officer of the Corporation in connection with the matters contemplated by the foregoing resolutions are hereby approved, ratified and confirmed in all respects as fully as if such actions had been presented to the Board of Directors for its approval prior to such actions being taken.

# IN WITNESS WHEREOF, this consent has been executed as of the date below.

Date: July 17, 2007

Carlos E. Lopez

Olivia Lopez

# A. Applicant Information

# **Exhibit A-15: Secretary of State**

See enclosed for evidence of registration with the Ohio Secretary of State.

# UNITED STATES OF AMERICA STATE OF OHIO OFFICE OF THE SECRETARY OF STATE

I, Jon Husted, do hereby certify that I am the duly elected, qualified and present acting Secretary of State for the State of Ohio, and as such have custody of the records of Ohio and Foreign business entities; that said records show ECOM-ENERGY OF CALIFORNIA, INC., a California corporation, having qualified to do business within the State of Ohio on March 15, 2016 under License No. 3879921 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 15th day of August, A.D. 2018.

**Ohio Secretary of State** 

Jon Hastel

Validation Number: 201822702582

# **B.** Applicant Managerial Capability and Experience

### **Exhibit B-1: Jurisdictions of Operation**

Ecom-Energy of California, Inc. is certified, licensed, registered, or otherwise authorized to provide retail or wholesale electric services including aggregation services, in the following jurisdictions: California, Nevada, Texas, Kansas, Missouri, Indiana, Ohio, Michigan, Pennsylvania, Rhode Island, New Jersey, Alabama, Georgia, and Florida.

#### B. <u>Applicant Managerial Capability and Experience</u>

#### **Exhibit B-2: Experience and Plans**

Ecom-Energy of California, Inc. contracts with customers using a commission-based, per unit fee; flat rate, annual fixed fee; or annual membership that may be appropriate given the scope of services. Fees are transparently presented in an "open book" format that allows customers to choose their preferred fee structure.

Ecom-Energy of California, Inc. ensures that the contracted scope of services is mutually agreed upon with customers. A dedicated project manager oversees customer projects to ensure that services are rendered effectively and in a timely manner.

Billing statements are provided annually with accompanying invoices. Customers that prefer commission-based, per unit fees receive bills directly from the supplier.

Complaints and inquiries are handled at the executive level and are addressed immediately via an open line of communication. Customers are given direct access to suppliers to address any supply-specific complaints or inquiries.

In its history, no customer has ever filed a complaint with Ecom-Energy of California, Inc.

#### **B. Applicant Managerial Capability and Experience**

#### **Exhibit B-3: Summary of Experience**

Founded by the ECRI Institute, Ecom-Energy of California, Inc.'s senior management average over 30 years of experience in the energy industry, with substantial healthcare, manufacturing, and industrial involvement. This experience allows Ecom-Energy of California, Inc. to assist more than 50 facilities nationwide in addressing industry-specific energy challenges. Its independent stance ensures that customers receive the best contract terms available in the market. As one of the first key players during the deregulation of California's electricity market, Ecom-Energy of California, Inc. has helped innumerable customers navigate and understand their utility bills. Near the turn of the century, Ecom-Energy of California, Inc. played a pivotal role in helping many large, national customers escape unfavorable Enron contracts, aggregate their loads, and procure natural gas - something the firm continues to do to this day. For example, in December 2015 Ecom-Energy of California, Inc. aggregated the load of 12 Prime Healthcare hospitals throughout California. Natural gas usage totaled 288,332 Dth. This load was spread across a 75% fixed, 25% float product based on an assessment of Prime Healthcare's risk tolerance.

Today, Ecom-Energy of California, Inc. serves as a subject matter expert for PricewaterhouseCoopers and continues to work with industry leaders in thousands of utility service areas across the United States.

### **B. Applicant Managerial Capability and Experience**

### **Exhibit B-4: Disclosure of Liabilities and Investigations**

Not applicable.

Ecom-Energy of California, Inc. does not have any existing, pending or past rulings, judgments, contingent liabilities, revocations of authority, regulatory investigations, or any other matters that could adversely impact Ecom-Energy of California, Inc.'s financial or operational status or ability to provide the services it is seeking to be certified to provide.

# C. <u>Applicant Financial Capability and Experience</u>

# **Exhibit C-1: Annual Reports**

Not applicable.

Ecom-Energy of California, Inc. is a privately held corporation that is not required to publish annual reports for shareholders.

# C. <u>Applicant Financial Capability and Experience</u>

### **Exhibit C-2: SEC Filings**

Not applicable.

Ecom-Energy of California, Inc. is not required to file with the SEC as it is a privately held corporation hat is not required to file 10-K/8-K filings with the SEC.

# C. <u>Applicant Financial Capability and Experience</u>

# **Exhibit C-4: Financial Arrangements**

Not applicable.

Ecom-Energy of California, Inc. is not relying on any financial arrangements to conduct competitive retail electric service as a business activity in Ohio.

# C. Applicant Financial Capability and Experience

# **Exhibit C-6: Credit Rating**

Not applicable.

Ecom-Energy of California, Inc. does not have a credit rating, nor does it have any parent or affiliate organizations that have a credit rating.

# C. <u>Applicant Financial Capability and Experience</u>

### **Exhibit C-7: Credit Report**

Not applicable.

Ecom-Energy of California, Inc. does not have a credit rating and therefore is unable to provide a credit report.

# C. Applicant Financial Capability and Experience

# **Exhibit C-8: Bankruptcy Information**

Not applicable.

Ecom-Energy of California, Inc. has not issued bankruptcy filings of any kind.

# C. Applicant Financial Capability and Experience

# **Exhibit C-9: Merger Information**

Not applicable.

Ecom-Energy of California, Inc. has not been involved in any dissolutions, mergers, or acquisitions within the five most recent years preceding this application.

# C. <u>Applicant Financial Capability and Experience</u>

# **Exhibit C-10: Corporate Structure**

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