

NC

Ohio

**Public Utilities
Commission**

18-1713-EL-CRS

PUCO USE ONLY		
Date Received	Case Number	Version
	EL-CRS	May 2013

FILE

INITIAL CERTIFICATION APPLICATION FOR RETAIL GENERATION PROVIDERS AND POWER MARKETERS

Please print or type all required information. Identify all attachments with an exhibit label and title (Example: Exhibit A-13 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)

- ☐ Retail Generation Provider
☐ Power Marketer
☒ Power Broker
☐ Aggregator

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

Legal Name Jerran Hunter
Address 27801 Euclid Ave #340 Euclid Oh 44132
Telephone # 216.566.4141 Web site address (if any) www.cbsworks.net

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

Legal Name I.P.O Washington Group llc
Address 27801 Euclid Ave #340 Euclid Ohio 44132
Telephone # 216.416.9188 Web site address (if any) www.cbsworks.net

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

Complete Business Solutions

CBS

This is to certify that the images appearing are an accurate and complete reproduction of a case file document delivered in the regular course of business.
Technician M Date Processed NOV 21 2018

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2018 NOV 21 PM 12:08
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A-5 Contact person for regulatory or emergency matters

Name Jerran Hunter
Title President
Business address 27801 Euclid Ave #340 euclid Ohio 44132
Telephone # 216-566-4141 Fax # 216-706-4554
E-mail address hunter@cbsworks.net

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

Name Jerran Hunter
Title President
Business address 27801 Euclid Ave #340 Euclid Ohio 44132
Telephone # 216-416-9188 Fax # 216-706-4554
E-mail address hunter@cbsworks.net

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

Customer Service address 27801 Euclid Ave. #340 Euclid Ohio 44132
Toll-free Telephone # 216-416-9188 Fax # _____
E-mail address hunter@cbsworks.net

A-8 Applicant's federal employer identification number # 81-4153970

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

- ☐ Sole Proprietorship ☐ Partnership
☐ Limited Liability Partnership (LLP) ☒ ~~Limited Liability Company (LLC)~~
☐ Corporation ☐ 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 checked="" type="checkbox"/> Residential | <input checked="" type="checkbox"/> Commercial | <input checked="" type="checkbox"/> Mercantile | <input checked="" type="checkbox"/> Industrial |
| <input checked="" type="checkbox"/> Toledo Edison | <input checked="" type="checkbox"/> Residential | <input checked="" type="checkbox"/> Commercial | <input checked="" type="checkbox"/> Mercantile | <input checked="" type="checkbox"/> Industrial |
| <input checked="" type="checkbox"/> Cleveland Electric Illuminating | <input checked="" type="checkbox"/> Residential | <input checked="" type="checkbox"/> Commercial | <input checked="" type="checkbox"/> Mercantile | <input checked="" type="checkbox"/> Industrial |
| <input checked="" type="checkbox"/> Duke Energy | <input checked="" type="checkbox"/> Residential | <input checked="" type="checkbox"/> Commercial | <input checked="" type="checkbox"/> Mercantile | <input checked="" type="checkbox"/> Industrial |
|
 | | | | |
| <input checked="" type="checkbox"/> American Electric Power | | | | |
| <input type="checkbox"/> Ohio Power | <input checked="" type="checkbox"/> Residential | <input checked="" type="checkbox"/> Commercial | <input checked="" type="checkbox"/> Mercantile | <input checked="" type="checkbox"/> Industrial |

<input checked="" type="checkbox"/> Columbus Southern Power	<input checked="" type="checkbox"/> Residential	<input checked="" type="checkbox"/> Commercial	<input checked="" type="checkbox"/> Mercantile	<input checked="" type="checkbox"/> Industrial
<input checked="" type="checkbox"/> Dayton Power and Light	<input checked="" type="checkbox"/> Residential	<input checked="" type="checkbox"/> Commercial	<input checked="" type="checkbox"/> Mercantile	<input checked="" type="checkbox"/> Industrial

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

As soon as license is granted

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.
- 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 the service(s) it is seeking to be certified to provide (e.g. number and types of customers served, utility service areas, amount of load, etc.).
- B-4** **Exhibit B-4 "Environmental Disclosure,"** provide a detailed description of how the applicant intends to determine its (a) generation resource mix, and (b) environmental characteristics, including air emissions and radioactive waste. This information shall include sufficient discussion so as to detail both the annual projection methodology and the proposed approach to compiling the quarterly actual environmental disclosure data. Additional details on this requirement may be obtained by referring to 4901:1-21-09.
- B-5** **Exhibit B-5 "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-6** 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-6 "Disclosure of Consumer Protection Violations"** detailing such violation(s) and providing all relevant documents.
- B-7** Disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail or wholesale electric service denied, curtailed, suspended, revoked, or cancelled within the past two years.
☐ No ☐ Yes
- If yes, provide a separate attachment labeled as **Exhibit B-7 "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.

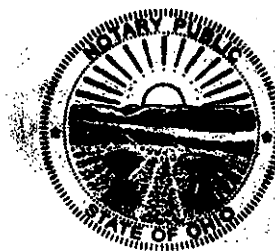
- C-5 **Exhibit C-5 “Forecasted Financial Statements,”** provide two years of forecasted statements (balance sheet, income statement, and cash flow statement) for the applicant’s **ELECTRIC related business activities in the state of Ohio Only**, along with a list of assumptions, and the name, address, 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)


Signature of Applicant and Title



JARAR ABDUL-RAHIM
Notary Public, State of Ohio
My Comm. Expires Nov. 12, 2022
Recorded in Cuyahoga County

Sworn and subscribed before me this 19th day of Nov, 2018
Month Year

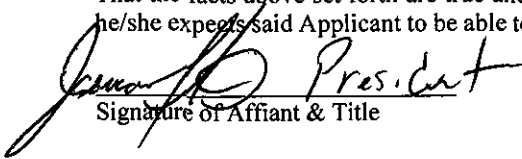

Signature of official administering oath

Jarar Abdul-Rahim
Print Name and Title

My commission expires on Nov 12 2022

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 hereon.


Signature of Affiant & Title



Sworn and subscribed before me this 19th day of Nov, 2018
Month Year


Signature of official administering oath

Jarek B. Pres. cut
Print Name and Title

My commission expires on Nov 12 2022

AFFIDAVIT

State of OHIO :

Cleveland ss.
(Town)

County of Cuyahoga :

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

He/She is the _____ (Office of Affiant) of _____ (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 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)

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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



Company History

Complete Business Solutions is practically a new company with no active history. While we await the approval of the state we are staffing and building the infrastructure to our company. Our company's Principle has had over 8 years working in the energy space: selling, managing, team building, customer relations, development of policies and procedures regarding sales and customer service.

Exhibit 1 – C



Articles of Incorporation and Bylaws

Included with this page is a copy of the articles of Organization and filing receipt for IPO
Washington Group, LLC.

This is a single person owned company so there are no bylaws.



Form 533A Prescribed by:
Ohio Secretary of State

JON HUSTED
Ohio Secretary of State

Central Ohio: (614) 466-3910
Toll Free: (877) SOS-FILE (767-3453)
www.OhioSecretaryofState.gov
Busserv@OhioSecretaryofState.gov

Date Electronically Filed: 2/19/2014

Articles of Organization for a Domestic Limited Liability Company

Filing Fee: \$125

CHECK ONLY ONE (1) BOX

(1) ☒ Articles of Organization for Domestic
For-Profit Limited Liability Company
(115-LCA)

(2) ☐ Articles of Organization for Domestic
Nonprofit Limited Liability Company
(115-LCA)

Name of Limited Liability Company **I.P.O. WASHINGTON GROUP LLC**

Name must include one of the following words or abbreviations: "limited liability company," "limited," "LLC," "L.L.C.," "ltd.," or "ltd"

Effective Date **2/19/2014**
(Optional) mm/dd/yyyy

(The legal existence of the limited liability company begins upon the filing of the articles or on a later date specified that is not more than ninety days after filing)

This limited liability company shall exist for
(Optional)

Period of Existence

Purpose
(Optional)

****Note for Nonprofit LLCs**

The Secretary of State does not grant tax exempt status. Filing with our office is not sufficient to obtain state or federal tax exemptions. Contact the Ohio Department of Taxation and the Internal Revenue Service to ensure that the nonprofit limited liability company secures the proper state and federal tax exemptions. These agencies may require that a purpose clause be provided.

ORIGINAL APPOINTMENT OF AGENT

The undersigned authorized member(s), manager(s) or representative(s) of

I.P.O. WASHINGTON GROUP LLC

Name of Limited Liability Company

hereby appoint the following to be Statutory Agent upon whom any process, notice or demand required or permitted by statute to be served upon the limited liability company may be served. The name and address of the agent is

JERRAN HUNTER

Name of Agent

3622 WASHINGTON BLVD

Mailing Address

UNIVERSITY HEIGHTS

City

OH

State

44118

ZIP Code

ACCEPTANCE OF APPOINTMENT

The undersigned, _____ named herein as the statutory agent

JERRAN HUNTER

Statutory Agent Name

for

I.P.O. WASHINGTON GROUP LLC

Name of Limited Liability Company

hereby acknowledges and accepts the appointment of agent for said limited liability company

Statutory Agent Signature

JERRAN HUNTER

Individual Agent's Signature / Signature on Behalf of Corporate Agent

Please check here to confirm that the agent is an Ohio resident, an Ohio corporation, or a foreign corporation
☒ licensed under Ohio law.

By signing and submitting this form to the Ohio Secretary of State, the undersigned hereby certifies that he or she has the requisite authority to execute this document.

Required

Articles and original appointment of agent must be signed by a member, manager or other representative.

If authorized representative is an individual, then they must sign in the "signature" box and print their name in the "Print Name" box.

If authorized representative is a business entity, not an individual, then please print the business name in the "signature" box, an authorized representative of the business entity must sign in the "By" box and print their name in the "Print Name" box.

JERRAN HUNTER

Signature

By (if applicable)

Print Name

Signature

By (if applicable)

Print Name

Signature

By (if applicable)

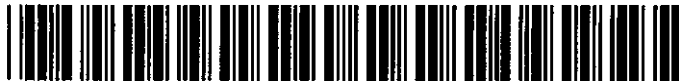
Print Name

Exhibit 1 – D



Secretary of State

The registration of Foreign Limited Liability Company filed with the Ohio Secretary of State is attached to this document.



DATE	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
02/21/2014	201405000247	ARTICLES OF ORGNZTN/DOM. PROFIT LIM.LIAB. CO.	125.00	0.00	0.00	0.00	0.00

Receipt

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

JERRAN HUNTER
3622 WASHINGTON BLVD
UNIVERSITY HTS, OH 44118

STATE OF OHIO CERTIFICATE

Ohio Secretary of State, Jon Husted
2270246

It is hereby certified that the Secretary of State of Ohio has custody of the business records for
L.P.O. WASHINGTON GROUP LLC
and, that said business records show the filing and recording of:

Document(s)

ARTICLES OF ORGNZTN/DOM. PROFIT LIM.LIAB. CO.**Effective Date: 02/19/2014**

Document No(s):

201405000247

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 21st day of February, A.D. 2014.

Jon Husted
Ohio Secretary of State

Exhibit 1 – E



Jurisdictions of Operation

\As of the date of this application IPO Washington Group LLC, isn't licensed to operate in any other markets but does plan to operate upon licensing in PA, MD, DC, IL.



Experience, Structure & Plan: The principle and the

staff that has been assembled has over 30 years combined of selling and providing exceptional customer service and 15 years of energy related work experience ranging from direct selling, managing a team with over 30 energy consultants, developing training programs for entire sales staff, increased overall production over 50% in one year's time. Established and managed relationships with over 30 of the nation's top energy suppliers and a host of other skill sets that will ensure a great experience for our customers as well as our company's success.

Structure: IPO Washington Group LLC is a corporation was founded by principle Jerran Hunter. IPO Washington LLC was formed in the state of Ohio and plans to provide consulting & brokering of electricity or natural gas without taking title of supply and power to customers in Ohio and other deregulated energy markets in North America. Our structure begins with our principle, years of energy experience and leadership. Our back office team will be responsible for processing client's agreements as well as supplier relations. The front line of the company will be the sales teams (Tele-sales & Door to Door). They will be responsible for customer acquisitions and soliciting bids from competing suppliers to ensure that our potential clients get the lowest rates available.

Plan: Upon the approval from the State of Ohio here are the steps we plan to take:

1. Create marketing material and strategy
2. Promote our company and its services in all deregulated markets in Ohio
3. Establish relationships with potential customers
4. Build rapport and utilize IPO's knowledge and relationships to offer potential client's lower rates for their electricity and natural gas
5. Continue to build customer base as well as relationships with suppliers

We have the experience and team in place to assure the State of Ohio that we will provide a valued service with exceptional customer service.



Summary of Experience

IPO Washington Group LLC is a relatively new company and plans to fully execute its plan upon approval from the State of Ohio. The principle and staff has over 15 years of energy experience from sales to customer service, management, training, development of energy related policies and procedures, supplier relationships. Having been responsible for the enrollment of thousands of customers directly and indirectly through the energy choice program, we are very confident as a team that we will be able to take that same experience and continue to provide a great experience for our customers with exceptional results.

Exhibit 1 – H



Disclosure of Liabilities & Investigations

Applicant has no liabilities or investigations to report

Exhibit 1 – I



Annual Reports

Applicant is a fairly new company, not a publicly held company and not applicable.

Exhibit 1 – J



SEC Filings

Applicant is a fairly new company, not a publicly held company and not required to file with the SEC.

Exhibit 1 – K



Financial Statements

Applicant is a fairly new company, not a publicly held company with no activity as of this application to report.

Exhibit 1 – L



Financial Arrangements

Not Applicable



Forecasted Financial Statements

Ohio 2019 – 2020 income forecast (based on experience)

Assumed Key Factors

New Customers – assumed monthly new customer acquisition

Annual kWh – assumed average usage of new customer & targeted market of prospects

Average Commission – based on number of new clients with assumed average kWh .

- All of these assumptions are based on years of experience in the energy business.

Projected Income for IPO Washington Group LLC 2019-2020 Ohio

2019	New Customers	Avg. Annual kWh	Annualized kWh	Avg. Commission
January	10	500,000	5,000,000	\$ 15,000.00
February	10	500,000	5,000,000	\$ 15,000.00
March	15	500,000	7,500,000	\$ 22,500.00
April	15	500,000	7,500,000	\$ 22,500.00
May	20	500,000	10,000,000	\$ 30,000.00
June	20	500,000	10,000,000	\$ 30,000.00
July	25	500,000	12,500,000	\$ 37,500.00
August	25	500,000	12,500,000	\$ 37,500.00
September	25	500,000	12,500,000	\$ 37,500.00
October	25	500,000	12,500,000	\$ 37,500.00
November	25	500,000	12,500,000	\$ 37,500.00
Dec	25	500,000	12,500,000	\$ 37,500.00
Total	240		120,000,000	\$ 360,000.00

continued

2020	New Customers	Avg. Annual kWh	Annualized kWh	Avg. Commission
January	25	500,000	12,500,000	\$ 37,500.00
Febuary	25	500,000	12,500,000	\$ 37,500.00
March	25	500,000	12,500,000	\$ 37,500.00
April	30	500,000	15,000,000	\$ 45,000.00
May	30	500,000	15,000,000	\$ 45,000.00
June	30	500,000	15,000,000	\$ 45,000.00
July	30	500,000	15,000,000	\$ 45,000.00
August	30	500,000	15,000,000	\$ 45,000.00
September	30	500,000	15,000,000	\$ 45,000.00
October	30	500,000	15,000,000	\$ 45,000.00
November	30	500,000	15,000,000	\$ 45,000.00
Dec	30	500,000	15,000,000	\$ 45,000.00
total	345		172,500,000	\$ 517,500.00

Exhibit 1 – N



Credit Rating

Not Applicable

Exhibit 1 – O



Credit Rating

Applicant is a fairly new business and has no credit report on file with any reporting agencies.

Exhibit 1 – P



Bankruptcy Information

IPO Washington Group LLC has never filed for bankruptcy.

Exhibit 1 – Q



Merger Information

Not applicable – nothing to report.

Exhibit 1 – R



Corporate Structure

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



Operations

Applicant is submitting this application to become a Power Broker and will not be taking title to electricity or natural gas and will not be scheduling power or providing any ancillary services.

Applicant will solicit end use customers to assist them in obtaining lower electricity and natural gas rates to help them reduce cost. Applicant will obtain an authorization from the prospective client to bid their electricity needs out to several suppliers. Our company then analyzes the incoming bids, negotiate with the suppliers and propose a supply option to the client. Once the client selects a supplier, we will ensure that the contract is in the client's best interest. Once the supply contract is entered into between the client and the supplier, we will receive payment from the supplier with no out of pocket to our clients.



Operations Expertise

Applicant is applying to operate as a power broker and will not be taking title to electricity or natural gas. Please see exhibits for detailed discussion of applicant's` expertise and experience:

Exhibit 1 – F

Exhibit 1 – G

Exhibit 1 - B



Key Technical Personnel

Jerrran Hunter

Title: Owner / President

Email: hunter@cbsworks.net

Phone: 216.566.4141

Background

Supervisor for Integrity Energy

- **Managed and trained over 100 employees. Was directly responsible for increasing the teams overall production by 50%.**
- **Implemented policies and procedures directly related to the development of employees and their production.**
- **Led the entire office in sales production**
- **Led the entire Large Commercial department with production as a Manager.**
- **Managed supplier relationships with over 20 suppliers**
- **Spearheaded starter campaigns**
- **Enrolled thousands of customers into the energy choice program**



Exhibit 1 – V

FERC Power Marketer License Number

Not Applicable

Projected Income for IPO Washington Group LLC 2019-2020 Ohio

2019	New Customers	Avg. Annual kWh	Annualized kWh	Avg. Commission
January	10	500,000	5,000,000	\$ 15,000.00
February	10	500,000	5,000,000	\$ 15,000.00
March	15	500,000	7,500,000	\$ 22,500.00
April	15	500,000	7,500,000	\$ 22,500.00
May	20	500,000	10,000,000	\$ 30,000.00
June	20	500,000	10,000,000	\$ 30,000.00
July	25	500,000	12,500,000	\$ 37,500.00
August	25	500,000	12,500,000	\$ 37,500.00
September	25	500,000	12,500,000	\$ 37,500.00
October	25	500,000	12,500,000	\$ 37,500.00
November	25	500,000	12,500,000	\$ 37,500.00
Dec	25	500,000	12,500,000	\$ 37,500.00
Total	240		120,000,000	\$ 360,000.00

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