



Direct Line: 614-729-2325
E-Mail: jeinstein@volunteerenergy.com

February 12, 2019

VIA ELECTRONIC FILING

Public Utilities Commission of Ohio
Docketing Division
180 E. Broad Street
Columbus, Ohio 43215

Re: In the matter of the Renewal Application for
Retail Generation Providers and Power
Marketers for Volunteer Energy Services, Inc.
Case No. 15-0375-EL-CRS

Dear Sirs:

Please find attached for filing in the above referenced docket the Renewal Application for Retail Generation Providers and Power Marketers. If you any questions, please feel free to call.

Very truly yours,

VOLUNTEER ENERGY SERVICES, INC.

/s/ John L. Einstein, IV, Esq.

John L. Einstein, IV, Esq.



Public Utilities Commission

Original CRS Case Number	Version
15 - 375 -EL-CRS	May 2016

RENEWAL 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 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 renewed as: (check all that apply)

- | | |
|----------------------------------------------------------------|--------------------------------------------------|
| <input checked="" type="checkbox"/> Retail Generation Provider | <input checked="" type="checkbox"/> Power Broker |
| <input checked="" type="checkbox"/> Power Marketer | <input checked="" type="checkbox"/> Aggregator |

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

Legal Name Volunteer Energy Services, Inc.
Address 790 Windmill Drive, Pickerington, OH 43147
PUCO Certificate # and Date Certified 15-950E(2) March 22, 2017
Telephone # (800) 977-8374 Web site address (if any) www.volunteerenergy.com

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

Legal Name Volunteer Energy Services, Inc.
Address 790 Windmill Drive, Pickerington, OH 43147
Telephone # (800) 977-8374 Web site address (if any) www.volunteerenergy.com

<u>Volunteer Energy Services, Inc.</u>	<u>Volunteer Energy</u>

Name John L. Einstein, IV, Esq.
 Title General Counsel
 Business address 790 Windmill Drive, Pickerington, OH 43147
 Telephone # (614) 729-2325 Fax # (614) 729-2326
 E-mail address jeinstein@volunteereenergy.com

Name **Molly Lounsbury**
 Title **Paralegal**
 Business address **790 Windmill Drive, Pickerington, OH 43147**
 Telephone # **(614) 729-2351** Fax # **(614) 729-2352**
 E-mail address **mlounsbury@volunteerenergy.com**

Customer Service address **790 Windmill Drive, Pickerington, OH 43147**
Toll-free Telephone # **(800) 977-8374** Fax # **(614) 729-2352**
E-mail address **mlounsbury@volunteerenergy.com**

☐ Sole Proprietorship
 ☐ Partnership
☐ Limited Liability Partnership (LLP)
 ☐ Limited Liability Company (LLC)
☒ Corporation
 ☐ Other

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. 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 "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 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 Experian, 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. 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 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)

Richard A. Curran, Sr. President
Signature of Applicant and Title

Sworn and subscribed before me this 12th day of February, 2019
Month Year

Molly K. Lounsbury
Signature of official administering oath

Molly K. Lounsbury / Paralegal
Print Name and Title



MOLLY K. LOUNSBURY
Notary Public, State of Ohio
My commission expires on 4/14/21
Commission expires 4/14/21

AFFIDAVIT

State of Ohio :

Pickerington ss.

(Town)

County of Fairfield :

Richard A. Curnutte, Sr., Affiant, being duly sworn/affirmed according to law, deposes and says that:

He~~/She~~ is the President (Office of Affiant) of Volunteer Energy Services, Inc. (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 comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
7. 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.
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 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.

Richarda Curran / President
Signature of Affiant & Title

Sworn and subscribed before me this 12th day of February, 2019
Month Year

Molly K. Lounsbury
Signature of official administering oath

Molly K. Lounsbury / Paralegal
Print Name and Title



My commission expires on 4/14/21
MOLLY K. LOUNSBURY
Notary Public, State of Ohio
Commission expires 4/14/21



EXHIBIT A-10
Principal Officers, Directors & Partners

Richard A. Curnutte, Sr.
Director and President
790 Windmill Drive
Pickerington, OH 43147
(614) 856-3128

Marc Runck, Sr.
Director
790 Windmill Drive
Pickerington, OH 43147
(614) 856-3128

John L. Einstein, IV, Esq.
Secretary
790 Windmill Drive
Pickerington, OH 43147
(614) 856-3128

Larry Anderson
Director
790 Windmill Drive
Pickerington, OH 43147
(614) 856-3128

Jeffrey Horsley
Director
790 Windmill Drive
Pickerington, OH 43147
(614) 856-3128



EXHIBIT B-1
Jurisdiction of Operation

Volunteer Energy Services, Inc. is a Certified Electrical Aggregator and Broker in Ohio.
(Certificate Number 15-950E(2)).



EXHIBIT B-2

Experience & Plans

Experience

The major objectives of Volunteer Energy Services, Inc.'s ("VESI") natural gas and electric supply services program are to provide a comprehensive package that contains supply and delivery security at competitive rates, complete administrative support and responsibility, and creative supply flexibility. VESI currently provides natural gas supplies and energy services to the commercial and industrial customers, energy cooperatives, buyer's clubs, municipal aggregations, and trade associations throughout the Ohio market area. As a certified broker, VESI seeks to expand the array of services it offers to its customers. VESI has the expertise to structure an energy supply portfolio to meet customer's individual needs.

VESI's President, Rick Curnutte Sr., has over 20 years in the natural gas and energy services industry dealing in the sales of natural gas to commercial and industrial customers. All of VESI employees and officers were previously with Volunteer Energy Corporation and have a combined 95 years of natural gas experience. Most of this experience was and is dedicated to providing energy services to Ohio based customers.

VESI has been registered as an Electric Broker operating in Ohio since 2003 (Original Certificate # 03-108E) and has since become a CRES. Currently Volunteer Energy serves residential customers in First Energy and AEP Territories.

EXHIBIT B-3

Disclosure of Liabilities and Investigations

NONE



EXHIBIT C-1

Annual Reports

Because Volunteer Energy Services, Inc. is not publicly traded on the stock exchange, no publicly available, published annual report exists; however, on the following pages are relevant financial disclosures made available to shareholders at least annually.



EXHIBIT C-2

SEC Filings

Volunteer Energy Services, Inc. is not required to file with the Securities Exchange Commission (SEC) because it is not publicly traded.



EXHIBIT C-3
Financial Statements

(Under Seal)

SEE DOCUMENT FILED UNDER SEAL

EXHIBIT C-4
Financial Arrangements

(See Attached)



AEP Ohio
303 Marconi Blvd, Suite 300
Columbus, OH 43215

January 22, 2019

Volunteer Energy Services, Inc.
Attn: John Einstein
790 Windmill Drive
Pickerington, OH 43147

Re: Volunteer Energy Services, Inc. ("CRES Supplier")/CRES Supplier Contact: John Einstein.
CRES Supplier posted collateral in cash as of 03/31/2015.

To CRES Supplier:

In reference to the following specific provisions of Ohio Power Company's Distribution Tariff filed pursuant to Order dated April 25, 2018 in Case No. 16-1852-EL-SSO, namely Paragraph 32, Section: *Supplier Terms and Conditions of Service*, Paragraph 32.9 Section: *CRES Provider Credit Requirements* (See 5th Revised Sheet No. 103-33D of PUCO No. 20 Terms and Conditions of Open Access Distribution Service) and CRES Supplier's available load data through January 18, 2019, AEP Ohio has undertaken a limited review of posted collateral through this date, subject to the limitations set forth below, and AEP Ohio believes that the CRES Supplier is current with the specifically identified collateral requirements through January 18, 2019.

Please note AEP Ohio is not undertaking a separate review of CRES Supplier's financial wherewithal, the status of pending invoices or invoices for amounts that are yet to be billed or due, nor are we evaluating or taking a position as to whether the CRES Supplier will, on a prospective basis, remain in compliance with the identified collateral requirements or other Tariff requirements. This review was limited to the specific collateral requirements identified above, and does not include a review of whether the CRES Supplier is in compliance with any other Tariff requirements or PUCO rules and regulations binding upon CRES suppliers, and further, does not account for any PJM rebillings or settlements that may occur at a later time.

This letter is effective only as of the date hereof, and we are not assuming any responsibility for updating this letter, nor is AEP Ohio waiving any rights or remedies it may be entitled to under Ohio law, its Tariff or any CRES Supplier agreements. This letter is intended solely for the benefit of the addressees and may not be relied upon by such addressees or any other person or entity for any other purpose.

Sincerely,

A handwritten signature in dark ink, appearing to read "Diana Love", written over a light blue horizontal line.

Diana Love
Credit Risk Analyst



EXHIBIT C-5
Forecasted Financial Statements

(Under Seal)

SEE DOCUMENT FILED UNDER SEAL



EXHIBIT C-6
Credit Rating

(See Attached)

VOLUNTEER ENERGY SERVICES, INC.

D-U-N-S® 02-845-5926

Headquarters

790 Windmill Dr,
Pickerington, OH 43147

Website:

www.volunteerenergy.com

Phone 614 856-3128

Fax 614-856-3301

PREMIER GOLD

Purchase Date: 07/26/2018

Last Update Date: 07/23/2018

Attention: 266182920

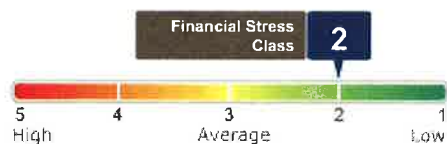
Executive Summary

Company Info

Year Started	2001
CEO	RICHARD CURNUTTE SR, PRES
Employees	65
Employees Here	50 at this location
Trade Styles	VOLUNTEER ENERGY; VE

Predictive Analytics

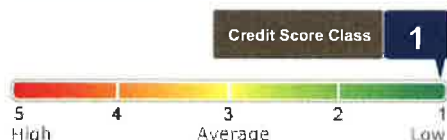
Financial Stress Class



The Financial Stress Class of 2 for this company shows that firms with this class had a failure rate of 0.09% (9 per 10,000).

Financial Stress Class	2
Financial Stress Score	1,549
Highest Risk	1,001
Lowest Risk	1,875

Credit Score Class

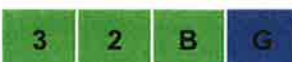


The Credit Score class of 1 for this company shows that 1.10% of firms with this classification paid one or more bills severely delinquent.

Credit Score Class	1
Credit Score	595
Highest Risk	101
Lowest Risk	670

D&B Viability Rating

D&B Viability Rating



Supplier Evaluation Risk Rating

Risk Rating



D&B Rating

D&B Rating

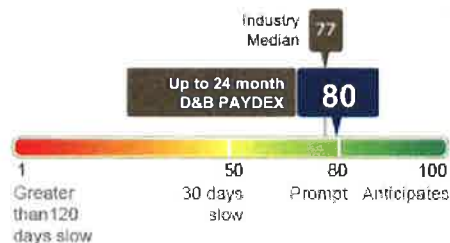
1R3

Composite Credit Appraisal



D&B PAYDEX®

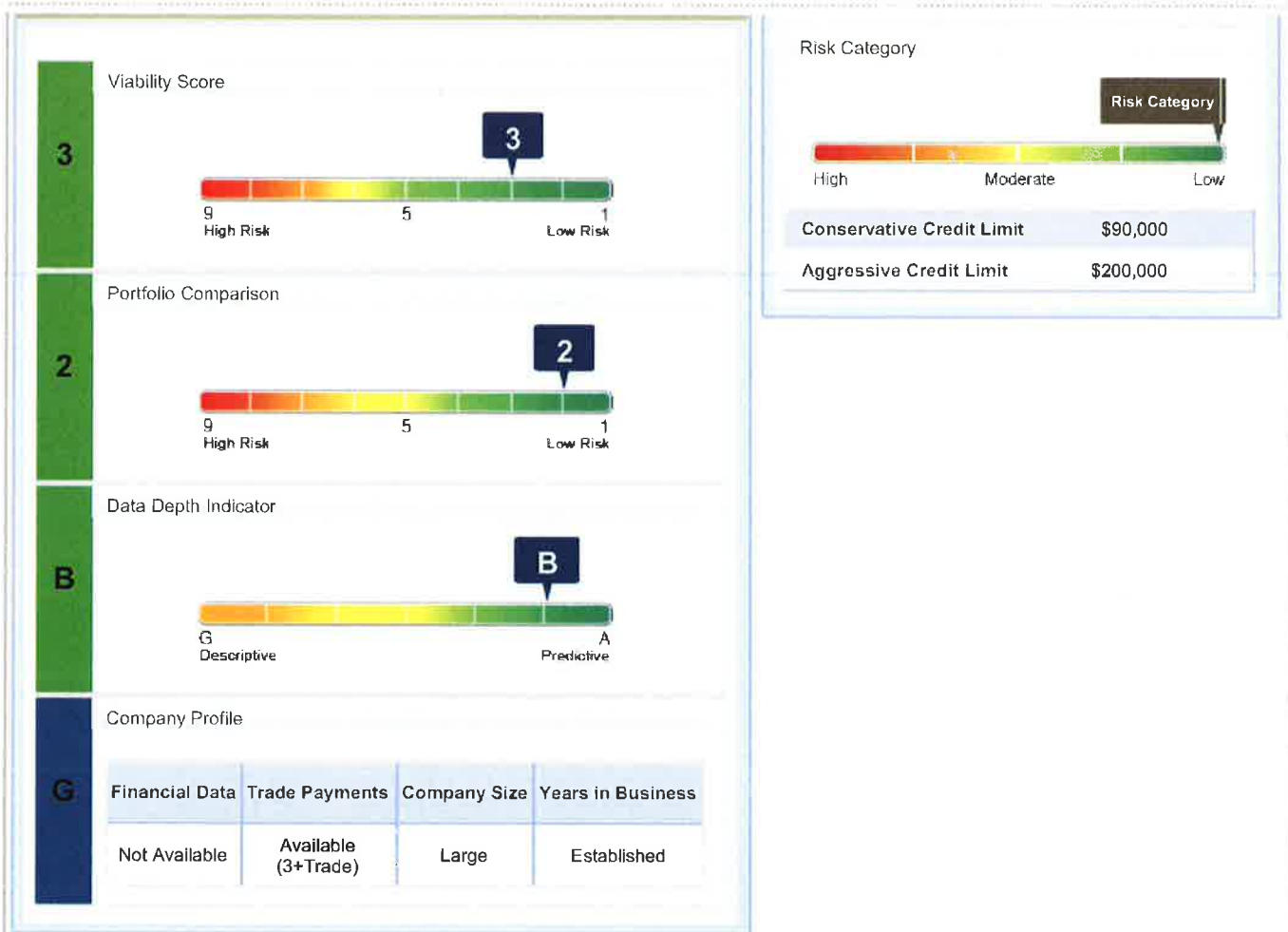
Up to 24 month D&B PAYDEX



Up to 3 month D&B PAYDEX



Credit Limit Recommendation



Supplier Risk Data

Supplier Evaluation Risk Rating



Probability of Ceased Operations/Becoming Inactive

The probability of ceased operations/becoming inactive indicates what percent of U.S. businesses is expected to cease operations or become inactive over next 12 months.

Probability of Supplier Ceased Operations/Becoming Inactive	2.1%
Average Probability of Supplier Ceased Operations/Becoming Inactive	5.6%
% of US Businesses with SER Rating	15%

Supplier Risk Score Analysis

Key Commentary

The business has a Supplier Evaluation Risk (SER) Rating that shows:

- Evidence of open liens

Business Information

Business Summary

Branch & Division	YES
Financing	SECURED
SIC	4911 Electric services
NAICS	221118 Other Electric Power Generation
History Status	CLEAR

Credit Capacity Summary

D&B Rating

1R3

Composite Credit Appraisal



Prior D&B Rating 1R3

Rating Date 05/25/2016

Payment Activity
(based on 13 experiences) USD

Average High Credit \$3,386

Highest Credit 20,000

Total Highest Credit 37,300

D&B Viability Rating

The D&B Viability Rating uses D&B's proprietary analytics to compare the most predictive business risk indicators and deliver a highly reliable assessment of the probability that a company will no longer be in business within the next 12 months.

3

Viability Score

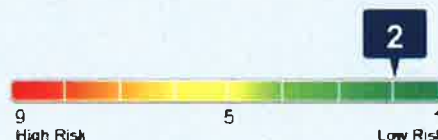


Compared to All US Businesses within D&B Database:

- Level of risk: **Low Risk**
- Businesses ranked 3 have a probability of becoming no longer viable: **3%**
- Percentage of businesses ranked 3: **15%**
- Across all US businesses, the average probability of becoming no longer viable: **14%**

2

Portfolio Comparison



Compared to all Businesses within the same MODEL SEGMENT:

Model Segment: **Established Trade Payments**

- Level of risk: **Low Risk**
- Businesses ranked 2 within this model segment have a probability of becoming no longer viable: **3%**
- Percentage of businesses ranked 2 within this model segment: **16%**
- Within this model segment, the average probability of becoming no longer viable: **5%**

B

Data Depth Indicator



Data Depth Indicator Details:

- ✓ Rich Firmographics

- ✓ Extensive Commercial Trading Activity
- ✓ Basic Financial Attributes

Greater data depth can increase the precision of the D&B Viability Rating assessment.

You have the ability to influence the confidence of the viability assessment by asking the business to report more information to D&B at <https://iupdate.dnb.com/iUpdate/>

G

Company Profile

Financial Data	Trade Payments	Company Size	Years in Business
Not Available	Available (3+Trade)	Large	Established

Company Profile Details:

- Financial Data: **Not Available**
- Trade Payments: **Available** (3+Trade)
- Business Size: **Large** (Employees:50+ or Sales: \$500K+)
- Years in Business: **Established** (5+)

Business History

Officers RICHARD CURNUTTE SR, PRES;
RICHARD CURNUTTE JR, SEC;
MARC RUNCK, CFO

Directors THE OFFICER(S) and Richard A Curnutte Jr, Larry Anderson and Jeff Horley.

As of 07/23/2018

The Ohio Secretary of State's business registrations file showed that Volunteer Energy Services, Inc was registered as a Corporation on March 2, 2001.

Business started 2001 by the officers. 100% of capital stock is owned by the officers.

RICHARD CURNUTTE SR born 1952, 2002-present active here.

RICHARD CURNUTTE JR born 1975, 2002-present active here.

MARC RUNCK born 1951, 2006-present active here.

AFFILIATES:

The following are related through common principals, management and/or ownership: Volli Communications, Inc., Pickerington, OH. DUNS #054785968. Operates as provider of telecommunications services.

Government Activity Summary

Activity Summary		Possible candidate for socioeconomic program consideration	
Borrower	No	Labor Surplus Area	N/A
Administrative Debt	No	Small Business	YES (2018)
Grantee	No	Women Owned	N/A
Party Excluded from Federal Programs	No	Minority Owned	N/A
Public Company	N/A	Disadvantaged Business Enterprise	No
Congressional District	15	Ethnicity Classification	N/A
Contractor	Yes		
Importer/Exporter	N/A		

The details provided in the Government Activity section are as reported to Dun & Bradstreet by the federal government and other sources.

23

Operations Data

As of 07/23/2018

Description: Provides electric services (100%).
Has 40,000 account(s). Check, wire transfer. Sells to retailers. Territory : United States.
Nonseasonal.

Employees: 65 which includes officer(s). 50 employed here.

Facilities: Owns 8,000 sq. ft. in a one story building.

Location: Central business section on side street.

Industry Data

SIC

Code	Description
49110000	Electric services

NAICS

Code	Description
221118	Other Electric Power Generation

Family Tree

Branches Domestic

VOLUNTEER ENERGY
SERVICES, INC.;
(D-U-N-
S@:07-872-4933)
709 W ELLSWORTH
RD,
ANN ARBOR, MI
48108-3371

This list is limited to the first 25 branches, subsidiaries, divisions and affiliates, both domestic and international. Please use the Global Family Linkage Link above to view the full listing.

Financial Statements

Banking

November 2017:

Loans granted to low 8 figures on a secured basis. Now owing nothing. Collateral consists of accounts receivable.

Key Business Ratios (Based on 48 establishments)

D&B has been unable to obtain sufficient financial information from this company to calculate business ratios. Our check of additional outside sources also found no information available on its financial performance. To help you in this instance, ratios for other firms in the same industry are provided below to support your analysis of this business.

	This Business	Industry Median	Industry Quartile
Profitability			
Return on Sales	UN	8.8	UN
Return on Net Worth	UN	7.4	UN
Short Term Solvency			
Current Ratio	UN	0.9	UN
Quick Ratio	UN	0.4	UN
Efficiency			
Assets Sales	UN	348.0	UN
Sales / Net Working Capital	UN	11.9	UN
Utilization			
Total Liabs / Net Worth	UN	205.8	UN

Most Recent Financial Statement

As of 11/02/2017

Statement Source

Accountant: Fentress & Barnes, Columbus, Ohio.

On 11/02/2017, Marc Runck ,V Pres, confirmed company name, address, principals, annual sales and operational information using D&B's web-based update method (IUpdate) at www.dnb.com.

Indicators

Public Filings Summary

The following data includes both open and closed filings found in D&B's database on this company

Record Type	No. of Records	Most Recent Filing Date
Judgment	0	
Lien	2	05/17/2016
Suit	1	08/08/2016
UCC	24	08/11/2017

Public Filings



■ Bankruptcy ■ Judgment ■ Lien ■ Suit ■ UCC

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

Full Filings

Suits

Status	Pending	Latest Info Received	09/15/2016
Where Filed	SUMMIT COUNTY COMMON PLEAS COURTS, AKRON, OH	DOCKET NO.	CV2016083411
Plaintiff	INVADO LLC	Status Attained	08/08/2016
Defendant	VOLUNTEER ENERGY SERVICES INC AND OTHERS	Date Filed	08/08/2016

If it is indicated that there are defendants other than the report subject, the lawsuit may be an action to clear title to property and does not necessarily imply a claim for money against the subject.

Liens

Amount	\$610	Latest Info Received	05/20/2016
Status	Open	Type	State Tax
Where Filed	ALLEGHENY COUNTY PROTHONOTARY, PITTSBURGH, PA	Status Attained	05/17/2016
Filed By	COMMONWEALTH OF PA DEPARTMENT OF REVENUE, HARRISBURG, PA	Date Filed	05/17/2016
against	VOLUNTEER ENERGY SERVICES INC.	DOCKET NO.	201600008377

Amount	\$1,205	Latest Info Received	10/25/2012
Status	Open	Type	State Tax
Where Filed	FRANKLIN COUNTY COMMON PLEAS COURT, COLUMBUS, OH	Status Attained	05/31/2006
Filed By	STATE OF OHIO	Date Filed	05/31/2006
against	VOLUNTEER ENERGY SVC INC	DOCKET NO.	2006JG018437

A lienholder can file the same lien in more than one filing location. The appearance of multiple liens filed by the same lienholder against a debtor may be indicative of such an occurrence.

UCC Filings

Collateral	Accounts receivable and proceeds - Assets and proceeds	Latest Info Received	08/12/2010
Filing No.	OH00143886008	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH	Date Filed	07/23/2010
Secured Party	PNC BANK, NATIONAL ASSOCIATION, AS ADMINISTRATIVE AGENT, PITTSBURGH, PA		
Debtor	VOLUNTEER ENERGY SERVICES, INC.		

Collateral	Accounts receivable and proceeds - Assets and proceeds - Account(s) and proceeds	Latest Info Received	04/03/2012
Filing No.	20120820101	Type	Amendment
Original UCC Filed Date	07/23/2010	Date Filed	03/21/2012
Where Filed	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH	Original Filing No.	OH00143886008
Secured Party	PNC BANK, NATIONAL ASSOCIATION, AS ADMINISTRATIVE AGENT, PITTSBURGH, PA		
Debtor	VOLUNTEER ENERGY SERVICES, INC.		

Collateral	Accounts receivable and proceeds - Assets and proceeds	Latest Info Received	12/02/2014
Filing No.	20143280153	Type	Amendment
Original UCC Filed Date	07/23/2010	Date Filed	11/21/2014
Where Filed	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH	Original Filing No.	OH00143886008
Secured Party	PNC BANK, NATIONAL ASSOCIATION, AS ADMINISTRATIVE AGENT, PITTSBURGH, PA		

Debtor	VOLUNTEER ENERGY SERVICES, INC.		
Filing No.	20150480043	Latest Info Received	02/23/2015
Original UCC Filed Date	07/23/2010	Type	Continuation
Where Filed	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH	Date Filed	02/17/2015
Secured Party	PNC BANK, NATIONAL ASSOCIATION, AS ADMINISTRATIVE AGENT, PITTSBURGH, PA	Original Filing No.	OH00143886008
Debtor	VOLUNTEER ENERGY SERVICES, INC.		
Filing No.	SR7726	Latest Info Received	10/03/2017
Original UCC Filed Date	07/23/2010	Type	Amendment
Where Filed	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH	Date Filed	08/11/2017
Secured Party	PNC BANK, NATIONAL ASSOCIATION, AS ADMINISTRATIVE AGENT, PITTSBURGH, PA	Original Filing No.	OH00143886008
Debtor	VOLUNTEER ENERGY SERVICES, INC.		
Collateral	Accounts receivable and proceeds - Assets and proceeds		
Filing No.	OH00181187406	Latest Info Received	12/02/2014
Where Filed	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH	Type	Original
Secured Party	PNC BANK, NATIONAL ASSOCIATION, PITTSBURGH, PA	Date Filed	11/21/2014
Debtor	VOLUNTEER ENERGY SERVICES, INC.		
Filing No.	SR7750	Latest Info Received	10/03/2017
Original UCC Filed Date	11/21/2014	Type	Amendment
Where Filed	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH	Date Filed	08/11/2017
Secured Party	PNC BANK, NATIONAL ASSOCIATION, PITTSBURGH, PA	Original Filing No.	OH00181187406
Debtor	VOLUNTEER ENERGY SERVICES, INC.		
Filing No.	20080460116	Latest Info Received	03/04/2008
Original UCC Filed Date	02/01/2005	Type	Amendment
Where Filed	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH	Date Filed	02/14/2008
Secured Party	NATIONAL CITY BUSINESS CREDIT, INC., AS AGENT, CLEVELAND, OH	Original Filing No.	OH00086057950
Debtor	VOLUNTEER ENERGY SERVICES, INC and OTHERS		
Filing No.	20093200232	Latest Info Received	12/01/2009
Original UCC Filed Date	02/01/2005	Type	Amendment
Where Filed	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH	Date Filed	11/13/2009
Secured Party	NATIONAL CITY BUSINESS CREDIT, INC., AS AGENT, CLEVELAND, OH PNC BANK, NATIONAL ASSOCIATION, AS AGENT, CLEVELAND, OH	Original Filing No.	OH00086057950
Debtor	VOLUNTEER ENERGY SERVICES, INC and OTHERS		
Filing No.	20093210144	Latest Info Received	11/30/2009
Original UCC Filed Date	02/01/2005	Type	Continuation
Where Filed	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH	Date Filed	11/16/2009
Secured Party	NATIONAL CITY BUSINESS CREDIT, INC., AS AGENT,	Original Filing No.	OH00086057950

PNC BANK, NATIONAL ASSOCIATION, AS AGENT, CLEVELAND, OH			
Debtor	VOLUNTEER ENERGY SERVICES, INC and OTHERS		
Filing No.	20102070105	Latest Info Received	08/12/2010
Original UCC Filed Date	02/01/2005	Type	Amendment
Where Filed	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH	Date Filed	07/23/2010
Secured Party	NATIONAL CITY BUSINESS CREDIT, INC., AS AGENT, CLEVELAND, OH PNC BANK, NATIONAL ASSOCIATION, AS ADMINISTRATIVE AGENT, PITTSBURGH, PA PNC BANK, NATIONAL ASSOCIATION, AS AGENT, CLEVELAND, OH	Original Filing No.	OH00086057950
Debtor	VOLUNTEER ENERGY SERVICES, INC and OTHERS		
Filing No.	20102070106	Latest Info Received	08/12/2010
Original UCC Filed Date	02/01/2005	Type	Amendment
Where Filed	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH	Date Filed	07/23/2010
Secured Party	NATIONAL CITY BUSINESS CREDIT, INC., AS AGENT, CLEVELAND, OH PNC BANK, NATIONAL ASSOCIATION, AS ADMINISTRATIVE AGENT, PITTSBURGH, PA PNC BANK, NATIONAL ASSOCIATION, AS AGENT, CLEVELAND, OH	Original Filing No.	OH00086057950
Debtor	VOLUNTEER ENERGY SERVICES, INC and OTHERS		
Collateral	Accounts receivable and proceeds - Account(s) and proceeds - Assets and proceeds	Latest Info Received	04/03/2012
Filing No.	20120820100	Type	Amendment
Original UCC Filed Date	02/01/2005	Date Filed	03/21/2012
Where Filed	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH	Original Filing No.	OH00086057950
Secured Party	NATIONAL CITY BUSINESS CREDIT, INC., AS AGENT, CLEVELAND, OH PNC BANK, NATIONAL ASSOCIATION, AS ADMINISTRATIVE AGENT, PITTSBURGH, PA PNC BANK, NATIONAL ASSOCIATION, AS AGENT, CLEVELAND, OH		
Debtor	VOLUNTEER ENERGY SERVICES, INC and OTHERS		
Filing No.	20142590228	Latest Info Received	09/22/2014
Original UCC Filed Date	02/01/2005	Type	Continuation
Where Filed	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH	Date Filed	09/16/2014
Secured Party	NATIONAL CITY BUSINESS CREDIT, INC., AS AGENT, CLEVELAND, OH PNC BANK, NATIONAL ASSOCIATION, AS ADMINISTRATIVE AGENT, PITTSBURGH, PA PNC BANK, NATIONAL ASSOCIATION, AS AGENT, CLEVELAND, OH	Original Filing No.	OH00086057950
Debtor	VOLUNTEER ENERGY SERVICES, INC and OTHERS		
Collateral	Accounts receivable and proceeds - Assets and proceeds	Latest Info Received	12/02/2014
Filing No.	20143280154	Type	Amendment

Date		Date Filed	11/21/2014
Where Filed	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH	Original Filing No.	OH00086057950
Secured Party	NATIONAL CITY BUSINESS CREDIT, INC., AS AGENT, CLEVELAND, OH PNC BANK, NATIONAL ASSOCIATION, AS ADMINISTRATIVE AGENT, PITTSBURGH, PA PNC BANK, NATIONAL ASSOCIATION, AS AGENT, CLEVELAND, OH		
Debtor	VOLUNTEER ENERGY SERVICES, INC and OTHERS		
Filing No.	SR7721	Latest Info Received	10/03/2017
Original UCC Filed Date	02/01/2005	Type	Amendment
Where Filed	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH	Date Filed	08/11/2017
Secured Party	NATIONAL CITY BUSINESS CREDIT, INC., AS AGENT, CLEVELAND, OH PNC BANK, NATIONAL ASSOCIATION, AS ADMINISTRATIVE AGENT, PITTSBURGH, PA PNC BANK, NATIONAL ASSOCIATION, AS AGENT, CLEVELAND, OH	Original Filing No.	OH00086057950
Debtor	VOLUNTEER ENERGY SERVICES, INC and OTHERS		
Collateral	RIGHTS, TITLE AND INTEREST and proceeds	Latest Info Received	04/01/2014
Filing No.	OH00174867691	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH	Date Filed	03/28/2014
Secured Party	VECTREN ENERGY DELIVERY OF OHIO, INC., EVANSVILLE, IN		
Debtor	VOLUNTEER ENERGY SERVICES, INC.		
Collateral	SECURITY INTEREST and proceeds	Latest Info Received	05/23/2012
Filing No.	OH00158307261	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH	Date Filed	05/11/2012
Secured Party	COLUMBIA GAS OF OHIO, INC., COLUMBUS, OH		
Debtor	VOLUNTEER ENERGY SERVICES, INC.		
Filing No.	20171000686	Latest Info Received	04/17/2017
Original UCC Filed Date	05/11/2012	Type	Continuation
Where Filed	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH	Date Filed	04/10/2017
Secured Party	COLUMBIA GAS OF OHIO, INC., COLUMBUS, OH	Original Filing No.	OH00158307261
Debtor	VOLUNTEER ENERGY SERVICES, INC.		
Collateral	AGREEMENT and proceeds	Latest Info Received	04/10/2012
Filing No.	OH00157312877	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH	Date Filed	04/04/2012
Secured Party	VECTREN ENERGY DELIVERY OF OHIO, INC., EVANSVILLE, IN		
Debtor	VOLUNTEER ENERGY SERVICES, INC.		
Filing No.	20170761032	Latest Info Received	03/20/2017
Original UCC Filed Date	04/04/2012	Type	Continuation
Where Filed	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH	Date Filed	03/17/2017
Secured Party	VECTREN ENERGY DELIVERY OF OHIO, INC., EVANSVILLE, IN	Original Filing No.	OH00157312877
Debtor	VOLUNTEER ENERGY SERVICES, INC.		

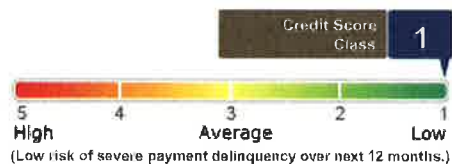
Filing No.	OH00153310253	Received	
Where Filed	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH	Type	Original
Secured Party	COLUMBIA GAS OF PENNSYLVANIA, INC., COLUMBUS, OH	Date Filed	10/05/2011
Debtor	VOLUNTEER ENERGY SERVICES, INC.		
Collateral	SECURITY INTEREST and proceeds	Latest Info Received	10/13/2011
Filing No.	OH00153310142	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH	Date Filed	10/05/2011
Secured Party	COLUMBIA GAS OF OHIO, INC., COLUMBUS, OH		
Debtor	VOLUNTEER ENERGY SERVICES, INC.		
Filing No.	20162530482	Latest Info Received	09/12/2016
Original UCC Filed Date	10/05/2011	Type	Continuation
Where Filed	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH	Date Filed	09/09/2016
Secured Party	COLUMBIA GAS OF OHIO, INC., COLUMBUS, OH	Original Filing No.	OH00153310142
Debtor	VOLUNTEER ENERGY SERVICES, INC.		

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed. Additional UCC and SLJ filings for this company can be found by conducting a more detailed search in our Public Records Database.

Commercial Credit Score

Summary

Credit Score Class



Incidence of Delinquent Payment

Among Companies with This Class	1.10%
Average Compared to All Businesses	10.20%
Credit Score Percentile	95
Credit Score	595
Number of Payment Experiences	13

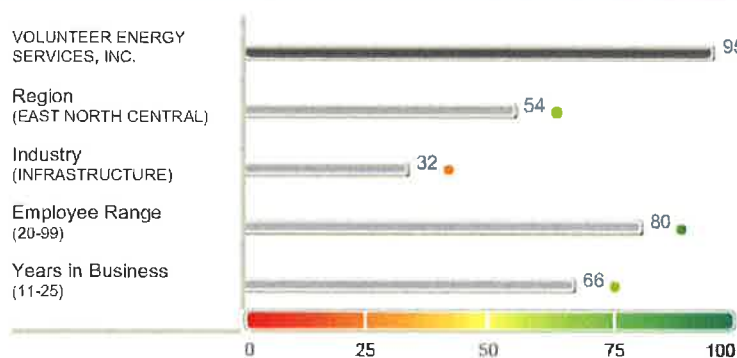
Key Factors

- Evidence of open suits and liens

Notes:

- The Credit Score Class indicates that this firm shares some of the same business and payment characteristics of other companies with this classification. It does not mean the firm will necessarily experience delinquency.
- The Incidence of Delinquent Payment is the percentage of companies with this classification that were reported 91 days past due or more by creditors. The calculation of this value is based on D&B's trade payment database.
- The Credit Score Percentile reflects the relative ranking of a firm among all scorable companies in D&B's file.
- The Credit Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

Credit Score Percentile Norms Comparison



- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Lower risk than other companies in the same employee size range.
- Lower risk than other companies with a comparable number of years in business.

Financial Stress Score

Summary

Financial Stress Class



Financial Stress Score Percentile

Financial Stress National Percentile	88
Financial Stress Score	1549
Probability of Failure with This Score	0.09%
Failure per 10K	9/10,000
Average Failure Rate within D&B database	0.48%
Failure per 10K	48/10,000
Number of Payment Experiences	13

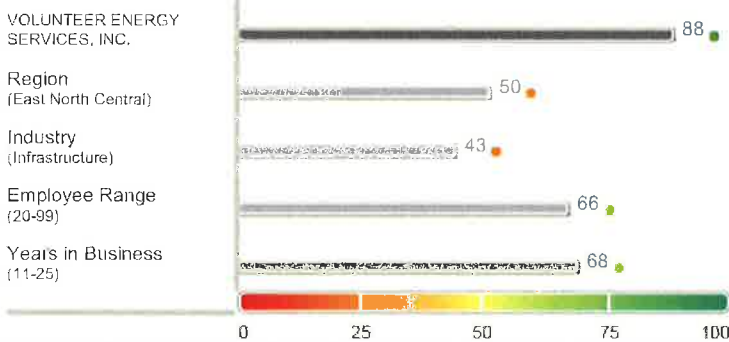
Key Factors

- UCC Filings reported.
- Composite credit appraisal is rated fair.
- Higher risk legal structure.

Notes:

- The Financial Stress Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience financial stress.
- The probability of failure shows the percentage of firms in a given percentile that discontinue operations with loss to creditors. The average probability of failure is based on businesses in D&B's database and is provided for comparative purposes.
- The Financial Stress National Percentile reflects the relative ranking of a company among all scorable companies in D&B's file.
- The Financial Stress Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

Financial Stress Percentile Comparison



- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Lower risk than other companies in the same employee size range.
- Lower risk than other companies with a comparable number of years in business.

Advanced Paydex + CLR

D&B PAYDEX®

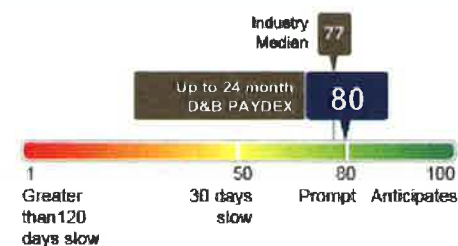
Shows the D&B PAYDEX scores as calculated up to 3 months and up to 24 months of payment experiences.

Up to 3 month D&B PAYDEX



When weighted by dollar amount, payments to suppliers average Within terms. Based on payments collected over last 3 months.

Up to 24 month D&B PAYDEX



When weighted by dollar amount, payments to suppliers average generally within terms. Based on payments collected up to 24 months.

When weighted by dollar amount, the industry average is 5 DAYS BEYOND terms.

● High risk of late payment (average 30 to 120 days beyond terms)

● Medium risk of late payment (average 30 days or less beyond terms)

● Low risk of late payment (average prompt to 30+ days sooner)

Payment Trend	unchanged *	Total Payment Experiences for the HQ	13	Highest Now Owing	\$20,000
Payments Within Terms	100%	Total Placed for Collection	0	Highest Past Due	\$0
Average High Credit	\$3,386	Largest High Credit	\$20,000		

* compared to payments three months ago

Credit Limit Recommendation

Risk Category



Recommendation Date: 07/26/2018

Conservative Credit Limit: \$90,000

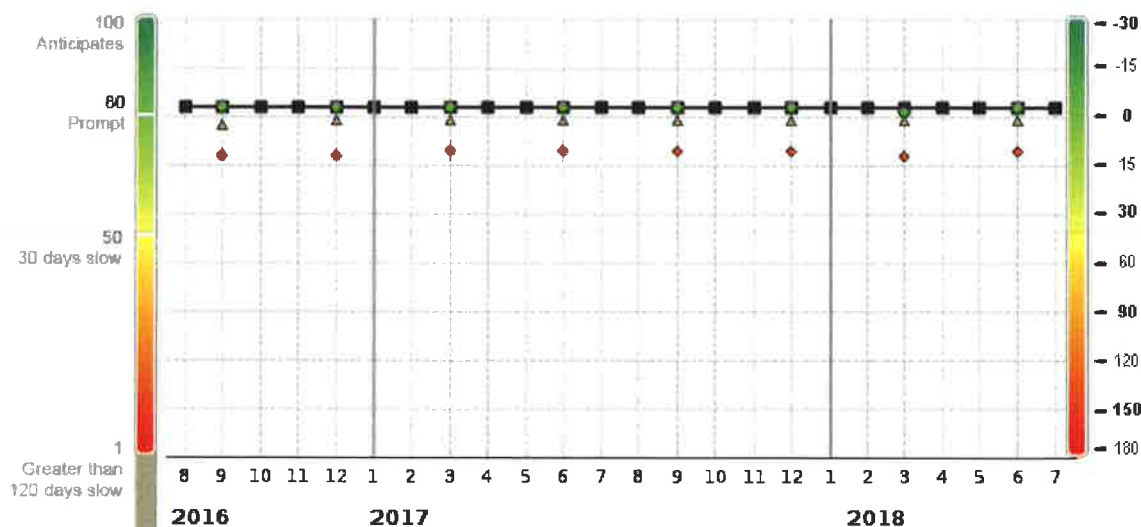
Aggressive Credit Limit: \$200,000

Key Factor

Risk is assessed using D&B's scoring methodology and is one factor used to create the recommended limits

PAYDEX Yearly Trend

Shows PAYDEX scores of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Electric services, based on SIC code 4911.



This Business	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80
Industry Quartiles																							
Upper	80			80			80				80				80			79			80		
Median	76			77			77				77				77			77			77		
Lower	69			69			70				70				70			69			70		

Note

- Current PAYDEX® for this Business is 80, or equal to generally within terms.
- The 24 month high paydex is 80.0, or equal to GENERALLY WITHIN terms.
- The 24 month low paydex is 80.0, or equal to GENERALLY WITHIN terms.
- Industry upper quartile represents the performance of the payers in the 75th percentile.
- Industry lower quartile represents the performance of the payers in the 25th percentile.

Payment Habits

Credit Extended	% of Payments Within Terms	No. of Payment Experiences	Total Amount USD
Over \$100,000	0%	0	\$0
50,000-100,000	0%	0	0
15,000-49,999	100%	2	35,000
5,000-14,999	0%	0	0
1,000-4,999	0%	0	0
Under 1,000	100%	9	2,250

Based on up to 24 months of payments

Payment Summary

The Payment Summary section reflects payment information in D&B's file as of the date of this report.

There are 13 payment experiences in D&B's file, with 6 experiences reported during the last three month period. The highest Now Owes on file is \$20,000. The highest Past Due on file is \$0.

All Industries

Industries	Total Received	Total Amounts	Largest High Credit	Within Terms (%)	Days Slow (%)			
					0-30	31-60	61-90	90+
Telephone communictns	3	\$600	\$500	100	0	0	0	0
Misc business credit	3	300	50	100	0	0	0	0
Short-trm busn credit	2	35,000	20,000	100	0	0	0	0
Business consulting	1	750	750	100	0	0	0	0
Natnl commercial bank	1	500	500	100	0	0	0	0
Electric services	1	50	50	100	0	0	0	0
Misc publishing	1	50	50	100	0	0	0	0

Other Payment Categories

Category	Total Received	Total Dollar Amounts	Largest High Credit
Cash experiences	1	\$50	\$50
Payment record unknown	0	0	0
Unfavorable comments	0	0	0
Placed for Collection	0	0	0

Detailed Payment History

Date Reported	Paying Record	High Credit	Now Owes	Past Due	Last Sale within(months)
June 2018	Ppt	\$0	\$250	\$0	1
	Ppt	750	750	0	1
	Ppt	500	0	0	1
	Ppt	500	0	0	1
	Ppt	50	50	0	1
	Ppt	50	0	0	1
January 2018	Ppt	50	0	0	6-12
December 2017	(008)Cash own option	50	0	0	1
March 2017	Ppt	20,000	20,000	0	1
	Ppt	15,000	10,000	0	1
February 2017	Ppt	50	0	0	6-12
December 2016	Ppt	0	0	0	6-12
September 2016	Ppt	50	0	0	6-12

Lines shown in red are 30 or more days beyond terms

Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

EXHIBIT C-7
Credit Report

(See Exhibit C-6 Previously Attached)

EXHIBIT C-8
Bankruptcy Information

NOT APPLICABLE

EXHIBIT C-9
Merger Information

None



VolunteerEnergy

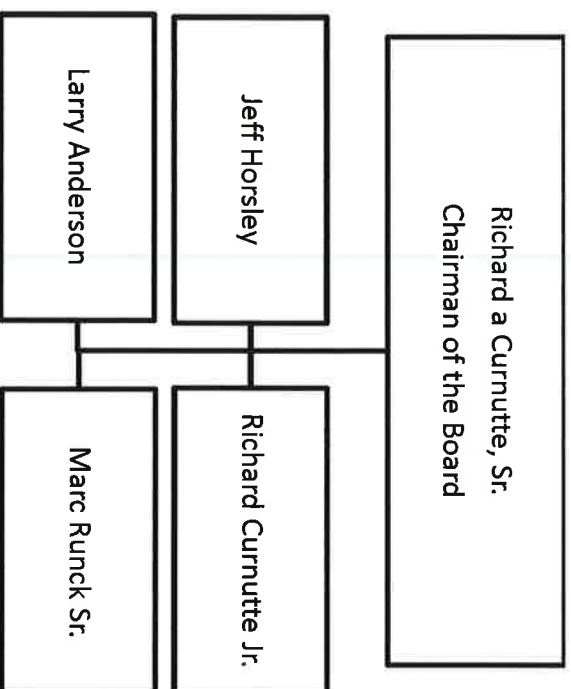
EXHIBIT C-10
Corporate Structure

(See Attached)

Volunteer Energy Services, Inc.

40

Board of Directors



Direct Reports

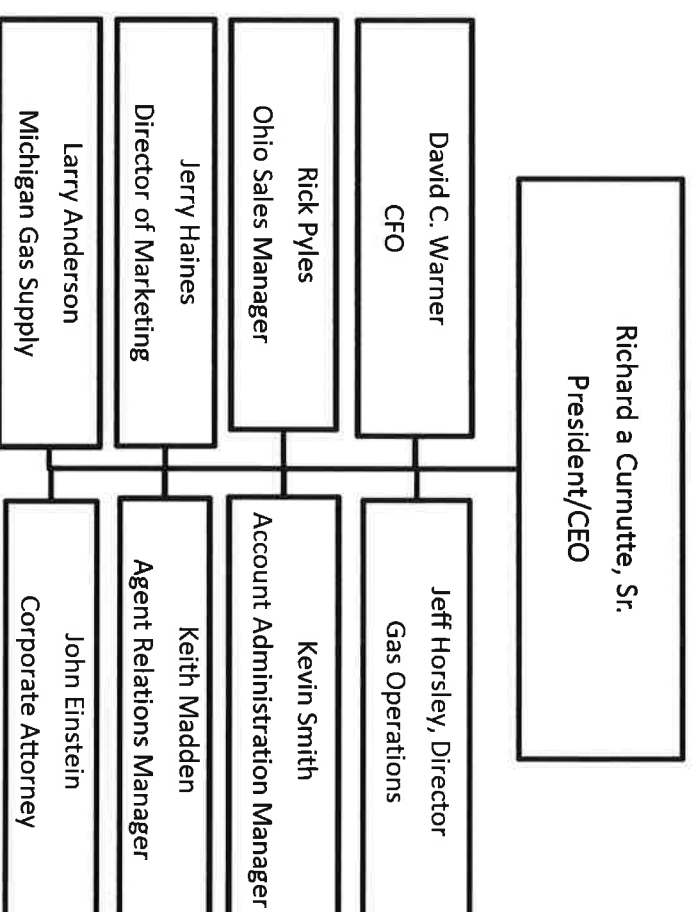




EXHIBIT D-1

Operations

Volunteer Energy Services, Inc. ("VESI") will act as a competitive retail energy service ("CRES") provider in the Ohio markets. Utility Reduction Consultants, Inc. ("URC") will provide all technical services necessary for the execution of VESI's electric supply operations. URC will interface with the PJM ISO, electric distribution companies, transmission operators and other parties to ensure the smooth and economical operation of VESI's business. URC will forecast, schedule and settle transactions for energy, capacity, ancillaries and other required services.



EXHIBIT D-2

Operations Expertise

Volunteer Energy Services, Inc. ("VESI") has entered into a Technical Services Agreement with Utility Reduction Consultants, Inc. to provide the technical services required for operation of VESI's electric program. Utility Reduction Consultants, Inc. has been a leading provider of technical services for electricity providers since the inception of the New York Independent System Operator (NYISO) in 1999. URC was the pioneer of the "Direct Customer" model in New York and helped with the formation of numerous municipal and non-municipal cooperatives that operate in the NY and PA markets to this day using URC's technical services. Fluent entered the Pennsylvania market and the PJM ISO in 2011 providing technical services to a number of retail energy providers. URC's agreement with VESI will mark the beginning of URC's services in the Ohio marketplace.

EXHIBIT D-3
Key Technical Personnel

Dennis M. Frank Sr. will be the liaison between VESI and Fluent and will guide the successful entrance of VESI into the Ohio electric marketplace. Dennis previously led the way for URC's services in NY and PA and for the start-up and operation of numerous retail providers, cooperatives and direct customers in those areas. Dennis' experience in the electricity and natural gas markets spans approximately (22) years.

David Penharlow will serve as the key technical support person and will lead the operations group for the Ohio markets. Dave has held many positions related to energy over the past (20) years including technical, management and ownership roles. Dave was the key technical person for URC's entry into the New York and NYISO markets.

Travis Bickford will lead the adaption and implementation of URC's proprietary EDI software in the Ohio markets. Travis is currently Utility Reduction Consultants, Inc.'s Director of Information Services and has approximately (15) years of experience in the energy markets.



EXHIBIT D-4
FERC Power Marketer License Number

Volunteer Energy Services, Inc.'s FERC License Number is C002679.

This foregoing document was electronically filed with the Public Utilities

Commission of Ohio Docketing Information System on

2/12/2019 3:59:06 PM

in

Case No(s). 15-0375-EL-CRS

Summary: Application Renewal for Retail Generation Providers and Power Marketers
electronically filed by Mr. John L Einstein IV, Esq. on behalf of Volunteer Energy Services, Inc.