

FILE

Ohio

Public Utilities
Commission

| PUCO USE ONLY - Version 1.08 | | |
|------------------------------|------------------------------|--------------------------|
| Date Received | Renewal Certification Number | ORIGINAL AGG Case Number |
| | | 15 - 1045 - GA-AGG |

RENEWAL CERTIFICATION APPLICATION COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS

Please type or print all required information. Identify all attachments with an exhibit label and title (*Example: Exhibit A-15 - 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 directly input information onto the form. You may also download the form by saving it to your local disk.

SECTION A - APPLICANT INFORMATION AND SERVICES

A-1 Applicant intends to renew its certificate as: (check all that apply)

☒ Retail Natural Gas Aggregator ☒ Retail Natural Gas Broker

A-2 Applicant information:

Legal Name Save On Energy, LLC
Address 1423 Red Ventures Drive Fort Mill, SC 29707
Telephone No. 704-971-2300 Web site Address www.saveonenergy.com
Current PUCO Certificate No. 15-447G(2) Effective Dates June 29, 2017 though June 29, 2019

A-3 Applicant information under which applicant will do business in Ohio:

Name Save On Energy, LLC
Address 1423 Red Ventures Drive Fort Mill, SC 29707
Web site Address www.saveonenergy.com Telephone No. 704-971-2300

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

Save On Energy, LLC

A-5 Contact person for regulatory or emergency matters:

Name Yih-Han Ma Title Director
Business Address 1423 Red Ventures Drive Fort Mill, SC 29707
Telephone No. 980-318-5625 Fax No. 704-971-2303 Email Address SOELicensing@redventures.com

RECEIVED

JUN 25 2019

DOCKETING DIVISION
Public Utilities Commission of Ohio

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 ML Date processed 6-25-19

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

Name Brittany McCracken Title Business Operations Coordinator
Business address 1423 Red Ventures Drive Fort Mill, SC 29707
Telephone No. 980-318-5625 Fax No. 704-971-2303 Email Address SOELicensing@redventures.com

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

Customer service address 1423 Red Ventures Drive Fort Mill, SC 29707
Toll-Free Telephone No. 1-800-279-5230 Fax No. 704-971-2303 Email Address SOECustomerService@redventures.com

A-8 Provide "Proof of an Ohio Office and Employee," in accordance with Section 4929.22 of the Ohio Revised Code, by listing name, Ohio office address, telephone number, and Web site address of the designated Ohio Employee

Name Corporation Service Company Title Registered Agent
Business address 50 West Broad Street Suite 1330 Columbus, OH 43215
Telephone No. 1-800-927-9800 Fax No. 302-636-5454 Email Address cpugh@cscglobal.com

A-9 Applicant's federal employer identification number 20-0103768

A-10 Applicant's form of ownership: (Check one)

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

A-11 (Check all that apply) Identify each natural gas company service area in which the applicant is currently providing service or intends to provide service, including identification of each customer class that the applicant is currently serving or intends to serve, for example: *residential, small commercial, and/or large commercial/industrial (mercantile) customers*. (A mercantile customer, as defined in Section 4929.01(L)(1) of the Ohio Revised Code, means a customer that consumes, other than for residential use, more than 500,000 cubic feet of natural gas per year at a single location within the state or consumes natural gas, other than for residential use, as part of an undertaking having more than three locations within or outside of this state. In accordance with Section 4929.01(L)(2) of the Ohio Revised Code, "Mercantile customer" excludes a not-for-profit customer that consumes, other than for residential use, more than 500,000 cubic feet of natural gas per year at a single location within this state or consumes natural gas, other than for residential use, as part of an undertaking having more than three locations within or outside this state that has filed the necessary declaration with the Public Utilities Commission.)

| | | | |
|--|---|--|---|
| <input checked="" type="checkbox"/> Columbia Gas of Ohio | <input checked="" type="checkbox"/> Residential | <input checked="" type="checkbox"/> Small Commercial | <input checked="" type="checkbox"/> Large Commercial / Industrial |
| <input checked="" type="checkbox"/> Dominion East Ohio | <input checked="" type="checkbox"/> Residential | <input checked="" type="checkbox"/> Small Commercial | <input checked="" type="checkbox"/> Large Commercial / Industrial |
| <input checked="" type="checkbox"/> Duke Energy Ohio | <input checked="" type="checkbox"/> Residential | <input checked="" type="checkbox"/> Small Commercial | <input checked="" type="checkbox"/> Large Commercial / Industrial |
| <input type="checkbox"/> Vectren Energy Delivery of Ohio | <input type="checkbox"/> Residential | <input type="checkbox"/> Small Commercial | <input type="checkbox"/> Large Commercial / Industrial |

A-12 If applicant or an affiliated interest previously participated in any of Ohio's Natural Gas Choice Programs, for each service area and customer class, provide approximate start date(s) and/or end date(s) that the applicant began delivering and/or ended services.

☐ Columbia Gas of Ohio

| | | |
|---|---------------------------|----------|
| <input type="checkbox"/> Residential | Beginning Date of Service | End Date |
| <input type="checkbox"/> Small Commercial | Beginning Date of Service | End Date |
| <input type="checkbox"/> Large Commercial | Beginning Date of Service | End Date |
| <input type="checkbox"/> Industrial | Beginning Date of Service | End Date |

☐ Dominion East Ohio

| | | |
|---|---------------------------|----------|
| <input type="checkbox"/> Residential | Beginning Date of Service | End Date |
| <input type="checkbox"/> Small Commercial | Beginning Date of Service | End Date |
| <input type="checkbox"/> Large Commercial | Beginning Date of Service | End Date |
| <input type="checkbox"/> Industrial | Beginning Date of Service | End Date |

☐ Duke Energy Ohio

| | | |
|---|---------------------------|----------|
| <input type="checkbox"/> Residential | Beginning Date of Service | End Date |
| <input type="checkbox"/> Small Commercial | Beginning Date of Service | End Date |
| <input type="checkbox"/> Large Commercial | Beginning Date of Service | End Date |
| <input type="checkbox"/> Industrial | Beginning Date of Service | End Date |

☐ Vectren Energy Delivery of Ohio

| | | |
|---|---------------------------|----------|
| <input type="checkbox"/> Residential | Beginning Date of Service | End Date |
| <input type="checkbox"/> Small Commercial | Beginning Date of Service | End Date |
| <input type="checkbox"/> Large Commercial | Beginning Date of Service | End Date |
| <input type="checkbox"/> Industrial | Beginning Date of Service | End Date |

A-13 If not currently participating in any of Ohio's four Natural Gas Choice Programs, provide the approximate start date that the applicant proposes to begin delivering services:

| | | |
|--------------------------|---------------------------------|---------------------|
| <input type="checkbox"/> | Columbia Gas of Ohio | Intended Start Date |
| <input type="checkbox"/> | Dominion East Ohio | Intended Start Date |
| <input type="checkbox"/> | Duke Energy Ohio | Intended Start Date |
| <input type="checkbox"/> | Vectren Energy Delivery of Ohio | Intended Start Date |

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

- A-14 Exhibit A-14 "Principal Officers, Directors & Partners,"** provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.

See Attachment - SECTION A

- A-15 Exhibit A-15 "Company History,"** provide a concise description of the applicant's company history and principal business interests.

See Attachment - SECTION A

- A-16 Exhibit A-16 "Articles of Incorporation and Bylaws,"** provide the articles of incorporation filed with the state or jurisdiction in which the applicant is incorporated and any amendments thereto, *only if the contents of the originally filed documents changed since the initial application.*

See Attachment - SECTION A

- A-17 Exhibit A-17 "Secretary of State,"** provide evidence that the applicant is still currently registered with the Ohio Secretary of the State.

See Attachment - SECTION A

SECTION 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 current 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 natural gas service, or retail/wholesale electric services.

See Attachment - SECTION B

- B-2 Exhibit B-2 "Experience & Plans,"** provide a current 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 4929.22 of the Revised Code and contained in Chapter 4901:1-29 of the Ohio Administrative Code.

See Attachment - SECTION B

- B-3 Exhibit B-3 "Summary of Experience,"** provide a concise and current summary of the applicant's experience in providing the service(s) for which it is seeking renewed certification (e.g., number and types of customers served, utility service areas, volume of gas supplied, etc.).

See Attachment - SECTION B

- B-4 Exhibit B-4 "Disclosure of Liabilities and Investigations,"** provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocations of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational

See Attachment - SECTION B

status or ability to provide the services for which it is seeking renewed certification since applicant last filed for certification.

- B-5 Exhibit B-5 "Disclosure of Consumer Protection Violations,"** disclose whether the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant has been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws since applicant last filed for certification.

☒ 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 Exhibit B-6 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation,"** disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail natural gas or retail/wholesale electric service denied, curtailed, suspended, or revoked, or whether the applicant or predecessor has been terminated from any of Ohio's Natural Gas Choice programs, or been in default for failure to deliver natural gas since applicant last filed for certification.

☒ 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.

SECTION 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, labeled as 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.)

See Attachment - SECTION C

- C-2 Exhibit C-2 "SEC Filings,"** provide the most recent 10-K/8-K Filings with the SEC. If applicant does not have such filings, it may submit those of its parent company. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 whether the applicant is not required to file with the SEC and why.

see Attachment - SECTION C

- 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).

See Attachment - SECTION C

C-4 Exhibit C-4 “Financial Arrangements,” provide copies of the applicant's financial arrangements 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.

See Attachment- SECTION C

C-5 Exhibit C-5 “Forecasted Financial Statements,” provide two years of forecasted income statements for the applicant's **NATURAL GAS 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.

See Attachment - SECTION C

C-6 Exhibit C-6 “Credit Rating,” provide a statement disclosing the applicant's current 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.

See Attachment - Section C

C-7 Exhibit C-7 “Credit Report,” provide a copy of the applicant's current 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.

see Attachment - Section C

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.

see Attachment - SECTION C
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.

see Attachment - SECTION C
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.

See Attachment - SECTION C

SECTION D – APPLICANT TECHNICAL CAPABILITY

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

D-1 Exhibit D-1 "Operations," provide a current written description of the operational nature of the applicant's business functions.

see Attachment - SECTION D

D-2 Exhibit D-2 "Operations Expertise," given the operational nature of the applicant's business, provide evidence of the applicant's current experience and technical expertise in performing such operations.

see Attachment - SECTION D

D-3 Exhibit D-3 "Key Technical Personnel," provide the names, titles, email addresses, telephone numbers, and background of key personnel involved in the operational aspects of the applicant's current business.

see Attachment - SECTION D

Applicant Signature and Title

Mark Brodsky, secretary

Sworn and subscribed before me this

20

day of

June

Month

2019

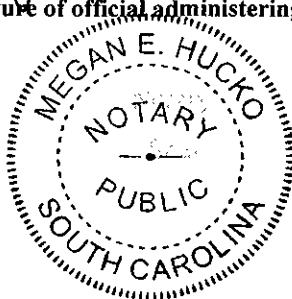
Year

Megan E. Hucko

Mark Brodsky, Secretary

Signature of official administering oath

Print Name and Title



My commission expires on

Jan. 25, 2027



The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service Affidavit Form (Version 1.07)

In the Matter of the Application of)

Save On Energy, LLC)

for a Certificate or Renewal Certificate to Provide)
Competitive Retail Natural Gas Service in Ohio.)

Case No. 15 - 1045 -GA-AGG

County of

State of

Mark Brodsky

[Affiant], being duly sworn/affirmed, hereby states that:

- (1) The information provided within the certification or certification renewal application and supporting information is complete, true, and accurate to the best knowledge of affiant.
- (2) The applicant will timely file an annual report of its intrastate gross receipts and sales of hundred cubic feet of natural gas pursuant to Sections 4905.10(A), 4911.18(A), and 4929.23(B), Ohio Revised Code.
- (3) The applicant will timely pay any assessment made pursuant to Section 4905.10 or Section 4911.18(A), Ohio Revised Code.
- (4) Applicant will comply with all applicable rules and orders adopted by the Public Utilities Commission of Ohio pursuant to Title 49, Ohio Revised Code.
- (5) Applicant will cooperate with the Public Utilities Commission of Ohio and its staff in the investigation of any consumer complaint regarding any service offered or provided by the applicant.
- (6) Applicant will comply with Section 4929.21, Ohio Revised Code, regarding consent to the jurisdiction of the Ohio courts and the service of process.
- (7) Applicant will inform the Public Utilities Commission of Ohio of any material change to the information supplied in the certification or certification renewal application within 30 days of such material change, including any change in contact person for regulatory or emergency purposes or contact person for Staff use in investigating customer complaints.
- (8) Affiant further sayeth naught.

Affiant Signature & Title

Mark Brodsky, Secretary

Sworn and subscribed before me this

20

day of

JUNE

Month

2019

Year

Megan E. Hucko

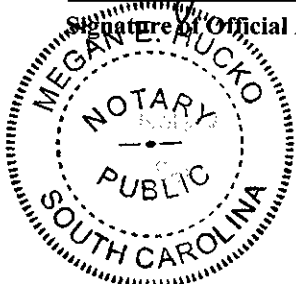
Signature of Official Administering Oath

Mark Brodsky, Secretary

Print Name and Title

My commission expires on

JAN. 25, 2027





SECTION A – Applicant Information and Services

Exhibit A-14 “Principal Officers, Directors & Partners”

Mark Brodsky
Secretary
1423 Red Ventures Drive
Fort Mill, SC 29707
704-971-2300

Exhibit A-15 “Company History”

Save On Energy, LTD was founded in 2003 to allow consumers to easily compare energy rates among top suppliers in their deregulated area. Save On Energy, LTD was acquired by Red Ventures, LLC in August 2012 and was subsequently converted to a limited liability company in October 2012.

Save On Energy, LLC partners with energy providers in deregulated states to provide marketing services for a fee. The energy providers who partner with Save On Energy, LLC have their products and services featured on the website, www.saveonenergy.com. Consumers are able to comparison shop energy rates in their area via the website. Save On Energy, LLC provides consultation service to residential and commercial consumers who contact one of our 800 numbers. Consumers interested in enrolling will either be routed to the specific supplier or sold the supplier's products (depending upon the terms of the partnership). Contact information of commercial leads may be passed by Save On Energy, LLC to energy partners. This contact information is used by the energy partners to contact consumers directly, however, Save On Energy, LLC may contact the commercial leads and provide quotes from an internal sales center, on the partner's behalf.

Exhibit A-16 “Articles of Incorporation and Bylaws”

There have been no changes since the initial application.

Exhibit A-17 “Secretary of State”

Please find a current Certificate of Good Standing provided by the acting Secretary of State (Exhibit A-17A).

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

I, Frank LaRose, 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 SAVE ON ENERGY, LLC, a Texas For Profit Limited Liability Company, Registration Number 2153998, filed on November 26, 2012, is currently in FULL FORCE AND EFFECT upon the records of this office.



*Witness my hand and the seal of the
Secretary of State at Columbus, Ohio
this 19th day of June, A.D. 2019.*

A handwritten signature in cursive script, appearing to read "Frank LaRose".

Ohio Secretary of State

Validation Number: 201917003984



SECTION B - Applicant Managerial Capability and Experience

Exhibit B-1 “Jurisdictions of Operation”

Save On Energy, LLC is currently certified, licensed, registered, or otherwise authorized to provide retail natural gas service, or retail/wholesale electric services in the following jurisdictions:

- Ohio
- Pennsylvania
- Illinois
- Maryland
- Massachusetts
- New Jersey
- Texas
- Delaware

Exhibit B-2 “Experience and Plans”

Save On Energy, LLC partners with energy suppliers to provide marketing services in deregulated markets but does not contract with the consumer directly. All contracts are made between the consumer and the partnered supplier. Save On Energy, LLC acts as a consultative service for the consumer by comparing energy rates listed on its website, www.saveonenergy.com.

Exhibit B-3 “Summary of Experience”

Save On Energy, LLC does not take title to the natural gas. Save On Energy, LLC provides marketing services for suppliers in which it partners with in deregulated states. Supplier services are marketed for residential and small commercial consumers. Suppliers that partner with Save On Energy, LLC operate within the following utility service areas: Columbia Gas of Ohio, Dominion East Ohio, and Duke Energy Ohio. Save On Energy, LLC does not have a number of customers served or volume of gas supplied to provide since we do not take title to the natural gas.

Exhibit B-4 “Disclosure of Liabilities and Investigations”

Save On Energy, LLC does not have any pending or past rulings, judgements, contingent liabilities, revocations of authority, regulatory investigations, or any other matter to report since our last file for certification.



SECTION C – Financial Capability and Experience

Exhibit C-1 “Annual Reports”

Save On Energy, LLC is a limited liability company that is not publicly traded and does not file annual reports for shareholders.

Exhibit C-2 “SEC Filings”

Neither Save On Energy, LLC nor its parent company, Red Ventures, LLC have filed documentation with the SEC. Both companies are privately held firms, not publicly traded and are thus not required to file with the SEC.

Exhibit C-3 “Financial Statements”

Attached are the most recent financial statements for Save On Energy, LLC (See Exhibit C-3A). Save on Energy, LLC is a small firm and does not have audited financials to present. Included in this recertification application are the financial statements (pro forma balance sheet and income statement) for the organization.

Exhibit C-4 “Financial Arrangements”

Save On Energy, LLC is certified as a Retail Natural Gas Aggregator/ Broker with the Public Utility Commission of Ohio. Save On Energy, LLC only provides marketing services on behalf of the suppliers in which it is partnered. There are no financial arrangements made to fund or support supplier-related activities. Save On Energy, LLC does not take title to the energy and all transactions are between the consumer and the supplier.

Exhibit C-5 “Forecasted Financial Statements”

Save On Energy, LLC is currently not marketing in the Ohio market and does not have plans to within the next two years therefore we will not be providing forecasted financial statements.

Exhibit C-6 “Credit Rating”

Save On Energy, LLC is a wholly-owned subsidiary of Red Ventures, LLC. Neither Save On Energy, LLC, nor its parent company, Red Ventures LLC have a credit rating issued by any of the following organizations: Duff and Phelps, Fitch IBCA, Moody’s Investors Service, Standard & Poor’s, or any other similar organizations as they are privately-held firms that do not publish financial information.

Exhibit C-7 “Credit Report”

Save On Energy, LLC is a wholly-owned subsidiary of Red Ventures, LLC. Neither Save On Energy, LLC, nor its parent company, Red Ventures, LLC have a credit report issued by any of the following organizations: Experion, Dun and Bradstreet, or any other similar organization as they are privately-held firms that do not publish financial information.



Exhibit C-8 “Bankruptcy Information”

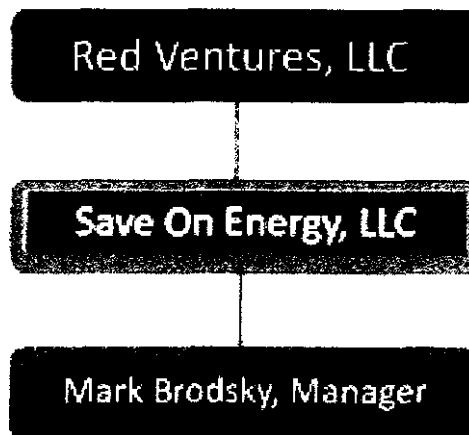
Save On Energy, LLC does not have any reorganizations, protection from creditors, or any other form of bankruptcy filings from within the past two years to report.

Exhibit C-9 “Merger Information”

On June 1, 2017, Choose Energy, Inc. merged with SOE Sub Inc., a wholly-owned subsidiary of Save On Energy, LLC. The surviving entity was Choose Energy, Inc. Save On Energy, LLC and Choose Energy, Inc. will continue to operate as separate licensed entities within the market.

Exhibit C-10 “Corporate Structure”

Organizational Structure:
Save On Energy, LLC



Save On Energy, LLC
INCOME STATEMENTS

| | Actuals | Actuals | Actuals |
|-------------------------------------|--------------------------|-------------------------|-------------------------|
| REVENUE | FY 2016 | FY 2017 | FY 2018 |
| Sales Revenue | 30,309,001 | 25,307,815 | 29,720,550 |
| Other Revenue | - | - | - |
| Total Revenue | <u>30,309,001</u> | <u>25,307,815</u> | <u>29,720,550</u> |
| OPERATING EXPENSES | | | |
| Operating Costs | 15,176,435 | 14,425,028 | 18,479,585 |
| General and Administrative Expenses | 1,306,617 | 2,261,904 | 3,714,327 |
| Total Operating Expenses | <u>16,483,052</u> | <u>16,686,932</u> | <u>22,193,912</u> |
| NET INCOME | <u><u>13,825,949</u></u> | <u><u>8,620,883</u></u> | <u><u>7,526,638</u></u> |

Save On Energy, LLC
BALANCE SHEETS

| ASSETS | Actuals FY 2016 | Actuals FY 2017 | Actuals FY 2018 |
|--|----------------------------|----------------------------|----------------------------|
| CURRENT ASSETS | | | |
| Cash and Cash Equivalents | 10,635,518 | 10,127,192 | 10,853,120 |
| Accounts Receivable, Net | 2,525,750 | 2,108,985 | 2,476,712 |
| Total Current Assets | <u>13,161,268</u> | <u>12,236,177</u> | <u>13,329,832</u> |
| OTHER ASSETS | | | |
| Accounts Receivable - Long-Term, Net | - | - | - |
| Deposits and Other Assets | - | - | - |
| Total Other Assets | <u>-</u> | <u>-</u> | <u>-</u> |
| Total Assets | <u>13,161,268</u> | <u>12,236,177</u> | <u>13,329,832</u> |
| LIABILITIES AND PARTNERS' CAPITAL | | | |
| CURRENT LIABILITIES | | | |
| Accounts Payable | 1,373,588 | 1,390,578 | 1,849,493 |
| Accrued Expenses | - | - | - |
| Allowance for Chargeback | 6,912,944 | 4,349,980 | 4,458,082 |
| Total Current Liabilities | <u>8,286,531</u> | <u>5,740,557</u> | <u>6,307,575</u> |
| OTHER LIABILITIES | | | |
| Accrued Loss on Lease Abandonment | - | - | - |
| Deposits | - | - | - |
| Total Other Liabilities | <u>-</u> | <u>-</u> | <u>-</u> |
| Total Liabilities | <u>8,286,531</u> | <u>5,740,557</u> | <u>6,307,575</u> |
| EQUITY | | | |
| Partners' Equity | 4,048,788 | 4,874,737 | 6,495,619 |
| Net Income | 13,825,949 | 8,620,883 | 7,526,638 |
| Dividends | (13,000,000) | (7,000,000) | (7,000,000) |
| Net Equity | 4,874,737 | 6,495,619 | 7,022,257 |
| Total Liabilities and Equity | <u>13,161,268</u> | <u>12,236,177</u> | <u>13,329,832</u> |

Save On Energy, LLC
STATEMENT OF CASH FLOWS
FY 2016 as of December 31, 2016

CASH FLOWS FROM OPERATING ACTIVITIES

| | |
|--|-------------------|
| Net Income | 13,825,949 |
| (Gain) Loss on Investment in Unconsolidated Subsidiaries | - |
| (Gain) Loss on Disposal of Property and Equipment | - |
| (Increase) Decrease in Assets(Liabilities): | - |
| Accounts Receivable | (1,047,466) |
| Prepays and Other Current Assets | - |
| Deposits and Other Assets | - |
| Due from Related Parties | - |
| Accounts Payable | 180,939 |
| Accrued Expenses | - |
| Chargeback Accrual | 3,148,434 |
| Other Liabilities | - |
| NET CASH PROVIDED BY OPERATING ACTIVITIES | <u>16,107,856</u> |

CASH FLOWS FROM INVESTING ACTIVITIES

| | |
|---|----------|
| Purchase of Property and Equipment | - |
| Purchase of Construction in Progress | - |
| Cash Paid for Cost Method Investments | - |
| Purchase of Intangible Asset | - |
| Net Advances to Unconsolidated Subsidiaries | - |
| NET CASH PROVIDED BY INVESTING ACTIVITIES | <u>-</u> |

CASH FLOWS FROM FINANCING ACTIVITIES

| | |
|---|---------------------|
| Distributions Paid | (13,000,000) |
| Repurchase of Common Units (Net of Sales) | - |
| Deferred Financing Costs | - |
| Proceeds on Long-Term Debt, Net | - |
| Payments on Note Payable to Related Party | - |
| NET CASH USED BY FINANCING ACTIVITIES | <u>(13,000,000)</u> |

NET DECREASE IN CASH AND CASH EQUIVALENTS 3,107,856

Cash and Cash Equivalents - Beginning of Year 7,527,662

CASH AND CASH EQUIVALENTS - END OF PERIOD 10,635,518

Save On Energy, LLC
STATEMENT OF CASH FLOWS
FY 2017 as of December 31, 2017

| | |
|--|--------------------------|
| CASH FLOWS FROM OPERATING ACTIVITIES | |
| Net Income | 8,620,883 |
| (Gain) Loss on Investment in Unconsolidated Subsidiaries | - |
| (Gain) Loss on Disposal of Property and Equipment | - |
| (Increase) Decrease in Assets(Liabilities): | - |
| Accounts Receivable | 416,766 |
| Prepays and Other Current Assets | - |
| Deposits and Other Assets | - |
| Due from Related Parties | - |
| Accounts Payable | 16,990 |
| Accrued Expenses | - |
| Chargeback Accrual | (2,562,964) |
| Other Liabilities | - |
| NET CASH PROVIDED BY OPERATING ACTIVITIES | <u>6,491,674</u> |
| CASH FLOWS FROM INVESTING ACTIVITIES | |
| Purchase of Property and Equipment | - |
| Purchase of Construction in Progress | - |
| Cash Paid for Cost Method Investments | - |
| Purchase of Intangible Asset | - |
| Net Advances to Unconsolidated Subsidiaries | - |
| NET CASH PROVIDED BY INVESTING ACTIVITIES | <u>-</u> |
| CASH FLOWS FROM FINANCING ACTIVITIES | |
| Distributions Paid | (7,000,000) |
| Repurchase of Common Units (Net of Sales) | - |
| Deferred Financing Costs | - |
| Proceeds on Long-Term Debt, Net | - |
| Payments on Note Payable to Related Party | - |
| NET CASH USED BY FINANCING ACTIVITIES | <u>(7,000,000)</u> |
| NET DECREASE IN CASH AND CASH EQUIVALENTS | (508,326) |
| Cash and Cash Equivalents - Beginning of Year | 10,635,518 |
| CASH AND CASH EQUIVALENTS - END OF PERIOD | <u>10,127,192</u> |

Save On Energy, LLC
STATEMENT OF CASH FLOWS
FY 2018 as of December 31, 2018

CASH FLOWS FROM OPERATING ACTIVITIES

| | |
|--|------------------|
| Net Income | 7,526,638 |
| (Gain) Loss on Investment in Unconsolidated Subsidiaries | - |
| (Gain) Loss on Disposal of Property and Equipment | - |
| (Increase) Decrease in Assets(Liabilities): | - |
| Accounts Receivable | (367,728) |
| Prepays and Other Current Assets | - |
| Deposits and Other Assets | - |
| Due from Related Parties | - |
| Accounts Payable | 458,915 |
| Accrued Expenses | - |
| Chargeback Accrual | 108,103 |
| Other Liabilities | - |
| NET CASH PROVIDED BY OPERATING ACTIVITIES | <u>7,725,928</u> |

CASH FLOWS FROM INVESTING ACTIVITIES

| | |
|---|----------|
| Purchase of Property and Equipment | - |
| Purchase of Construction in Progress | - |
| Cash Paid for Cost Method Investments | - |
| Purchase of Intangible Asset | - |
| Net Advances to Unconsolidated Subsidiaries | - |
| NET CASH PROVIDED BY INVESTING ACTIVITIES | <u>-</u> |

CASH FLOWS FROM FINANCING ACTIVITIES

| | |
|---|--------------------|
| Distributions Paid | (7,000,000) |
| Repurchase of Common Units (Net of Sales) | - |
| Deferred Financing Costs | - |
| Proceeds on Long-Term Debt, Net | - |
| Payments on Note Payable to Related Party | - |
| NET CASH USED BY FINANCING ACTIVITIES | <u>(7,000,000)</u> |

NET DECREASE IN CASH AND CASH EQUIVALENTS 725,928

Cash and Cash Equivalents - Beginning of Year 10,127,192

CASH AND CASH EQUIVALENTS - END OF PERIOD 10,853,120

RED VENTURES

June 19, 2019

**Re: *Public Utilities Commission of Ohio
Renewal Application for Competitive Retail Natural Gas Brokers/Aggregators
Case Number 15-1045-GA-AGG***

To Whom It May Concern:

I am writing to confirm that, I, Mark Brodsky, have authorization to act on behalf of Red Ventures Holdco, including guaranteeing the obligations of the applicant, Save On Energy, LLC.

Save On Energy, LLC is a wholly-owned subsidiary of Red Ventures, LLC, which is also the sole manager of Save On Energy, LLC. I, Mark Brodsky, am Chief Financial Officer of Red Ventures, LLC, and authorized to sign to execute documents on behalf of Red Ventures, LLC, including in its capacity as the sole manager of Save On Energy, LLC.

Thank you for your attention to this matter. Please feel free to contact me with any questions.

Thank you,



Mark Brodsky
Chief Financial Officer, Red Ventures



SECTION D – Applicant Technical Capability

Exhibit D-1 “Operations”

Save On Energy, LLC partners with energy providers in deregulated states to provide marketing services. Consumers are able to comparison shop energy rates on the website, www.saveonenergy.com. Save On Energy, LLC can be contacted via one of our 800 numbers, where consultative services are provided to consumers. Save

On Energy, LLC does not contract with consumers directly. Each supplier in which Save On Energy, LLC is partnered with is responsible for all contracts and billing. Save On Energy, LLC does not take title to the natural gas.

Exhibit D-2 “Operations Expertise”

Save On Energy has provided consultative and marketing services in deregulated markets since 2003. Please see below for the biography of Save On Energy’s Mark Brodsky to demonstrates expertise and ability:

Mark Brodsky – Chief Financial Officer – Red Ventures; Secretary, Manager – Save On Energy, LLC

As chief financial officer of Red Ventures, Mark is responsible for all contractual, administrative, and financial matters of the firm. Prior to joining RED F he was President and CEO of Nuvera Fuel Cells, Inc., a 185 person fuel cell company located in Cambridge Mass. and Milan, Italy. Before this, he was Executive Vice President, Finance and Development, for Arthur D. Little, a management, technology, and environmental consulting firm. He had responsibility for finance, information technology, licensing operations, and ADL Capital. Prior to joining Arthur D. Little he was Vice President of Finance and Senior Developer for Merrill International, Ltd and in this capacity he lead the development and financing of two power plants in northern Argentina. Earlier in his career he held a number of finance positions with RCA and GE, including Manager of Finance for GE Aerospace’s International Operation. .

Mark has a bachelor’s degree in Accounting from Drexel University and an MBA from the Wharton School, University of Pennsylvania.

Exhibit D-3 “Key Technical Personnel”

Mark Brodsky
SOELicensing@redventures.com
704-971-2300