



# Public Utilities Commission

PUCO USE ONLY – Version 1.08		
Date Received	Renewal Certification Number	ORIGINAL AGG Case Number
		13 - 1357 - 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 National Energy Experts, Inc.  
Address 3216 East Creek Court, Avon, Ohio 44011  
Telephone No. 440-258-4121 Web site Address  
Current PUCO Certificate No. 13-313G(3) Effective Dates July 14, 2017 through July 14, 2019

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

Name National Energy Experts, Inc.  
Address 3216 East Creek Court, Avon, Ohio 44011  
Web site Address Telephone No. 440-258-4121

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

National Energy Experts, Inc.

#### A-5 Contact person for regulatory or emergency matters:

Name George Zajankala Title President  
Business Address 3216 East Creek Court, Avon, Ohio 44011  
Telephone No. 440-258-4121 Fax No. Email Address george@nationalenergyexperts.com

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

Name George Zajankala Title President  
Business address 3216 East Creek Court, Avon, Ohio 44011  
Telephone No. 440-258-4121 Fax No. Email Address george@nationalenergyexperts.com

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

Customer service address 3216 East Creek Court, Avon, Ohio 44011  
Toll-Free Telephone No. 440-258-4121 Fax No. Email Address george@nationalenergyexperts.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 George Zajankala Title President  
Business address 3216 East Creek Court, Avon, Ohio 44011  
Telephone No. 440-258-4121 Fax No. Email Address george@nationalenergyexperts.com

**A-9 Applicant's federal employer identification number** 45-3969793

**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 type="checkbox"/> Limited Liability Company (LLC) |
| <input checked="" 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 checked="" type="checkbox"/>	Vectren Energy Delivery of Ohio	<input checked="" type="checkbox"/>	Residential	<input checked="" type="checkbox"/>	Small Commercial	<input checked="" 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.
- A-15 Exhibit A-15 "Company History,"** provide a concise description of the applicant's company history and principal business interests.
- 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.*
- A-17 Exhibit A-17 "Secretary of State,"** provide evidence that the applicant is still currently registered with the Ohio Secretary of the State.

## 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.
- 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.
- 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.).
- 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



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.)
- 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.
- 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 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 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.

**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.

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

## 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.
- 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.
- 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.

Applicant Signature and Title

*[Signature]* - President

Sworn and subscribed before me this 3 day of July Month 2019 Year

*[Signature]*

Signature of official administering oath

*[Signature]* Notary

Print Name and Title

My commission expires on

1-26-2022



Notary  
Seal  
**ANALECIA SAGULA**  
Notary Public, State of Ohio  
My Commission Expires  
January 26, 2022



# The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service  
Affidavit Form  
(Version 1.07)

In the Matter of the Application of )

National Energy Experts, Inc. )

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

Case No. 13 - 1357 -GA-AGG

County of Lorain

State of Ohio

George Zajankala

[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

*[Signature]* - President

Sworn and subscribed before me this 3 day of July Month 2019 Year

*[Signature]*  
Signature of Official Administering Oath

Ana Sagula Notary  
Print Name and Title

My commission expires on

1-26-2022



ANALECIA SAGULA

Notary Public, State of Ohio

My Commission Expires

January 26, 2022

ORNGS Broker/Aggregator Renewal - Version 1.08, Revised May 2016)

180 East Broad Street • Columbus, OH 43215-3793 • (614) 466-3016 • www.PUCO.ohio.gov

The Public Utilities Commission of Ohio is an Equal Opportunity Employer and Service Provider



## **A. APPLICANT INFORMATION AND SERVICES**

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

George Zajankala serves as President, Secretary, and Treasurer of the Corporation. There are no other officers.

### **A-15 Exhibit A-15 “Company History,”**

National Energy Experts, Inc. has been doing business in Ohio for the last 6 years as a licensed broker. We work to provide options for business/individuals to lower their energy costs in all deregulated utilities for both natural gas and electricity.

### **A-16 Exhibit A-16 “Articles of Incorporation and Bylaws,”**

No changes.

**A-17 Exhibit A-17 “Secretary of State,”**

**Next page...10**

## Business Filing Portal

your BUS

INESS begins here

[Print this report](#)

### Corporation Details

Corporation Details		
Entity Number	2065208	
Business Name	NATIONAL ENERGY EXPERTS, INC.	
Filing Type	CORPORATION FOR PROFIT	
Status	Active	
Original Filing Date	12/02/2011	
Expiry Date		
Location: AVON	County: LORAIN	State:
Agent / Registrant Information		
GEORGE A. ZAJANKALA 3216 EAST CREEK COURT AVON, OH 44011 Effective Date: 12/02/2011 Contact Status: Active		
Incorporator Information		
GEORGE A. ZAJANKALA		
Filings		
Filing Type	Date of Filing	Document Number/Image
DOMESTIC ARTICLES/FOR PROFIT	12/02/2011	201133601183

National Energy Experts, Inc. 10

## **B. APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE**

### **B-1 Exhibit B-1 "Jurisdictions of Operation,"**

We are currently licensed in Ohio at which time we would like to renew.

### **B-2 Exhibit B-2 "Experience & Plans,"**

All contractual agreements are done directly with suppliers. We will be acting as a broker and all contracts, billing, inquiries, and complaints will be handled through the power suppliers.

### **B-3 Exhibit B-3 "Summary of Experience,"**

Over the last 6 years since being licensed in Ohio we have worked with residential, retail, commercial, and industrial customers with either their Choice and/or Transportation accounts in Columbia, Dominion, Duke, and Vectren Energy.

### **B-4 Exhibit B-4 "Disclosure of Liabilities and Investigations,"**

None.

### **B-5 Exhibit B-5 "Disclosure of Consumer Protection Violations,"**

Answered: No

### **B-6 Exhibit B-6 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation,"**

Answered: No



**C. APPLICANT FINANCIAL CAPABILITY AND EXPERIENCE**

**C-1 Exhibit C-1 “Annual Reports,”**

I have attached the last 2 annual reports on record for 2017 & 2018.

**Next Pages... 13-16.**



**Public Utilities  
Commission**

**Annual Report for Fiscal Assessment  
Year ending: December 31, 2017**

of

**National Energy Experts Inc**

Company Information	
Company Name:	National Energy Experts Inc
Address:	3216 E Creek Ct Avon, Ohio 44011 United States
PUCO ID #:	357680
Certificate #:	13-313G
Type:	Competitive Retail Natural Gas Service Provider
Filed By:	<u>George Zajankala</u> 4402584121
Doing Business As (DBA) or Formerly Known As (FKA)	

Fiscal Contact		Docketing Contact	
Name:	George Zajankala	Name:	George Zajankala
Title:	Pres	Title:	Pres
Address:	E. Creek Ct. Avon, Ohio 44011 United States	Address:	E. Creek Ct. Avon, Ohio 44011 United States
Email:	george@nationalenergyexperts.com	Email:	george@nationalenergyexperts.com
Phone:	4402584121	Phone:	4402584121

Annual Report filings and instructions are available at:

<http://www.puco.ohio.gov/puco/index.cfm/docketing/annual-reports/>

# Statement of Intrastate Gross Earnings (Revenue)

## Retail Gas Suppliers<sup>1</sup>

Amount (In dollars)

Customer Class	Sales (Mcf)	Revenue (\$)
Choice Program Retail Sales	0.0000	\$21,349
Choice Program Aggregation Sales	0.0000	\$0

## Brokers and Aggregators<sup>2</sup>

Amount (In dollars)

		Revenue (\$)
Fees and Commission		\$0
Total Natural Gas Sales	0.0000	\$21,349

These line items require gross revenue amounts, or amounts earned by the company before deducting any associated costs or expenses. For the purposes of this annual report, gross earnings and gross receipts are terms used interchangeably with gross revenue.

<sup>1</sup> The data reported above is provided for calculation of the PUCO annual fiscal assessment pursuant to R.C. 4905.10, and should only include jurisdictional sales and revenues pursuant to the reporting company's certification under R.C. 4929.20. Natural gas Standard Choice Offer (SCO) providers should include such sales and revenues as part of Choice Program Retail Sales. For the purpose of this report, sales of natural gas should be measured at the meter of a retail customer.

<sup>2</sup> Brokers and aggregators, including governmental aggregators, that do not take title to the gas, should only report fees and commissions earned on Ohio jurisdictional transactions.

Intrastate means from one point to another point in Ohio, or wholly within Ohio.

Annual Reports and the supplemental filings are published for view by the general public on the PUCO's website following your submission.

The reporting company shall maintain supporting records to separately record receipts and sales from operations. Information presented herein is subject to audit by the PUCO.

For the uses and purposes designated in R.C. 4905.10, the annual assessment for maintaining the Public Utilities Commission of Ohio.



**Public Utilities  
Commission**

**Annual Report for Fiscal Assessment  
Year ending: December 31, 2018**

of

**National Energy Experts Inc**

**Company Information**

Company Name:	National Energy Experts Inc
Address:	3216 E Creek Ct Avon, Ohio 44011 United States
PUCO ID #:	357680
Certificate #:	13-313G
Type:	Competitive Retail Natural Gas Service Provider
Filed By:	
Doing Business As (DBA) or Formerly Known As (FKA)	

**Fiscal Contact**

Name:	George Zajankala
Title:	Pres
Address:	E. Creek Ct. Avon, Ohio 44011 United States
Email:	george@nationalenergyexperts.com
Phone:	4402584121

**Docketing Contact**

Name:	George Zajankala
Title:	Pres
Address:	E. Creek Ct. Avon, Ohio 44011 United States
Email:	george@nationalenergyexperts.com
Phone:	4402584121

Annual Report filings and instructions are available at:

<http://www.puco.ohio.gov/puco/index.cfm/docketing/annual-reports/>



# Statement of Intrastate Gross Earnings (Revenue)

## Retail Gas Suppliers<sup>1</sup>

Amount (In dollars)

Customer Class	Sales (Mcf)	Revenue (\$)
Choice Program Retail Sales	0.0000	\$0
Choice Program Aggregation Sales	0.0000	\$0

## Brokers and Aggregators<sup>2</sup>

Amount (In dollars)

		Revenue (\$)
Fees and Commission		\$19,909
Total Natural Gas Sales	0.0000	\$19,909

These line items require gross revenue amounts, or amounts earned by the company before deducting any associated costs or expenses. For the purposes of this annual report, gross earnings and gross receipts are terms used interchangeably with gross revenue.

<sup>1</sup> The data reported above is provided for calculation of the PUCO annual fiscal assessment pursuant to R.C. 4905.10, and should only include jurisdictional sales and revenues pursuant to the reporting company's certification under R.C. 4929.20. Natural gas Standard Choice Offer (SCO) providers should include such sales and revenues as part of Choice Program Retail Sales. For the purpose of this report, sales of natural gas should be measured at the meter of a retail customer.

<sup>2</sup> Brokers and aggregators, including governmental aggregators, that do not take title to the gas, should only report fees and commissions earned on Ohio jurisdictional transactions.

Intrastate means from one point to another point in Ohio, or wholly within Ohio.

Annual Reports and the supplemental filings are published for view by the general public on the PUCO's website following your submission.

The reporting company shall maintain supporting records to separately record receipts and sales from operations. Information presented herein is subject to audit by the PUCO.

For the uses and purposes designated in R.C. 4905.10, the annual assessment for maintaining the Public Utilities Commission of Ohio.

**C-2 Exhibit C-2 “SEC Filings,”**

No Filings with the SEC to report as it doesn't pertain to our business type.

**C-3 Exhibit C-3 “Financial Statements,”**

Evidence of financial info attached, including Income Statements for 2017 & 2018 and Balance Sheets for 2017 & 2018.

**Next pages... 18-21**

NATIONAL ENERGY EXPERTS, INC  
Income Statement  
January through December 31, 2017

	<u>Jan - Dec 17</u>
Income	
4000 - Service income	190,000.00
Total Income	\$ <u>190,000.00</u>
Cost of Goods Sold	
5500 - Payroll - Officer	48,450.00
5610 - Payroll Taxes - FICA	3,162.00
5620 - Payroll Taxes - FUTA	42.00
5630 - Payroll Taxes - SUTA	0.00
5700 - Payroll Processing Fees	841.91
5800 - Health Insurance - Owner	9,543.00
Total COGS	\$ <u>62,038.91</u>
Gross Profit	\$ 127,961.09
Expense	
5405 - 401K Admin Fee	300.00
5406 - K Match	4,590.00
6020 - Bank Service Charge	31.00
6040 - Computer & Internet	1,916.59
6045 - Advertising	4,250.00
6050 - Depreciation Expense	0.00
6060 - Dues & Subscription	583.18
6080 - Legal & Professional	4,600.00
6100 - Mileage Reimbursement	6,145.29
6120 - Office Supplies	3,850.00
6140 - Postage & Delivery	10.74
6160 - Shareholder Rent	6,000.00
6171 - Taxes - CAT Tax	150.00
6173 - Taxes - Other Fees	0.00
6175 - Taxes - BWC	0.00
6180 - Telephone	3,085.97
6190 - Travel	590.00
6195 - Meals & Entertainment	4,750.00
6205 - Trade Shows/Events	0.00
Total Expense	\$ <u>40,852.77</u>
<b>NET INCOME</b>	<b>\$ <u><u>87,108.32</u></u></b>

NATIONAL ENERGY EXPERTS, INC  
Income Statement  
January through December 31, 2018

	<u>Jan - Dec 18</u>
Income	
4000 - Service income	150,536.00
Total Income	\$ <u>150,536.00</u>
Cost of Goods Sold	
5500 - Payroll - Officer	48,875.00
5610 - Payroll Taxes - FICA	3,162.00
5620 - Payroll Taxes - FUTA	42.00
5630 - Payroll Taxes - SUTA	0.00
5700 - Payroll Processing Fees	851.30
5800 - Health Insurance - Owner	11,808.60
Total COGS	\$ <u>64,738.90</u>
Gross Profit	\$ 85,797.10
Expense	
5405 - 401K Admin Fee	300.00
5406 - K Match	3,825.00
6020 - Bank Service Charge	84.06
6040 - Computer & Internet	1,734.84
6045 - Advertising	3,150.00
6050 - Depreciation Expense	0.00
6060 - Dues & Subscription	706.95
6080 - Legal & Professional	3,900.00
6100 - Mileage Reimbursement	5,997.00
6120 - Office Supplies	2,400.00
6140 - Postage & Delivery	18.90
6160 - Shareholder Rent	6,000.00
6171 - Taxes - CAT Tax	218.82
6173 - Taxes - Other Fees	0.00
6175 - Taxes - BWC	0.00
6180 - Telephone	3,085.97
6190 - Travel	450.00
6195 - Meals & Entertainment	4,200.00
6205 - Trade Shows/Events	0.00
Total Expense	\$ <u>36,071.54</u>
NET INCOME	\$ <u><u>49,725.56</u></u>



NATIONAL ENERGY EXPERTS, INC  
Balance Sheet  
January through December 31, 2017

	<u>31-Dec-17</u>
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
1010 - Fifth Third - Checking	153,029.01
1020 - Fifth Third - Savings	6.00
Total Checking/Savings	\$ <u>153,035.01</u>
Total Current Assets	
Fixed Assets	
1410 - Computer Equipment	7,315.00
1510 - A/D Computer Equipment	-7,315.00
Total Fixed Assets	\$ <u>0.00</u>
TOTAL ASSETS	\$ <u><u>153,035.01</u></u>
<b>LIABILITIES &amp; ASSETS</b>	
Equity	
3105 - Common Stock	500.00
3200 - Retained Earnings	65,426.69
Net income	87,108.32
Total Equity	\$ <u>153,035.01</u>
TOTAL LIABILITIES & EQUITY	\$ <u><u>153,035.01</u></u>

NATIONAL ENERGY EXPERTS, INC  
Balance Sheet  
January through December 31, 2018

	<u>31-Dec-18</u>
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
1010 - Fifth Third - Checking	51,765.72
1020 - Fifth Third - Savings	6.00
Total Checking/Savings	\$ <u>51,771.72</u>
Total Current Assets	
Fixed Assets	
1410 - Computer Equipment	7,123.45
1510 - A/D Computer Equipment	-7,123.45
Total Fixed Assets	\$ <u>0.00</u>
<b>TOTAL ASSETS</b>	<b>\$ <u>51,771.72</u></b>
<b>LIABILITIES &amp; ASSETS</b>	
Equity	
3105 - Common Stock	500.00
3200 - Retained Earnings	1,546.16
Net income	49,725.56
Total Equity	\$ <u>51,771.72</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>\$ <u>51,771.72</u></b>

**C-4 Exhibit C-4 “Financial Arrangements,”**

We are not a CRNGS business. We will be doing business as a broker. We do not take title to gas. N/A

**C-5 Exhibit C-5 “Forecasted Financial Statements,”**

Forecasted Natural Gas Income Statements for 2020 & 2021.

Prepared by:

George Zajankala  
3216 East Creek Court, Avon, Ohio 44011  
[George@nationalenergyexperts.com](mailto:George@nationalenergyexperts.com)  
440-258-4121

**Next pages... 23-24.**

NATIONAL ENERGY EXPERTS, INC  
Forecasted Income Statement for Natural Gas  
January through December 31, 2018

	<u>Amount</u>
Anticipated Business Revenue for 2020	
Projected Natural Gas for 2020	\$ 25,000.00
Cost of Goods Sold	
Payroll	5,900.00
Taxes	650.00
Payroll Processing Fee	150.00
Health Insurance	2,000.00
Total COGS	\$ <u>8,700.00</u>
Gross Profit	\$ 16,300.00
Expense	
All Business Expenses	7,500.00
Total Expense	\$ <u>7,500.00</u>
NET INCOME	\$ <u><u>8,800.00</u></u>

NATIONAL ENERGY EXPERTS, INC  
Forecasted Income Statement for Natural Gas  
January through December 31, 2019

	<u>Amount</u>
Anticipated Business Revenue for 2021	
Projected Natural Gas for 2021	\$ 26,500.00
Cost of Goods Sold	
Payroll	5,900.00
Taxes	650.00
Payroll Processing Fee	150.00
Health Insurance	2,000.00
Total COGS	\$ <u>8,700.00</u>
Gross Profit	\$ 17,800.00
Expense	
All Business Expenses	7,500.00
Total Expense	\$ <u>7,500.00</u>
<b>NET INCOME</b>	<b>\$ <u><u>10,300.00</u></u></b>

**C-6 Exhibit C-6 “Credit Rating,”**

We don't have any of the listed credit ratings to report. N/A

**C-7 Exhibit C-7 “Credit Report,”**

We don't have a credit report to offer. We haven't used any form of credit to run our business nor do we intend and/or need to.

**C-8 Exhibit C-8 “Bankruptcy Information,”**

None.

**C-9 Exhibit C-9 “Merger Information,”**

None.

**C-10 Exhibit C-10 “Corporate Structure,”**

Governed by the provisions of Section 1709.591 of the Ohio Revised Code (the “Code”) and shall be deemed to be a “Close Corporation Agreement” as described in the Code.

We are a stand-alone entity with no affiliate and/or subsidiary companies.

## **D. APPLICANT TECHNICAL CAPABILITY**

### **D-1 Exhibit D-1 “Operations,”**

I help new and existing customers procure energy through our network of third party suppliers. We help them understand the market trends, match them with the supplier that best suits their needs to help them create the best opportunity to save on their energy needs. We send them contracts to sign, help them with renewals, and help them with any questions or concerns that need to be addressed to have a smooth transition between contractual obligations with the suppliers or utilities.

### **D-2 Exhibit D-2 “Operations Expertise,”**

I have worked in the energy industry since 2010. I have worked for a third party supplier for over 3 years in Ohio and I have been licensed in Ohio for the last 6 years, serving hundreds of residential, retail, commercial, and industrial customers in all utilities throughout the state. I have solicited, networked, organized, and managed accounts, handled contracts, procured pricing, dealt with billing questions, inquiries, complaints, and renewals.

All contractual agreements, billing, inquires, and complaints will be handled directly by the third party suppliers or utilities unless otherwise needed but with our supervision as we will be acting as a broker.

### **D-3 Exhibit D-3 “Key Technical Personnel,”**

As of now, I currently hold all key positions and handle and oversee all key operational aspects of our business. I will be acting as a broker and all the contracts, billing issues, inquiries, and/or complaints that are handled by the third party suppliers with my overall supervision.

**This foregoing document was electronically filed with the Public Utilities**

**Commission of Ohio Docketing Information System on**

**7/3/2019 6:59:25 PM**

**in**

**Case No(s). 13-1357-GA-AGG**

Summary: Certificate electronically filed by Mr. George A Zajankala on behalf of National Energy Experts, Inc