

FILE



roy@sustainablestar.com

August 30th, 2019

www.SustainableStar.com

The Public Utilities Commission of Ohio
Docketing Division
180 East Broad Street
Columbus Ohio
43215-3793

Dear Sir or Madam,

Sustainable Star LLC CRES Renewal 11-5227-EL-CRS

Please find attached the application for renewal for the above.

Please note the request for confidential treatment of exhibits C-3, C-4, C-5, and C-6&7 as requested.

Yours truly,

Roy Dunbar

CEO & Chairman, Sustainable Star LLC

PUCO

2019 SEP -4 PM 5:15

RECEIVED-DOCKETING DIV

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Technician A Date Processed 9/4/19

Correspondence to:

Registered Office: 3060 Mitchellville Rd, Suite 216, Bowie, MD 20716, USA
Telephone +1 314 852 5000, +1 703 537 0887



Public Utilities Commission

Original CRS Case Number	Version
11 - 5227 -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 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 SUSTAINABLE STAR, LLC
Address 3060 MITCHELLVILLE RD, SUITE 260, BOWIE, MD 20716
PUCO Certificate # and Date Certified 11-402E(2)
Telephone # (240) 396-2708 Web site address (if any) www.sustainablestar.com

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

Legal Name SUSTAINABLE STAR, LLC
Address 3060 MITCHELLVILLE RD, SUITE 260, BOWIE, MD 20716
Telephone # (240) 396-2708 Web site address (if any) www.sustainablestar.com

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

SUSTAINABLE STAR, LLC

A-5 Contact person for regulatory or emergency matters

Name ROY DUNBAR

Title CEO

Business address 3060 MITCHELLVILLE RD, SUITE 260, BOWIE, MD 20716

Telephone # (703) 537-0887

Fax # (703) 537-0446

E-mail address roy@sustainablestar.com

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

Name ERIC AKUNDA

Title VP - CUSTOMER EXPERIENCE & OPERATIONS

Business address 3060 MITCHELLVILLE RD, SUITE 260, BOWIE, MD 20716

Telephone # (703) 272-8641

Fax # (703) 537-0446

E-mail address eric@sustainablestar.com

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

Customer Service address 3060 MITCHELLVILLE RD, SUITE 260, BOWIE, MD

Toll-free Telephone # (866) 674-6232

Fax # (703) 537-0446

E-mail address info@sustainablestar.com

A-8 Applicant's federal employer identification number # _____

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

☐ Sole Proprietorship

☐ Limited Liability Partnership (LLP)

☐ Corporation

☐ Partnership

☒ Limited Liability Company (LLC)

☐ Other _____

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

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.

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.

President/General Partners: Name(s):

Roy Dunbar

Business Address:

3060 Mitchellville Rd, Suite 216

Bowie, MD, 20716-1397

CEO: Name:

Roy Dunbar

Business Address:

3060 Mitchellville Rd, Suite 216

Bowie, MD, 20716-1397

Secretary: Name:

Roy Dunbar

Business Address:

3060 Mitchellville Rd, Suite 216

Bowie, MD, 20716-1397

Treasurer: Name:

Roy Dunbar

Business Address:

3060 Mitchellville Rd, Suite 216

Bowie, MD, 20716-1397

B. APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE

B-1 Exhibit B-1 “Jurisdictions of Operation,” provide a list of all jurisdictions in which the applicant or any affiliated interest of the applicant is, at the date of filing the application, certified, licensed, registered, or otherwise authorized to provide retail or wholesale electric services including aggregation services.

Federal Energy Regulatory Commission registrant ER11-2354-000

Commonwealth of Pennsylvania

Electricity A-2011-2232137.

State of Delaware

PSC Docket 11-145

Illinois

Alternate Retail Electric Supplier **11-0550**

Electricity

Maryland

Electricity IR-2532

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.

Sustainable Star does and will serve large industrial and commercial customers as well as federal and state entities seeking energy in the state of Ohio. The company does not serve residential customers.

Customers will be able to reach the Sustainable Star customer service center through either a free-phone number 866-674-6232, or 240-396-2708.

The company operates in collaboration with a major national generator of energy. Sustainable Star purchases energy from the national supplier and retails it to customers, bills customers, and responds to customer issues directly.

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.

No legal or other liabilities exist for the company or any of its principals.

C. FINANCIAL CAPABILITY AND EXPERIENCE

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.

Sustainable Star is a private organization and does not create or issue 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 that the applicant is not required to file with the SEC and why.

Not Applicable. The company is not registered with the SEC.

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. (CONFIDENTIAL TREATMENT FILED UNDER SEAL)

Please find attached the officer certified financials for the fiscal years 2017 & 2018.

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.). (CONFIDENTIAL TREATMENT FILED UNDER SEAL)

Sustainable Star has an existing financial arrangement with its supply partner, a large electricity generator. In its relationship with the large electricity generator (Constellation New Energy Services (CNE), a subsidiary of Exelon) for supply of electricity, the partnership operates through a lockbox arrangement administered by CNE. The retail customer supplied with electricity pays for the services through the lockbox. By this arrangement, CNE:

1. Pays for the acquisition cost of the wholesale power
2. Pays any other companies in the supply chain - including Electric Distribution Company, and
3. Credits Sustainable Star the net amount excluding all costs described above.

This arrangement ensures that there is no risk to the customer. As the associated Dun and Bradstreet report confirms (pages 5-7), the financial risk to the customer from Sustainable Star is non-existent.

The company proposes that the above credit agreement with CNE and attached guarantee, will suffice.

C-5 Exhibit C-5 "Forecasted Financial Statements," provide two years of forecasted financial statements (balance sheet, income statement, and cash flow statement) for the applicant's CRES operation, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer. (CONFIDENTIAL TREATMENT FILED UNDER SEAL)

Please find attached Forecasted Financial Projections prepared by Roy Dunbar, 3060 Mitchellville Rd, Ste 216, Bowie MD, 20716. Roy@SustainableStar.com. Phone 703 537 0887, mobile 314 852 5000.

C-6 Exhibit C-6 “Credit Rating.” provide a statement disclosing the applicant’s credit rating as reported by two of the following organizations: Duff & Phelps, Dun and Bradstreet Information Services, Fitch IBCA, Moody’s Investors Service, Standard & Poors, or a similar organization. In instances where an applicant does not have its own credit ratings, it may substitute the credit ratings of a parent or affiliate organization, provided the applicant submits a statement signed by a principal officer of the applicant’s parent or affiliate organization that guarantees the obligations of the applicant.

Sustainable Star is not rated by the major rating services, as the company is a small business. However, the Dun and Bradstreet report is attached.

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.

Find attached the Dun and Bradstreet Business Information report – the relevant report for a small business such as Sustainable Star.

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.

Sustainable Star has never declared bankruptcy nor has the company, its affiliates or any of its officers been party to reorganizations, protection from creditors, or any similar process.

C-9 Exhibit C-9 “Merger Information.” provide a statement describing any dissolution or merger or acquisition of the applicant within the five most recent years preceding the application

Sustainable Star has not been party to a dissolution, merger, or acquisition.

C-10 Exhibit C-10 "Corporate Structure," provide a description of the applicant's corporate structure, 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 and companies that aggregate customers in North America.

Sustainable Star LLC is a Maryland registered company with operations across the United States.

The company supplies services of natural gas and electricity. A separate unit provides solar electric services.

SUSTAINABLE STAR LLC

ELECTRICITY & NATURAL GAS

SOLAR ELECTRIC SERVICES

The company is small and does not have affiliates or separate operating units. Energy services are provided through collaboration with Constellation Energy and a number of employees are devoted to that activity.

D-1 Exhibit D-1 "Operations"

Sustainable Star is engaged in a number of operations activities required by its customers in supplying electricity. These include:

- 1. Marketing to large commercial and industrial customers**
- 2. Contracting Supply**
- 3. Scheduling**
- 4. Delivery**
- 5. Metering**
- 6. Billing**
- 7. Customer issues resolution**

D-2 Exhibit D-2 "Operations Expertise"

Sustainable Star provides electricity and related services to operating units of Fortune 500 companies in a number of locations in Ohio and other states. The company has provided such services over the last five years without incident to a growing base of clients.

D-3 Exhibit D-3 “Key Technical Personnel”

Corporate Organization Chart	Experience
<pre>graph TD; A[Roy Dunbar Chairman & CEO] --> B[Eric Akunda & Customer Experience VP Energy Services]; B --> C[Bonnie Cureton VP Energy Sales];</pre>	<p>Sustainable Star has over 8 years of business experience. Is licensed in 4 other jurisdictions to provide electricity as a supplier, consultant or broker.</p> <p>Bonnie Cureton have years of experience in the energy industry generating, marketing, buying and selling electricity and gas. Both Mr. Akunda and Ms. Cureton each have greater than 7 years buying and selling electricity in wholesale markets.</p>

ERIC AKUNDA – VP, CUSTOMER EXPERIENCE AND OPERATIONS

PROFILE

Business Executive with over 20 years cross-industry experience in the areas of Pricing, Market Research, Analytics and Customer Experience. He oversees the day-to-day operations of Sustainable Star, and handles all customer issues involving the energy customers. He has an MBA - Iowa State University; and a Bachelor of Veterinary Medicine - University of Nairobi, Kenya. Eric is ABD in Marketing at the University of North Carolina, Chapel Hill.

Eric Akunda Email: Eric@sustainablestar.com Tel: 317-502-6966 (Cell) 703-272-8641 (O)

BONNIE CURETON – VP, ENERGY SALES

PROFILE

Business Executive with 25 years in energy industry with two major utilities and has **sold electricity and gas working with Virginia Dominion Power and Citizens Gas.**

Bonnie Cureton Email: Bonnie@sustainablestar.com Tel: 804-304-3311 (Cell)

D-4 Exhibit D-4 “FERC Power Marketer License Number”

Docket Nos. ER11-2354-000 and ER11-2354-001

CONFIDENTIAL TREATMENT FILED UNDER SEAL

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.

Please find attached the officer certified financials for the fiscal years 2015 & 2016.

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.).

Sustainable Star has an existing financial arrangement with its supply partner, a large electricity generator. In its relationship with the large electricity generator (Constellation New Energy Services (CNE), a subsidiary of Exelon) for supply of electricity, the partnership operates through a lockbox arrangement administered by CNE. The retail customer supplied with electricity pays for the services through the lockbox. By this arrangement, CNE:

- 1. Pays for the acquisition cost of the wholesale power**
- 2. Pays any other companies in the supply chain - including Electric Distribution Company, and**
- 3. Credits Sustainable Star the net amount excluding all costs described above.**

This arrangement ensures that there is no risk to the customer. Also, as the associated Dun and Bradstreet report confirms (pages 4 and 5), and the attached CNE-Sustainable Star security agreement; the financial risk to the customer from Sustainable Star is non-existent.

The company proposes that the above credit agreement with CNE and attached guarantee, will suffice.

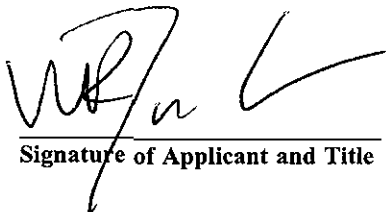
C-5 Exhibit C-5 “Forecasted Financial Statements.” provide two years of forecasted financial statements (balance sheet, income statement, and cash flow statement) for the applicant’s CRES operation, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer.

Please find attached Forecasted Financial Projections prepared by Roy Dunbar, 3060 Mitchellville Rd, Ste 216, Bowie MD, 20716. Roy@SustainableStar.com. Phone 703 537 0887, mobile 314 852 5000.

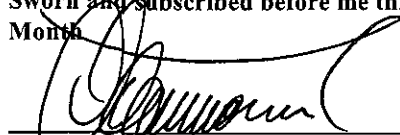
D. TECHNICAL CAPABILITY

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)

 . CEO .
Signature of Applicant and Title

Sworn and subscribed before me this 26th day of August, 2019.
Month Year


Signature of official administering oath

Carlos Carmona
Print Name and Title

My commission expires on 1/31/2022

CARLOS B. CARMONA NOTARY PUBLIC COMMISSION NUMBER 7164578 COMMONWEALTH OF VIRGINIA MY COMMISSION EXPIRES JANUARY 31, 2022

AFFIDAVIT

State of Virginia :

Vienna ss.
(Town)

County of Fairfax :

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

He/She is the CEO (Office of Affiant) of Sustainable Star LLC (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.

[Signature] CEO
Signature of Affiant & Title

Sworn and subscribed before me this 26th day of August, 2019
Month Year

[Signature]
Signature of official administering oath

Carlos Carmona
Print Name and Title

My commission expires on 1/3/2022

CARLOS B CARMONA NOTARY PUBLIC COMMISSION NUMBER 7164578 COMMONWEALTH OF VIRGINIA MY COMMISSION EXPIRES JANUARY 31, 2022
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