



13-2010-6A-A66

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PUCO

Monday, September 23, 2019

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

To Whom It May Concern:

Avion Energy submits the following application for renewal of competitive retail natural gas broker/aggregator certificate 13-32G (3). If there are questions or additional required information, please contact me directly at (678) 607-6846 or compliance@avionenergy.com.

Respectfully,

Rachel Westmoreland
Regulatory Compliance Specialist

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PUCO USE ONLY – Version 1.08		
Date Received	Renewal Certification Number	ORIGINAL AGG Case Number
		13 - 2010 - 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 Avion Energy, Inc.
Address 1475 Buford Drive, Suite 403-186, Lawrenceville, GA 30043
Telephone No. (678) 697-7717 Web site Address www.avionenergy.com
Current PUCO Certificate No. 13-328G(3) Effective Dates 10/31/2017 through 10/31/2019

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

Name Avion Energy
Address 1475 Buford Drive, Suite 403-186, Lawrenceville, GA 30043
Web site Address www.avionenergy.com Telephone No. (678) 697-7717

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

Avion Energy ectoPro, Inc.
Avion Energy, Inc. AEG Network, Inc.
Avion Energy Group, LLC Avion Business Services Corporation

A-5 Contact person for regulatory or emergency matters:

Name Rachel Westmoreland Title Regulatory Compliance Specialist
Business Address 1475 Buford Drive, Suite 403-186, Lawrenceville, GA 30043
Telephone No. (678) 607-6846 Fax No. (770) 825-9012 Email Address compliance@avionenergy.com

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

Name Kimberly (Kim) Johnson

Title Director of Customer Success

Business address 1475 Buford Drive, Suite 403-186, Lawrenceville, GA 30043

Telephone No. (678) 607-6861

Fax No. (770) 825-9012

Email Address kimjohnson@avionenergy.com

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

Customer service address 1475 Buford Drive, Suite 403-186, Lawrenceville, GA 30043

Toll-Free Telephone No. (844) 607-8490

Fax No. (770) 825-9012

Email Address info@avionenergy.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 InCorp Services, Inc.

Title Registered Agent

Business address 9435 Waterstone Boulevard, Suite 140, Cincinnati, OH 45249

Telephone No. (800) 249-2677

Fax No. (702) 866-2689

Email Address documents@incorp.com

A-9 Applicant's federal employer identification number 47-5378465

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

☐ Sole Proprietorship

☐ Partnership

☐ Limited Liability Partnership (LLP)

☐ Limited Liability Company (LLC)

☒ Corporation

☐ 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 checked="" type="checkbox"/> Residential	Beginning Date of Service	10/31/2013	End Date
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	10/31/2013	End Date
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	10/31/2013	End Date
<input checked="" type="checkbox"/> Industrial	Beginning Date of Service	10/31/2013	End Date

☒ **Dominion East Ohio**

<input checked="" type="checkbox"/> Residential	Beginning Date of Service	10/31/2013	End Date
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	10/31/2013	End Date
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	10/31/2013	End Date
<input checked="" type="checkbox"/> Industrial	Beginning Date of Service	10/31/2013	End Date

☒ **Duke Energy Ohio**

<input checked="" type="checkbox"/> Residential	Beginning Date of Service	10/31/2013	End Date
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	10/31/2013	End Date
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	10/31/2013	End Date
<input checked="" type="checkbox"/> Industrial	Beginning Date of Service	10/31/2013	End Date

☒ **Vectren Energy Delivery of Ohio**

<input checked="" type="checkbox"/> Residential	Beginning Date of Service	10/31/2013	End Date
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	10/31/2013	End Date
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	10/31/2013	End Date
<input checked="" type="checkbox"/> Industrial	Beginning Date of Service	10/31/2013	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

James R. Charron, Chief Executive Officer

Sworn and subscribed before me this 19

day of September

Month 2019

Year

Signature of official administering oath

Rachel Westmoreland, Regulatory Compliance Specialist

Print Name and Title

My commission expires on August 27, 2021





The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service Affidavit Form (Version 1.07)

In the Matter of the Application of)

Avion Energy, Inc.)

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

Case No. 13 - 2010 -GA-AGG

County of Gwinnett

State of Georgia

James R. Charron

[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

James R. Charron, Chief Executive Officer

Sworn and subscribed before me this 19 day of September Month 2019 Year

Rachel Westmoreland

Signature of Official Administering Oath

Rachel Westmoreland, Regulatory Compliance Specialist

Print Name and Title

My commission expires on August 27, 2021





Exhibit A-14:
Principal Officers, Directors, and Partners
Page 1 of 2

Each of the Avion Energy family of companies is listed below with the corresponding principal officers, directors, and partners.

1. Avion Energy, Inc.

Principal Officers:

James (Jim) R. Charron
Chief Executive Officer
1264 Riverloch Way, Lawrenceville, GA 30043
(678) 607-6838

Directors:

Joseph (Joe) M. Mittiga
Chairman of the Board of Directors
4191 Oxcliffe Grove, Suwanee, GA 30024
(678) 607-6835

James (Jim) R. Charron
Member of the Board of Directors
1264 Riverloch Way, Lawrenceville, GA 30043
(678) 607-6838

2. Avion Energy Group, LLC

Principal Officers:

Joseph (Joe) M. Mittiga
President
4191 Oxcliffe Grove, Suwanee, GA 30024
(678) 607-6835

James (Jim) R. Charron
Vice President
1264 Riverloch Way, Lawrenceville, GA 30043
(678) 607-6838

Directors:

Joseph (Joe) M. Mittiga
Member
4191 Oxcliffe Grove, Suwanee, GA 30024
(678) 607-6835

James (Jim) R. Charron
Managing Member
1264 Riverloch Way, Lawrenceville, GA 30043
(678) 607-6838



Avion Energy Group, LLC (continued)

William (Bill) McNarland
Member
1500 Fourteenth Street SW, Suite 402, Calgary, AB T3C 1C9
(403) 926-7998

3. ectoPro, Inc.

Principal Officers:

James (Jim) R. Charron
Chief Executive Officer
1264 Riverloch Way, Lawrenceville, GA 30043
(678) 607-6838

Directors:

Joseph (Joe) M. Mittiga
Chairman of the Board of Directors
4191 Oxcliffe Grove, Suwanee, GA 30024
(678) 607-6835

James (Jim) R. Charron
Member of the Board of Directors
1264 Riverloch Way, Lawrenceville, GA 30043
(678) 607-6838

4. Avion Business Services Corporation

Principal Officers:

James (Jim) R. Charron
Chief Executive Officer
1264 Riverloch Way, Lawrenceville, GA 30043
(678) 607-6838

Directors:

Joseph (Joe) M. Mittiga
Chairman of the Board of Directors
4191 Oxcliffe Grove, Suwanee, GA 30024
(678) 607-6835

James (Jim) R. Charron
Member of the Board of Directors
1264 Riverloch Way, Lawrenceville, GA 30043
(678) 607-6838



Exhibit A-15:
Company History
Page 1 of 1

Avion Energy provides energy brokerage service and has been a broker of electricity and natural gas in deregulated markets during its entire operation.

Avion Energy Group, LLC was organized on July 22, 2010, and launched operations in August 2010 in Atlanta, Georgia. The founder, Joseph Mittiga, wanted to leverage his sales and marketing experience in the residential and commercial energy industry. He formed Avion Energy with the intent to serve commercial and industrial energy consumers by simplifying energy decisions and providing best energy pricing. Joe called upon key people who had worked with him in his past energy business to develop strategic plans, day-to-day operations, training, marketing, and information processing systems.

The company began restructuring in 2015 to seek investor funds and better align itself with the energy industry to pursue its long-range business interests. Avion Energy Group, LLC is now a subsidiary after being purchased by Avion Energy, Inc. on August 3, 2015. Avion Energy Group, LLC will continue to operate as it has to date throughout the process of obtaining licensure from numerous States' Public Utility Commissions (or similarly named regulatory body) and negotiating broker agreements with energy suppliers for the Avion Energy family of companies. See "Exhibit C-10: Corporate Structure" for more information about the relationship between the companies.



Exhibit A-16:
Articles of Incorporation and Bylaws
Page 1 of 1

Avion Energy, Inc. was incorporated in the State of Georgia on June 1, 2015.

The Articles of Incorporation and Bylaws have not changed since the company filed a material change in March 2017.



The following entities of the Avion Energy family of companies are registered with the Ohio Secretary of the State.

- Avion Energy, Inc. was registered as a Foreign Corporation on March 3, 2017.
- Avion Energy Group, LLC was registered as a Foreign LLC on February 10, 2011.
- ectoPro, Inc. was registered on March 3, 2017.
- Avion Business Services Corporation was registered on July 14, 2017.

Evidence that each entity is still currently registered with the Ohio Secretary of the State follows this page.



Mon Sep 16 2019

Entity#: 3998949
Filing Type: FOREIGN CORPORATION
Original Filing Date: 03/03/2017
Location: --
Business Name: AVION ENERGY, INC.

Status: Active
Exp. Date: -

Agent/Registrant Information

INCORP SERVICES, INC.
9435 WATERSTONE BOULEVARD, SUITE 140
CINCINNATI OH 45249
03/03/2017
Active

Filings

Filing Type	Date of Filing	Document ID
FOREIGN LICENSE/FOR-PROFIT	03/03/2017	201705805674

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

I, Frank LaRose, Secretary of State of the State of Ohio, do hereby certify that this is a list of all records approved on this business entity and in the custody of the Secretary of State.



Witness my hand and the seal of the Secretary of State at Columbus, Ohio this 16th of September, A.D. 2019

Ohio Secretary of State

A handwritten signature in cursive script, reading "Frank LaRose".



Mon Sep 16 2019

Entity#: 1997864
Filing Type: FOREIGN LIMITED LIABILITY COMPANY
Original Filing Date: 02/14/2011
Location: --
Business Name: AVION ENERGY GROUP, LLC

Status: Active
Exp. Date: -

Agent/Registrant Information

INCORP SERVICES, INC.
9435 WATERSTONE BLVD STE 140
CINCINNATI OH 45249
07/06/2015
Active

Filings

Filing Type	Date of Filing	Document ID
REG. OF FOR. PROFIT LIM. LIAB. CO.	02/14/2011	201104701238
SUBSEQUENT AGENT APPOINT/LIMITED/LIABILITY/PARTNERS	07/05/2013	201317501317
SUBSEQUENT AGENT APPOINT/LIMITED/LIABILITY/PARTNERS	07/06/2015	201519064111

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

I, Frank LaRose, Secretary of State of the State of Ohio, do hereby certify that this is a list of all records approved on this business entity and in the custody of the Secretary of State.



*Witness my hand and the seal of the
Secretary of State at Columbus,
Ohio this 16th of September, A.D. 2019*

Ohio Secretary of State



Mon Sep 16 2019

Entity#: 3998950
Filing Type: FOREIGN CORPORATION
Original Filing Date: 03/03/2017
Location: --
Business Name: ECTOPRO, INC.

Status: Active
Exp. Date: -

Agent/Registrant Information

INCORP SERVICES, INC.
9435 WATERSTONE BOULEVARD, SUITE 140
CINCINNATI OH 45249
03/03/2017
Active

Filings

Filing Type	Date of Filing	Document ID
FOREIGN LICENSE/FOR-PROFIT	03/03/2017	201706103670

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

I, Frank LaRose, Secretary of State of the State of Ohio, do hereby certify that this is a list of all records approved on this business entity and in the custody of the Secretary of State.



Witness my hand and the seal of the Secretary of State at Columbus, Ohio this 16th of September, A.D. 2019

Ohio Secretary of State

A handwritten signature in cursive script, reading "Frank LaRose".



Mon Sep 16 2019

Entity#: 4051308
Filing Type: FOREIGN CORPORATION
Original Filing Date: 07/14/2017
Location: --
Business Name: AVION BUSINESS SERVICES CORPORATION

Status: Active
Exp. Date: -

Agent/Registrant Information

INCORP SERVICES, INC
9435 WATERSTONE BOULEVARD, SUITE 140
CINCINNATI OH 45249
07/14/2017
Active

Filings

Filing Type	Date of Filing	Document ID
FOREIGN LICENSE/FOR-PROFIT	07/14/2017	201713700786

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

I, Frank LaRose, Secretary of State of the State of Ohio, do hereby certify that this is a list of all records approved on this business entity and in the custody of the Secretary of State.



Witness my hand and the seal of the Secretary of State at Columbus, Ohio this 16th of September, A.D. 2019

Ohio Secretary of State

A handwritten signature in cursive script, reading "Frank LaRose".



Due to the company restructuring, Avion Energy, Inc. is currently updating information with each Public Service Commission (or similarly named entity) in order for the existing licenses held by Avion Energy Group, LLC to be applied.

Avion Energy Group, LLC is authorized to provide retail or wholesale electric services including aggregation services as follows:

Delaware

Broker of electricity under Docket #13-338, Order #8451

Illinois

Aggregator/broker of electricity under Docket # 13-0513

Maine

Broker of natural gas under registration (listing available at
http://www.maine.gov/mpuc/natural_gas/gas_licensees.shtml)

Maryland

Aggregator/broker of electricity under license number IR-3185

Aggregator/broker of natural gas under license number IR-3184

Pennsylvania

Broker/Marketer of electricity under Docket Number A-2013-2396660

Broker/Marketer of natural gas under Docket Number A-2013-2397383

Texas

Electricity Broker BR190350

Avion Energy, Inc. is authorized to provide retail or wholesale electric services including aggregation services as follows:

Massachusetts

Retail Agent for natural gas under license number RA-107

Broker of electricity under license number EB-269

New Jersey

Energy agent of electricity under registration number EA-0239

Private aggregator of natural gas under registration number PA-0137

Ohio

Aggregator/broker of electricity under license number 12-422E(4)

Aggregator/broker of natural gas under license number 13-328G(3)

In addition, Avion Energy does business in the following states that do not require licensure or registration to operate as an energy broker:

Arizona

Georgia

California

Michigan

Colorado

Nevada

Connecticut

New York

Florida

Rhode Island

Avion Energy has had no complaints.



Avion Energy provides energy brokerage service and has been a broker of electricity and natural gas in deregulated markets during its entire operation. Its customer base is diverse, mostly comprised of small to medium business (SMB) consumers covering a broad base of industries.

Avion Energy is licensed or registered in jurisdictions where it is required, and has brokerage contracts with numerous energy providers in every deregulated state. It has developed patent-pending technology for its internal processes to streamline business functions and comply with reporting requirements. Avion Energy will expand its customer base through the addition of sales divisions created to better serve the various types of energy consumers.

Many consumers of electricity and natural gas are approached by a broker representing one energy provider. Avion Energy's approach is more consumer-focused as it represents its clients by doing an extensive search of the supply rates available from all its energy providers. Findings are presented in an apple-to-apples comparison, and the differences in contract details are noted. Clients' needs and concerns are addressed and should a new contract be needed, Avion assists in obtaining an executed contract and the selected licensed energy provider procures the energy. This process repeats as the goal of Avion Energy is to find and keep its clients in best pricing.

Avion Energy does not take possession of the energy but connects the energy consumer to a licensed energy provider. Consequently, the responsibilities addressed in Chapter 4901:1-24 of the Ohio Administrative Code, Chapter 4901:1-21 of the Ohio Administrative Code, and Section 4928.08 of the Ohio Revised Code concerning the billing of consumers and customer inquiries and complaints are met by the licensed energy provider.

Avion Energy does not charge a separate fee to the consumer for its services. As in real estate, the broker fee or commission is included in the price quoted and paid by the seller – the energy provider – after the transaction is complete.

In order to establish long term relationships with clients, staff of the management company and subsidiary sales divisions are trained in basic energy industry knowledge and are able to provide information, educate the consumer, and follow up regularly to ensure clients' needs are fully met.



Exhibit B-3:
Summary of Experience
Page 1 of 1

Avion Energy has provided brokerage services to electricity and natural gas consumers in 22 states since August 2010. It has booked over 1,000,000,000 kWh (equivalent), including approximately 5,000,000 kWh and 1,000,000 mcf in Ohio in 2018 alone. The Avion Energy family of companies has had no complaints in any jurisdictions.



Exhibit B-4:
Disclosure of Liabilities and Investigations

Page 1 of 1

There are no existing, pending, or past rulings, judgments, contingent liabilities, revocations of authority, regulatory investigations, or any other matter that could adversely impact Avion Energy's or its subsidiaries' financial or operational status or ability to provide the services it is seeking to be certified to provide.



Exhibit C-10:
Corporate Structure
Page 1 of 2

Avion Energy Group, LLC was organized in the State of Georgia on July 22, 2010 as a single member LLC. It was registered as a foreign LLC in the state of Ohio on February 10, 2011. Avion Energy Group, LLC has provided Retail Natural Gas Aggregation/ Retail Natural Gas Brokerage Services in Ohio under certificate number 13-328G since October 31, 2013.

Avion Energy began restructuring in 2015 to seek investor funds and better align itself with the energy industry to pursue its long-range business interests. There is a new management/parent company and three subsidiary/sales division companies:

Management/Parent Company

Avion Energy, Inc.

Subsidiary/Sales Division Companies

Avion Energy, LLC

ectoPro, Inc.

Avion Business Services Corporation



Avion Energy, Inc. was incorporated in the State of Georgia on June 1, 2015. It was registered as a foreign corporation in the State of Ohio on March 3, 2017. The company has three (3) subsidiary companies and no affiliates. Avion Energy, Inc. will hold brokerage contracts with energy suppliers and provide all core business functions, such as marketing, training, energy brokerage, accounting, etc., to the subsidiary sales divisions.



Avion Energy Group, LLC is now a subsidiary after being purchased by Avion Energy, Inc. on August 3, 2015. Avion Energy Group, LLC will continue to operate as it has to date throughout the process of obtaining licensure from numerous States' Public Utility Commissions (or similarly named regulatory body) and negotiating broker agreements with energy suppliers for the Avion Energy family of companies.

ectoPro, Inc. was incorporated in the State of Georgia on July 14, 2015. It was registered as a foreign corporation in the State of Ohio on March 3, 2017. ectoPro, Inc. is the subsidiary sales division with full-time, salaried sales professionals who focus on large commercial and industrial (CI) consumers.

Avion Business Services Corporation was incorporated in the State of Georgia on May 11, 2017. It was registered as a foreign corporation in the State of Ohio on July 14, 2017. Avion Business Services Corporation is the subsidiary sales division with a combination of full-time and part-time, commission-based sales professionals who focus on small to medium business (SMB) consumers. Energy brokerage is one of many services offered.



**Exhibit D-1:
Operations**

Page 1 of 1

Avion Energy leverages its patent-pending technology and broker agreements with energy providers to find a consumer's best price as described in "Exhibit B-2: Experience and Plans."

Avion Energy reviews a client's electricity and/or natural gas bills and prepares a "Request For Pricing" package to submit to energy providers. Based on numerous factors, the client qualifies for matrix pricing or custom pricing. For matrix pricing, Avion Energy retrieves the available daily/weekly/monthly rate (depending on market conditions and requirements) from all applicable energy providers. For custom pricing, Avion Energy contacts applicable energy providers for a custom rate. Then the apple-to-apples comparison is created and any questions from the client are answered. If the client selects an offer, Avion Energy assists the client in contracting the electricity and/or natural gas supply from the chosen energy provider.



Exhibit D-2:
Operations Expertise
Page 1 of 1

Avion Energy has brokered electricity and natural gas on behalf of its clients since 2010 with no complaints in any jurisdictions. Clients routinely refer our service to other business owners. Energy providers have given us high marks for our strong knowledge of the energy market, and ability to effectively communicate the detail to clients.

Avion Energy has assembled a team of competent professionals who have provided skilled services since the company's first year of operations. When the need arises, industry professionals have been contracted to assist with specific projects, such as technical analysis to meet the energy consumer's needs. Additionally, Avion Energy's Advisory Board boasts members from multiple industry verticals including energy.

Avion Energy has assembled a team with backgrounds in diverse industries whose skills enhance day-to-day operations. Key personnel information is provided below:

- Joseph (Joe) M. Mittiga
Chairman of the Board of Directors
joe@avionenergy.com
(678) 607-3835

As a Founder of Avion Energy, Joe has created the extensive network of energy providers which distinguishes Avion Energy as the energy procurement specialists able to find best pricing for its clients. Joe was pursuing a double major in Geology and Civil Engineering at Purdue University when he returned home to help keep the family business moving forward one semester shy of graduation. From that day until the present his entrepreneurial mindset has propelled him through several businesses, each carving out a unique niche in very competitive industries.

- James (Jim) R. Charron
Chief Executive Officer
jim@avionenergy.com
(678) 607-6838

As a Founder of Avion Energy, he has created the systems and process to scale growth across all deregulated markets. Jim's innate ability to organize and lead groups of people has been recognized by his superiors throughout his career. Several sales and marketing jobs honed his people and negotiating skills. Jim became involved in the energy industry through a direct selling opportunity, and has recruited sales teams across deregulated markets. He is a Certified Energy Procurement Professional from the Association of Energy Engineers.

- Martin O'Keefe
Director of Sales for ectoPro
martin@avionenergy.com
(678) 607-6852

Martin has 29 years of sales, marketing, and management experience. His career path began with direct sales, moved through sales management into marketing management, and then general management with large companies including Scripps Howard, Media1/US West, and ATC (now Time Warner). In each position, he had increasing responsibility for generating customer and revenue growth, including the responsibility of managing up to 180 employees, over a three-state region. Martin has a BA in Business Management and a BA in Communications from North Carolina State University.

- **Brett Kettlewell**
Director of Technology
brett@avionenergy.com
(678) 607-6841

Brett has 20 years of experience in application development, project management, integration management, business analysis, and business intelligence. He was responsible for designing business analysis strategy and integration between all data-driven systems to streamline operational functions at leading collections law firms in Atlanta, Georgia. Brett understands the breadth and depth of the deregulated energy industry as a result of his involvement in the design and implementation of Avion Energy's patent-pending Direct Connect Portal.

- **Jacqueline (Jackie) Burdette**
Director of Operations
jackie@avionenergy.com
(678) 607-6840

Jackie began work on regulatory compliance for Avion Energy in 2011. Her knowledge of the legal requirements to operate in various states was utilized in creating the systems for Avion Energy, making her keenly aware of the company's internal technology and daily operations. Jackie has an impressive management background in business, nonprofit, and government, demonstrating her ability to coordinate the efforts of many to accomplish the objectives of the organization in time frames required and within determined budgets.

- **Kimberly (Kim) Johnson**
Director of Customer Success
kimjohnson@avionenergy.com
(678) 607-6861

Kim has been an energy broker since 2010 and now manages Avion Energy's energy procurement team. Her knowledge of the energy supply industry is vast as she daily navigates the nuances of regulatory differences from one state to the next. She has exemplary working relationships with the energy providers in her market. Kim effectively works with sales agents and clients when putting together the finer details of a deal, as an excellent customer experience is at the forefront of her thinking. She delights in negotiating the price with energy providers, thoroughly enjoying every bit of extra savings she can get for a client. All parties to the deal are happy and satisfied to have worked alongside her. Kim attended the University of Georgia and graduated from the National Center for Paralegal Training.