



Public Utilities Commission

PUCO USE ONLY - Version 1.08		
Date Received	Renewal Certification Number	ORIGINAL AGG Case Number
		03 - 751 - GA-AGG

FILE

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 H. P. Technologies, Inc.
Address 33648 Saint Francis Drive, Avon, OH 44011
Telephone No. 866-892-0910 Web site Address www.utility-savings.net
Current PUCO Certificate No. 03-049G Effective Dates August 20, 2009 through Current Date

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

Name H. P. Technologies, Inc.
Address 33648 Saint Francis Drive, Avon, Ohio 44011
Web site Address www.utility-savings.net Telephone No. 866-892-0910

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

H. P. Technologies, Inc.
Supply Choice Energy

A-5 Contact person for regulatory or emergency matters:

Name David Ramos Title Procurement Officer
Business Address 33648 Saint Francis Drive, Avon, Ohio 44011
Telephone No. 866-892-0910 Fax No. 440-536-9553 Email Address david@utility-savings.net

This is to certify that the images appearing are an accurate and complete reproduction of a hard file document delivered in the regular course of business.
Technician HOA Date Processed 9/30/09 (CRNGS Broker/Aggregator Renewal- Revised May 2016)

2019 SEP 30 PM 1:30

RECEIVED-DOCKETING DIV

PUCO

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

Name David Ramos

Title Procurement Officer

Business address 33648 Saint Francis Drive, Avon, Ohio 44011

Telephone No. 866-892-0910

Fax No. 440-536-9553

Email Address david@utility-savings.net

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

Customer service address 33648 Saint Francis Drive, Avon, Ohio 44011

Toll-Free Telephone No. 866-892-0910

Fax No. 440-536-9553

Email Address david@utility-savings.net

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 Dennis J. Giancola

Title President

Business address 33648 Saint Francis Drive, Avon, Ohio 44011

Telephone No. 877-512-3770

Fax No. 440-536-9553

Email Address dennis@utility-savings.net

A-9 Applicant's federal employer identification number 34-1424228

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	7/1/2006	End Date
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	1/1/1999	End Date
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	1/1/1996	End Date
<input checked="" type="checkbox"/> Industrial	Beginning Date of Service	7/1/1996	End Date

☒ **Dominion East Ohio**

<input checked="" type="checkbox"/> Residential	Beginning Date of Service	7/1/2006	End Date
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	9/1/1995	End Date
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	1/1/1996	End Date
<input checked="" type="checkbox"/> Industrial	Beginning Date of Service	4/1/1993	End Date

☒ **Duke Energy Ohio**

<input checked="" type="checkbox"/> Residential	Beginning Date of Service	11/1/2013	End Date
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	9/1/2006	End Date
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	7/1/2013	End Date
<input checked="" type="checkbox"/> Industrial	Beginning Date of Service	1/1/2014	End Date

☒ **Vectren Energy Delivery of Ohio**

<input checked="" type="checkbox"/> Residential	Beginning Date of Service	11/1/2013	End Date
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	7/1/2013	End Date
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	1/1/2014	End Date
<input checked="" type="checkbox"/> Industrial	Beginning Date of Service	1/1/2014	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

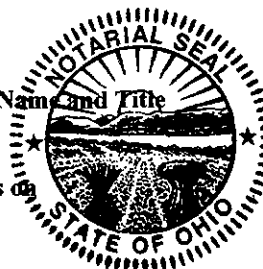
Don Rous Procurement Officer

Sworn and subscribed before me this *27th* day of *August* Month *2019* Year

Melissa McDonald

Signature of official administering oath

Print Name and Title



MELISSA G MCDONALD
NOTARY PUBLIC - OHIO
MY COMMISSION EXPIRES
06-27-2024

My commission expires on



The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service Affidavit Form (Version 1.07)

In the Matter of the Application of)

H. P. Technologies, Inc.)

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

Case No. 03 - 751 -GA-AGG

County of Lorain

State of Ohio

David Ramos

[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

David Ramos Procurement Officer

Sworn and subscribed before me this

27th

day of

August

Month

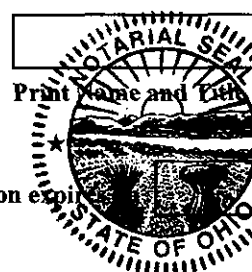
2019

Year

Melissa McDonald

Signature of Official Administering Oath

Print Name and Title



MELISSA G MCDONALD
NOTARY PUBLIC - OHIO
MY COMMISSION EXPIRES
06-27-2024

My commission expires

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

Exhibit A-14: Principal Officers, Directors & Partners

Dennis Giancola
President
33648 Saint Francis Drive
Avon, Ohio 44011
866-892-0910

David Ramos
Procurement Officer
5505 Detroit Rd. Suite E
Sheffield Village, OH 44054
866-892-0910 Ext 2

Exhibit A-15: Company History

H.P. Technologies, Inc., (HPT) was established in 1984 and has grown into a comprehensive, diversified utility service company. Today we are primarily engaged in the marketing and sales of energy supplies as an independent agency, i.e. we sell energy supply agreements to residential, commercial and industrial clients by representing the following utility suppliers: Constellation NewEnergy – Gas Division, Dominion Retail, Inc., Delta Energy, MidAmerican Energy, Direct Energy Services Co., LLC, First Energy Solutions, Inc., DTE Energy, Infinite Energy, UGI Energy Services, Inc., and Volunteer Energy Services and World Energy. We do not take title to the commodities. We are in the customer acquisition business. HPT was instrumental in the start up of two new energy marketing ventures since 1994. Approximately 95% of our business revenues are directly attributed to the solicitation/acquisition of energy supply agreements.

We are client relationship type organization dedicated to customer service. We have an enviable record of customer acquisition and retention. With an established customer base and marketing/sales staff consisting of independent agents and direct employees, we are poised to maintain and expand our sales. We added one full time employee in 2013. HPT's sales representatives spent the majority of their careers in either the gas or power industry. Complementing our energy expertise, our team of sales consultants has a diverse set of credentials in telecommunications, process technology, facility management and HVAC applications. HPT has in-house expertise in metal melting, metal forming, heat treating, and metal finishing.

Client Base – We call Northeast Ohio our home base. A majority of our business is in Northeast Ohio. We also have clients in Pennsylvania, New York, New Jersey, West Virginia, Texas, Illinois, Michigan and Florida. We have a diverse customer base which include all customer classifications; residential, small commercial, large commercial and industrial.



Department of State

The State of Ohio F0400-0019

Sherrod Brown
Secretary of State

028783

Certificate

It is hereby certified that the Secretary of State of Ohio has custody of the Records of Incorporation and Miscellaneous Filings; that said records show the filing and recording of: _____

A R F

of:

H. P. TECHNOLOGIES, INC.

United States of America
State of Ohio
Office of the Secretary of State

Recorded on Roll F400 at Frame 0020 of
the Records of Incorporation and Miscellaneous Filings.

Witness my hand and the seal of the Secretary of State, at the
City of Columbus, Ohio, this 10TH day of FEB,

A.D. 1984.



Sherrod Brown
Sherrod Brown
Secretary of State

FO400-0020

ARTICLES OF INCORPORATION

H. P. TECHNOLOGIES, INC.

APPROVED
By *[Signature]*
Date *2/10/84*
Amount *\$75.00*
KE-5 FEB 22
KV-2 FEB 22

The undersigned person desiring to form a corporation for profit under the Ohio General Corporation Law, does hereby certify that:

FIRST: The name of the corporation shall be H. P. Technologies, Inc.

SECOND: The place in Ohio where the principal office of the corporation is to be located is 368 Topaz Lane, Brunswick, Ohio 44212, *Medina County*

THIRD: The purpose or purposes for which the corporation is formed are as follows: providing consulting services to business or industry in the fields of thermal processing or energy management and/or to engage in any lawful act or activity for which corporations may be formed under Sections 1701.01 to 1701.98, inclusive, of the Ohio Revised Code.

FOURTH: The authorized number of shares without par value of the corporation shall be Seven Hundred and Fifty (750).

FIFTH: The amount of stated capital with which the corporation will begin business is Five Hundred Dollars (\$500.00).

SIXTH: The Corporation by its directors may purchase and redeem shares of any class issued by it when authorized by the vote or consent of holders of a majority of the shares of the class, part or all of which are being so purchased and redeemed. Such purchase and redemption shall be at such price or prices and upon such terms and conditions as shall be determined by the directors and the selling shareholder or shareholders.

SEVENTH: Notwithstanding any provision in the Ohio General Corporation Law, now or hereafter in force, requiring for any purpose the vote, consent, waiver or release of the holders of a designated proportion (but less than

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all) of the shares of any particular class or of each class, the vote, consent, waiver, or release of the holders of a majority of the shares of such particular class or of each class shall be required for such purposes.

EIGHTH: A director or officer of the corporation shall not be disqualified by his office from dealing or contracting with the corporation as a vendor, purchaser, employee, agent or otherwise; nor shall any transaction, contract or other act of the corporation be void or voidable or in any way affected or invalidated by reason of the fact that any director or officer, or any firm in which director or officer is a shareholder, director or officer, is in any way interested in such transaction, contract or other act, provided the fact that such director, officer, firm or corporation is so interested shall be disclosed or shall be known to the Board of Directors or such members thereof as shall be present at any meeting of the Board of Directors at which action upon any such transaction, contract or other such act shall be taken; nor shall any such director, or officer be accountable or responsible to the corporation for or in respect of any such transaction, contract or other act of the corporation or for any gains or profits realized by him by reason of the fact that he or any firm of which he is a member or any corporation of which he is a shareholder, director or officer is interested in such transaction, contract or other act; and any such director may be counted in determining the existence of a quorum at any meeting of the board of Directors of the corporation which shall authorize or take action in respect of any transaction, contract or other act, and may vote thereat to authorize, ratify or approve any such transaction, contract or other act with like force and effect as if he or any firm of which he is a shareholder, director or officer were not interested in such transaction, contract or other act.

FO400-0022

NINTH: The company shall indemnify any Directors, Officers or Employees or any former Directors, Officers, or Employees of the company, or any person who is serving or has served at the request of the company as a Director or Officer of another corporation, against expenses, judgments, decrees, fines, penalties, or amounts paid in settlement actually and necessarily incurred by him or her in connection with the defense of any pending or threatened action, suit, or proceeding, civil or criminal, to which he or she may be made a party by reason of being or having been such Directors, Officer, or Employee, provided it is determined in the manner hereinafter set forth.

(a) That such Director, Officer, or Employee was not, and has not been adjudicated to have been, negligent or guilty or misconduct in the performance of his duty to the Company or other corporation to which he or she is or was a director, Officer, or Employee;

(b) That he or she acted in good faith in what he or she believed to be in the best interest of the company or such other corporation;

(c) That, in any matter the subject of a criminal action, suit, or proceeding, he or she had no reasonable cause to believe that his or her conduct was unlawful; and

(d) In case of settlement, that the amount paid in the settlement was reasonable.

Such determination will be made either (1) by the Directors of the Company acting at a meeting at which a quorum consisting of Directors who are not parties to or threatened with such action, suit or proceeding is present, or (2) by independent legal counsel selected by the Company (who may be the legal counsel of the Company) in a written opinion, or (3) if there be no disinterested Directors or if a majority of the disinterested Directors, whether or not a quorum, so direct, by a vote in person or by proxy of the

F0400-0023

holders or the majority of the shares entitled to vote in the election of such Directors.

Expenses with respect to any pending or threatened action, suit, or proceeding, may be advanced by the Company prior to final disposition thereof, upon receipt of an undertaking by or on behalf of the recipient to repay such amounts unless it shall ultimately be determined that he or she is entitled to indemnification hereunder.

The indemnity hereinafter provided for shall not be determined to be exclusive of any of the rights to which any person may be entitled under the Articles, the Regulations, any Agreement, any insurance purchased by the Company, vote of shareholders, or otherwise.

The foregoing rights shall inure to the benefit of the heirs, executors, and administrators of any such person.

The Company may purchase and maintain insurance on behalf of any person who is or was a Director, Officer, or Employee, or any person who is or was serving at the request of the Company as a Director, Officer, or Employee of another corporation against any liability asserted against him or incurred by him in any such capacity or arising out of his status as such whether or not the Company would have the power to indemnify him against such liability under the provisions of this Article.

If any part of this Article shall be found, in any action, suit, or proceeding, to be invalid, the validity and the effect of the remaining parts shall not be affected.

IN WITNESS WHEREOF, I have hereunto subscribed my name this 18th day of January, 1984.



Roger T. Peckinpaugh, Incorporator



FC400-0024

Original Appointment of Statutory Agent

The undersigned, being at least a majority of the incorporators of H. P. Technologies, Inc.
(Name of Corporation)

_____, hereby appoint Dennis Giancola to be statutory agent
(Name of Agent)

upon whom any process, notice or demand required or permitted by statute to be served upon
the corporation may be served.

The complete address of the agent is: 368 Topaz Lane
(Street)

Brunswick, Cuyahoga County, Ohio 44212
(City or Village) (Zip Code)

Date: January 18, 1984

Roger T. Peckinpugh
(Incorporator)

(Incorporator)

(Incorporator)

(Incorporator)

Instructions

- 1) Profit and non-profit articles of incorporation must be accompanied by an original appointment of agent R.C. 1701.04(C), 1702.04(C).
- 2) The statutory agent for a corporation may be (a) a natural person who is a resident of Ohio, or (b) an Ohio corporation or a foreign corporation licensed in Ohio which has a business address in this state and is explicitly authorized by its articles of incorporation to act as a statutory agent. R.C. 1701.07(A), 1702.06(A).
- 3) The agent's complete street address must be given; a post office box number is not acceptable. R.C. 1701.07(C), 1702.06(C).
- 4) An original appointment of agent form must be signed by at least a majority of the incorporators of the corporation. R.C. 1701.07(B), 1702.06(B).

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

I, Frank LaRose, do hereby certify that I am the duly elected, qualified and present acting Secretary of State for the State of Ohio, and as such have custody of the records of Ohio and Foreign business entities; that said records show H. P. TECHNOLOGIES, INC., an Ohio corporation, Charter No. 628783, having its principal location in Avon, County of Lorain, was incorporated on February 10, 1984 and is currently in GOOD STANDING upon the records of this office.



*Witness my hand and the seal of the
Secretary of State at Columbus, Ohio
this 12th day of August, A.D. 2019.*

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

Ohio Secretary of State

Validation Number: 201922404868

Exhibit B-1: Jurisdictions of Operation

State	Business / Charter #	Electricity License #	Natural Gas License #
Illinois	68005868	11-0456	
DC	C00005063247 / 400314904524	EA 2014-24-6	GA 2014-12-6
Michigan	60733W		
New Hampshire	715801 / 715802	DM-14-310	DM-14-306
Maine	20150362F		
Delaware	5626840 8360 / 141407962		
Florida	F14000003515		
Georgia	14078936		
Maryland	F16066201	IR-3405	IR-3403
Massachusetts	658314	EB-279	RA-127
New Jersey	400625370	N/A	N/A
New York	4624058		
North Carolina	C201521900183-1		
Ohio	628783	11-404E(2)	03-049G(3)
Pennsylvania	4054181	A-2012- 2304909	A-2014-2451662
Rhode Island	1004647		
Texas	802049108		
Virginia	F1984857		
West Virginia	2298-0035		
California	C3725848		
Connecticut	1158917		
Indiana	2014110600318 / 2014110677820		
Kentucky	901505.09		

Exhibit B-2: Experience & Plans

Since 1993, H.P. Technologies, Inc. has successfully operated an independent energy sales organization that has entered into sales agent agreements with various local and national suppliers of energy. H.P. Technologies, Inc. has represented these energy suppliers and successfully acquired customers for these energy suppliers, brokers and aggregators. H.P. Technologies, Inc. has been instrumental in client contact, contract administration and client management. Furthermore, HPT has been instrumental in addressing client concerns, complaints, etc.

Our plan for the future includes maintaining and expanding our current business model of natural gas broker/aggregator and electricity broker/aggregator.

Although, we have not been established as the primary location or source for customer inquiries based upon the written agreements that we foster between supplier and end user, we often are the primary interface with the customer because we have an established personal relationship with the buyers. Therefore, we have made ourselves readily available and accessible to the client for the purpose of supply, service and billing inquiries and complaints. This situation was magnified when we had prior associations with suppliers that suffered default of one type or another. One time H. P. Technologies Inc. handled over 100 customer inquiries and complaints on behalf of the supplier. This occurred because the client valued and trusted our relationship over and above that of the supplier. More importantly, we handled these inquiries and complaints in a prudent and professional manner. We recorded the pertinent facts and judiciously sought a suitable resolution to each and every situation.

In the future, we will use our past experience to plan and implement: “compliance with responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4928.10 of the Revised Code.

Exhibit B-3: Summary of Experience

H.P. Technologies, Inc.'s president, Dennis J. Giancola, was employed by The East Ohio Gas Company during the period of 1977-1988, where his duties involved the sale of natural gas to industrial clients. His responsibilities included the sale of natural gas to firms engaged in the manufacturing of metals and metals products. The nearly 200 accounts had an annual usage of natural gas of 45,000,000 dth/yr. Mr. Giancola was an internal consultant to other corporate clients of the former Consolidated Natural Gas' subsidiaries, company is now known as Dominion. This activity included client contact and facility studies at businesses in western PA, northwestern West Virginia and clients of the West Ohio Gas Company, Lima, OH.

For the past 20 years, our participation in the deregulated sale of energy has largely been located in the Ohio area served by Dominion East Ohio and Columbia Gas. Our average client count is about 2000 clients which includes residential, commercial (non-manufacturing) and industrial (manufacturing) accounts. Our annual sales volume has averaged nearly 1,000,000 dth/yr. For 2013 and beyond we are strategically poised to grow our customer count and volume through collaboration with trade organizations, city governments, charities, affinity programs and the addition of employees and independent sales agents.

From this point forward, our plans are to expand upon our 36 years of expertise in the energy business to expand our service offerings to new and existing residential, commercial and industrial accounts. The majority of our business will continue to be orchestrated through the diverse number of supplier/agent agreements that we nurture.

Exhibit B-4: Disclosure of Liabilities and Investigations

H. P. Technologies, Inc. has never had any 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.

Exhibit C-1: Annual Reports

Not applicable: We don't publish annual reports.

Exhibit C-2: SEC Filings

**No-10-K/8 K Filings.
Not required to file with the SEC at this time.**

Exhibit C-3: Financial Statements

The financial statement pages are confidential. The hard copies are included, under seal, with this renewal application.

Exhibit C-4: Financial Arrangements

N/A - Broker only, not taking the title to the natural gas.

Exhibit C-5: Forecasted Financial Statements

The forecasted financial statement pages are confidential. The hard copies are included, under seal, with this renewal application.

Exhibit C-6: Credit Rating

N/A: No such credit rating exists for H. P. Technologies, Inc.

Exhibit C-7: "Credit Report"

Selected Company: H.P. TECHNOLOGIES, INC.

D-U-N-S #: 62-153-1029

Overview

Business Summary

Company Name:	H.P. TECHNOLOGIES, INC.
D-U-N-S #:	62-153-1029
DBA's:	N/A
Address:	33648 Saint Francis Dr
City:	Avon
State:	OH
Zip:	44011
Phone:	4409377937
Principal:	DENNIS GIANCOLA
Year Started:	1984
Employs:	14 which includes officer(s).
SIC Code(s):	87480000 Business consulting, nec 51720100 Gases
NAICS Code(s):	424720 Petroleum and Petroleum Products Merchant Wholesalers 541618 Other Management Consulting Services
Legal Structure:	CORPORATION

Special Events

04/20/2018 - This business operates as previously reported.

History and Operations

Officers and Directors

Current Officers

Name	Title
DENNIS GIANCOLA	PRESIDENT

Current Directors

No directors have been listed in this company report.

Company History

Exhibit C-7: "Credit Report"

This company operates as a provider of business consulting services and a wholesaler of petroleum products, specializing in gases.

Terms are on a retainer plus additional billings, contractual basis, net 15 days, on a fee basis and on a commission basis. Has 14 account(s). 5% of sales on the internet. Sells to manufacturers, general public, wholesale, non profit organizations, retail, commercial concerns and government. Territory : United States.

Operations

Employees

14 which includes officer(s).

Facilities

Owns 1,500 sq. ft. in building.

Location

Industrial section on side street.

U.S. Branch

There are currently no U.S. branches listed in this company report.

U.S. Subsidiary

There are currently no U.S. subsidiaries listed in this company report.

International Branch

There are currently no international branches listed in this company report.

International Subsidiary

There are currently no international subsidiaries listed in this company report.

Payments

Payment Summary

	Total Received	Total Dollar Amount	Largest High Credit Payment summary	Within Terms	Days Slow			
					<31	31-60	61-90	91+
Top Industries								
Telephone communications	2	\$300	\$250	92%	8	0	0	0
Other Categories								
Cash experiences	10	\$800	\$100					
Unknown	1	\$50	\$50					
Unfavorable comments	0	\$0	\$0					
Placed for collections with D&B:	0	\$0	\$0					
Other	0	N/A	\$0					
Total in D&B's file	13	\$1,150	\$250					

The highest Now Owes on file is \$0

The highest Past Due on file is \$0

Exhibit C-7: "Credit Report"

There are 13 payment experience(s) in D&Bs file for the most recent 24 months, with 5 experience(s) reported during the last three month period.

Payment Details

Total (Last 24 Months): 13

Date	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last sale w/f (Mo)
06/2019	Ppt	\$250	\$0	\$0		1 mo
06/2019	(002)	\$100	\$0	\$0	Cash account	2-3 mos
06/2019	(003)	\$50	\$0	\$0	Cash account	2-3 mos
05/2019	(004)	\$100	--	--	Cash account	1 mo
05/2019	(005)	\$50	--	--	Cash account	4-5 mos
04/2019	(006)	\$100	--	--	Cash account	1 mo
03/2019	(007)	\$100	--	--	Cash account	1 mo
12/2018	Ppt-Slow 30	\$50	\$0	\$0	N30	4-5 mos
12/2018	(009)	\$50	--	--	Cash account	1 mo
11/2018	(010)	\$100	--	--	Cash account	1 mo
10/2018	(011)	\$50	--	--		1 mo
07/2018	(012)	\$100	--	--	Cash account	1 mo
06/2018	(013)	\$50	--	--	Cash account	1 mo

Payments Detail Key: ■ 30 or more days beyond terms

Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

Payment experiences reflect how bills are met in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.

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

Finances

Key Financial Comparisons

	(S)	(S)	(S)
This Company's Operating Results Year Over Year			
Net Sales	NA	NA	NA
Gross Profit	NA	NA	NA
Net Profit	NA	NA	NA
Dividends / Withdrawals	NA	NA	NA
Working Capital	NA	NA	NA
This Company's Assets Year Over Year			
Cash	NA	NA	NA
Accounts Receivable	NA	NA	NA
Notes Receivable	NA	NA	NA

Exhibit C-7: "Credit Report"

Inventories	NA	NA	NA
Other Current	NA	NA	NA
Total Current	NA	NA	NA
Fixed Assets	NA	NA	NA
Other Non Current	NA	NA	NA
Total Assets	NA	NA	NA

This Company's Liabilities Year Over Year

Accounts Payable	NA	NA	NA
Bank Loan	NA	NA	NA
Notes Payable	NA	NA	NA
Other Current	NA	NA	NA
Total Current	NA	NA	NA
Long Term Debt	NA	NA	NA
Deferred Credit	NA	NA	NA
Net Worth	NA	NA	NA
Total Liabilities And Net Worth	NA	NA	NA

Balance Sheet

Fiscal Consolidated Statement Dated

We currently do not have any recent financial statement on file for this business.			
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Key Business Ratios

(Industry Median is based on this number of firms:)

	This Company	Industry Median	Industry Quartile
Solvency			
Quick Ratio	NA	NA	NA
Current Ratio	NA	NA	NA
Current Liabilities to Net Worth	NA	NA	NA
Current Liabilities to Inventory	NA	NA	NA
Total Current	NA	NA	NA
Fixed Assets to Net Worth	NA	NA	NA
Efficiency			
Collection Period	NA	NA	NA

Exhibit C-7: "Credit Report"

Inventory Turn Over	NA	NA	NA
Sales to NWC	NA	NA	NA
Acct Pay to Sales	NA	NA	
Profitability			
Return on Sales	NA	NA	NA
Return on Assets	NA	NA	NA
Return on NetWorth	NA	NA	NA

Public Filings

Summary

This following public filing data includes both open and closed filings found in D&B's database on this company. It is for informational purposes only and is not the official record. Certified copies can be obtained from the official source.

Record Type	# of Records	Most Recent Filing Date
UCC Filing	3	05/14/0019
Government History	1	N/A

Details

Judgements

No judgments have been reported to D&B on this company.

Liens

No liens have been reported to D&B on this company.

Suits

No suits have been reported to D&B on this company.

UCC Filings

Collateral: All Negotiable instruments including proceeds and products - All Inventory including proceeds and products - All Accounts receivable including proceeds and products - All Account(s) including proceeds and products - and OTHERS

Type: Original

Secured Party: TCF, Needham, MA

Debtor: H. P Technologies Inc

Filing Number: OH00230510231

Exhibit C-7: "Credit Report"

Filed With:
Date Filed: 05/08/19
Latest Info Received: 05/14/19
Original Filing Number:
Original UCC Filed Date:

Collateral: All Negotiable instruments including proceeds and products - All Inventory including proceeds and products - All Account(s) including proceeds and products - All Timber including proceeds and products - and OTHERS

Type: Original

Secured Party: THE HUNTINGTON NATIONAL BANK, COLUMBUS, OH

Debtor: H. P. TECHNOLOGIES, INC.

Filing Number: OH00163022375

Filed With:
Date Filed: 11/29/12
Latest Info Received: 12/06/12
Original Filing Number:
Original UCC Filed Date:

Collateral:

Type: Continuation

Secured Party: THE HUNTINGTON NATIONAL BANK, COLUMBUS, OH

Debtor: H. P. TECHNOLOGIES, INC.

Filing Number: SR3635

Filed With:
Date Filed: 08/02/17
Latest Info Received: 10/03/17
Original Filing Number: OH00163022375
Original UCC Filed Date: 11/29/12

Bankruptcies

No bankruptcies have been reported to D&B on this company.

Government History

Borrower(Dir/Guar): NO
Administrative Debt: NO
Contractor: NO
Grantee: NO
Party excluded from federal program(s): NO
Labor Surplus Area: N/A
Small Business: YES (2019)
8(A) Firm: N/A

Exhibit C-8: Bankruptcy Information

NO reorganizations, protection from creditors, or any other form of bankruptcy filings has been made by the applicant, a parent or affiliate organization that guarantees the obligations of the applicant or any officer of the applicant or any officer of the applicant in the current year or within the two most recent years preceding the application.

Exhibit C-9: Merger Information

H. P. Technologies, Inc. has had no dissolutions or mergers. H. P. Technologies will be fully acquired by and absorbed into Innovest Global some time within the next couple of years. At that time, we will file the necessary paperwork.

Exhibit C-10: Corporate Structure

H. P. Technologies, Inc. is a stand-alone entity with no affiliate or subsidiary companies.

Exhibit D-1: Operations

Since 1993, H.P. Technologies, Inc. has been engaged in the sale of natural gas to end users for redelivery through local distribution companies. HPT has typically arranged for this sale of natural gas by representing the seller of gas to the end user. HPT has not been engaged in the practice of taking title to the gas. The sales are executed by employing the supplier's legal agreements. HPT, in most cases, delivers these documents to the end user for signature. Therefore, HPT has been engaged in customer acquisition, the presentation and completion of natural gas sales agreements on behalf of licensed CRNGS suppliers.

Exhibit D-2: Operations Expertise

In 1977, Mr. Giancola started his thirteen year tenure with The East Ohio Gas Company. He began his career there as an industrial sales representative and was promoted several times in the sales and marketing departments. This first-hand experience provided Mr. Giancola with the tools necessary to plan, organize and successfully operate his own energy service company. It is here that he learned many of the desirable business methods and procedures that are applicable to the sale of energy. He became a master of this discipline and is an expert in the procedure of customer acquisition. The process requires a thorough understanding of energy, energy measurement, energy distribution, rates, accounting, finance and communication. All of the aforementioned business skills have been mastered by Mr. Giancola and blend seamlessly into his everyday business activity. He has a passion for his livelihood and has thrived on the competition in an environment with no guarantee of success but has built a credible relationship business one customer at time. It has been a slow and methodical rise to establishing a sustainable income in a commission only climate with a penchant for small margins.

H.P. Technologies, Inc. is an organized business that utilizes state-of-the-art information systems and communication tools to optimize its services in harmony with the suppliers and the end use clients. H.P. Technologies, Inc. takes a proactive role in defining the clients' energy requirements. The company creates and maintains the usage information so that it can advise its suppliers concerning monthly and annual supply requirements. H.P. Technologies, Inc. has provided this data, at the request of various suppliers, as a regular practice and is prepared to provide the information on a moment's notice.

H.P. Technologies, Inc. has learned and adapted to the sales procedures, contracts, start-up, operation, maintenance and fulfillment of natural gas sales/requirements for a regulated utility from 1977-1990 and for the past 20 years for suppliers in the deregulated sale of energy. It is through this combination of experiences that H.P. Technologies, Inc. has withstood the test of time, change and turmoil and has turned its attention to growth and expansion by accomplishing what it does best - bring seller and buyer together in a win-win cost savings environment.

Dennis J. Giancola

dennis@utility-savings.net • 33648 St. Francis Dr., Avon, OH 44011 • 440-937-7937
www.utility-savings.net

Objectives

Foster the rapid growth of H. P. Technologies, Inc. and lead the successful launch of a new business venture organized under the legal entity of Energy Deals LLC.

Education

B. E. Metallurgical Engineering, Youngstown State University, 1975

Masters of Business Administration, Baldwin-Wallace College, 1980

DENNIS J. GIANCOLA, the president of HPT, has a distinctive blend of engineering, financial and marketing skills, valuable to providing energy services. Many of Dennis' skills were developed through his 37 years in the energy industry. Dennis has extensive experience in energy planning, forecasting and marketing.

In 1990, Mr. Giancola and the Edison Materials Technology Center (EMTEC), Kettering, OH were awarded a \$286,000 grant from the Ohio Department of Development to launch a technology transfer organization for firms involved in the treatment of metals. H.P. Technologies, Inc. managed the successful launch and growth of the "Heat Treating Network".

H.P. Technologies, Inc. was instrumental in the start-up of two natural gas marketing companies. In 1994, Mr. Giancola redirected the focus of H.P. Technologies, Inc. into an independent energy sales organization. H.P. Technologies, Inc. has to its credit an industrial and commercial customer following of over 2500 companies with an aggregate usage of about 1.2 billion cubic feet of natural gas per year and 157MW of electricity.

Mr. Giancola has performed over 100 site assessments to identify opportunities to improve equipment energy efficiency. He has been involved in over 40 performance evaluations relating to R & D projects and commercial demonstrations of new and emerging technologies. H.P. Technologies, Inc. has a unique understanding of the usage of energy gained from its hands on experiences inside various industrial and commercial facilities.

Exhibit D-3: Key Technical Personnel

Dennis J. Giancola

• • •

Another forte for Dennis is marketing communications where he has published articles in Entrepreneurial Economy Review, Heat Treating, Industrial Heating, and Wire Journal. Dennis published his own industry newsletter titled Energy Informant News from 1981 - 1987 and published Networking from 1991-1995.

Dennis' merits include many awards and achievements. He is a past recipient of the Cleveland Technical Societies Council - Technical Achievement Award and the American Gas Association - Industrial Achievement Award. In addition, he was inducted into the American Gas Association Commercial and Industrial Hall of Flame and served as past Chairman of the Cleveland Chapter of ASM International. He is listed in six Who's Who publications including Who's Who Worldwide.