

FILE



3725 Medina Road, STE 112 | Medina, Ohio 44256 | (330) 721-8000

November 14, 2019

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

RE: Renewal Application for Competitive Retail Natural Gas Suppliers, Case # 13-2139-GA-AGG

Dear Public Utilities Commission of Ohio:

Attached is The Renewal Application for Community Energy Advisors, LLC to continue our certification. Exhibit C is submitted under separate cover as CONFIDENTIAL. Please let me know if there are any questions or concerns.

Very Respectfully Yours,

A handwritten signature in cursive script, appearing to read 'Kevin S. Lauterjung'.

Kevin S. Lauterjung
Principal
klauterjung@ceateam.com
330.721.8000

2019 NOV 18 PM 3:30
PUCO

This is to certify that the images appearing are an accurate and complete reproduction of a case file document delivered in the regular course of business.
Technician DL Date Processed 11/18/19



Public Utilities Commission

PUCO USE ONLY – Version 1.08		
Date Received	Renewal Certification Number	ORIGINAL AGG Case Number
		- - 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 Community Energy Advisors, LLC
Address 3725 Medina Rd., STE 112, Medina, OH 44256
Telephone No. 330-721-8000 Web site Address www.ceateam.com
Current PUCO Certificate No. 13-332G Effective Dates 1/4/2018-1/4/2020

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

Name Community Energy Advisors, LLC
Address 3725 Medina Rd., STE 112, Medina, OH 44256
Web site Address www.ceateam.com Telephone No. 330-721-8000

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

Community Energy Advisors, LLC

A-5 Contact person for regulatory or emergency matters:

Name Kevin S. Lauterjung Title Principal
Business Address 3725 Medina Rd., STE 112, Medina, OH 44256
Telephone No. 330-721-8000 Fax No. 330-721-8111 Email Address klauterjung@ceateam.com

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

Name Kevin S. Lauterjung

Title Principal

Business address 3725 Medina Rd., STE 112, Medina, OH 44256

Telephone No. 330-721-8000

Fax No. 330-721-8111

Email Address klauterjung@ceateam.com

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

Customer service address 3725 Medina Rd., STE 112, Medina, OH 44256

Toll-Free Telephone No. 330-721-8000

Fax No. 330-721-8111

Email Address klauterjung@ceateam.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 Kevin S. Lauterjung

Title Principal

Business address 3725 Medina Rd., STE 112, Medina, OH 44256

Telephone No. 330-721-8000

Fax No. 330-721-8111

Email Address klauterjung@ceateam.com

A-9 Applicant's federal employer identification number 32-0418035

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	4/1/15	End Date
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	5/1/14	End Date
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	5/1/14	End Date
<input checked="" type="checkbox"/> Industrial	Beginning Date of Service	10/1/14	End Date

☒ Dominion East Ohio

<input checked="" type="checkbox"/> Residential	Beginning Date of Service	9/1/16	End Date
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	8/1/14	End Date
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	5/1/14	End Date
<input checked="" type="checkbox"/> Industrial	Beginning Date of Service	7/1/14	End Date

☒ Duke Energy Ohio

<input checked="" type="checkbox"/> Residential	Beginning Date of Service	2/1/18	End Date
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	6/1/15	End Date
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	10/1/14	End Date
<input type="checkbox"/> Industrial	Beginning Date of Service		End Date

☒ Vectren Energy Delivery of Ohio

<input checked="" type="checkbox"/> Residential	Beginning Date of Service	11/1/19	End Date
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	6/1/18	End Date
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	6/1/18	End Date
<input type="checkbox"/> Industrial	Beginning Date of Service		End Date

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

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

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

- A-14 Exhibit A-14 "Principal Officers, Directors & Partners,"** provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.
- A-15 Exhibit A-15 "Company History,"** provide a concise description of the applicant's company history and principal business interests.
- A-16 Exhibit A-16 "Articles of Incorporation and Bylaws,"** provide the articles of incorporation filed with the state or jurisdiction in which the applicant is incorporated and any amendments thereto, *only if the contents of the originally filed documents changed since the initial application.*
- A-17 Exhibit A-17 "Secretary of State,"** provide evidence that the applicant is still currently registered with the Ohio Secretary of the State.

SECTION B - APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED

- B-1 Exhibit B-1 "Jurisdictions of Operation,"** provide a current list of all jurisdictions in which the applicant or any affiliated interest of the applicant is, at the date of filing the application, certified, licensed, registered, or otherwise authorized to provide retail natural gas service, or retail/wholesale electric services.
- B-2 Exhibit B-2 "Experience & Plans,"** provide a current description of the applicant's experience and plan for contracting with customers, providing contracted services, providing billing statements, and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4929.22 of the Revised Code and contained in Chapter 4901:1-29 of the Ohio Administrative Code.
- B-3 Exhibit B-3 "Summary of Experience,"** provide a concise and current summary of the applicant's experience in providing the service(s) for which it is seeking renewed certification (e.g., number and types of customers served, utility service areas, volume of gas supplied, etc.).
- B-4 Exhibit B-4 "Disclosure of Liabilities and Investigations,"** provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocations of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational

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

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

☒ No ☐ Yes

If Yes, provide a separate attachment labeled as Exhibit B-5 "Disclosure of Consumer Protection Violations," detailing such violation(s) and providing all relevant documents.

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

☒ No ☐ Yes

If Yes, provide a separate attachment, labeled as Exhibit B-6 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation," detailing such action(s) and providing all relevant documents.

SECTION C - APPLICANT FINANCIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED

- C-1 Exhibit C-1 "Annual Reports,"** provide the two most recent Annual Reports to Shareholders. If applicant does not have annual reports, the applicant should provide similar information, labeled as Exhibit C-1, or indicate that Exhibit C-1 is not applicable and why.
(This is generally only applicable to publicly traded companies who publish annual reports.)
- C-2 Exhibit C-2 "SEC Filings,"** provide the most recent 10-K/8-K Filings with the SEC. If applicant does not have such filings, it may submit those of its parent company. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 whether the applicant is not required to file with the SEC and why.
- C-3 Exhibit C-3 "Financial Statements,"** provide copies of the applicant's two most recent years of audited financial statements (balance sheet, income statement, and cash flow statement). If audited financial statements are not available, provide officer certified financial statements. If the applicant has not been in business long enough to satisfy this requirement, it shall file audited or officer certified financial statements covering the life of the business. If the applicant does not have a balance sheet, income statement, and cash flow statement, the applicant may provide a copy of its two most recent years of tax returns (with social security numbers and account numbers redacted).

C-4 Exhibit C-4 “Financial Arrangements,” provide copies of the applicant's financial arrangements to satisfy collateral requirements to conduct retail electric/gas business activity (e.g., parental or third party guarantees, contractual arrangements, credit agreements, etc.).

Renewal applicants can fulfill the requirements of Exhibit C-4 by providing a current statement from an Ohio local distribution utility (LDU) that shows that the applicant meets the LDU's collateral requirements.

First time applicants or applicants whose certificate has expired as well as renewal applicants can meet the requirement by one of the following methods:

1. The applicant itself stating that it is investment grade rated by Moody's, Standard & Poor's or Fitch and provide evidence of rating from the rating agencies.
2. Have a parent company or third party that is investment grade rated by Moody's, Standard & Poor's or Fitch guarantee the financial obligations of the applicant to the LDU(s).
3. Have a parent company or third party that is not investment grade rated by Moody's, Standard & Poor's or Fitch but has substantial financial wherewithal in the opinion of the Staff reviewer to guarantee the financial obligations of the applicant to the LDU(s). The guarantor company's financials must be included in the application if the applicant is relying on this option.
4. Posting a Letter of Credit with the LDU(s) as the beneficiary.

If the applicant is not taking title to the electricity or natural gas, enter “N/A” in Exhibit C-4. An N/A response is only applicable for applicants seeking to be certified as an aggregator or broker.

C-5 Exhibit C-5 “Forecasted Financial Statements,” provide two years of forecasted income statements for the applicant's **NATURAL GAS related business activities in the state of Ohio Only**, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer. The forecasts should be in an annualized format for the two years succeeding the Application year.

C-6 Exhibit C-6 “Credit Rating,” provide a statement disclosing the applicant's current credit rating as reported by two of the following organizations: Duff & Phelps, Fitch IBCA, Moody's Investors Service, Standard & Poor's, or a similar organization. In instances where an applicant does not have its own credit ratings, it may substitute the credit ratings of a parent or an affiliate organization, provided the applicant submits a statement signed by a principal officer of the applicant's parent or affiliate organization that guarantees the obligations of the applicant. If an applicant or its parent does not have such a credit rating, enter “N/A” in Exhibit C-6.

C-7 Exhibit C-7 “Credit Report,” provide a copy of the applicant's current credit report from Experion, Dun and Bradstreet, or a similar organization. An applicant that provides an investment grade credit rating for Exhibit C-6 may enter “N/A” for Exhibit C-7.

- 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

Kun Shautoying, Principal

Sworn and subscribed before me this

14 day of *NOVEMBER*

Month

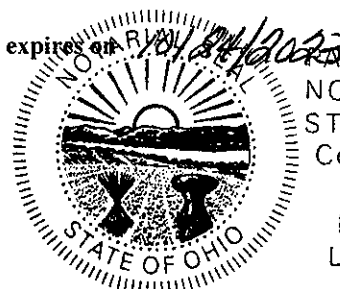
Year *2019*

Signature of official administering oath

Patricia S. Eck

Print Name and Title

My commission expires on



PATRICIA S. ECK
NOTARY PUBLIC
STATE OF OHIO
Comm. Expires
10-24-2023
Recorded in
Lorain County



The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service
Affidavit Form
(Version 1.07)

In the Matter of the Application of)

Community Energy Advisors, LLC)
for a Certificate or Renewal Certificate to Provide)
Competitive Retail Natural Gas Service in Ohio.)

Case No. 13 - 2139 -GA-AGG

County of Medina
State of Ohio

Kevin S. Lauterjung

[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

Kevin S. Lauterjung, Principal

Sworn and subscribed before me this

14

day of

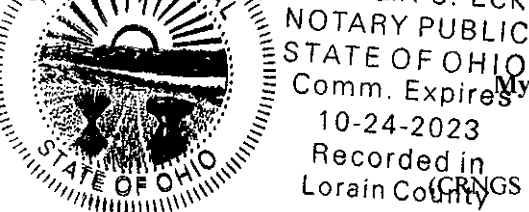
NOVEMBER

Month

2019

Year

Signature of Official Administering Oath



Print Name and Title

PATRICIA S. ECK

My commission expires on

10/24/2023

8
Recorded in
Lorain County

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

Page 7 of 7

Critchfield, Critchfield & Johnston, LTD.

4996 Foote Road
Medina, Ohio 44256

Jurat Certification

Notary: PATRICIA SECK

Date: 11-14-2019

Location: MEDINA, OH

File Reference: _____

Signer 1: Kevin S. Lauterjung

☒ produced identification (attach copy)
☐ personally known to Notary

Signer 2: _____

☐ produced identification (attach copy)
☐ personally known to Notary

Notarized Documents: Natural Gas Broker Certification - PUCO

BY INITIALING BELOW, YOU ARE CERTIFYING THAT EACH SIGNER HAS ANSWERED "YES" TO THE FOREGOING ELEMENTS OF ALL NOTARIZED DOCUMENTS			
Signer 1 Initials	Signer 2 Initials	Notary Initials	
<u>KS</u>			The Signers of the Notarized Documents gave an oath or affirmation that the statements in the Notarized Document are true and correct; and
<u>KS</u>			The Signers signed the Notarized Documents in the presence of the Notary.

Signer Certification

I hereby certify that the information on this Jurat Certification and all statements that I have made to the Notary are true, accurate, and complete, and that I will be liable for any loss or damage in the event that the foregoing statement is not true. Further, I am not under any disability or incapacity that would cause the Notarized Documents to be void or voidable. I understand that the foregoing certifications are being made to induce the Notary and Critchfield, Critchfield & Johnston, LTD to rely upon the Notarized Documents in order to proceed with certain transactions.

By: Kevin S. Lauterjung
Signature – Signer 1

By: _____
Signature – Signer 2

Notary Certification

I hereby certify that I notarized the Notarized Documents and that the Signer(s) certified the information in this Jurat Certification to me as true, accurate, and complete.

By: Patricia Seck
Notary

JOHN R. HANCOCK, GOVERNOR
Candida / Phil, Register, B&W
5209UW6054770500

Ohio

Class
D

USA

DRIVER LICENSE

1 LAUTERJUNG
2 KEVIN S
3 4854 ROLLING VIEW DRIVE
4 AKRON, OH 44333

5 LICENSE NO 3 BIRTHDATE

6 CLASS 4b EXPIRES

7 ENDORS

8 04-07-2022 M

9 04-07-1984

10 Sex M

11 Ht 5-11

12 Wt 180

13 Eyes BLU

14 Hair SDY

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Exhibit A-14 - Principal Officers, Directors & Partners

Richard W. Davidson
Principal / Member
3725 Medina Rd., STE 112
Medina, OH 44256
O: (330) 721-8000
F: (330) 721- 8111
Email: RDavidson@ceateam.com

Kevin S. Lauterjung, CEP
Principal / Member
3725 Medina Rd., STE 112
Medina, OH 44256
O: (330) 721-8000
F: (330) 721- 8111
Email: KLauterjung@ceateam.com

Exhibit A-15 - Company History

Community Energy Advisors, LLC began its business operations in September, 2013. It offers energy advisory and brokerage services related to natural gas and electricity supply procurement, providing competitive pricing options. We first began offering electricity brokerage services in September, 2013 and natural gas in early 2014. Our focus is on programs to inform and educate on cost savings opportunities. In July, 2014 we assisted our first community in forming a natural gas government aggregation program. In October, 2014 we introduced our first chamber of commerce product, assisting small companies to aggregate and attain better market purchasing power. In February, 2015 we initiated an energy management program for a county-wide Economic Development group that focuses on educating and empowering large industrial clients to drive savings and efficiency in their energy use. We continue to expand our services to our clients to include education and protection to complement the savings we drive through an analytic procurement approach.



DATE	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
08/19/2014	201423100510	SUBSEQUENT AGENT APPOINT/LIMITED/LIABILITY/PARTNER (LSA)	25.00	0.00	0.00	0.00	0.00

Receipt

This is not a bill. Please do not remit payment.

CRITCHFIELD, CRITCHFIELD & JOHNSTON, LTD.
ATTN: AMY DEMLOW
4996 FOOTE ROAD
MEDINA, OH 44256

**STATE OF OHIO
CERTIFICATE****Ohio Secretary of State, Jon Husted**

2225007

It is hereby certified that the Secretary of State of Ohio has custody of the business records for

COMMUNITY ENERGY ADVISORS, LLC

and, that said business records show the filing and recording of:

Document(s)

SUBSEQUENT AGENT APPOINT/LIMITED/LIABILITY/PARTNER

Effective Date: 08/15/2014

Document No(s):

201423100510

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

Witness my hand and the seal of the
Secretary of State at Columbus, Ohio this
19th day of August, A.D. 2014.

Ohio Secretary of State

From: unknown Page: 3/5 Date: 8/15/2014 4:03:30 PM



Form 521 Prescribed by:
JON HUSTED
 Ohio Secretary of State
 Central Ohio: (614) 486-3910
 Toll Free: (877) SOS-FILE (767-3463)
www.OhioSecretaryofState.gov
BusServ@OhioSecretaryofState.gov

Mail this form to one of the following:

Regular Filing (non expedite)
 P.O. Box 788
 Columbus, OH 43216

Expedite Filing (Two-business day processing
 this requires an additional \$100.00).
 P.O. Box 1590
 Columbus, OH 43261

RECEIVED

Statutory Agent Update

Filing Fee: \$25

AUG 15 2014

(CHECK ONLY ONE(1) BOX)

(1) Subsequent Appointment of Agent

- ☐ Corp (165-AQS)
☐ LP (165-AQS)
☒ LLC (171-LSA)
☐ Business Trust (171-LSA)
☐ Real Estate Investment Trust (171-LSA)

(2) Change of Address of an Agent

- ☐ Corp (143-AQA)
☐ LP (143-AQA)
☐ LLC (144-LAD)
☐ Business Trust (144-LAD)
☐ Real Estate Investment Trust (144-LAD)

SECRETARY OF STATE

(3) Resignation of Agent

- ☐ Corp (153-AGR)
☐ LP (153-AGR)
☐ LLC (153-LAG)
☐ Partnership (153-LAG)
☐ Business Trust (153-LAG)
☐ Real Estate Investment Trust (153-LAG)

Name of Entity Community Energy Advisors, LLCCharter, License or Registration No. 2225007Name of Current Agent Jaime Lebron

Complete the information in this section if box (1) is checked

Name and Address
of New Agent
CC&J Agents, Inc.
 Name of Agent

4896 Foote Road
 Mailing Address

Medina
 City

Ohio
 State

44258
 Zip Code

Complete the information in this section if box (1) is checked and business is an Ohio entity

ACCEPTANCE OF APPOINTMENT FOR DOMESTIC ENTITY'S AGENT

The Undersigned, CC&J Agents, Inc., named herein as the
Name of Agent

statutory agent for Community Energy Advisors, LLC, hereby acknowledges
Name of Business Entity

and accepts the appointment of statutory agent for said entity.

Signature:

[Signature]
Individual Agent's Signature Signature on behalf of Business Serving as Agent

Complete the information in this section if box (2) is checked

New Address of Agent

[Address]
Mailing Address

[City]
City

Ohio
State

[Zip Code]
Zip Code

Complete the information in this section if box (3) is checked

The agent of record for the entity identified on page 1 resigns as statutory agent.

Current or last known address of the entity's principal office where a copy of this Resignation of Agent was sent as of the date of filing or prior to the date filed.

[Address]
Mailing Address

[City]
City

[State]
State

[Zip Code]
Zip Code

By signing and submitting this form to the Ohio Secretary of State, the undersigned hereby certifies that he or she has the requisite authority to execute this document.

Required

Agent update must be signed by an authorized representative (see instructions for specific information).

If authorized representative is an individual, then they must sign in the "signature" box and print their name in the "Print Name" box.

If authorized representative is a business entity, not an individual, then please print the business name in the "signature" box, an authorized representative of the business entity must sign in the "By" box and print their name in the "Print Name" box.

Authorized Representative

By (If applicable)

Print Name

Community Energy Advisors, LLC

Authorized Representative

By (If applicable)

Kevin S. Lauterjung

Print Name



Form 533A Prescribed by:
Ohio Secretary of State
JON HUSTED
Ohio Secretary of State

Central Ohio: (614) 466-3910
Toll Free: (877) SOS-FILE (767-3453)
www.OhioSecretaryofState.gov
Busservi@OhioSecretaryofState.gov

Mail this form to one of the following:

Regular Filing (non expedite)
P.O. Box 670
Columbus, OH 43216

Expedite Filing (Two-business day processing time requires an additional \$100.00).
P O Box 1390
Columbus, OH 43216

Articles of Organization for a Domestic Limited Liability Company

Filing Fee: \$125

2013 AUG 26 AM 8:26
emest
npany

CHECK ONLY ONE (1) BOX

(1) ☒ Articles of Organization for Domestic For-Profit Limited Liability Company (115-LCA)

(2) ☐ Articles of Organization for Domestic Nonprofit Limited Liability Company (115-LCA)

Name of Limited Liability Company	Community Energy Advisors, LLC
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Name must include one of the following words or abbreviations: "limited liability company," "limited," "LLC," "L.L.C.," "ltd.," or "ltd."

Effective Date
(Optional) mm/dd/yyyy

(The legal existence of the limited liability company begins upon the filing of the articles or on a later date specified that is not more than ninety days after filing.)

This limited liability company shall exist for
(Optional)

Period of Existence

Purpose
(Optional)****Note for Nonprofit LLCs**

The Secretary of State does not grant tax exempt status. Filing with our office is not sufficient to obtain state or federal tax exemptions. Contact the Ohio Department of Taxation and the Internal Revenue Service to ensure that the nonprofit limited liability company secures the proper state and federal tax exemptions. These agencies may require that a purpose clause be provided.

ORIGINAL APPOINTMENT OF AGENT

The undersigned authorized member(s), manager(s) or representative(s) of

Community Energy Advisors, LLC

Name of Limited Liability Company

hereby appoint the following to be Statutory Agent upon whom any process, notice or demand required or permitted by statute to be served upon the limited liability company may be served. The name and address of the agent is

Jaime Lebron

Name of Agent

26082 Crockers Landing

Mailing Address

Columbia Station

City

Ohio

State

44028

ZIP Code

ACCEPTANCE OF APPOINTMENT

The undersigned, Jaime Lebron named herein as the statutory agent

Statutory Agent Name

for Community Energy Advisors, LLC

Name of Limited Liability Company

hereby acknowledges and accepts the appointment of agent for said limited liability company

Statutory Agent Signature

Jaime Lebron
Individual Agent's Signature / Signature on Behalf of Corporate Agent

☐ If the agent is an individual and using a P.O. Box, check this box to confirm that the agent is an Ohio resident.

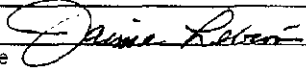
By signing and returning this form to the Ohio Secretary of State, the undersigned hereby certifies that he or she has the requisite authority to execute this document.

Required

Articles and original appointment of agent must be signed by a member, manager or other representative

If authorized representative is an individual, then they must sign in the "signature" box and print their name in the "Print Name" box.

If authorized representative is a business entity, not an individual, then please print the business name in the "signature" box, an authorized representative of the business entity must sign in the "By" box and print their name in the "Print Name" box.

Signature 

By (if applicable)

Jaime Lebron

Print Name

Signature

By (if applicable)

Print Name

Signature

By (if applicable)

Print Name

Exhibit A-17 - Secretary of State

Jon Husted
Ohio Secretary

[Jon Husted & the Office](#) | [Elections & Voting](#) | [Campaign Finance](#) | [Legislation & Public Issues](#) | [Businesses](#) | [Records](#) | [Media Center](#) | [Publications](#)

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Corporation Details

Corporation Details		
Entity Number	2025607	
Business Name	COMMUNITY ENERGY ADVISORS, LLC	
Filing Type	DOMESTIC LIMITED LIABILITY COMPANY	
Status	Active	
Original Filing Date	08/26/2013	
Expiry Date		
Location	County	State
Agent / Registrant Information		
CC&L AGENTS INC		
4556 FOOTE ROAD		
MEDINA OH 44256		
Effective Date: 08/15/2014		
Contact Status: Active		
Incorporator Information		
JAMIE LEBRON		
Filings		
Filing Type	Date of Filing	Document Number/Image
ARTICLES OF ORGANIZATION, PROFIT LIM LIAB, CO	08/26/2013	201323801183
SUBSEQUENT AGENT APPOINTMENT, LIMITED LIABILITY PARTNERS	08/15/2014	201423160510

Exhibit B-1 - Jurisdictions of Operation

We are certified for natural gas and electric brokerage, marketing, aggregation services in Ohio, Pennsylvania and Illinois (electric).

Exhibit B-2 - Experience & Plans

Community Energy Advisors has been serving commercial, industrial, and government aggregation customers since October of 2013. In addition, our team brings several years of relevant utility and retail energy experience. Richard Davidson, principal and co-founder, has over 25 years natural gas and electricity experience on both the supplier and competitive retail side and Kevin Lauterjung, principal and co-founder is a CEP (Certified Energy Procurement) with the Association of Energy Engineers.

We are paid by our clients through several CRNGS providers with whom we have a channel agreement. We are also paid directly by our clients for consulting and advisory professional services related to energy management, supply procurement, and demand related activities. An accounting firm invoices our clients on our behalf.

We serve as a liaison for our clients to CRNGS providers and utilities, and assist our clients where needed to connect with the appropriate customer service unit for their questions or concerns.

Exhibit B-3 - Summary of Experience

Community Energy Advisors has built a book of business that includes approximately 2 million MCF across approximately 15,000 utility accounts in 4 utility regions (Columbia, Dominion, Vectren and Duke). Within our portfolio we provide energy management and procurement services through government aggregation to approximately 270 commercial customers.

Exhibit B-4 - Disclosure of Liabilities and Investigations

There are no past, current or pending rulings, judgments, contingent liabilities, revocations of authority, regulatory investigations, or any other matter that could adversely impact our financial or operational status or ability to provide the services within this certification, to the best of our knowledge.

Pages 23 – 40 are labeled

CONFIDENTIAL

And are submitted under separate cover

23 - 40

Exhibit C-10 – Corporate Structure

CEA is a stand-alone entity with no affiliate(s) within the two most recent years (or ever).

Exhibit D-1 - Operations

CEA is organized around two primary operational areas: Analytics and Account Management.

Analytics

We monitor energy markets and regulatory markets, analyze them, and develop educational and actionable information for our clients. We also analyze our clients' energy usage patterns and provide benchmarking and other information to identify and implement energy savings opportunities.

Account Management

We assist our clients in obtaining and analyzing competitive offers from CRNGS', contract negotiation and decision support. We assist in on-going contract management between our clients and the respective CRNGS.

Exhibit D-2 - Operations Expertise

Our two members and co-founders, Rick Davidson and Kevin Lauterjung, CEP, share the management responsibilities over the company's operations. Rick Davidson brings over 20 years of energy experience, from commodities trading to managing energy retail sales operations for a large retail energy supplier. Kevin Lauterjung brings over 20 years of experience in line management and executive leadership over account management, financial analysis and contract negotiations for a large regional insurance carrier.

Exhibit D-3 - Key Technical Personnel

Richard W. Davidson
3725 Medina Rd., STE 112
Medina, OH 44256
O: (330) 721-8000
F: (330) 721- 8111
Email: RDavidson@ceateam.com

Kevin S. Lauterjung, CEP
3725 Medina Rd., STE 112
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Email: KLauterjung@ceateam.com