



# Public Utilities Commission

PUCO USE ONLY - Version 1.08		
Date Received	Renewal Certification Number	ORIGINAL AGG Case Number
		14 - 0492 - 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 Energy Alliances, Inc.  
Address 8469 Blue Ash Road, Suite 1, Cincinnati, OH 45236-1992  
Telephone No. 513-794-5555 Web site Address www.energyalliances.com  
Current PUCO Certificate No. 14-350G(3) Effective Dates May 2, 2018 - May 2, 2020

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

Name Energy Alliances, Inc.  
Address 8469 Blue Ash Road, Suite 1, Cincinnati, OH 45236-1992  
Web site Address www.energyalliances.com Telephone No. 513-794-5555

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

Energy Alliances, Inc.  
Premier Energy Advisors

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

Name Mark A. Bishop Title Vice President, Secretary  
Business Address 8469 Blue Ash Road, Suite 1, Cincinnati, OH 45236-1992  
Telephone No. 513-794-5555 Fax No. 513-794-7777 Email Address mbishop@energyalliances.com

PUCO

2020 MAR 27 PM 12:05

This is to certify that the enclosed document is a true and accurate and complete reproduction of a document delivered in the regular course of business.

Technician Deb Date Processed 3/27/20

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

Name Mark A. Bishop

Title Vice President, Secretary

Business address 8469 Blue Ash Road, Suite 1, Cincinnati, OH 45236-1992

Telephone No. 513-794-5555

Fax No. 513-794-7777

Email Address mbishop@energyalliances.com

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

Customer service address 8469 Blue Ash Road, Suite 1, Cincinnati, OH 45236-1992

Toll-Free Telephone No. 800-735-0359

Fax No. 888-735-0359

Email Address mbishop@energyalliances.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 Mark A. Bishop

Title Vice President, Secretary

Business address 8469 Blue Ash Road, Suite 1, Cincinnati, OH 45236-1992

Telephone No. 513-794-5555

Fax No. 513-794-7777

Email Address mbishop@energyalliances.com

**A-9 Applicant's federal employer identification number 31-1159005**

**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	End Date
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	End Date
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	End Date
<input checked="" type="checkbox"/> Industrial	Beginning Date of Service	End Date

☒ Dominion East Ohio

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

☒ Duke Energy Ohio

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

☒ Vectren Energy Delivery of Ohio

<input checked="" type="checkbox"/> Residential	Beginning Date of Service	End Date
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	End Date
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	End Date
<input checked="" 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"/> <b>Columbia Gas of Ohio</b>            | <b>Intended Start Date</b> |
| <input type="checkbox"/> <b>Dominion East Ohio</b>              | <b>Intended Start Date</b> |
| <input type="checkbox"/> <b>Duke Energy Ohio</b>                | <b>Intended Start Date</b> |
| <input type="checkbox"/> <b>Vectren Energy Delivery of Ohio</b> | <b>Intended Start Date</b> |

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      Mark A. Bishop, Secretary

*Mark A. Bishop*

Sworn and subscribed before me this 11 day of MARCH Month 2020 Year

*[Signature]*

Signature of official administering oath

Print Name and Title

My commission expires on



**STEVE JOSTWORTH**  
Notary Public, State of Ohio  
My Commission Expires  
August 19, 2024



# The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service  
Affidavit Form  
(Version 1.07)

In the Matter of the Application of )

Energy Alliances, Inc. )

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

Case No. 14 - 0492 -GA-AGG

County of Hamilton  
State of Ohio

Mark A. Bishop

[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

Mark A. Bishop, Secretary

Sworn and subscribed before me this

11

day of

MARCH

Month

2020

Year

Signature of Official Administering Oath

Print Name and Title



STEVE JOSTWORTH  
Notary Public, State of Ohio  
My Commission Expires  
August 19, 2024

Commission expires on



Exhibit A-14

**Principal Officers, Directors & Partners**

Energy Alliances, Inc.  
<http://www.energyalliances.com>

8469 Blue Ash Road  
Cincinnati, OH 45236-1992  
(800)735-0359 Phone Toll Free  
(888)735-0359 Fax Toll Free  
(513)794-5555 Phone Local  
(513)794-7777 Fax Local

Sydney Lamb Faxon Trout, CEO  
[strout@energyalliances.com](mailto:strout@energyalliances.com)

William Grafe, President  
[bgrafe@energyalliances.com](mailto:bgrafe@energyalliances.com)

Mark A. Bishop, Vice President  
[mbishop@energyalliances.com](mailto:mbishop@energyalliances.com)

Sydney Lamb Faxon Trout, Treasurer  
[strout@energyalliances.com](mailto:strout@energyalliances.com)

Mark A. Bishop, Secretary  
[mbishop@energyalliances.com](mailto:mbishop@energyalliances.com)

Exhibit A-15  
**Company History**

Energy Alliances, Inc. was founded in 1986.

Our mission: to save our clients "energy dollars."

Our early business involved commercial energy audits and utility bill analysis. Our experience includes brokering, managing and owning apartments and hotels, real estate appraisal, industrial process management, restaurants, construction management and architectural engineering. We combined this expertise to solve difficult energy issues.

In the mid 1980s, Spence Faxon, President, was appointed to the City of Cincinnati's Mayor's Energy Task Force. Soon we would be chosen by the local utility as its chief Energy Auditor for its Non-Profit Energy Management Program or NEMP, performing energy audits for over ten years via People Working Cooperatively (PWC). We were among the pioneers in the energy industry introducing the concept of energy management to the property management industry. EAI marketed natural gas as an agent for Consolidated Fuel Corp. throughout the Chicago region. We joined others at the negotiating table in Columbus, Ohio in the early 1990s where we helped shape the Firm Transport program on CG&E's system, now Duke Energy. In 1994 we officially entered CG&E's Firm Transport program and have been a leader in the program to this day. Following the untimely passing of Spence Faxon in 2014, His daughter, Sydney Trout, became CEO. Energy Alliances is now officially a women owned business.

Our portfolio now includes:

- Commercial and industrial customers
- Governmental Community Aggregation customers

Energy Alliances, Inc. has remained in good standing in Ohio and with Duke Energy and the PUCO.

ENERGY ALLIANCES, INC. PUCO 14-492-GA-AGG

EXHIBIT A-16  
**"ARTICLES OF INCORPORATION" AND "BY-LAWS"**

See Attached

ENERGY ALLIANCES, INC. PUCO 14-492-GA-AGG

FD353-1107  
Articles of Incorporation

of

Energy Alliances, Inc.

APPROVED

By KM

Date 2-14-86

Amount \$75.00

The undersigned, a majority of whom are citizens of the United States, desiring to form a corporation for profit, under Chapter 1701.01 of the Revised Code of Ohio, do hereby state:

FIRST. The name of said corporation shall be Energy Alliances, Inc.

SECOND. The place in Ohio where its principal office is to be located is 2734 Little Dry Run, Cincinnati, Ohio 45244

Hamilton

County

THIRD. The purposes for which it is formed are:

1. To engage in the business of analyzing energy consumption practices of commercial and residential users, and to formulate plans for the conservation of energy to reduce bills for such users.
2. To engage in any lawful act, activity or business not contrary to and for which a corporation may be formed under the laws of the State of Ohio, and to have and exercise all powers, rights and privileges conferred by the laws of Ohio on corporations, including, but not limited to, buying, leasing or otherwise acquiring and holding, using or otherwise enjoying and selling, leasing or otherwise disposing of any interest in any property, real or personal, of whatever nature and wheresoever situated and buying and selling stocks, bonds, or any other security of any issuer as the corporation by action of its board of directors may, at any time and from time to time, deem advisable.

FOURTH. CAPITAL STOCK. The number of shares of capital stock which the corporation is authorized to have outstanding is 200 shares all of which shall be voting common shares without par value.

FIFTH. STATED CAPITAL. The amount of stated capital with which the corporation will begin shall be not less than five hundred dollars (\$500.00).

SIXTH. CERTAIN TRANSACTIONS. No person shall be disqualified from being a director of the corporation because he or she is or may be a party to, and no director of the corporation shall be disqualified from entering into, any contract or other transaction to which the corporation is or may be a party. No

1000000000

contract or other transaction to which the corporation is or may be a party shall be void or voidable for reason that any director or officer or other agent of the corporation is a party thereto, or otherwise has any direct or indirect interest in such contract or transaction or in any other party thereto, or for reason that any interested director or officer or other agent of the corporation authorizes or participates in authorization of such contract or transaction, (a) if the material facts as to such interest are disclosed or are otherwise known to the board of directors or applicable committee of directors at the time the contract or transaction is authorized, and at least a majority of the disinterested directors or disinterested members of the committee vote for or otherwise take action authorizing such contract or transaction, even though such disinterested directors or members are less than a quorum, or (b) if the contract or transaction (i) is not less favorable to the corporation than an arm's length contract or transaction in which no director or officer or other agent of the corporation has any interest or (ii) is otherwise fair to the corporation as of the time it is authorized. Any interested director may be counted in determining the presence of a quorum at any meeting of the board of directors or any committee thereof which authorizes the contract or transaction.

SEVENTH. AUTHORITY TO REPURCHASE CAPITAL STOCK. The corporation by its board of directors is authorized, except to the extent prohibited by law, to repurchase, redeem or otherwise acquire, from time to time at any time, shares of any class of capital stock issued by it.

A. IN WITNESS WHEREOF, I have hereunto subscribed my name, this 14th day of February, 1986.

Energy Alliances, Inc.  
(Name of Corporation)

Steven C. Wilson  
Steven C. Wilson  
INCORPORATOR

ENERGY ALLIANCES, INC. PUCO 14-492-GA-AGG

EXHIBIT A-17  
**"Secretary of State"**

See Attached

EXHIBIT A-17

"SECRETARY OF STATE"

Exhibit B-1  
**Jurisdiction of Operations**

Authorized to provide natural gas and electric service in:

OH



Exhibit B-2  
**Experience & Plans**

Energy Alliances, Inc. began marketing natural gas to commercial and industrial customer in Illinois on the Peoples Gas Light & Coke Co. and Northern Illinois Gas systems in 1998. Shortly thereafter, EAI became involved and was a key player in the Firm Transport (FT) tariff negotiations for deregulation on CG&E's system. We began gas flow on CG&E's system in September 1994 at the very start of the FT program and have maintained one of the largest aggregate loads on the system. EAI now serves dozens of communities on the Duke system through Community Aggregation programs and additional programs on First Energy, Columbia, Dayton Power and Light and AEP.

Energy Alliances, Inc. provides services to residential (through aggregation), commercial, mercantile and industrial customers. We establish a working relationship with the client, review the client's utility history and provide the client options as well as a suggested strategy for lowering its energy costs while managing its exposure to risk. The managing partners of Energy Alliances, Inc. answer customer inquiries personally. The company is staffed by the original founding members and others.

Energy Alliances, Inc. is a broker not a supplier. Energy Alliances, Inc. will not be billing customers but customer service is available through established channels with the supplier as well as our company to ensure the customer's understanding and facilitate complaint resolution in accordance with Commission rules adopted pursuant to Section 4929.22 of the Revised Code and contained in Chapter 4909:1-29 of the Ohio Administrative Code.

Exhibit B-3

**Summary of Experience**

**Energy Alliances, Inc. is a privately held corporation and these documents are "CONFIDENTIAL" and are being filed separately under seal along with the appropriate "Motion for Protective Order"**

Exhibit B-4  
**Disclosure of Liabilities and Investigations**

None of Record

Exhibit C-1  
**Annual Report**

Energy Alliances, Inc. is not required to produce an annual report therefore Exhibit C-1 is not applicable. Similar information is available under C-3 and C-5 of these Exhibits.

Exhibit C-2  
**SEC Filings**

Energy Alliances, Inc. is a broker/sales agent only and does not take title to the natural gas or electric, is not a public entity. Energy Alliances, Inc. is an Ohio Corporation, 100% of its stock is owned by Sydney Lamb Faxon Trout, so no SEC filing is required.

ENERGY ALLIANCES, INC. PUCO 14-492-GA-AGG

Exhibit C-3  
**Financial Statements**

**Energy Alliances, Inc. is a privately held corporation and these documents are "CONFIDENTIAL" and are being filed separately under seal along with the appropriate "Motion for Protective Order"**

Exhibit C-4  
**Financial Arrangements**

N/A

Exhibit C-5  
**Forecasted Financial Statements**

**Energy Alliances, Inc. is a privately held corporation and these documents are "CONFIDENTIAL" and are being filed separately under seal along with the appropriate "Motion for Protective Order"**



Exhibit C-6  
**Credit Rating**

**Energy Alliances, Inc. is a privately held corporation is not rated by Duff & Phelps, Fitch IBCA, Moody's Investors Service or Standard & Poor's.**

Exhibit C-7

**Credit Report**

**Energy Alliances, Inc. is a privately held corporation and these documents are "CONFIDENTIAL" and are being filed separately under seal along with the appropriate "Motion for Protective Order"**

Exhibit C-8  
**Bankruptcy Information**

Energy Alliances, Inc. has not had 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 since applicant last filed for certification.

Exhibit C-9  
**Merger Information**

Energy Alliances, Inc. has had no dissolution or mergers or acquisition of the applicant since the applicant last filed for certification.

Exhibit C-10  
**Corporate Structure**

Energy Alliances, Inc. is a stand-alone entity with no affiliate or subsidiary companies.

Exhibit D-1  
**Operations**

Energy Alliances, Inc. is a broker/sales agent only and does not take title to the natural gas or electric. Operations beyond marketing are handled by our affiliate whom we act as a Broker/Agent for. EAI is a marketing agent with several sales agents providing customer relations and service to municipalities and consumers.

Exhibit D-2  
**Operations Expertise**

Energy Alliances, Inc. is a broker/sales agent only and does not take title to the natural gas or electric. Operations beyond marketing are handled by our affiliate whom we act as a Broker/Agent for.

Exhibit D-3  
**Key to Technical Personnel**

Energy Alliances, Inc.  
<http://www.energyalliances.com>

8469 Blue Ash Road  
Cincinnati, OH 45236-1992  
800-735-0359 Phone Toll Free  
888-735-0359 Fax Toll Free  
513-794-5555 Phone Local  
513-794-7777 Fax Local

**William H. Grafe, Vice President**

Energy auditing, 33 years experience.  
Audit specialization: HVAC, Building envelope & lighting.  
Natural gas marketing, 26 years experience.  
[bgrafe@energyalliances.com](mailto:bgrafe@energyalliances.com)

**Mark A. Bishop, Vice President & Secretary**

Energy auditing, 33 years experience.  
Energy marketing, 26 years experience.  
[mbishop@energyalliances.com](mailto:mbishop@energyalliances.com)

**Sydney Lamb Faxon Trout, CEO, Treasurer**

Energy field, 8 years experience.  
Natural gas marketing, 6 years experience.  
[strout@energyalliances.com](mailto:strout@energyalliances.com)

**Rich Surace, Chief Operating Officer**

14 years experience  
[rsurace@energyalliances.com](mailto:rsurace@energyalliances.com)

**Jaime Martin, Data Manager**

4 years experience  
Contract processing, Data management, Accounting  
Card/Access Production Specialist  
[jmartin@energyalliances.com](mailto:jmartin@energyalliances.com)