



PUCO USE ONLY - Version 1.08		ORIGINAL AGG Case Number
Date Received	Renewal Certification Number	
		18 - 0865 - 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                      Affiliated Power Purchasers International, LLC  
 Address                            112 E Market St, Salisbury, MD 21801  
 Telephone No.                800-520-6685                      Web site Address            www.appienergy.com  
 Current PUCO Certificate No.    18-664G(1)                      Effective Dates            June 14, 2018 through June 14, 2020

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

Name                                Affiliated Power Purchasers International, LLC  
 Address                              112 E Market St, Salisbury, MD 21801  
 Web site Address                www.appienergy.com                      Telephone No.            800-520-6685

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

Affiliated Power Purchasers International, LLC                      Affiliated Power Purchasers  
 Affiliated Power Purchasers Int'l LLC                                      APPI  
 APPI Energy

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

Name    Jennifer Underwood                      Title    Chief Operating Officer  
 Business Address    112 E Market St, Salisbury, MD 21801  
 Telephone No.    800-520-6685                      Fax No.    410-749-8769                      Email Address    junderwood@appienergy.com

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 DR Date Processed 5/6/20 (CRNGS Broker/Aggregator Renewal-Revised May 2016)

2020 MAY -6 PM 1:55

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

Name Tracy McMenemy Title Director of Customer Service  
Business address 112 E Market St, Salisbury, MD 21801  
Telephone No. 800-520-6685 Fax No. 410-749-8769 Email Address tmcmenemy@appienergy.com

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

Customer service address 112 E Market St, Salisbury, MD 21801  
Toll-Free Telephone No. 800-520-6685 Fax No. 410-749-8769 Email Address customerservice@appienerg

**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 Corporation Service Company Title Registered Agent  
Business address 50 West Broad Street, Suite 1330, Columbus, OH 43215  
Telephone No. 866-403-5272 Fax No. Email Address junderwood@appienergy.com

**A-9 Applicant's federal employer identification number** 52-2270096

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

- |                                                              |                                                                     |
|--------------------------------------------------------------|---------------------------------------------------------------------|
| <input type="checkbox"/> Sole Proprietorship                 | <input type="checkbox"/> Partnership                                |
| <input type="checkbox"/> Limited Liability Partnership (LLP) | <input checked="" type="checkbox"/> Limited Liability Company (LLC) |
| <input type="checkbox"/> Corporation                         | <input type="checkbox"/> 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 type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Dominion East Ohio	<input type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Duke Energy Ohio	<input 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 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 type="checkbox"/> Residential	Beginning Date of Service	End Date
<input type="checkbox"/> Small Commercial	Beginning Date of Service	End Date
<input type="checkbox"/> Large Commercial	Beginning Date of Service	End Date
<input type="checkbox"/> Industrial	Beginning Date of Service	End Date

Dominion East Ohio

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

Duke Energy Ohio

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

Vectren Energy Delivery of Ohio

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



COO

Sworn and subscribed before me this

4th day of April MAY

Month 2020

Year

*Debra K. Miller*  
Signature of official administering oath

Jennifer Underwood, COO

Print Name and Title

DEBRA K MILLER  
NOTARY PUBLIC, STATE OF MARYLAND  
MY COMMISSION EXPIRES, FEB. 20, 2023

My commission expires on February 20, 2023



# The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service  
Affidavit Form  
(Version 1.07)

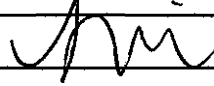
In the Matter of the Application of )  
Affiliated Power Purchasers International, LLC )  
for a Certificate or Renewal Certificate to Provide )  
Competitive Retail Natural Gas Service in Ohio. )

Case No. 18-0865-GA-AGG

County of Wicomico  
State of Maryland

Jennifer Underwood [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  COO

Sworn and subscribed before me this 4th day of April May Month 2020 Year

  
Signature of Official Administering Oath

Jennifer Underwood, COO  
Print Name and Title

DEBRA K MILLER  
NOTARY PUBLIC, STATE OF MARYLAND  
MY COMMISSION EXPIRES, FEB. 20, 2023

My commission expires on February 20, 2023



**Attachments for Affiliated Power Purchasers International, LLC**

**Exhibit A-14 “Principal Officers, Directors and Partners”**

Partners:

Walter Moore  
President & CEO  
112 E Market St  
Salisbury, MD 21801  
(800) 520-6685

Jennifer Underwood  
Chief Operating Officer  
112 E Market St  
Salisbury, MD 21801  
(800) 520-6685

Michael Payne  
Executive Vice President  
112 E Market St  
Salisbury, MD 21801  
(800) 520-6685

Kevin Smyth  
Partner  
8816 Lake Sheen Court  
Orlando, FL 32836  
(407) 876-6741

## **Attachments for Affiliated Power Purchasers International, LLC**

### **Exhibit A-15 “Company History”**

Affiliated Power Purchasers International, LLC (APPI) is an energy consultant that began operations in 1996. Since its inception, APPI has consulted with more than 5,000 electricity customers in deregulated electricity states across the United States.

APPI assists energy (electricity and gas) customers by providing education and information regarding energy deregulation, energy markets, energy suppliers, energy supply contracts, and energy utility supply tariffs. APPI reviews with the customer the customer’s historical, current, and projected usage and consumption of energy. APPI reviews with customers - energy utility supply tariffs, energy supply contracts, and energy prices provided to APPI by retail energy suppliers for consideration by the customer. If a customer chooses to accept and to implement a supply contract offer from a retail supplier, APPI assists the customer in finalizing the supply contract with the supplier chosen by the customer. APPI never favors one supplier over another supplier and strives to match APPI customers with a supplier and a supply contract that best meets the customer’s needs. APPI takes the utmost care to present relevant information regarding each supplier, supplier prices, and supplier supply contracts.

APPI’s efforts are focused on serving each customer by fully understanding that specific customer’s energy profile, usage characteristics, financial goals, and business needs. APPI provides ongoing education about energy markets and customer service to its energy customers. APPI’s management team actively performs initial and ongoing due diligence of energy suppliers, supplier contracts, and regulatory matters. APPI’s staff meets regularly with the APPI management team and third-party energy experts to review the energy market, regulatory matters, energy suppliers, energy price trends, and other related business developments.

APPI has 45 full-time employees who, combined, have more than 150 years of experience in the energy industry. APPI’s staff includes energy analysts, energy industry operations specialists, financial experts, database specialists, customer support persons, and business consultants.

APPI works closely with consumer advocate entities, including 160 national, state, and local trade associations, chambers of commerce, and other affinity groups. All of these entities performed due diligence of APPI and determined that APPI is capable of providing professional energy consulting services and customer service to their members. These affinity groups selected APPI as their exclusively endorsed energy consultant.

During its 24 years of business activity, APPI has acquired, stored, and analyzed electricity usage data and electricity account information for more than 25,000 electricity accounts served by more than 50 electric utilities. APPI has assisted more than 3,300 commercial, industrial, and residential customers with the review and implementation of an electricity supply contract. These electricity supply contracts have been with 25 different competitive electricity suppliers. Over the years, APPI has analyzed more than 100 different types of supplier electricity contracts and negotiated terms and conditions favorable to its customers on many occasions.

### **Exhibit A-16 “Articles of Incorporation and Bylaws”**

No Changes

Exhibit A-17 Secretary  
of State

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

*I, Jon Husted, 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 **AFFILIATED POWER PURCHASERS INTERNATIONAL, LLC**, a Maryland Limited Liability Company, Registration Number 1204123, filed on December 18, 2000, is currently in **FULL FORCE AND EFFECT** upon the records of this office.*



*Witness my hand and the seal of the Secretary of State at Columbus, Ohio this 11th day of May, A.D. 2018.*

*Jon Husted*

Ohio Secretary of State

Validation Number: 201813101520

**Attachments for Affiliated Power Purchasers International, LLC**

**B. APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCES**

**Exhibit B-1 “Jurisdiction of Operations”**

<u>State</u>	<u>License Number</u>		
California	201227510046	Michigan	B93672
Delaware	11-460	New Jersey	EA-0011, PA-011
District of Columbia	EA11-30	New York	2683596
Illinois	0233171-3	Pennsylvania	A-110041
Maine	20020050FC	Rhode Island	D-96-6 (H5)
Maryland	IR-279	Texas	07078453
Massachusetts	EB-004	Virginia	T0182529
		Wisconsin	A068395

**Exhibit B-2 “Experience and Plans” & B-3 “Summary of Experience”**

Affiliated Power Purchasers International, LLC (“APPI”) is an independent consulting firm that assists electricity and natural gas users by providing education, market information, and access to supply contracts offered by retail suppliers. APPI began operations in 1996 and has provided energy consulting services to more than 5,000 customers across the United States.

APPI analyzes customer data, prepares requests for pricing proposals, and negotiates contracts with the suppliers on behalf of the customers. If the customer signs an APPI negotiated contract with a competitive retail electric or natural gas supplier, APPI receives a fee based on customer’s usage. The customer is billed by the supplier or its electric/natural gas utility. The supplier remits APPI’s fee payments to APPI. APPI never buys or sells electricity or natural gas. APPI never receives or processes customer payments for energy.

APPI provides its customers and the public a toll-free number, email access, and full-time consultants and customer service agents to answer questions and provide information.

**Exhibit B-4 “ Disclosure of Liabilities and Investigation”**

There are currently no known existing, pending, or past rulings, judgments, contingent liabilities, revocations of authority, regulatory investigations, or any other matter that could adversely impact Affiliated Power Purchasers International, LLC financial or operation status or ability to provide the services it is seeking to be certified to provide.

**Attachments for Affiliated Power Purchasers International, LLC**

**C. FINANCIAL CAPABILITY AND EXPERIENCE**

**Exhibit C - FINANCIAL CAPABILITY AND EXPERIENCE**

**Exhibit C-1 “Annual Reports”** Not applicable to Applicant as it is a privately-held company.

**Exhibit C-2 “SEC Filings”** Not applicable to Applicant as it is a privately-held company.

**Exhibit C-3 “Financial Statements”** Answer filed under seal on separate forms.

**Exhibit C-4 “Financial Arrangements”** Not applicable to Applicant N/A

**Exhibit C-5 “Forecasted Financial Statements”**

Forecasted financials for 2020 and 2021 for Applicant’s Natural Gas activities in Ohio are:

2020: Income:	\$ 50,000	2021: Income:	\$ 55,000
Expenses:	\$ 40,000	Expenses:	\$ 42,000
Net Income:	\$ 10,000	Net Income:	\$ 13,000

**Exhibit C-6 “Credit Rating”** Not applicable to Applicant N/A

**Exhibit C-7 “Credit Report”** Applicant does not have a credit report from Experian, Dun and Bradstreet, or a similar organization. We are providing an updated FICO credit score from Walter Moore. This was allowed as acceptable in prior applications.

**Exhibit C-8 “Bankruptcy Information”** Not applicable as Applicant has never had any reorganizations, bankruptcy filings, nor has any officer had a bankruptcy filing or guaranteed the obligations of Applicant in the current year or the two most recent years.

**Exhibit C-9 “Merger Information”** Not Applicable. Applicant has not been involved in any dissolution or merger or acquisition in the five most recent years preceding the Application.

**Exhibit C-10 “Corporate Structure”** Not Applicable. Applicant is a stand-alone entity with no affiliate or subsidiary companies.

**Exhibit D-1 “Operations”**

Affiliated Power Purchasers International, LLC will review and analyze a customer’s usage profile and provide unbiased and independent supply pricing with professional and ethical recommendations on supplier choice, term length, and other factors for the most comprehensive decision options available.

## **Attachments for Affiliated Power Purchasers International, LLC**

### **Exhibit D-2 “Operations Expertise”**

Affiliated Power Purchasers International, LLC monitors natural gas markets across the United States every day. We have a proprietary database of daily supplier prices that enables us to benchmark supply contract start dates and contract term lengths, to identify the best supply solutions. We provide customers the edge to make smart, customized pricing decisions.

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

- 1) **Walter Moore, MBA – President and CEO:** Mr. Moore founded APPI in 1996 and serves as President, Chief Executive Officer, and Chairman of the Board. In 1980, Mr. Moore was President and Founder of Trans Data Corporation, a market research and consulting firm specializing in the banking and financial services industry. In 1987, Mr. Moore founded Niche Publishing, a firm with over a decade of experience working extensively with associations. Mr. Moore earned a Bachelor of Science degree in Accounting from Pennsylvania State University. He received his Masters of Business Administration degree from Loyola University, Baltimore, Maryland.  
[wmoore@appienergy.com](mailto:wmoore@appienergy.com) 667-330-1130
- 2) **Jennifer Underwood, MS – Chief Operating Officer:** Mrs. Underwood joined the firm in 2011. Before her position with APPI Energy, Underwood worked as the Financial Controller at a gas and oil company in Maryland, a hospitality group in New York City, and a public accounting firm in New Jersey. She earned her Bachelor of Science in Business and Master of Science in Accounting at Wagner College. Mrs. Underwood is responsible for all financial operations of APPI, as well as human resource functions and leadership.  
[junderwood@appienergy.com](mailto:junderwood@appienergy.com) 667-330-1133
- 3) **Michael Payne, J.D., L.L.M. – Executive Vice President & Corporate Counsel:** Mr. Payne joined APPI in 2000 and today serves as Executive Vice President and Corporate Counsel. Mr. Payne is responsible for the development and management of APPI consulting services, operations and legal matters. Prior to joining APPI, he worked in investment banking and corporate finance for twenty years. Mr. Payne graduated with honors receiving a B.A. from Wake Forest University. He received a J.D. from the University of Miami School of Law and a Masters of Law in Taxation from the George Washington University National Law Center.  
[mpayne@appienergy.com](mailto:mpayne@appienergy.com) 667-330-1131
- 4) **Suzanne Hearn – Vice President, Energy Markets and Procurement:** Ms. Hearn joined the firm in 2000. Hearn is responsible for the management of relationships with approved retail energy suppliers, as well as the leadership and management of the activities and market strategies of the Operations Department. She structures

## **Attachments for Affiliated Power Purchasers International, LLC**

pricing strategies and energy procurement contracts for clients. She also monitors, analyzes, and maintains a tariff filing database for all deregulated markets.  
[shearn@appienergy.com](mailto:shearn@appienergy.com) 667-330-1155

- 5) **Jose Badia, MBA – Director, Information Technology:** Mr. Badia leads all aspects of information systems, and drives technology innovation that enables the firm’s data-driven business strategy and strengthens its capabilities. Prior to joining APPI Energy in 2012, Badia had 19 years of management and technology consulting experience in e-business, software development, data architecture, and project management.  
[jbadia@appienergy.com](mailto:jbadia@appienergy.com) 667-330-1169
  
- 6) **Dan Forgacs, CEP – Director of U.S. Strategic Markets:** Mr. Forgacs has an active role in the day-to-day management and professional development of the APPI Energy consulting team. Forgacs directly engages with clients and prospects in key U.S. markets. He helps consultants develop new relationships and renew existing APPI Energy clients. Forgacs also works with the APPI Energy operations team to create higher-value interactions with clients and suppliers.  
[dforagacs@appienergy.com](mailto:dforagacs@appienergy.com) 667-330-1165
  
- 7) **Jane Seagraves, MBA – Vice President, Marketing and Business Development:** Mrs. Seagraves’ primary responsibilities include implementation of marketing and sales initiatives with national, state, and local trade associations and other affinity groups that have endorsed APPI Energy as their exclusive consulting firm. She also supports APPI Energy’s consultants in customer service.  
[jseagraves@appienergy.com](mailto:jseagraves@appienergy.com) 667-330-1157
  
- 8) **Tracy McMenamy – Customer Service Manager:** Tracy joined the firm in 2009. She ensures that APPI Energy delivers superior customer service and dedicated to resolving customer requests.  
[tmcmenyum@appienergy.com](mailto:tmcmenyum@appienergy.com) 667-330-1157