



# Public Utilities Commission

Competitive Retail Electric Service (CRES)  
Provider Application

Case Number: 00 - 1711 - EL-AGG

Please complete all information. Identify all attachments with a label and title (example: Exhibit C-2 Financial Statements). For paper filing, you can mail the original and three complete copies to the Public Utilities Commission of Ohio, Docketing Division, 180 East Broad Street, Columbus, Ohio 43215-3793.

## A. Application Information

### A-1. Provider Type.

Select the competitive retail electric service (CRES) provider type(s) for which the applicant is seeking certification. Please note you can select more than one.

Aggregator

☒

Power Broker

☒

Power Marketer

☐

Retail Electric  
Generation Provider

☐

### A-2. Applicant's legal name and contact information.

Provide the name and contact information of the business entity.

Legal Name: Industrial Energy Users-Ohio  
Street Address: 21 East State Street, 17th Floor  
City: Columbus State: OH Zip: 43215  
Telephone: 614-469-8000 Website: www.ieu-ohio.org

### A-3. Names and contact information under which the applicant will do business in Ohio.

Provide the names and contact information the business entity will use for business in Ohio. This does not have to be an Ohio address and may be the same contact information given in A-2.

Name: Industrial Energy Users-Ohio  
Street Address: 21 East State Street 17th Floor  
City: Columbus State: OH Zip: 43215  
Telephone: 614-469-8000 Website: www.ieu-ohio.org

### A-4. Names under which the applicant does business in North America.

Provide all business names the applicant uses in North America. You do not need to include the names provided in A-2 and A-3.

Name(s): \_\_\_\_\_

**A-5. Contact person for regulatory matters.**

Name: Matt Pritchard  
Street Address: 21 East State Street 17th Floor  
City: Columbus State: OH Zip: 43215  
Telephone: 614-719-2842 Email: mpritchard@mcneeslaw.com

**A-6. Contact person for PUCO Staff use in investigating consumer complaints.**

Name: Kevin Murray  
Street Address: 21 East State Street 17th Floor  
City: Columbus State: OH Zip: 43215  
Telephone: 614-719-2844 Email: murraykm@mcneeslaw.com

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

Street Address: 21 East State Street 17th Floor  
City: Columbus State: OH Zip: 43215  
Toll-free  
Telephone: 800-860-3841 Email: \_\_\_\_\_

**A-8. Applicant's federal employer identification number.**

FEIN: 31-1366474

**A-9. Applicant's form of ownership (select one).**

Sole Proprietorship <input type="checkbox"/>	Limited Liability Partnership (LLP) <input type="checkbox"/>	Corporation <input type="checkbox"/>	Partnership <input type="checkbox"/>
Limited Liability Company (LLC) <input type="checkbox"/>	Other: <u>Not for profit</u>		

**A-10. Identify current or proposed service areas.**

Identify each service area in which the applicant is currently providing service or intends to provide service and identify each customer class that the applicant is currently serving or intends to serve.

Service area selection:

AEP Ohio <input checked="" type="checkbox"/>	DP&L <input checked="" type="checkbox"/>	Duke Energy Ohio <input checked="" type="checkbox"/>	FirstEnergy – Cleveland Electric Illuminating <input checked="" type="checkbox"/>
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FirstEnergy – Ohio  
Edison



FirstEnergy – Toledo  
Edison



Class of customer selection:

Commercial



Industrial



Mercantile



Residential



**A-11. Start Date.**

Indicate the approximate start date the applicant began/will begin offering services.

Date: Already in service

**A-12. Principal officers, directors and partners.**

Please provide an attachment for all contacts that should be listed as an officer, director or partner.

**A-13. Company history.**

Provide an attachment with a concise description of the applicant's company history and principal business interests.

**A-14. Secretary of State.**

Provide evidence that the applicant is currently registered with the Ohio Secretary of State.

## **B. Managerial Capability**

Provide a response or attachment for each of the sections below.

**B-1. Jurisdiction of operations.**

List all jurisdictions in which the applicant or any affiliated interest of the applicant is certified, licensed, registered or otherwise authorized to provide retail natural gas service or retail/wholesale electric service as of the date of filing the application.

**B-2. Experience and plans.**

Describe the applicant's experience in providing the service(s) for which it is applying (e.g., number and type of customers served, utility service areas, amount of load, etc.). Include the 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 Sections 4928.10 and/or 4929.22 of the Ohio Revised Code.

**B-3. Disclosure of liabilities and investigations.**

For the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant, describe all existing, pending or past rulings, judgments, findings, contingent liabilities, revocation of authority, regulatory investigations, judicial actions, or other formal or informal notices of violations, or any other matter related to competitive services in Ohio or equivalent services in another jurisdiction.

**B-4. Disclosure of consumer protection violations.**

Has the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years? If yes, attach a document detailing the information.

Yes

☐

No

☒

**B-5. Disclosure of certification denial, curtailment, suspension, or revocation.**

Has the applicant, affiliate, or a predecessor of the applicant had any certification, license, or application to provide retail natural gas or retail/wholesale electric service denied, curtailed, suspended, revoked, or cancelled or been terminated or suspended from any of Ohio's Natural Gas or Electric Utility's Choice programs within the past two years? If yes, attach a document detailing the information.

Yes

☐

No

☒

**B-6. Environmental disclosure.**

This section is only applicable if power marketer or retail electric generation provider have been selected in A-1.

Provide a detailed description of how the applicant intends to determine its generation resource mix and environmental characteristics, including air emissions and radioactive waste. Include the annual projection methodology and the proposed approach to compiling the quarterly actual environmental disclosure data. See 4901:1-21-09 of the Ohio Administrative Code for additional details of this requirement.

## **C. Financial Capability**

Provide a response or attachment for each of the sections below.

**C-1. Financial reporting.**

Provide a current link to the most recent Form 10-K filed with the Securities and Exchange Commission (SEC) or attach a copy of the form. If the applicant does not have a Form 10-K, submit the parent company's Form 10-K. If neither the applicant nor its parent is required to file Form 10-K, state that the applicant is not required to make such filings with the SEC and provide an explanation as to why it is not required.

**C-2. Financial statements**

Provide copies of the applicant's two most recent years of audited financial statements, including a 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, provide 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 bank account numbers redacted.

If the applicant is unable to meet the requirement for two years of financial statements, the Staff reviewer may request additional financial information.

**C-3. Forecasted financial statements.**

Provide two years of forecasted income statements based solely on the applicant's anticipated business activities in the state of Ohio.

Include the following information with the forecast: a list of assumptions used to generate the forecast; a statement indicating that the forecast is based solely on Ohio business activities only; and the name, address, email address, and telephone number of the preparer of the forecast.

The forecast may be in one of two acceptable formats: 1) an annual format that includes the current year and the two years succeeding the current year; or 2) a monthly format showing 24 consecutive months following the month of filing this application broken down into two 12-month periods with totals for revenues, expenses, and projected net incomes for both periods. Please show revenues, expenses, and net income (revenues minus total expenses) that is expected to be earned and incurred in business activities only in the state of Ohio for those periods.

If the applicant is filing for both an electric certificate and a natural gas certificate, please provide a separate and distinct forecast for revenues and expenses representing Ohio electric business activities in the application for the electric certificate and another forecast representing Ohio natural gas business activities in the application for the natural gas certificate.

**C-4. Credit rating.**

Provide a credit opinion disclosing the applicant's credit rating as reported by at least one of the following ratings agencies: Moody's Investors Service, Standard & Poor's Financial Services, Fitch Ratings or the National Association of Insurance Commissioners. If the applicant does not have its own credit ratings, substitute the credit ratings of a parent or an affiliate organization and submit 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 "Not Rated".

**C-5. Credit report.**

Provide a copy of the applicant's credit report from Experian, Equifax, TransUnion, Dun and Bradstreet or a similar credit reporting organization. If the applicant is a newly formed entity with no credit report, then provide a personal credit report for the principal owner of the entity seeking certification. At a minimum, the credit report must show summary information and an overall credit score. Bank/credit account numbers and highly sensitive identification information must be redacted. If the applicant provides an acceptable credit rating(s) in response to C-4, then the applicant may select "This does not apply" and provide a response in the box below stating that a credit rating(s) was provided in response to C-4.

**C-6. Bankruptcy information.**

Within the previous 24 months, have any of the following filed for reorganization, protection from creditors or any other form of bankruptcy? If yes, attach a document detailing the information.

Applicant

Parent company of the applicant

Affiliate company that guarantees the financial obligations of the applicant

Any owner or officer of the applicant

Yes

☐

No

☒

**C-7. Merger information.**

Is the applicant currently involved in any dissolution, merger or acquisition activity, or otherwise participated in such activities within the previous 24 months? If yes, attach a document detailing the information.

Yes

☐

No

☒

**C-8. Corporate structure.**

Provide a graphical depiction of the applicant's corporate structure. Do not provide an internal organizational chart. The graphical depiction should include all parent holding companies, subsidiaries and affiliates as well as 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 the applicant may respond by stating that it is a stand-alone entity with no affiliate or subsidiary companies.

**C-9. Financial arrangements.**

This section is only applicable if power marketer or retail electric generation provider have been selected in A-1.

Provide copies of the applicant's financial arrangements to satisfy collateral requirements to conduct retail electric/natural gas business activities (e.g., parental guarantees, letters of credit, contractual arrangements, etc., as described below).

Renewal applicants may provide a current statement from an Ohio local distribution utility (LDU) that shows that the applicant meets the LDU's collateral requirements. The statement or letter must be on the utility's letterhead and dated within a 30-day period of the date the applicant files its renewal application.

First-time applicants or applicants whose certificate has expired must meet the requirements of C-9 in one of the following ways:

.. The applicant itself states that it is investment grade rated by Moody's Investors Service, Standard & Poor's Financial Services, or Fitch Ratings and provides evidence of rating from the rating agencies. If you provided a credit rating in C-4, reference the credit rating in the statement.

- 1. The applicant's parent company is investment grade rated (by Moody's, Standard & Poor's, or Fitch) and guarantees the financial obligations of the applicant to the LDU(s). Provide a copy of the most recent credit opinion from Moody's, Standard & Poor's or Fitch.
- 2. The applicant's parent company 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 parent company's financials and a copy of the parental guarantee must be included in the application if the applicant is relying on this option.
- 3. The applicant can provide evidence of posting a letter of credit with the LDU(s) listed as the beneficiary, in an amount sufficient to satisfy the collateral requirements of the LDU(s).

## D. Technical Capability

Provide an attachment for each of the sections below.

### D-1. Operations.

Power brokers/aggregators: Include details of the applicant's business operations and plans for arranging and/or aggregating for the supply of electricity to retail customers.

Power Marketers/Generators: Describe the operational nature of the applicant's business, specifying whether operations will include the generation of power for retail sales, the scheduling of retail power for transmission and delivery, the provision of retail ancillary services, as well as other services used to arrange for the purchase and delivery of electricity to retail customers.

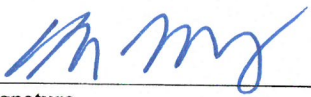
### D-2. Operations expertise and key technical personnel.

Provide evidence of the applicant's experience and technical expertise in performing the operations described in this application. Include the names, titles, e-mail addresses, telephone numbers and background of key personnel involved in the operational aspects of the applicant's business.

### D-3. FERC power marketer authorization.

Provide the FERC docket granting the applicant power marketer authority.

**As authorized representative for the above company/organization, I certify that all the information contained in this application is true, accurate and complete. I also understand that failure to report completely and accurately may result in penalties or other legal actions.**

  
 Signature

9/18/2020  
 Date

Executive Director  
 Title

## Competitive Retail Electric Service Affidavit

County of Franklin :

State of Ohio :

Kevin Murray, 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, and that it will amend its application while it is pending if any substantial changes occur regarding the information provided.
2. The applicant will timely file an annual report of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Sections 4905.10(A), 4911.18(A), and 4928.06(F), Ohio Revised Code.
3. The applicant will timely pay any assessment made pursuant to Sections 4905.10, 4911.18, and 4928.06(F), Ohio Revised Code.
4. The 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. The applicant will cooperate fully with the Public Utilities Commission of Ohio, and its Staff on any utility matter including the investigation of any consumer complaint regarding any service offered or provided by the applicant.
6. The applicant will fully comply with Section 4928.09, Ohio Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
7. The applicant will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
8. The applicant will use its best efforts to verify that any entity with whom it has a contractual relationship to purchase power is in compliance with all applicable licensing requirements of the Federal Energy Regulatory Commission and the Public Utilities Commission of Ohio.
9. The applicant will cooperate fully with the Public Utilities Commission of Ohio, the electric distribution companies, the regional transmission entities, and other electric suppliers in the event of an emergency condition that may jeopardize the safety and reliability of the electric service in accordance with the emergency plans and other procedures as may be determined appropriate by the Commission.
10. If applicable to the service(s) the applicant will provide, it will adhere to the reliability standards of (1) the North American Electric Reliability Council (NERC), (2) the appropriate regional reliability council(s), and (3) the Public Utilities Commission of Ohio.
11. The Applicant will inform the Public Utilities Commission of Ohio of any material change to the information supplied in the application within 30 days of such material change, including any change in contact person for regulatory purposes or contact person for Staff use in investigating consumer complaints.



12. The facts set forth above are true and accurate to the best of his/her knowledge, information, and belief and that he/she expects said applicant to be able to prove the same at any hearing hereof.

13. Affiant further sayeth naught.

*M M V* Technical Specialist

Signature of Affiant & Title

Sworn and subscribed before me this 18 day of Sept, 2020  
Month Year

*Lillian Renée Gannon*  
Signature of official administering oath

Legal Assistant  
Print Name and Title

My commission expires on \_\_\_\_\_



Lillian Renée Gannon  
Notary Public, State of Ohio  
My Commission Expires 10-06-2020

**Exhibit A-12**  
**Principal Officers, Directors and Partners**

**INDUSTRIAL ENERGY USERS-OHIO**  
**(IEU-Ohio)**  
**21 East State Street, 17th Floor**  
**Columbus, Ohio 43215-4228**  
**(800) 860-3841 (Toll-Free)**  
**(614) 469-4653 (Facsimile)**

**OFFICERS**

**CHAIRMAN**

Renee Rambo-McEwen  
Vallourec

**VICE CHAIRMAN**

Anthony Smith  
Marathon Petroleum Corp.

**SECRETARY/TREASURER**

Matt Brakey  
Brakey Energy, Inc.

**GENERAL COUNSEL**

Matthew R. Pritchard

**EXECUTIVE DIRECTOR**

Kevin M. Murray

**Exhibit A-13**  
**Company History**

IEU-Ohio is a group of energy-intensive manufacturing and business customers that have experienced changing volatile energy markets across the country. As contributors to Ohio's economy, IEU-Ohio has utilized that expertise to assist other business customers to understand and benefit from opportunities in emerging energy markets.

For over 25 years, IEU-Ohio has successfully assisted in helping its members obtain substantial savings on their industrial and commercial energy supply costs. As energy-intensive manufacturers, IEU-Ohio members are keenly aware of the impact of energy costs on global and domestic competitiveness. Membership in IEU-Ohio is open to businesses that desire to learn about changing energy markets and how large energy users can use those changes to their advantage in today's competitive global marketplace.

Our successes include: the establishment of an IEU-Ohio promoted "tiered" approach and a self-assessor category for the collection mechanisms for energy consumption taxes (kWh taxes), which both minimize tax penalties for large consumers and maintain tax revenue dollars; legislative changes that restore businesses' ability to choose when and how much to dedicate towards energy efficiency initiatives; the establishment of cost-allocation, rate design, and bill impact caps through the legislative and regulatory process that reduce costs for energy intensive businesses; establishment of regulatory mechanisms that provide value for customers that are able to manage their own peak power consumption.

IEU-Ohio has worked successfully to continue the alternative collection mechanisms for the Universal Service Fund (USF) to address the risk of escalating charges. We were an active partner in shaping Ohio electricity legislation (Senate Bill 3 and Senate Bill 221), legislation addressing the renewable energy, energy efficiency and peak demand reduction requirements (Senate Bill 310 and House Bill 6), and on other legislation to ensure that the cost burdens of other initiatives did not unreasonably fall on large energy consumers (House Bill 6). Currently, IEU-Ohio is involved in activities related to these pieces of legislation including participation in the electric utilities' electric security plan (ESP) and market rate option (MRO) proceedings, rulemakings and tariff filings, rate increase proceedings, energy efficiency mandate issues and other issues that impact the establishment of a dynamic, effective marketplace.

IEU-Ohio promotes outcomes for our members that are useful within the framework of fundamental principles by encouraging optimal use of Ohio's energy resources.

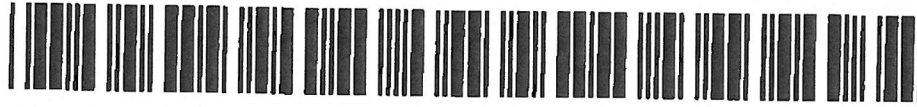
Please contact us to learn more about the services and value IEU-Ohio could provide to your company.

**Exhibit A-14**  
**Secretary of State**

**See attachment.**



## Exhibit A-14 Attachment



DATE	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
11/17/2016	201632103116	NONPROFIT - CERTIFICATE OF CONTINUED EXISTENCE (CCE)	25.00	0.00	0.00	0.00	0.00

**Receipt**

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

INDUSTRIAL ENERGY USERS-OHIO  
ATTN S C RANDAZZO  
21 E STATE ST 17TH FL  
COLUMBUS, OH 43215

# STATE OF OHIO CERTIFICATE

Ohio Secretary of State, Jon Husted  
834443

It is hereby certified that the Secretary of State of Ohio has custody of the business records for  
**INDUSTRIAL ENERGY USERS-OHIO**

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

Document(s)

**NONPROFIT - CERTIFICATE OF CONTINUED EXISTENCE**  
Effective Date: 11/15/2016

Document No(s):

**201632103116**

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  
17th day of November, A.D. 2016.

Ohio Secretary of State



Form 522 Prescribed by:

**JON HUSTED**  
 OHIO SECRETARY OF STATE

Toll Free: (877) SOS-FILE (877-767-3453)

Central Ohio: (614) 486-3910

www.OhioSecretaryofState.gov

busserv@OhioSecretaryofState.gov

File online or for more information: www.OHBusinessCentral.com

Mail this form to one of the following:

 Regular Filing (non expedite)  
 P.O. Box 786  
 Columbus, OH 43216

 Expedite Filing (Two business day processing time.  
 Requires an additional \$100.00)

 P.O. Box 1390  
 Columbus, OH 43216

## Statement of Continued Existence

### Filing Fee: \$25

CHECK ONLY ONE (1) Box

 (1) ☒ Statement of Continued Existence (163-CCE)  
 (Domestic Nonprofit Corporation)

 (2) ☐ Verification of Foreign Nonprofit (173-FCE)  
 (Foreign Nonprofit Corporation)

By submitting this form the corporation is verifying with the secretary of state's office that it is still actively engaged in exercising its corporate privileges

 Name of Corporation Industrial Energy Users-Ohio

 Charter or License Number 834443

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

 Location of Principal Office Columbus  
 City

Franklin  
 County

 Date of Incorporation 12/30/1992  
 Date

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

Date of Qualification in Ohio

Date

Jurisdiction of Formation

Jurisdiction

Location of Office NOT in Ohio

Mailing Address

City

State

Zip Code

Location of Office IN Ohio

Mailing Address

City

Ohio  
 State

Zip Code

2016 NOV 15 PM 2:41

**All Corporations must complete this section**

Current Statutory Agent's Name and Address

Samuel C. Randazzo

Name of Agent

21 East State Street, 17th Floor

Mailing Address

Columbus

City

Ohio

State

43215

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**

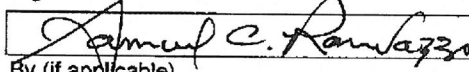
The statement must be signed by a director, officer, or three members in good standing.

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.

Industrial Energy Users-Ohio

Signature



By (if applicable)

Samuel C. Randazzo

Print Name

Signature

By (if applicable)

Print Name

Signature

By (if applicable)

Print Name



DATE	DOCUMENT ID	DESCRIPTION	FILING	EXPED	CERT	COPY
08/02/2019	201921400712	SUBSEQUENT AGENT APPOINTMENT (AGS)	25.00	0.00	0.00	0.00

**Receipt**

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

INDUSTRIAL ENERGY USERS-OHIO  
21 EAST STATE STREET  
17TH FLOOR  
COLUMBUS, OH 43215

# STATE OF OHIO CERTIFICATE

Ohio Secretary of State, Frank LaRose  
834443

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

**INDUSTRIAL ENERGY USERS-OHIO**

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

Document(s)

**SUBSEQUENT AGENT APPOINTMENT**

Effective Date: 08/01/2019

Document No(s):

**201921400712**

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  
2nd day of August, A.D. 2019.

**Ohio Secretary of State**



Form 521 Prescribed by:



Toll Free: 877.767.3453

Central Ohio: 614.466.3910

[OhioSoS.gov](http://OhioSoS.gov)[business@OhioSoS.gov](mailto:business@OhioSoS.gov)File online or for more information: [OhioBusinessCentral.gov](http://OhioBusinessCentral.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 time.  
Requires an additional \$100.00)  
P.O. Box 1390  
Columbus, OH 43216

For screen readers, follow instructions located at this path.

**Statutory Agent Update**  
**Filing Fee: \$25**  
**Form Must Be Typed**

**(CHECK ONLY ONE(1) BOX)****(1) Subsequent Appointment of Agent**

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

**(2) Change of Address of an Agent**

- ☐ Corp (145-AGA)  
☐ LP (145-AGA)  
☐ LLC (144-LAD)  
☐ Business Trust (144-LAD)  
☐ Real Estate Investment Trust (144-LAD)

**(3) Resignation of Agent**

- ☐ Corp (155-AGR)  
☐ LP (155-AGR)  
☐ LLC (153-LAG)  
☐ Partnership (153-LAG)  
☐ Business Trust (153-LAG)  
☐ Real Estate Investment Trust (153-LAG)

Name of Entity Charter, License or Registration No. Name of Current Agent 

RECEIVED  
SECRETARY OF STATE  
2019 AUG -1 PM 3:28  
CLIENT SERVICE CENTER

**Complete the information in this section if box (1) is checked**Name and Address  
of New Agent

Name of Agent

Mailing Address

City

State

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, Matthew Pritchard, named herein as the  
Name of Agent

statutory agent for Industrial Energy Users-Ohio, hereby acknowledges  
Name of Business Entity

and accepts the appointment of statutory agent for said entity.

Signature:

Matthew Pritchard

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

Mailing Address

City

OH

State

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.

Mailing Address

City

State

Zip Code

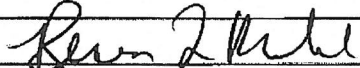
By signing and submitting this form to the Ohio Secretary of State, the undersigned hereby certifies that he or she has the requisite authority to execute this document.


**Required**

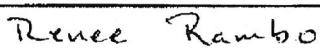
Agent update must be signed by an authorized representative (see instructions for specific information).

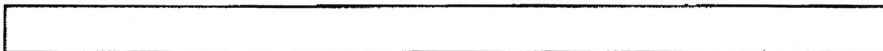
If authorized representative is an individual, then they must sign in the "signature" box and print their name in the "Print Name" box.

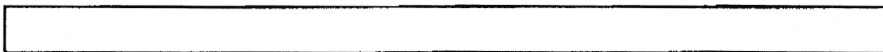
If authorized representative is a business entity, not an individual, then please print the business name in the "signature" box, an authorized representative of the business entity must sign in the "By" box and print their name in the "Print Name" box.


  
Signature

  
By (if applicable)

  
Print Name

  
Signature

  
By (if applicable)

  
Print Name

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

IEU-Ohio is certified to provide aggregator/power broker services throughout the State of Ohio



## **Exhibit B-2**

### **Experience and Plans**

IEU-Ohio is presently an aggregator in many respects. Since 1992, IEU-Ohio has aggregated to achieve scale and scope economies on matters affecting the price and availability of energy services, information collection and exchange, and for other purposes.

The existing structure of IEU-Ohio provides opportunities for members to participate in specific activities conducted under the IEU-Ohio umbrella. These specific activities are IEU-Ohio's opt-in activities. IEU-Ohio's members define the nature and scope of the opt-in matter, select consultants and other suppliers (if necessary) and supervise the administration of the opt-in activity. During the course of the opt-in activity, the opt-in participants and the activity administrators exchange information for the purpose of identifying program improvements achievable through mid-course corrections. IEU-Ohio's existing practice requires that opt-in participation be documented through an authorization letter that details the nature of the opt-in matter, the services to be provided and the participating member's obligation.

As an aggregator and power broker, IEU-Ohio will use the existing opt-in procedures to define the pool of members that elect to secure CRES services from or through IEU-Ohio. IEU-Ohio's aggregation option will provide customers with an opportunity to achieve economies of scale and scope to reduce participant cost. The opt-in procedure is voluntary and lack of opt-in participation has no effect on ongoing membership in the organization. Through the opt-in procedure, IEU-Ohio members may elect to receive competitive generation service for their facilities or utilize IEU-Ohio as a curtailment service provider.

IEU-Ohio is a member of PJM Interconnections, LLC and provides services as a curtailment service provider to IEU-Ohio members.

IEU-Ohio has provided CRES services to some member facilities through this opt-in mechanism since 2001.

**Exhibit B-3**  
**Disclosure of Liabilities and Investigations**

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

**Exhibit C-1**  
**Financial Reporting**

Not applicable.

IEU-Ohio is a member organization with no publicly traded securities and is not required to make filings at the Securities and Exchange Commission.

**Exhibit C-2**  
**Financial Statements**

IEU-Ohio is a "Nonprofit Corporation" within the meaning of Section 1702.01(C) of the Ohio Nonprofit Corporation Law and Section 501 (c)(6) of the Internal Revenue Code of 1986. IEU-Ohio does not have any shareholders. Supplemental financial information being provided by IEU-Ohio is attached.

**Attachment to  
Exhibit C-2**

**2019**

*Annual cash flows*

Cash flow	\$621,621
-----------	-----------

*Income Statement*

Revenue	\$621,621
Expenses	\$1,140,128
Net Income	\$(518,507)

*Balance Sheet*

Assets	\$1,967,607
Liabilities	\$382,217
Net Assets	\$1,585,390

**2018**

*Annual cash flows*

Cash flow	\$490,293
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*Income Statement*

Revenue	\$490,293
Expenses	\$662,450
Net Income	\$(172,157)

*Balance Sheet*

Assets	\$2,796,373
Liabilities	\$692,476
Net Assets	\$2,103,897

Pursuant to the attached affidavit, the information contained herein is certified by an officer of IEU-Ohio as true and accurate to the best of the officer's knowledge.

**Amended Exhibit C-3**  
**Forecasted Financial Statements**

	2021	2022	2023
Revenue	xxxxxxx	xxxxxxx	xxxxxxx
Expense	xxxxxxx	xxxxxxx	xxxxxxx
Net Income	xxxxxx	xxxxxx	xxxxxx

Notes:

Net income reflects IEU-Ohio's status as a not-for-profit within the meaning of Section 1702.01(C) of the Ohio Nonprofit Corporation Law and Section 501 (c) (6) of the Internal Revenue Code of 1986.



**Exhibit C-4**  
**Credit Rating**

Not applicable.

IEU-Ohio does not have a credit rating from a major rating agency.

**Exhibit C-5**  
**Credit Report**

See attached report.



## Credit Evaluator Plus

### INDUSTRIAL ENERGY USER OHIO

D-U-N-S: 08-538-6196

ADDRESS: 21 East State Street, 17th Floor, Columbus, OH, 43215, United States

Date: 08/03/2020

### RISK ASSESSMENT

#### SCORES AND RATINGS

Max. Credit Recommendation

US\$ 60,000

PAYDEX® SCORE

UNAVAILABLE

#### MAXIMUM CREDIT RECOMMENDATION

Overall Business Risk

LOW

LOW-  
MODERATE

MODERATE

MODERATE-  
HIGH

HIGH

Maximum Credit Recommendation

US\$ 60,000

The recommended limit is based on a low probability of severe delinquency.

Dun & Bradstreet Thinks...

- Overall assessment of this organization over the next 12 months: **STABLE CONDITION**
- Based on the predicted risk of business discontinuation: **HIGH LIKELIHOOD OF CONTINUED OPERATIONS**
- Based on the predicted risk of severely delinquent payments: **LOW POTENTIAL FOR SEVERELY DELINQUENT PAYMENTS**

#### PAYDEX® SUMMARY

We are unable to display Paydex® data for this company. Please try again at a later time. If the problem persists, please call 1-866-584-0283.

#### PAYDEX®

Based on 24 months of data

We are unable to display Paydex® data for this company. Please try again at a later time. If the problem persists, please call 1-866-584-0283.

TRADE PAYMENTS

TRADE PAYMENTS SUMMARY			Based on 24 months of data
Overall Payment Behavior <b>UNAVAILABLE</b> Days Beyond Terms  Highest Now Owing: US\$ 0	% of Trade Within Terms <b>UNAVAILABLE</b>  Total Trade Experiences: 2 Largest High Credit: US\$ 10,000 Average High Credit: US\$ 10,000	Highest Past Due <b>US\$ 0</b>  Total Unfavorable Comments : 0 Largest High Credit: US\$ 0 Total Placed in Collections: 0 Largest High Credit: US\$ 0	

TRADE PAYMENTS BY CREDIT EXTENDED			
\$ CREDIT EXTENDED	% OF PAYMENTS WITHIN TERMS	# PAYMENT EXPERIENCES	TOTAL & DOLLAR AMOUNT
OVER 100,000	UNAVAILABLE	UNAVAILABLE	UNAVAILABLE
50,000 - 100,000	UNAVAILABLE	UNAVAILABLE	UNAVAILABLE
15,000 - 49,999	UNAVAILABLE	UNAVAILABLE	UNAVAILABLE
5,000 - 14,999	UNAVAILABLE	UNAVAILABLE	UNAVAILABLE
1,000 - 4,999	UNAVAILABLE	UNAVAILABLE	UNAVAILABLE
UNDER 1,000	UNAVAILABLE	UNAVAILABLE	UNAVAILABLE

## EVENTS

LEGAL EVENTS			
The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.			
SUITS	JUDGEMENTS	LIENS	UCC FILINGS
TOTAL 0	TOTAL 0	TOTAL 0	TOTAL 0
LAST FILING DATE -	LAST FILING DATE -	LAST FILING DATE -	LAST FILING DATE -

General: The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this was reported. This information may not be reproduced in whole or in part by any means of reproduction.

UCC Filings: There may be additional UCC Filings in the D&B file on this company which are available by contacting 1-800-234-3867.

Suits, Liens, Judgements: There may be additional suits, liens, or judgements in D&B's file on this company available in the U.S. Public Records Database that are also covered under your contract. If you would like more information on this database, please contact the Customer Resource Center at 1-800-234-3867.

Lien: A lien holder can file the same lien in more than one filing location. The appearance of multiple liens filed by the same lien holder against a debtor may be indicative of such an occurrence.

## COMPANY PROFILE

### COMPANY OVERVIEW

Named Principal	Age (Year Started)	Employees
SAMUEL C. RANDAZZO, COUNSEL	27 years (1992)	10
Business Form	Annual Sales	Line of Business
Corporation (US)	US\$ 490,293	Electric services
SIC		
4911		



**Exhibit C-6**  
**Bankruptcy Information**

Not applicable.

**Exhibit C-7**  
**Merger Information**

Not applicable.

**Exhibit C-8**  
**Corporate Structure**

IEU-Ohio is a membership organization. Each member of IEU-Ohio has a vote on matters submitted for membership determination. IEU-Ohio also has a Steering Committee composed of members and the Steering Committee makes recommendations for consideration by the general membership.

IEU-Ohio is a stand-alone entity with no affiliate or subsidiary companies that supply retail or wholesale energy (electricity or natural gas) to customers in North America.

**Exhibit C-9**  
**Financial Arrangements**

Not applicable.

Applicant does not take title to the electricity and is seeking renewal as an aggregator and power broker.

**This foregoing document was electronically filed with the Public Utilities**

**Commission of Ohio Docketing Information System on**

**9/18/2020 12:23:06 PM**

**in**

**Case No(s). 00-1711-EL-AGG**

Summary: Application Renewal application for aggregators/power brokers electronically filed by Mr. Matthew R. Pritchard on behalf of Industrial Energy Users-Ohio