

FILE



Public Utilities Commission

Competitive Retail Natural Gas Service
(CRNGS) Provider Application

Case Number: 16 - 1989 - GA - CRS

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 natural gas service (CRNGS) provider type(s) for which the applicant is seeking certification. Please note you can select more than one.

Retail Natural Gas
Aggregator

☐

Retail Natural Gas
Broker

☐

Retail Natural Gas Marketer

☒

2020 SEP 23 AM 10:53
UCO

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

Provide the name and contact information of the business entity.

Legal Name: Josco Energy USA LLC
Street Address: 200 Route 17S, Suite 200C
City: Mahwah State: NJ Zip: 07430
Telephone: 2015100688 Website: www.joscoenergy.com

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: Josco Energy USA LLC
Street Address: 200 Route 17S, Suite 200C
City: Mahwah State: NJ Zip: 07430
Telephone: 2015100688 Email: customerservice@joscoenergy.com

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): Josco Energy USA LLC

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 DUH Date Processed 9-29-20

A-5. Contact person for regulatory matters.

Name: Marc Reichmann
Street Address: 200 Route 17S, Suite 200C
City: Mahwah State: NJ Zip: 07430
Telephone: 2015100688 x 101 Email: marc@joscoenergy.com

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

Name: Customer Service
Street Address: 200 Route 17S, Suite 200C
City: Mahwah State: NJ Zip: 07430
Telephone: 8779556726 Email: customerservice@joscoenergy.com

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

Street Address: 200 Route 17S, Suite 200C
City: Mahwah State: NJ Zip: 07430
Toll-free Telephone: 877-955-6726 Email: customerservice@joscoenergy.com

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

FEIN: 46-5746901

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 checked="" type="checkbox"/>	Other: _____		

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:

Columbia Gas of Ohio



Dominion Energy Ohio



Duke Energy Ohio



Vectren Energy Delivery
of Ohio



Class of customer selection:

Industrial



Residential



Small Commercial



Large Commercial



A-11. Start Date.

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

Date: 9/19/2017

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.

A-15. Proof of Ohio office and employee.

Provide "Proof of an Ohio Office and Employee" in accordance with Section 4929.22 of the Ohio Revised Code. List the designated Ohio employee's name, Ohio office address, telephone number and web site address.

Name: Tehila Bennett
Street Address: 2548 Lafayette Drive
City: Mahwah State: OH Zip: 44118
Telephone: 8779556726 Email: customerservice@joscoenergy.com

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

☒

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.

- .. 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.
- .. 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.
- .. 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.

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

Gas Marketers: Describe the operational nature of the applicant's business, specifying whether operations will include the contracting of natural gas purchases for retail sales, the nomination and scheduling of retail natural gas for delivery, and/or the provision of retail ancillary services, as well as other services used to supply natural gas to the natural gas company city gate for 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.

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.



9/9/2020

Signature

Date

V.P. of Operations

Title

Competitive Retail Natural Gas Service Affidavit

County of _____ :

State of New Jersey :

Marc Reichmann


, 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 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 Sections 4905.10 and 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 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. 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 comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
8. 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.
9. 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.
10. Affiant further sayeth naught.



Signature of Affiant & Title

Sworn and subscribed before me this 9th day of Sept., 2020
Month Year



Signature of official administering oath

Print Name and Title

MOSHE M GOTTESMAN

ID # 2423135

NOTARY PUBLIC

STATE OF NEW JERSEY

My Commission Expires July 25, 2022

My commission expires on _____

Exhibit A-12
Principal Officers, Directors, and Partners

Marc Reichmann
Director of Operations
Josco Energy USA, LLC
200 Route 17 South
Suite 200C
Mahwah, NJ 07430
877-955-6726

Jesse Rutta – CFO
Director of Operations
Josco Energy USA, LLC
200 Route 17 South
Suite 200C
Mahwah, NJ 07430
877-955-6726

Chani- Kaufman – Director, Customer Service
Josco Energy USA, LLC
200 Route 17 South
Suite 200C
Mahwah, NJ 07430
877-955-6726

Exhibit A-13

Company History

Josco Energy is a successful New Jersey-based electricity and natural gas supplier that currently serves over 40,000 residential and small commercial customers in the New York ISO and PJM ISO. Josco began operations as a supplier of electricity and natural gas in New York in 2014. Josco obtained approval from the New York Public Service Commission to operate as a supplier on January 24, 2013, and received FERC market based rate authority on March 15, 2013. Josco became a customer of the New York Independent System Operator (NYISO) effective February 27, 2014, and began serving customers in New York shortly thereafter.

Josco Energy USA, LLC became a member of PJM Interconnection in December 2015, and obtained licensure as a Third Party Supplier by the New Jersey Board of Public Utilities on March 18, 2016. Josco Energy USA, LLC obtained licensure from the Pennsylvania Public Utility Commission as an Electricity Generation Supplier on September 15, 2016 in Docket No. A-2016-2558359 and as a Natural Gas Supplier on October 27, 2016 in Docket No. A-2565924. Josco Energy USA, LLC obtained certification from the PUCO as a Competitive Retail Electricity Supplier on September 12, 2016 (Certificate no. 1121E-(1) and as a Competitive Retail Natural Gas Supplier on November 5, 2016 (Certificate no. 16553G-(1). The Maryland Public Service Commission granted Josco Energy USA, LLC Natural Gas Supplier (License Number: IR-3989) and Electricity Supplier (License Number IR-3990) Licenses on January 3, 2018.

Josco Energy IL LLC became a member of PJM Interconnection in October 2017, and was approved as an Alternative Retail Electricity Supplier and Alternative Gas Supplier by Orders of the Illinois Commerce Commission issued on February 28, 2018 in Docket Nos. 17-1129 and 17-1130 respectively.

Josco Energy MA LLC was approved by the MA DPU on May 7, 2018 as a Competitive Electric Supplier (License No. CS-176) and as a Gas Supplier on March 2, 2018 (License No. GS—067).

Exhibit A-14
Proof of Ohio Registration

See attached Proof of Registration issued by Ohio Secretary of State



Wed Aug 22 2018

Entity#: 3918068
Filing Type: FOREIGN LIMITED LIABILITY COMPANY
Original Filing Date: 07/01/2016
Location: --
Business Name: JOSCO ENERGY USA, LLC

Status: Active
Exp. Date: -

Agent/Registrant Information

CORPORATION SERVICE COMPANY
50 WEST BROAD STREET
SUITE 1330
COLUMBUS OH 43215
11/10/2016
Active

Filings

Filing Type	Date of Filing	Document ID
REG. OF FOR. PROFIT LIM. LIAB. CO.	07/01/2016	201618700154
AGENT ADDRESS CHANGE/LIMITED/LIABILITY/PARTNERS	11/10/2016	201632602630

Exhibit B-1

Jurisdictions of Operation

Josco Energy is a successful New Jersey-based electricity and natural gas supplier that currently serves over 40,000 residential and small commercial customers in the New York ISO and PJM ISO. Josco began operations as a supplier of electricity and natural gas in New York in 2014. Josco obtained approval from the New York Public Service Commission to operate as a supplier on January 24, 2013, and received FERC market based rate authority on March 15, 2013. Josco became a customer of the New York Independent System Operator (NYISO) effective February 27, 2014, and began serving customers in New York shortly thereafter.

Josco Energy USA LLC became a member of PJM Interconnection in December 2015, and obtained licensure as a Third Party Supplier by the New Jersey Board of Public Utilities on March 18, 2016. Josco Energy USA, LLC obtained licensure from the Pennsylvania Public Utility Commission as an Electricity Generation Supplier on September 15, 2016 in Docket No. A-2016-2558359 and as a Natural Gas Supplier on October 27, 2016 in Docket No. A-2565924. Josco Energy USA, LLC obtained certification from the PUCO as a Competitive Retail Electricity Supplier on September 12, 2016 (Certificate no. 1121E-(1) and as a Competitive Retail Natural Gas Supplier on November 5, 2016 (Certificate no. 16553G-(1). The Maryland Public Service Commission granted Josco Energy USA, LLC Natural Gas Supplier (License Number: IR-3989) and Electricity Supplier (License Number IR-3990) Licenses on January 3, 2018.

Josco Energy IL LLC became a member of PJM Interconnection in October 2017, and was approved as an Alternative Retail Electricity Supplier and Alternative Gas Supplier by Orders of the Illinois Commerce Commission issued on February 28, 2018 in Docket Nos. 17-1129 and 17-1130 respectively.

Josco Energy MA LLC was approved by the MA DPU on May 7, 2018 as a Competitive Electric Supplier (License No. CS-176) and as a Gas Supplier on March 2, 2018 (License No. GS—067).

Exhibit B-2

Experience and Plans

As summarized in Exhibit B-1, Josco has considerable experience as a licensed or certified competitive electricity and natural gas supplier in multiple states.

Josco Energy USA, LLC continues to meet the appropriate technical qualifications necessary to successfully and properly do business in Ohio as a competitive supplier of electricity and natural gas. Josco Energy USA, LLC has been a member of PJM since 2015 and is led by a team of experienced management professionals, and has retained the services of a leading EDI transaction firm to support the company's operations and expected growth.

Marc Reichmann serves as Director of Operations of Josco Energy USA, LLC, and is primarily responsible for overseeing all of the company's operations, business development, and sales and marketing functions. A copy of Mr. Reichman's resume is attached hereto.

Matt Gordon oversees Josco Energy USA, LLC's regulatory compliance. Mr. Gordon has 15 years of experience as a Business Manager, specializing in government relations, vendor relations and customer service. Jesse Rutta serves as Chief Financial Officer for Josco Energy USA, LLC, and is primarily responsible for the day-to-day operations including financial transactions, accounting/payroll, legal/regulatory compliance, and vendor relations.

Chani Kaufman is Josco's Director of Customer Service. In that role he ensures regulatory compliance, responds to and resolves customer inquiries, trains and manages a team of 6 customer service representatives, oversees training of sales agents, and monitors sales and customer service representatives for regulatory compliance.

Josco Energy has successfully completed the EDI certification processes and met the applicable utility creditworthiness requirements, and began serving load in the following utility service territories: Con-Edison, NYSEG, Orange & Rockland, Atlantic City Electric, JCP&L, New Jersey Natural Gas, PSE&G, South Jersey Gas, Keyspan Long Island, Keyspan NY, National Fuel Gas, Duke Electric, Duke Gas, Duquesne Light, Metropolitan Edison, PECO, PPL, Penelec, Penn Power, West Penn Power, UGI - Central Penn, UGI- Utilities, UGI - Penn Natural, Columbia Gas of PA, AEP Ohio, Duke Energy, Columbia Gas of OH, Vectren Energy, Dayton Power and Light, Ohio Edison, The Illuminating Company, Toledo Edison, BG& E Gas and Electric, Pepco, Delmarva Power, Potomac Edison, SMECO, Commonwealth Edison and Nicor Gas.

Josco has a contractual relationship with Enhanced Energy Services to provide procurement support and to assist Josco in supervising and managing short and long term wholesale procurement and supply obligations. Enhanced Energy Services is an energy

management and consulting company that assists Electricity Suppliers with load forecasting, scheduling and portfolio management in PJM ISO and NYISO.

Enhanced Energy consults with Josco on Energy Procurement, Load Forecasting, Scheduling, Hedging, Balancing and Settlements, and Supply Financing.

Josco utilizes Enersoft to handle its EDI Transaction Management, to coordinate billing and accounts receivable functions with the various utilities that deliver Josco's electricity and natural gas.

Josco Energy USA, LLC markets its services primarily to Residential customers, although it expects to eventually serve all customer classes including residential and large commercial and industrial. Josco Energy makes responding to customer complaints, and customer service generally, a top priority. Josco Energy's customer service representatives may be reached by telephone, mail or email, Monday through Friday from 9 am to 5 pm (Eastern Time). Josco Energy includes methods of customer contact on its customer marketing materials and contracts.

Josco Energy's dispute resolution procedures are as follows. Step one involves gathering all relevant information regarding the dispute, including customer name, address, and issues of concern. Josco's team will then investigate the issue, and contact the customer to attempt to resolve the dispute fairly and expeditiously, either will refunds, billing credits, or modifications to the customer's service plan. The goal is to ensure customer satisfaction and to provide a positive experience.

For customer disputes that cannot be resolved, customers are provided with contact information for the PUCO to pursue an unresolved dispute.

Exhibit B-3
Disclosure of liabilities and investigations

Josco Energy has no existing, pending or past rulings, judgments, contingent liabilities, revocations of authority, regulatory investigations, or any other matter that could adversely impact its financial or operation status or ability to provide service.

Exhibit C-1
Financial Reporting

Not Applicable. Josco Energy is a privately held Limited Liability Company and is therefore not required to file with the SEC.

Exhibit C-4
Credit Rating

N/A

Exhibit C-5
Credit Report

See attached Dun and Bradstreet report for Josco Energy USA LLC

Summary

Order Reference: kas@stevenslee.com | Report as of: 07-15-2020 | using Currency as USD

JOSCO ENERGY USA, LLC

TradeStyle(s): -
ACTIVE **SINGLE LOCATION**

Address: 200 Rt 17 S Ste 200c, Mahwah, NJ, 07430,
UNITED STATES
Phone: (201) 510-0688
D-U-N-S: 08-023-7152
In Portfolio: Yes
Tags: No tags
Alerts: No alerts

Risk of Bad Debt Write-off	Cash Flow Risk	Age of Business	Employees
43 (No change since last month)	61 (No change since last month)	5 years 2015 Year Started	3

Recent Alerts

There are no alerts to display.

Company Profile

D-U-N-S 08-023-7152	Mailing Address United States	Employees 3
Legal Form Corporation (US)	Telephone (201) 510-0688	Age (Year Started) 5 years (2015)
History Record Clear	Present Control Succeeded 2016	Named Principal Richard Rutta, CFO
Date Incorporated 05-23-2014		Line of Business Electric services
State of Incorporation		

New Jersey

Ownership

Not publicly traded

Risk Assessment

Overall Business Risk



Maximum Credit Recommendation

US\$ 17,500

Dun & Bradstreet Thinks...

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

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

D&B Viability Rating

Portfolio Comparison Score

2

Low Risk (1)

High Risk (9)

Company's risk level is: **Low**

Probability that a company will go out of business, become dormant/inactive, or file for bankruptcy/insolvency within the next 12 months: 6.00 %

Risk of Bad Debt Write-off (also known as the Failure Score)

43

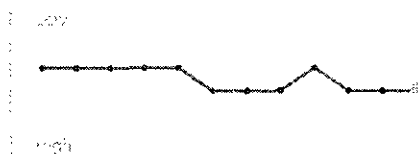
Low Risk (100)

High Risk (1)

Company's risk level is: **MODERATE**

Based on the D&B Failure Score, the probability of failure for this company in the next 12 months is 0.29 % , which makes it a **Moderate** risk for you to incur a write-off.

Past 12 Months



Cash Flow Risk (also known as the Delinquency Score)

61

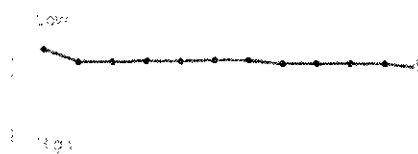
Low Risk (100)

High Risk (1)

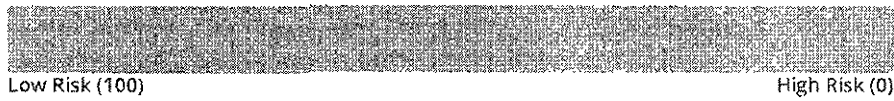
Company's risk level is: **MODERATE**

Based on the D&B Delinquency Score reporting a payment behavior of **INCONSISTENT AND/OR SLOWER PAYMENTS** , this company is predicted to have a **Moderate** risk of a negative impact to your cash flow.

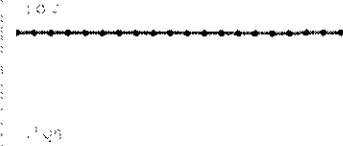
Past 12 Months



Payment Behavior



Past 24 Months



D&B Rating

Current Rating as of 07-13-2017

Special Rating

-- : Undetermined

INQUIRIES

No inquiries information available for this company

Legal Events

Events	Occurrences	Last Filed
Bankruptcies	0	-
Judgements	0	-
Liens	0	-
Suits	0	-
UCC	3	08-25-2017

Trade Payments

Highest Past Due US\$ 0	
Highest Now Owing US\$ 0	Total Trade Experiences 2
Largest High Credit US\$ 250	Average High Credit US\$ 250

Ownership

This company is a Single Location

Financial Overview

This company does not have a Financial Summary.

Country/Regional Insight

United States



Risk Category

LOW

Low Risk

MODERATE

HIGH

High Risk

A positive turn in the labour market prompts an outlook upgrade.

Risk Assessment

D&B Guidance

Overall Business Risk

INSUFFICIENT INFORMATION

Trade Payments

Trade Payments Summary (Based on 24 months of data)

Overall Payment Behavior	% of Trade Within Terms	Highest Past Due
Days Beyond Terms	-	US\$ 0
Highest Now Owing: US\$ 0	Total Trade Experiences: 2	Total Unfavorable Comments: 0
	Largest High Credit: US\$ 250	Largest High Credit: US\$ 0
	Average High Credit: US\$ 250	Total Placed in Collections: 0
		Largest High Credit: US\$ 0

Trade Payments By Industry (Based on 24 months of data)

Industry Category	Number of Payment Experiences	Largest High Credit (US\$)	% Within Terms (Expand to View)	1 - 30 Days Late (%)	31 - 60 Days Late (%)	61 - 90 Days Late (%)	91 + Days Late (%)
▼ 96 - Administration of Economic Programs	1	250					

Industry Category	Number of Payment Experiences	Largest High Credit (US\$)	% Within Terms (Expand to View)	1 - 30 Days Late (%)	31 - 60 Days Late (%)	61 - 90 Days Late (%)	91 + Days Late (%)
9651 - Reg misc coml sector	1	250	100	0	0	0	0

Trade Lines

Date of Experience	Payment Status	Selling Terms	High Credit (US\$)	Now Owes (US\$)	Past Due (US\$)	Months Since Last Sale
05/20	-	Cash account	250	0	0	Between 4 and 5 Months
08/18	satisfactory	-	250	-	-	1

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.

Judgements	Liens	Suits	UCC Filings
0	0	0	3
Latest Filing: -	Latest Filing: -	Latest Filing: -	Latest Filing: 08-25-2017

Events

UCC Filing - Original

Filing Date	08-25-2017
Filing Number	52380693
Received Date	09-12-2017
Collateral	RIGHT,TITLE AND INTEREST and proceeds
Secured Party	COLUMBIA GAS OF OHIO, INC., COLUMBUS, OH
Debtors	JOSCO ENERGY USA, LLC
Filing Office	SECRETARY OF STATE/UCC DIVISION, TRENTON, NJ

UCC Filing - Original

Filing Date	08-02-2017
Filing Number	52345340
Received Date	08-25-2017

Collateral	RIGHT, TITLE AND INTEREST and proceeds
Secured Party	COLUMBIA GAS OF PENNSYLVANIA, INC., COLUMBUS, OH
Debtors	JOSCO ENERGY USA, LLC
Filing Office	SECRETARY OF STATE/UCC DIVISION, TRENTON, NJ

UCC Filing - Original

Filing Date	08-10-2016
Filing Number	51812652
Received Date	09-02-2016
Collateral	RIGHTS
Secured Party	ORANGE & ROCKLAND UTILITIES, INC., SPRING VALLEY, NY
Debtors	JOSCO ENERGY USA, LLC
Filing Office	SECRETARY OF STATE/UCC DIVISION, TRENTON, NJ

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There may be additional UCC Filings in D&B's file on this company available by contacting 1-800-234-3867.

Special Events

There are no Special Events recorded for this business.

Company Profile

Company Overview

D-U-N-S 08-023-7152	Mailing Address United States	Employees 3
Legal Form Corporation (US)	Telephone (201) 510-0688	Age (Year Started) 5 years (2015)
History Record Clear	Present Control Succeeded 2016	Named Principal Richard Rutta, CFO
Date Incorporated 05-23-2014		Line of Business Electric services
State of Incorporation New Jersey		
Ownership Not publicly traded		

Business Registration

Corporate and business registrations reported by the secretary of state or other official source as of: 06-13-2014
This data is for informational purposes only, certification can only be obtained through the Office of the Secretary of State.

Registered Name JOSCO ENERGY USA, LLC
Corporation Type Corporation (US)
Business Commenced On 2015
State of Incorporation NEW JERSEY
Registration ID 400661445
Registration Status ACTIVE
Filing Date 05-23-2014
Where Filed COMMERCIAL RECORDING

Registered Agent

Name JOSCO ENERGY USA, LLC
Address 200 ROUTE 17 SOUTH; SUITE 200C, MAHWAH, NJ, 743000000

Principals

Officers

RICHARD RUTTA, CFO
MARC REICHMANN , DIR OF OPRS

Directors

DIRECTOR(S): THE OFFICER(S)

Company Events

The following information was reported on: 07-11-2020

The New Jersey Secretary of State's business registrations file showed that Josco Energy USA, LLC was registered as a Limited Liability Company on July 01, 2016, under file registration number 3918068.

Business started 2016.

RICHARD RUTTA. Antecedents are unknown.

MARC REICHMANN. Antecedents are unknown.

Business Activities And Employees

The following information was reported on: 07-11-2020

Business Information

Business Information

Description	Provides electric services, specializing in electric power broker (100%).
	Terms are undetermined. Sells to undetermined.
Employees	3 which includes officer(s).
Financing Status	Unsecured
Facilities	Occupies premises in a building.

SIC/NAICS Information

SIC Codes	SIC Description	Percentage of Business
4911	Electric services	-
49119904	Electric power broker	-

NAICS Codes	NAICS Description
221122	Electric Power Distribution

Government Activity

Activity Summary

Borrower(Dir/Guar)	No
Administrative Debt	No
Contractor	No
Grantee	No
Party excluded from federal program(s)	No

Financials

D&B currently has no financial information on file for this company

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Exhibit C-6
Bankruptcy Information

None

Exhibit C-8
Corporate Structure

Josco Energy USA, LLC is a New Jersey Limited Liability Company formed in 2014. Josco Energy USA, LLC is wholly owned by its two members, Marc Reichmann and Jesse Rutta.

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Exhibit D-1 Operations

Josco Energy will be providing services as a "Retail natural gas marketer" as defined in Chapter 4901:1-27 of the Ohio Administrative Code.

Exhibit D-2

Operations Experience

As summarized in Exhibit B-1, Josco has considerable experience as a licensed or certified competitive electricity and natural gas supplier in multiple states.

Josco Energy USA, LLC continues to meet the appropriate technical qualifications necessary to successfully and properly do business in Ohio as a competitive supplier of electricity and natural gas. Josco became a member of PJM Interconnection in December 2015, and Josco is led by a team of experienced management professionals, and has retained the services of a leading EDI transaction firm to support the company's operations and expected growth.

Marc Reichmann serves as Director of Operations of Josco Energy USA, LLC, and is primarily responsible for overseeing all of the company's operations, business development, and sales and marketing functions. A copy of Mr. Reichman's resume is attached hereto.

Matt Gordon oversees Josco Energy USA, LLC's regulatory compliance. Mr. Gordon has 15 years of experience as a Business Manager, specializing in government relations, vendor relations and customer service. Jesse Rutta serves as Chief Financial Officer for Josco Energy USA, LLC, and is primarily responsible for the day-to-day operations including financial transactions, accounting/payroll, legal/regulatory compliance, and vendor relations.

Chani Kaufman is Josco's Director of Customer Service. In that role he ensures regulatory compliance, responds to and resolves customer inquiries, trains and manages a team of 6 customer service representatives, oversees training of sales agents, and monitors sales and customer service representatives for regulatory compliance.

Josco Energy has successfully completed the EDI certification for the following utilities: Con-Edison, NYSEG, Orange & Rockland, Atlantic City Electric, JCP&L, New Jersey Natural Gas, PSE&G, South Jersey Gas, Keyspan Long Island, Keyspan NY, National Fuel Gas, Duke Electric, Duke Gas, Duquesne Light, Metropolitan Edison, PECO, PPL, Penelec, Penelec, Penn Power, West Penn Power, UGI - Central Penn, UGI- Utilities, UGI - Penn Natural, Columbia Gas of PA, AEP Ohio, Duke Energy, Columbia Gas of OH, Vectren Energy, Dayton Power and Light, Ohio Edison, The Illuminating Company, Toledo Edison, BG& E Gas and Electric, Pepco, Delmarva Power, Potomac Edison, SMECO, Commonwealth Edison and Nicor Gas

Josco has a contractual relationship with Enhanced Energy Services to provide procurement support and to assist Josco in supervising and managing short and long term wholesale procurement and supply obligations. Enhanced Energy Services is an energy

management and consulting company that assists Electricity Suppliers with load forecasting, scheduling and portfolio management in PJM ISO and NYISO.

Enhanced Energy consults with Josco on Energy Procurement, Load Forecasting, Scheduling, Hedging, Balancing and Settlements, and Supply Financing.

Josco utilizes Enersoft to handle its EDI Transaction Management, to coordinate billing and accounts receivable functions with the various utilities that deliver Josco's electricity and natural gas.