



DIS Case Number: 18-1552-EL-AGG

## Section A: Application Information

### A-1. Provider type:

☒ Power Broker    ☐ Aggregator    ☐ Retail Generation Provider    ☐ Power Marketer

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

**Legal Name:** Energy Auction Exchange LLC

**Country:** United States

**Phone:** (888) 602-8991    **Extension (if applicable):**

**Street:** 893 Baxter Drive

**Website (if any):**  
<https://energyauctionexchange.com/>

**City:** South Jordan    **Province/State:** UT

**Postal Code:** 84095

### 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	Type	Address	Active?	Proof
Energy Auction Exchange LLC	Official Name	893 Baxter Drive South Jordan, UT 84095	Yes	Link

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

Provide all business names the applicant uses in North America, including the names provided in A-2 and A-3.

Name	Type	Address	Active?	Proof
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### A-5. Contact person for regulatory matters



## Public Utilities Commission

Kelly Curtis  
853 W Baxter Dr  
South Jordan, UT 84095  
US  
kelly@energyaex.com  
8018087881

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

Kelly Curtis  
853 W Baxter Dr  
South Jordan, UT 84095  
US  
kelly@energyaex.com  
8018087881

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

<b>Phone:</b> 8886028991	<b>Extension (if applicable):</b>	<b>Country:</b> United States	
<b>Fax:</b>	<b>Extension (if applicable):</b>	<b>Street:</b> 893 Baxter Drive	
<b>Email:</b> kelly@energyaex.com		<b>City:</b> South Jordan	<b>Province/State:</b> UT
		<b>Postal Code:</b> 84095	

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

455020473

### A-9. Applicant's form of ownership

**Form of ownership:** Limited Liability Company (LLC)

### 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  
DP&L

Duke Energy Ohio  
FirstEnergy - Cleveland Electric Illuminating  
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: 06-25-2012

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

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

Name	Email	Title	Address
Robert Deuberry	robert@energyaex.com	President of Sales	893 Baxter Drive South Jordan, UT 84095 US
Gunther Fischli	gunther@energyaex.com	COO	893 Baxter Drive South Jordan, UT 84095 US
Kelly Curtis	kelly@energyaex.com	CFO	853 W Baxter Dr South Jordan, UT 84095 US

### **A-13. Company history**

Energy Auction Exchange was formed in April 2012 by Robert Deuberry, Kelly Curtis and Gunther Fischli primarily as a reverse auction platform for energy procurement in deregulated electricity states. Since then, the company has been licensed and been active as a Power Broker in several deregulated States for both Electricity and Natural Gas contracts. All contracts are furnished by licensed suppliers and are routed through EAE for processing, countersigning and storage.



**A-14. Secretary of State**

Secretary of State Link:

## **Section B: Applicant Managerial Capability and Experience**

### **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..

Jurisdiction of Operation: Illinois, Kentucky, Ohio, Pennsylvania, Maryland, New Jersey, New York, Texas, DC.

### **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.

Application Experience and Plan Description: The founding of Energy Auction Exchange was inspired by merging the experience and by doing things better.

Currently the vast majority of energy procurement is done by entering into a supply contract directly with an

energy supplier or indirectly through an energy consultant who presents a single supplier.

Energy Auction Exchange has always based his business on competition and always offered its customers options.

Options on how they want their energy procured, options on suppliers, options on type of energy contract, and

options on suppliers. We will do the same with our gas customers. Offering them as many options as possible so

they can find the supply that fits their needs the best for their customers.

Our customers come to us by our current agent and employee base and by referral from current customers.

Through the years we have always been customer focused and addressed any customers questions promptly and

effectively which shows on our current PUCO record.

Energy Auction Exchange has offered electric procurement since 2012 in Ohio and several neighboring states.



## Public Utilities Commission

Also, offering gas service in Ohio allows us to provide a continuance of great customer service and increased value to our existing and customers.

We currently service 534 active number of customers in 9 states (including Ohio). These customers are mostly commercial industrial and health care customers, but we also service many other types of commercial customers.

Energy Auction Exchange has procured over 251 million KWH annually in electricity and over 5 million DTH annually in Gas.

### **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..

Liability and Investigations Disclosures: We are not involved now nor have been involved in the past with any rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact the operation of Energy Auction Exchange either financially or from an operational status or ability to provide services.

### **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?

**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?

**No**



## Section C: Applicant Financial Capability and Experience

### C-1. Financial reporting

Provide a current link to the most recent Form 10-K filed with the Securities and Exchange Commission (SEC) or upload 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.

Does not apply

### 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.

File(s) attached

### 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.

File(s) attached

#### **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'.

This does not apply

#### **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.

This does not apply.



#### **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?

- Applicant
- Parent company of the applicant
- Affiliate company that guarantees the financial obligations of the applicant
- Any owner or officer of the applicant

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?

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.

Stand-alone entity with no affiliate or subsidiary companies

## **Section D: Applicant Technical Capacity**

#### **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.





Operations Description: Energy Auction Exchange Operations are based in South Jordan, UT and are ran by Margot Dallinga .

Energy Auction Exchange will utilize two forms of procurement. First we have our proprietary auction portal, which is a web based platform that suppliers have the option to submit bids through a bid portal. Secondly we will offer a closed bid process. Through either process clients will have a 4 step process that takes them from bidding to contract.

Step 1. Review bid report which will include different options for contract lengths and types of contracts with pricing to options to correspond with each option.

Step 2. Choose type of contract and term which best suits company needs.

Step 3. Review supplier contract. Along with Energy Auction Exchange representative review the contract terms and conditions to make sure it fits the parameters of what company is looking for.

#### **D-2. Operations Expertise & Key Technical Personnel**

Given the operational nature of the applicant's business, provide evidence of the applicant's experience and technical expertise in performing such operations. Include the names, titles, e-mail addresses, and background of key personnel involved in the operations of the applicant's business.

File(s) attached



Public Utilities  
Commission

# Application Attachments

# STATE OF OHIO CERTIFICATE

Ohio Secretary of State, Jon Husted

2106725

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

**ENERGY AUCTION EXCHANGE, LLC**

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

Document(s)

**REG. OF FOR. PROFIT LIM. LIAB. CO.**

Document No(s):

**201213600356**



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 14th day of May, A.D.  
2012.

A handwritten signature in cursive script that reads "Jon Husted".

Ohio Secretary of State

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

Our founders and directors – Robert Deuberry, Kelly Curtis, and Gunther Fischli are key personnel to the business. Resumes and experience are provided below. Margot Dallinga has extensive energy backgrounds in utility auditing, deregulated energy procurement and renewable energy, with 5 years in the energy industry.

Bios of the three founders are included below:

### **Kelly Curtis - CFO**

**[kelly@energyaex.com](mailto:kelly@energyaex.com)**

Mr. Curtis is the current CFO of Energy Auction Exchange. Mr. Curtis graduated from the Marriott School of Business at Brigham Young University with a bachelor's degree in Finance, and began his career in the mortgage banking industry shortly thereafter. Mr. Curtis and Mr. Fischli started Construction Capital Source in 2003, a wholesale construction lender and servicer, and grew the company to over \$100 Million construction loan portfolio, hundreds of millions of dollars in loan originations, and offices in four intermountain states. During this time, Mr. Curtis was integral in developing product pricing models, compliance systems and procedures including federal and state licensing requirements, and in expanding company operations across state lines. Mr. Curtis has significant experience in operations management, process and risk evaluation, and in helping startup organizations succeed. In 2009, Mr. Curtis and Mr. Fischli acquired Discovery Energy, an established utility bill auditing firm with a 9 year history and a 3 state footprint. Mr. Curtis headed the efforts of changing Discovery's sales model from outside to inside, and that change resulted in tripling the company's valuation by 2012. Currently Discovery Energy has a national footprint with several national brand name companies as clients. Mr. Curtis was also integral in developing the UtilityPro Training Program, which is a training platform that is designed to train a group with the auditing knowledge, systems, processes, and technology necessary in running a utility bill auditing firm. Currently Discovery has 6 companies that have completed the training, and are performing utility bill audits under the Discovery platform all across the country.

### **Gunther Fischli - COO**

**[gunther@energyaex.com](mailto:gunther@energyaex.com)**

Mr. Fischli is the current COO of Energy Auction Exchange. Mr. Fischli graduated from the University of Utah with a bachelor's degree in Finance, and a master's in business administration. Mr. Fischli was the CEO of Construction Capital Source, which he grew to over \$100 Million construction loan portfolio, hundreds of millions of dollars in loan originations, and offices in four intermountain states. He was the architect of ConstructionLynx, a proprietary construction lending and servicing software program that streamlined the loan processing, loan servicing, and loan audit and control functions. He has significant experience in the areas of mortgage origination, compliance, secondary marketing, and real estate loan risk management. In 2009, Mr. Fischli and Mr. Curtis acquired Discovery Energy, an established utility bill auditing firm with a 9 year history and a 3 state footprint. Mr. Fischli developed automated systems through different technology platforms that he customized to fit Discovery's auditing scope. The systems that Mr. Fischli created were integral in handling Discovery's national growth from 2009 – 2012, and are replicated in Energy Auction Exchange. Mr. Fischli's systems and processes are also key to the UtilityPro Training Program, and are used in the auditing done by the companies who have completed the training.

**Robert Deuberry**

**robert@energyaex.com**

**President of Sales -Energy Auction Exchange**

April 2012 - Current

**Senior Vice President of Sales -Glacial Energy**

Privately Held; 201-500 employees; Utilities industry

March 2012 – June 2012

As Senior Vice President of Sales at Glacial Energy. I was the person primarily responsible for planning and directing all sales aspects of electricity and natural gas products in Ohio. I managed the Ohio sales team that created customized energy solutions for commercial customers of electricity and natural gas. My sales team primary goal is to advise customers on their energy choices in a deregulated market.

We specialized in working with commercial real estate and management companies, Industrial companies, Hotels management groups, healthcare facilities, assisted living developments and municipalities.

**Channel Partner Regional Director -Glacial Energy**

Privately Held; 201-500 employees; Utilities industry

February 2011 – March 2012 (1 year 2 months)

As the Channel Partner Regional Director for Glacial Energy. I was responsible for managing indirect sales through Channel Partner organizations and developing partnerships with large agent organizations that are interested in utilizing Glacial Energy.

**Business Development Manager -Glacial Energy**

Privately Held; 201-500 employees; Utilities industry

September 2009 – February 2011 (1 year 7 months)

As Business Development Manager for Glacial Energy. I am responsible for selling electricity and/ or natural gas services to commercial, institutional and industrial customers while developing new sales leads.

**Margot Dallinga – Deals Director**

**margot@energyaex.com**

801-518-3600

Mrs. Dallinga oversees all contracts and supplier pricing for Energy Auction Exchange, as well as agent commissions, supplier relationships and licensing. Mrs. Dallinga graduated with a Master of Engineering at Penn State University in 2010, after a bachelor's degree in Civil Engineering. She worked as an Acoustical Engineer at Spectrum Engineers, in Utah, from 2000 to 2013, and created KMD Design – a Solar PV Systems design company in 2015. Mrs. Dallinga has a strong background in Clean Energy and Engineering, along with extensive experience with clients and many regulatory authorities.

# Energy Auction Exchange

## BALANCE SHEET

As of December 31, 2019

	TOTAL
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
FUB Checking	100.00
Zions Checking	41,817.15
<b>Total Bank Accounts</b>	<b>\$41,917.15</b>
<b>Total Current Assets</b>	<b>\$41,917.15</b>
Fixed Assets	
Accumulated Amortization	-227,067.16
Accumulated Depreciation	-2,500.00
Software	2,500.00
Software Development Costs	306,785.11
Software Development Costs (201	45,532.03
<b>Total Fixed Assets</b>	<b>\$125,249.98</b>
<b>TOTAL ASSETS</b>	<b>\$167,167.13</b>
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
Current Liabilities	
Credit Cards	
AEX Credit Card	770.72
<b>Total Credit Cards</b>	<b>\$770.72</b>
Other Current Liabilities	
Due to CCS Loans	4,215.42
<b>Total Other Current Liabilities</b>	<b>\$4,215.42</b>
<b>Total Current Liabilities</b>	<b>\$4,986.14</b>
<b>Total Liabilities</b>	<b>\$4,986.14</b>
Equity	
Member - Gunther Fischli	
Partner Capital - Gunther	52,241.37
<b>Total Member - Gunther Fischli</b>	<b>52,241.37</b>
Member - Kelly Curtis	
Partner Capital - Kelly	52,239.37
<b>Total Member - Kelly Curtis</b>	<b>52,239.37</b>
Member - Robert Deuberry	
Partner Capital - Robert	52,243.39
<b>Total Member - Robert Deuberry</b>	<b>52,243.39</b>
Retained Earnings	0.00
Net Income	5,456.86
<b>Total Equity</b>	<b>\$162,180.99</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$167,167.13</b>

Certified by:



Title:

CFO

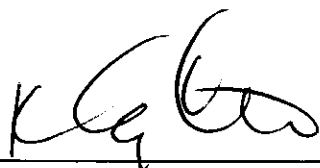
# Energy Auction Exchange

## PROFIT AND LOSS

January 1 - December 30, 2019

	TOTAL
Income	
Commission Income	771,888.51
<b>Total Income</b>	<b>\$771,888.51</b>
Cost of Goods Sold	
Commissions	
Channel Partner	401,270.34
Cost of Goods Sold	6,012.43
<b>Total Commissions</b>	<b>407,282.77</b>
<b>Total Cost of Goods Sold</b>	<b>\$407,282.77</b>
<b>GROSS PROFIT</b>	<b>\$364,605.74</b>
Expenses	
Advertising	1,999.27
Bank Service Charges	517.79
Dues & Subscriptions	510.29
Health/Dental/Life Ins. Reimb.	676.39
Insurance Expense	459.00
Interest Expense	3,565.97
Licensing	3,558.87
Marketing	766.30
Meals and Entertainment	38.63
Office Reimbursement Expense	1,800.00
Payroll Expenses	204,543.60
Payroll Fees	2,520.32
Payroll Reimbursement	19,510.40
Payroll Taxes	57,403.47
<b>Total Payroll Expenses</b>	<b>283,977.79</b>
Professional Fees	1,390.00
Rent	12,150.00
Software Subscriptions	10,933.85
Telephone Expense	494.18
<b>Total Expenses</b>	<b>\$322,838.33</b>
<b>NET OPERATING INCOME</b>	<b>\$41,767.41</b>
<b>NET INCOME</b>	<b>\$41,767.41</b>

Certified by:



Title:



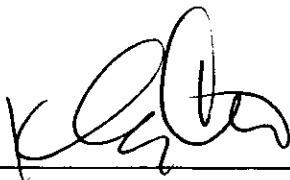
# Energy Auction Exchange

## STATEMENT OF CASH FLOWS

January - December 2019

	TOTAL
<b>OPERATING ACTIVITIES</b>	
Net Income	1,397.48
Adjustments to reconcile Net Income to Net Cash provided by operations:	
Accounts Payable	4,059.38
AEX Credit Card	738.60
<b>Total Adjustments to reconcile Net Income to Net Cash provided by operations:</b>	<b>4,797.98</b>
<b>Net cash provided by operating activities</b>	<b>\$6,195.46</b>
<b>INVESTING ACTIVITIES</b>	
Accumulated Amortization	18,469.86
<b>Net cash provided by investing activities</b>	<b>\$18,469.86</b>
<b>FINANCING ACTIVITIES</b>	
Zions LOC 2	-83,061.29
Member - Gunther Fischli:GF Distributions	5,000.00
Member - Gunther Fischli:Partner Capital - Gunther	14,509.38
Member - Joel Delhin:Partner Capital - Joel	48,186.30
Member - Kelly Curtis:KC Distributions	5,000.00
Member - Kelly Curtis:Partner Capital - Kelly	14,509.38
Member - Robert Deuberry:Partner Capital - Robert	14,509.39
Member - Robert Deuberry:RD Distributions	5,000.00
Retained Earnings	-106,714.45
<b>Net cash provided by financing activities</b>	<b>\$ -83,061.29</b>
<b>NET CASH INCREASE FOR PERIOD</b>	<b>\$ -58,395.97</b>
Cash at beginning of period	100,313.12
<b>CASH AT END OF PERIOD</b>	<b>\$41,917.15</b>

Certified by: \_\_\_\_\_



Title: \_\_\_\_\_

CFO



# Energy Auction Exchange

## BALANCE SHEET

As of December 31, 2018

	TOTAL
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
FUB Checking	100.00
Zions Checking	100,213.12
<b>Total Bank Accounts</b>	<b>\$100,313.12</b>
<b>Total Current Assets</b>	<b>\$100,313.12</b>
Fixed Assets	
Accumulated Amortization	-208,597.30
Accumulated Depreciation	-2,500.00
Software	2,500.00
Software Development Costs	306,785.11
Software Development Costs (201	45,532.03
<b>Total Fixed Assets</b>	<b>\$143,719.84</b>
<b>TOTAL ASSETS</b>	<b>\$244,032.96</b>
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
Current Liabilities	
Credit Cards	
AEX Credit Card	32.12
<b>Total Credit Cards</b>	<b>\$32.12</b>
Other Current Liabilities	
Due to CCS Loans	4,215.42
<b>Total Other Current Liabilities</b>	<b>\$4,215.42</b>
<b>Total Current Liabilities</b>	<b>\$4,247.54</b>
Long-Term Liabilities	
Zions LOC 2	83,061.29
<b>Total Long-Term Liabilities</b>	<b>\$83,061.29</b>
<b>Total Liabilities</b>	<b>\$87,308.83</b>
Equity	
Member - Gunther Fischli	
GF Distributions	-5,000.00
Partner Capital - Gunther	37,731.99
<b>Total Member - Gunther Fischli</b>	<b>32,731.99</b>
Member - Joel Delhin	
Partner Capital - Joel	-48,186.30
<b>Total Member - Joel Delhin</b>	<b>-48,186.30</b>
Member - Kelly Curtis	
KC Distributions	-5,000.00
Partner Capital - Kelly	37,729.99
<b>Total Member - Kelly Curtis</b>	<b>32,729.99</b>
Member - Robert Deuberry	

	TOTAL
Partner Capital - Robert	37,734.00
RD Distributions	-5,000.00
<b>Total Member - Robert Deuberry</b>	<b>32,734.00</b>
Retained Earnings	24,623.49
Net Income	82,090.96
<b>Total Equity</b>	<b>\$156,724.13</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$244,032.96</b>

Certified by: \_\_\_\_\_



Title: \_\_\_\_\_

CFO

# Energy Auction Exchange

## PROFIT AND LOSS

January 1 - December 30, 2018

	TOTAL
Income	
Commission Income	856,896.22
Credit Card Cash Back	325.00
<b>Total Income</b>	<b>\$857,221.22</b>
Cost of Goods Sold	
Commissions	
Channel Partner	448,848.64
<b>Total Commissions</b>	<b>448,848.64</b>
<b>Total Cost of Goods Sold</b>	<b>\$448,848.64</b>
<b>GROSS PROFIT</b>	<b>\$408,372.58</b>
Expenses	
Advertising	115.79
Automobile Expense	20.00
Bank Service Charges	928.50
Contract Retention	2,494.81
Dues & Subscriptions	96.36
Employee Training & Welfare	329.00
Health/Dental/Life Ins. Reimb.	8,229.78
Insurance Expense	952.00
Interest Expense	9,313.05
Licensing	2,784.50
Meals and Entertainment	1,116.98
Office Reimbursement Expense	4,400.00
Office Supplies	152.01
Payroll Expenses	167,745.48
Payroll Fees	2,397.47
Payroll Reimbursement	28,105.50
Payroll Taxes	50,770.33
Professional fees	40.00
<b>Total Payroll Expenses</b>	<b>249,058.78</b>
Professional Fees	2,019.86
Rent	12,000.00
Software Subscriptions	2,742.38
Travel Expense	4,365.81
Website Design & Hosting	3,017.02
<b>Total Expenses</b>	<b>\$304,136.63</b>
<b>NET OPERATING INCOME</b>	<b>\$104,235.95</b>
<b>NET INCOME</b>	<b>\$104,235.95</b>

Certified by: \_\_\_\_\_



Title: \_\_\_\_\_

CFO

# Energy Auction Exchange

## STATEMENT OF CASH FLOWS

January - December 2018

	TOTAL
OPERATING ACTIVITIES	
Net Income	82,090.96
Adjustments to reconcile Net Income to Net Cash provided by operations:	
AEX Credit Card	32.12
<b>Total Adjustments to reconcile Net Income to Net Cash provided by operations:</b>	<b>32.12</b>
<b>Net cash provided by operating activities</b>	<b>\$82,123.08</b>
INVESTING ACTIVITIES	
Accumulated Amortization	23,023.08
<b>Net cash provided by investing activities</b>	<b>\$23,023.08</b>
FINANCING ACTIVITIES	
Zions LOC 2	-34,048.71
Member - Gunther Fischli:Partner Capital - Gunther	-5,000.00
Member - Joel Delhin:JD Distributions	100,000.00
Member - Joel Delhin:Partner Capital - Joel	-100,000.00
Member - Kelly Curtis:Partner Capital - Kelly	-5,000.00
Member - Robert Deuberry:Partner Capital - Robert	-5,000.00
<b>Net cash provided by financing activities</b>	<b>\$ -49,048.71</b>
<b>NET CASH INCREASE FOR PERIOD</b>	<b>\$56,097.45</b>
Cash at beginning of period	44,215.67
<b>CASH AT END OF PERIOD</b>	<b>\$100,313.12</b>

Certified by:



Title:

CFO



**Forecasted Income Statement based solely upon Ohio Electric Brokering Activities**

	Current Year (Estimated)	Forecast Year 1	Forecast Year 2
Revenues			
Ohio Electric Brokering Revenue	<u>300,000</u>	<u>315,000</u>	<u>330,750</u>
Expenses			
Total Expenses	<u>240,000</u>	<u>252,000</u>	<u>264,000</u>
Taxes			
Provision for Income Taxes	<u>5,000</u>	<u>5,250</u>	<u>5,500</u>
Net Income (Loss)	<u><u>55,000</u></u>	<u><u>57,750</u></u>	<u><u>60,650</u></u>

# **Competitive Retail Electric Service**

## **Affidavit**

County of Salt Lake:

State of Utah :

Kelly Curtis, Affiant, being duly sworn/affirmed, hereby states that:

- 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.
- 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.
- The applicant will timely pay any assessment made pursuant to Sections 4905.10, 4911.18, and 4928.06(F), Ohio Revised Code.
- 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.
- 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.
- 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.
- The applicant will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
- 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.
- 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.
- 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.

- 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.

- 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.

- Affiant further sayeth naught.

K. [Signature] CFO  
Signature of Affiant & Title

Sworn and subscribed before me this 5 day of Nov, 2020  
Month Year

Pauline M. Fisher

Signature of official administering oath

Pauline M. Fisher / Notary

Print Name and Title



11-15-21

My commission expires on



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

**Commission of Ohio Docketing Information System on**

**11/9/2020 12:09:13 PM**

**in**

**Case No(s). 18-1552-EL-AGG**

Summary: In the Matter of the Application of Energy Auction Exchange LLC