

DIS Case Number: 12-2908-GA-AGG

Section A: Application Information

A-1. Provider type:

☒ Retail Natural Gas
Broker

☐ Retail Natural Gas
Aggregator

☐ Retail Natural Gas
Marketer

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

Legal Name: Lykins Oil Company

Country: United States

Phone: (800) 875-8820
Extension (if applicable):

Street: 5163 Wolfpen-Pleasant Hill Road

Website (if any): www.lykinsenergy.com

City: Milford

Province/State: OH

Postal Code: 45150

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
Lykins Energy Solutions	DBA	5163 Wolfpen-Pleasant Hill Road Milford, OH 45150	Yes	File

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
Lykins Energy Solutions	DBA	5163 Wolfpen-Pleasant Hill Road Milford, OH 45150	Yes	File

A-5. Contact person for regulatory matters



Tom Gantzer
8366 Princetonglendale Rd
West Chester, OH 45069
US
tgantzer@stepresources.com
5137920146

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

Tom Gantzer
8366 Princetonglendale Rd
West Chester, OH 45069
US
tgantzer@stepresources.com
5137920146

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

Phone: 800-875-8820	Extension (if applicable):	Country: United States
Fax: 513-831-1428	Extension (if applicable):	Street: 8366 Princeton - Glendale Rd Suite B1
Email: electricssupply@lykinsenergy.com	City: West Chester	Province/State: OH
	Postal Code: 45069	

A-8. Applicant's federal employer identification number

31-1334820

A-9. Applicant's form of ownership

Form of ownership: Corporation

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: 09-01-2014

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
Ron Lykins	ron@lykinsenergy.com		5163 Wolfpen Pleasant Hill Road Milford, OH 45150 US
Robert Manning	bob@lykinsenergy.com	Treasurer/CFO	5163 Wolfpen-Pleasant Hill Road Milford, OH 45150 US
D. Jeffrey Lykins	djl@lykinsenergy.com	President	5163 Wolfpen-Pleasant Hill Road Milford, OH 45150 US

A-13. Company history

Lykins Oil Company ('Lykins') is a premier supplier of traditional fuels and environmentally friendly alternative fuels for business and governmental fleets, municipalities, homes, and farms. Lykins has been a dependable supplier of petroleum products since 1948, and takes great pride in providing quality fuels, fuel solutions, and customer service to over 25,000 customers in fourteen states.

Lykins is a wholly-owned subsidiary of Lykins Companies, Inc., a family-owned Subchapter S corporation. The company is in its third generation of management and has over 200



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employees. Lykins' home office is located in Milford, Ohio (Clermont County), where Lykins actively supports many community organizations and activities.

Lykins Oil Company dba Lykins Energy has been active in the electric and gas broker markets since 2012 and has been an electric supplier since July of 2014.

For additional information concerning the history, background, and business lines of Lykins please go to the Lykins' website at www.lykinsenergy.com.

A-14. Secretary of State

Secretary of State Link:

A-15. Proof of Ohio Employee and Office

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

Employee Name: Tom Gantzer
8366 Princetonglendale Rd
West Chester, OH 45069
US
tgantzer@stepresources.com
5137920146

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..

File Attached

B-2. Experience and plans



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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.

File(s) attached

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..

File Attached

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.

Preferred to file this information confidentially

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-



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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.

Preferred to file confidentially

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.

Preferred to file this information confidentially

C-6. Bankruptcy information



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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.

File(s) attached

Section D: Applicant Technical Capacity

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.

File(s) attached

D-2. Operations Expertise & Key Technical Personnel



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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



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Commission

Application Attachments

Exhibit B-3 “Disclosure of Liabilities and Investigations”

Lykins Oil Company d/b/a Lykins Energy Solutions

Lykins Oil Company d/b/a Lykins Energy Solutions has no existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact its financial or operational status or ability to provide the services it is seeking to provide.

Exhibit B-1 “Jurisdictions of Operation”

Lykins Oil Company d/b/a Lykins Energy Solutions

Lykins Oil Company d/b/a Lykins Energy Solutions is a certified aggregator, power marketer, and power broker with authority to conduct CRES activities in all electric distribution utility (“EDU”) service territories in Ohio. Lykins Oil Company d/b/a/ Lykins Energy Advisors has a CRES broker certification in Ohio, an Agent, Broker, and Consultant Certification in the State of Illinois, and a broker certification in Texas and Illinois. Additionally, Lykins is a PUCO-certified natural gas broker in Ohio.

Exhibit B-2 “Experience and Plans”

Lykins Oil Company d/b/a Lykins Energy Solutions

Lykins has been serving commercial and residential customers with petroleum products since 1948. Lykins currently services over 25,000 active accounts, providing fuels for all types of usage, including home heating. The majority of its customers are located in Ohio.

Lykins expanded its service offerings to include providing electric supply in 2014 relying on its existing business infrastructure and relationships with its customers as the basis for assisting them and others in meeting their total energy requirements.

Lykins utilizes ‘Rate Ready’ billing for 99% of its customers. Lykins outsources ‘Bill Ready’ billing to an experienced electric market outsource provider. Lykins has a well-trained, dedicated customer service group in place to deal with any consumer issues that may arise. In addition, Lykins has an extensive advertising and customer-relations network which enables Lykins to market services effectively while maintaining the highest levels of customer care and adhering to the Commission’s rules on customer service and marketing practices.

For additional information concerning this specific area please contact Tom Gantzer at (513) 965-2010 or tgantzer@lykinsenergy.com

Exhibit D-3 “Key Technical Personnel”

Lykins Oil Company d/b/a Lykins Energy Solutions

Bob Manning
Executive Vice President / CFO
bmanning@lykinsenergy.com
(513) 965-6204

Mr. Manning has been employed at Lykins for 25 years and is one of four owners of the company. He is a CPA, has an MBA from Xavier University and undergraduate accounting degree from Miami University. Mr. Manning is very active in the community including serving on a couple non-profit boards including most recently as past Chairman of Clermont County Chamber of Commerce.

Tom Gantzer
General Manager
tgantzer@lykinsenergy.com
(513) 965-2010

Tom is the General Manager at Lykins Energy Solutions where he oversees utility infrastructure consulting, power sales and brokering. Tom brings more than 40 years of experience in the regulated and deregulated energy business.

Prior to joining Lykins Energy Advisors, Tom was Director of Regulatory Affairs at Innovari Market Solutions where he managed demand response operations nationwide. Responsibilities included regulatory affairs, portfolio risk management, product development, contracts, and settlements.

Previously, Tom held positions at Midcontinent ISO, Constellation Energy Group and Duke Energy in the areas of wholesale & retail electricity marketing & trading, utility operations, pricing, tariffs, structured products, acquisitions, and retail market development.

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

I, Frank LaRose, do hereby certify that I am the duly elected, qualified and present acting Secretary of State for the State of Ohio, and as such have custody of the records of Ohio and Foreign business entities; that said records show LYKINS OIL COMPANY, an Ohio corporation, Charter No. 928158, having its principal location in Milford, County of Clermont, was incorporated on January 4, 1996 and is currently in GOOD STANDING upon the records of this office.



*Witness my hand and the seal of the
Secretary of State at Columbus, Ohio
this 12th day of November, A.D.
2020.*

A handwritten signature in blue ink, appearing to read "Frank LaRose".

Ohio Secretary of State

Validation Number: 202031702242

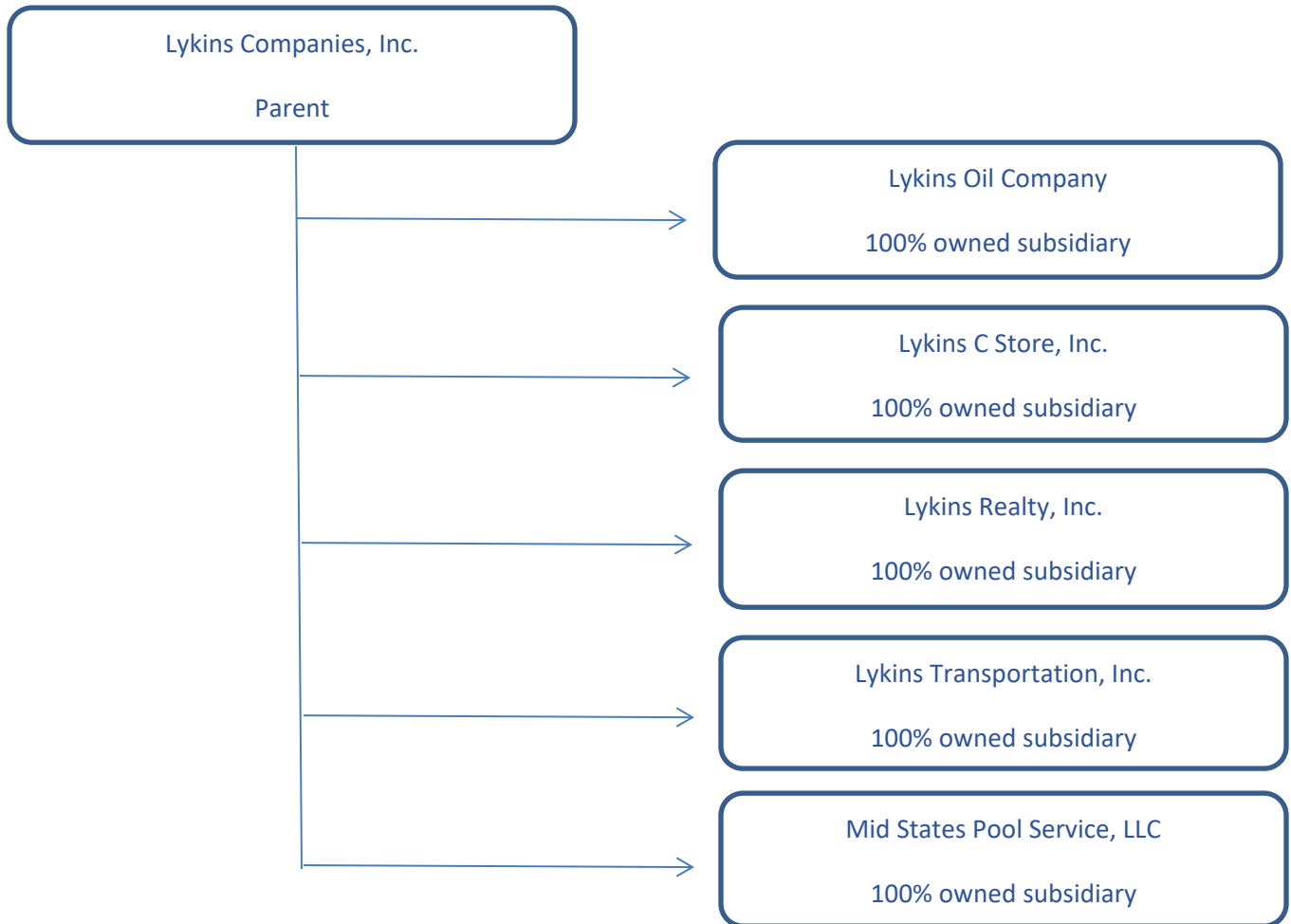
Exhibit D-1 “Operations”

Lykins Oil Company d/b/a Lykins Energy Solutions

Lykins has broker contracts with several natural gas suppliers. Lykins brokers to its current customer base. Lykins operations will not include the contracting of natural gas purchases for retail sales, the nomination and scheduling of retail natural gas for delivery, or the provision of retail ancillary services, or any other services used to supply natural gas to the natural gas company city gate for retail customers.

Exhibit C8 “Corporate Structure”

Lykins Oil Company d/b/a Lykins Energy Solutions



As indicated above, Lykins Companies, Inc., is the parent of five wholly-owned subsidiaries. The service that is the subject of this application will be provided solely by the Lykins Companies, Inc. subsidiary, Lykins Oil Company. Neither Lykins Companies, Inc. nor any of the subsidiaries identified above have supplied natural gas to customers in North America. Lykins Oil Company does supply retail electric to customers in Ohio.

Competitive Retail Natural Gas Service Affidavit

County of Clermont :

State of Ohio :

Robert Manning, 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] Treasurer
Signature of Affiant & Title

Sworn and subscribed before me this 16 day of November, 2020
Month Year

[Signature]
Signature of Official Administering Oath
ALISHA WHITE
NOTARY PUBLIC, STATE OF OHIO
CLERMONT COUNTY
My Commission Expires 9/8/2024

Alisha White, Notary
Print Name and Title

9/8/24

This foregoing document was electronically filed with the Public Utilities

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in

Case No(s). 12-2908-GA-AGG

Summary: In the Matter of the Application of Lykins Oil Company