

DIS Case Number: 19-0129-GA-AGG

Section A: Application Information

A-1. Provider type:

Retail Natural Gas	Retail Natural Gas	Retail Natural Gas
Broker	Aggregator	Marketer

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

Legal Name: Energy Edge Consulting, LLC **Country:** United States

Phone: 713-300- Extension (if Street: 9601 Katy Freeway, Suite 450

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Website (if any): www.energyedge.com City: Houston Province/State: TX

Postal Code: 77024

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	Туре	Address	Active?	Proof
Energy Edge Consulting, LLC	l ()fficial Name	9601 Katy Freeway, Suite 450 Houston, TX 77024	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.

Namo	Typo	Address	Activo2	Droof
Name	Туре	Address	Active?	Proof

A-5. Contact person for regulatory matters



Matt Hobson 9601 Katy Freeway, Suite 450 Houston, TX 77024 US mhobson@energyedge.com 7133000680

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

Matt Hobson 9601 Katy Freeway, Suite 450 Houston, TX 77024 US mhobson@energyedge.com 7133000680

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

Phone: 888-802- Extension (if Country: United States

8179 applicable):

Fax: 713-300- Extension (if applicable): Street: 9601 Katy Freeway, Suite 450

0680

Email: asalinas@energyedge.com City: Houston Province/State: TX

Postal Code: 77024

A-8. Applicant's federal employer identification number

26-4110680

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

Columbia Gas of Ohio



Dominion Energy Ohio
Duke Energy Ohio
Vectren Energy Delivery of Ohio

Class of customer selection

Industrial Small Commercial Large Commercial

A-11. Start date

Indicate the approximate start date the applicant began/will begin offering services: 03-01-2019

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
Brian Walker	bwalker@energyedge.com	President	6116 N. Central Expressway, Suite 921 Dallas, TX 75206 US
Matt Hobson	mhobson@energyedge.com	Vice President & Secretary	9601 Katy Freeway, Suite 450 Houston, TX 77024 US

A-13. Company history

Energy Edge Consulting was founded in March of 2009 to provide energy consulting services to commercial, industrial, and institutional consumers, primarily in the areas of electricity and natural gas. The company began with two employees and has since grown to twelve full-time employees. All of the team members at Energy Edge Consulting have a deep background in the electricity and/or natural gas industry. The company's primary focus is providing energy risk management and procurement consulting services to commercial, industrial, and institutional end users. In this capacity, Energy Edge Consulting assists clients in making energy related decisions but does not serve as a supplier nor take title to power or natural gas for any reason.

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 4929.22of the Ohio Revised Code. List the designated Ohio employee's name, Ohio office address, telephone number and web site address

Employee Name: n/a Corporation Service Company 50 West Broad Street, Suite 1330 Columbus, OH 43215 US csrcontact@cscinfo.com 8009279800

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

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: Energy Edge provides energy risk management, contract negotiation, and ongoing support services to large commercial, industrial, and institutional energy consumers. Our team has over 150 years of combined experience in deregulated energy markets. We currently serve clients in a variety of industries from manufacturing to restaurants to schools. Since the firm's founding in March 2009, Energy Edge Consulting has represented over 250 business and government entities in the management and purchasing of electricity & natural gas. Combined, these consumers represent over 4,000,000,000 kWh per year of electricity consumption. The firm has provided services to



customers in over 15 different utility territories that fall within the MISO, PJM, ERCOT, and WPP regional control areas. The firm takes a very technical approach to energy management and leverages the deep understanding of energy markets of each of its team members to deliver value to clients in energy management.

Typically, Energy Edge puts a services agreement in place with its clients that outlines the scope of services provided to the customer and the fee for said services. The fee is sometimes collected from the customer by the customer's retail energy service provider and remitted to Energy Edge, and sometimes Energy Edge invoices the customer for the fee. Given that Energy Edge has a relatively small number of large clients, inquiries and complaints are handled individually and are afforded a high level of attention by Energy Edge's staff.

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: Energy Edge Consulting, LLC has no existing, pending or past rulings, judgments, contingent liabilities, 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 be certified to provide.

B-4. Disclosure of consumer protection violations

Has the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant been convicted orheld 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 <u>two most recent years</u> 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 <u>solely</u> 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.

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.



File(s) attached

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



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

Operations Description: Energy Edge Consulting provides a full suite of energy management services to a wide range of businesses & institutions. Our clients range from single facilities to large multi-national, multi-site corporations. Energy Edge is committed to providing comprehensive, analytically-based solutions regardless of whether a client is trying to manage their energy spend or assessing the viability of a large infrastructure investment.

Energy Edge looks to form long-term relationships with our clients as a trusted energy advisor. Unlike a supplier, utility, or traditional broker, Energy Edge is not in the business of selling our clients a particular product or promoting a specific retail electric provider. Rather, we work closely with our clients to define their particular needs and then seek the most fitting solution available in the marketplace that provides the maximum value to our clients.

Energy Edge is unique in the energy industry in that we provide support in all aspects of energy supply. Our clients benefit from our distinctive knowledge of the inputs (i.e. market fundamentals, regulatory, emerging technology) that factor into bottom line price. Further, our services are ongoing throughout the agreement term, not just when it comes time to bid an open energy supply contract. Energy Edge team members specialize in market analytics. Watching forward trends in energy and natural gas and providing specialized analysis on incorporating sustainable energy resources into our clients' portfolios, in addition to economic analysis on behind the meter backup generation resources.

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, email addresses, and background of key personnel involved in the operations of the applicant's business.

File(s) attached



Application Attachments



DATE: 08/11/2010 DOCUMENT ID 201022201785

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

FILING 125.00 EXPED

PENALTY

CERT .00 COPY

Receipt

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

ENERGY EDGE CONSULTING P O BOX 70528 HOUSTON, TX 77270

STATE OF OHIO CERTIFICATE

Ohio Secretary of State, Jennifer Brunner

1954818

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

ENERGY EDGE CONSULTING, LLC

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

Document(s)

Document No(s):

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

201022201785



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 4th day of August, A.D. 2010.

Ohio Secretary of State

Exhibit D-2 "Operations Expertise & Key Technical Personnel"

Energy Edge's service offerings to end-use consumers are focused around eight core functions: Energy Risk Management, Energy Procurement, Renewable Energy Consulting, Energy Management Services, On-Site Electricity Generation, Support Services, Energy Sustainability, and Demand Response. Energy Edge works with its clients to understand their energy goals, operational requirements and risk tolerance to assist in the development and implementation of comprehensive energy management solutions.

The members of Energy Edge's team have a wealth of deep and broad electricity and natural gas industry experience. The team has a diverse background with expertise in the following practice areas:

- Retail energy product development
- Negotiating Power Purchase Agreements, EEIs, NAESBs, and other energy contracts
- Generation plant permitting
- Commodity trading
- Regulatory advocacy
- Energy efficiency initiatives
- Wholesale power sales
- Retail energy sales
- Renewable generation development
- Renewable energy consulting
- Behind the meter generation
- Demand response
- Energy market analysis and forecasting
- Electricity & natural gas procurement & management
- Energy risk management & strategy
- Facility energy management

This practical understanding of markets, contracts and strategies allows Energy Edge to provide its Clients with a level of insight and service that is unmatched in the industry.

Key Technical Personnel

Andrew Kyle
Director, Operations & Analytics
(214) 529-3733
akyle@energyedge.com

Andrew Kyle has 15 years of experience working in deregulated energy markets, primarily in Texas. Immediately prior to joining Energy Edge Consulting, he was Sr. Manager of Structured Transactions at TXU Energy, where he led a four-person team charged with PnL & liquidity management, product development, market segmentation and strategy; as well as structured product selling assistance in the large commercial and industrial segment. He was previously the Director of Retail Risk Management at Energy Future Holdings, where he managed a team responsible for the PnL & position reporting of TXUE's wholesale procurement; risk management policies, process & controls development and enforcement; as well as management of the risk evaluation process for non-standard origination transactions.

Additionally, Andrew has held previous roles in structuring, direct selling and analytics. He brings with him broad experience in both retail and wholesale energy markets and has extensive experience in the development of custom retail products leveraging wholesale constructs and instruments.

Andrew received his Bachelor of Business Administration from The University of Oklahoma and his Master of Business Administration from The University of Texas at Dallas.

Ana Salinas
Manager, Operations & Analytics
(713) 300-0680
asalinas@energyedge.com

Ana Salinas has 17 years of experience in the deregulated electricity industry in both ERCOT and PJM markets. Prior to joining Energy Edge Consulting as Operations Manager, Ana has held positions in product development, structuring, and marketing. Most recently, she was the Team Lead for the Customer Transaction Desk at Reliant Energy where non-fixed price customers were able to lock in real time prices. Ana and her team managed over \$2 billion in customer transactions on an annual basis.

Originally from Monterrey, Mexico, Ana received her Master of Business Administration in International Business and Bachelor of Business Administration in Management Information Systems from the University of St. Thomas.

Exhibit B-1 "Jurisdictions of Operation"

Energy Edge Consulting currently provides energy consulting/brokering services across the U.S., Canada, and Europe. Energy Edge Consulting maintains or is in the process of obtaining a license in the following areas:

Alberta, Canada: Energy Edge Consulting currently provides energy consulting and brokering services to end-use clients in Alberta; no license is issued by the province of Alberta for this activity

California: Energy Edge Consulting currently provides energy consulting and brokering services to enduse clients in California; no license is issued by the state of California for this activity

Colorado: Energy Edge Consulting currently provides energy consulting and brokering services to enduse clients in Colorado; no license is issued by the state of Colorado for this activity

D.C.: Licensed by the District of Columbia Public Service Commission to provide electricity brokering, consulting, and aggregating services; Energy Edge is in the process of obtaining its Natural Gas Broker license in DC.

Delaware: Licensed by the Delaware Public Service Commission to provide electricity brokering, consulting, and aggregating services

Illinois: Licensed by the Illinois Commerce Commission to provide electricity brokering, consulting, and aggregating services

Maine: Energy Edge is in the process of obtaining its Competitive Electricity Provider license in Maine.

Maryland: Licensed by the Maryland Public Service Commission to provide electricity brokering, consulting, and aggregating services; Energy Edge is in the process of obtaining its Natural Gas Broker license in Maryland.

Massachusetts: Licensed by the Massachusetts Department of Public Utilities to provide electricity brokering, consulting, and aggregating services; Energy Edge is in the process of obtaining its Gas Retail Agent license in Massachusetts.

New Hampshire: Licensed by New Hampshire Public Utilities Commission to provide electricity and natural gas brokering, consulting, and aggregating services

New Jersey: Licensed by New Jersey Board of Public Utilities to provide electricity and natural gas brokering, consulting, and aggregating services

New York: Energy Edge Consulting currently provides energy consulting and brokering services to enduse clients in New York; no license is issued by New York for this activity

Ontario, Canada: Energy Edge Consulting currently provides energy consulting and brokering services to end-use clients in Ontario; no license is issued by the province of Ontario for this activity

Pennsylvania: Licensed by the Pennsylvania Public Utility Commission to provide electricity brokering, consulting, and aggregating services; Energy Edge is in the process of obtaining its Natural Gas Broker license in Pennsylvania.

Rhode Island: Energy Edge has its Gas Marketer Registration in Rhode Island.

Texas: Licensed by the Texas Public Utility Commission to provide electricity broker and aggregating services



Credit Evaluator Plus

ENERGY EDGE CONSULTING, LLC

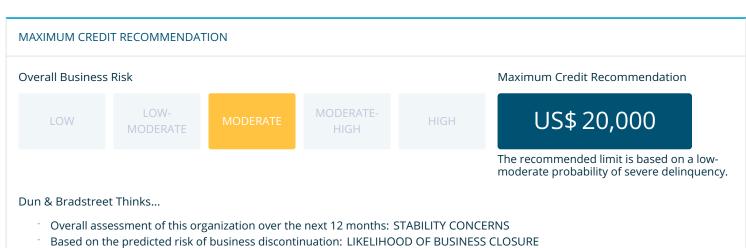
D-U-N-S: 83-027-8060

ADDRESS: 9601 Katy Fwy Ste 450, Houston, TX, 77024, United States

Date: 09/23/2020

RISK ASSESSMENT







Based on the predicted risk of severely delinquent payments: MODERATE POTENTIAL FOR SEVERELY DELINQUENT PAYMENTS





TRADE PAYMENTS

TRADE PAYMENTS SUMMARY

Based on 24 months of data

Overall Payment Behavior

0

Days Beyond Terms

Highest Now Owing: US\$ 0

% of Trade Within Terms

100%

Total Trade Experiences: 7

Largest High Credit: US\$ 1,000

Average High Credit: US\$ 433

Highest Past Due

US\$0

Total Unfavorable Comments: 0

Largest High Credit: US\$ 0

Total Placed in Collections: 0

Largest High Credit: US\$ 0

TRADE PAYMENTS BY CREDIT EXTENDED			
\$ CREDIT EXTENDED	% OF PAYMENTS WITHIN TERMS	# PAYMENT EXPERIENCES	TOTAL & DOLLAR AMOUNT
OVER 100,000	0%	0	\$0
50,000 - 100,000	0%	0	\$0
15,000 - 49,999	0%	0	\$0
5,000 - 14,999	0%	0	\$0
1,000 - 4,999	100%	1	\$1,000
UNDER 1,000	100%	2	\$300

EVENTS

LEGAL EVENTS

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

SUITS		JUDGEMENTS		LIENS		UCC FILINGS	
TOTAL	0	TOTAL	0	TOTAL	0	TOTAL	0
LAST FILING DATE	-						

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

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

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

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

COMPANY PROFILE

COMPANY OVERVIEW

Named Principal

RICHARD MATT HOBSON, MBR

Age (Year Started)

11 years (2009)

6

Employees

Business Form Partnership

SIC 8748 Annual Sales

Line of Business

Business consulting services

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Competitive Retail Natural Gas Service Affidavit

County	of Harris:
State o	f Texas :
Richar	d M. Hobson, 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.
	Affiant further sayeth naught. Matter Lice President ure of Affiant & Title
Sworn	and subscribed before me this 12 day of Jan, 2021 Month Year
Signa	NIGHAT DALL NIGHA
Our San	Notary Public, State of Texas Comm. Expires 10-30-2022 My commission expires on

This foregoing document was electronically filed with the Public Utilities

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1/14/2021 1:19:12 PM

in

Case No(s). 19-0129-GA-AGG

Summary: In the Matter of the Application of Energy Edge Consulting, LLC