



DIS Case Number: 18-0388-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:** YNJ Management LLC    **Country:** United States  
**Phone:** 6143942687    **Extension (if applicable):**    **Street:** 4055 Jackpot RD  
**Website (if any):** www.ynjmanagement.com    **City:** Grove City    **Province/State:** OH  
**Postal Code:** 43123

### 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
YNJ Energy	DBA	4055 Jackpot RD Grove City, OH 43123	No	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
YNJ Energy	DBA	4055 Jackpot RD Grove City, OH 43123	No	File

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



## Public Utilities Commission

Nash Patel  
4055 Jackpot Rd  
Grove City, OH 43123  
US  
ynjmanagement@yahoo.com  
6143942687

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

Nash Patel  
4055 Jackpot Rd  
Grove City, OH 43123  
US  
ynjmanagement@yahoo.com  
6143942687

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

<b>Phone:</b> 6143942687	<b>Extension (if applicable):</b>	<b>Country:</b> United States
<b>Fax:</b> 614-871-0740	<b>Extension (if applicable):</b>	<b>Street:</b> 4055 Jackpot RD
<b>Email:</b> ynjmanagement@gmail.com	<b>City:</b> Grove City	<b>Province/State:</b> OH
	<b>Postal Code:</b> 43123	

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

26-3257732

### **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 - Ohio Edison

### Class of customer selection

Commercial

### A-11. Start date

Indicate the approximate start date the applicant began/will begin offering services: 01-01-2020

### 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
Nash Patel	ynjmanagement@yahoo.com	Manager	4055 Jackpot Rd Grove City, OH 43123 US

### A-13. Company history

As active CEO of YNJ MANAGEMENT, LLC. I have now been in business for 14 years. Our Hospitality book of business grew from 1 hotel to 4. Expectations were set slightly higher, but the last two years were unique. We have diversified our business model slightly by putting new ideas and new thoughts that new generation will like and age well. We were thinking on a preparing good budget plan for upcoming years and also hire a Operations Manager that will overlook all the departments. On August 2017, we promoted Mr. Patel as our fill-time Operations manager. He has worked with our company more than 2 years at different position. Looking back at the business we've done in the last two years, we're pleased with the breakthroughs we've made in Increase in Customer service, Occupancy and ADR. Now that we've acquired an asset to manage operations, I will be able to allocate more hours towards business development. In addition to renewing and growing our current book of business, we'd like to build our referral partner network since we have the backend operations to support it. Now that we have the backend operations to manage an influx of leads, and deal flow, we anticipate a 30% growth in our referral partner network. Towards the latter part of 2020, we'd like to eventually build a small sales organization in Ohio, but we want to make sure we're 100% ready with the financial responsibilities and overhead. Over the course of the next couple of months, we'll begin the stages of developing an equitable compensation packages for 3-4



candidates that would meet the qualifications YNJ is looking for. The goal would be to begin the recruiting and hiring process in Fall, 2021. Otherwise, our next target start would be Spring, 2021. Assuming we hit either of our starts in building a sales organization, a bulk of time and resources will be reinvested between client retention and sustaining the growth of a sales organization in 2021. Additionally, reducing our overhead by with budget plans over the next two years will be a top priority. Ultimately, I feel that the company finally has the appropriate assets in place to grow our organization in a cost-effective approach.

#### **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: OHIO

### **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: As active CEO of YNJ MANAGEMENT, LLC. I have now been in business for 14 years. Our Hospitality book of business grew from to 1 hotel to 4. Expectations were set slightly higher, but the last two years were unique. We have diversified our business model slightly by putting new ideas and new thoughts that new generation will like and age well. We were thinking on a preparing good budget plan for upcoming years and also hire a Operations Manager that will overlook all the departments. On August 2017, we promoted Mr. Patel as our fill-time Operations manager. He has worked with our company more than 2 years at different position. Looking back at the business we've done in the last two years, we're pleased with the breakthroughs we've made in Increase in Customer service, Occupancy and ADR. Now that we've acquired an asset to manage operations, I will be able to allocate more hours towards business development. In addition to renewing and growing our current book of business, we'd like to build our referral partner network since we have the



backend operations to support it. Now that we have the backend operations to manage an influx of leads, and deal flow, we anticipate a 30% growth in our referral partner network. Towards the latter part of 2020, we'd like to eventually build a small sales organization in Ohio, but we want to make sure we're 100% ready with the financial responsibilities and overhead. Over the course of the next couple of months, we'll begin the stages of developing an equitable compensation packages for 3-4 candidates that would meet the qualifications YNJ is looking for. The goal would be to begin the recruiting and hiring process in Fall, 2021. Otherwise, our next target start would be Spring, 2021. Assuming we hit either of our starts in building a sales organization, a bulk of time and resources will be reinvested between client retention and sustaining the growth of a sales organization in 2021. Additionally, reducing our overhead by with budget plans over the next two years will be a top priority. Ultimately, I feel that the company finally has the appropriate assets in place to grow our organization in a cost-effective approach.

### **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: None

### **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'.

File(s) attached

#### **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**





Operations Description: We are targeting Hospitality business as bulk, we are under communication with national level franchise. Over operation include 365 - 24/7.

**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.

Operations Expertise & Personnel Description: As active CEO of YNJ MANAGEMENT, LLC. I have now been in business for 14 years. Our Hospitality book of business grew from to 1 hotel to 4. Expectations were set slightly higher, but the last two years were unique. We have diversified our business model slightly by putting new ideas and new thoughts that new generation will like and age well. We were thinking on a preparing good budget plan for upcoming years and also hire a Operations Manager that will overlook all the departments. On August 2017, we promoted Mr. Patel as our fill-time Operations manager. He has worked with our company more than 2 years at different position. Looking back at the business we've done in the last two years, we're pleased with the breakthroughs we've made in Increase in Customer service, Occupancy and ADR. Now that we've acquired an asset to manage operations, I will be able to allocate more hours towards business development. In addition to renewing and growing our current book of business, we'd like to build our referral partner network since we have the backend operations to support it. Now that we have the backend operations to manage an influx of leads, and deal flow, we anticipate a 30% growth in our referral partner network. Towards the latter part of 2020, we'd like to eventually build a small sales organization in Ohio, but we want to make sure we're 100% ready with the financial responsibilities and overhead. Over the course of the next couple of months, we'll begin the stages of developing an equitable compensation packages for 3-4 candidates that would meet the qualifications YNJ is looking for. The goal would be to begin the recruiting and hiring process in Fall, 2021. Otherwise, our next target start would be Spring, 2021. Assuming we hit either of our starts in building a sales organization, a bulk of time and resources will be reinvested between client retention and sustaining the growth of a sales organization in 2020. Additionally, reducing our overhead by with budget plans over the next two years will be a top priority. Ultimately, I feel that the company finally has the appropriate assets in place to grow our organization in a cost-effective approach.



Public Utilities  
Commission

# Application Attachments

6:57 PM  
02/02/21  
Cash Basis

**YNJ MANAGEMENT, LLC**  
**Projection-2022**

	<b>Jan - Dec 22</b>
<b>Ordinary Income/Expense</b>	
Income	
Management Fees	295,890.21
Electric Energy Income	9,800.00
<b>Total Income</b>	<b>305,690.21</b>
<b>Gross Profit</b>	<b>305,690.21</b>
Expense	
401 K Contribution-Nash Patel	9,500.05
Accounting	3,500.00
Automobile Expense	25,890.05
BANK CHARGES	1,850.00
Dues and Subscription	5,500.00
Insurance Expense	18,000.00
Interest Expense	1,750.00
Marketing Exp	14,500.00
Payroll Expenses	
IRS FORM 941-V	78,000.00
<b>Total Payroll Expenses</b>	<b>78,000.00</b>
Professional Fees	8,500.00
TAXES	14,500.00
Travel & Entertainment	12,500.00
<b>Total Expense</b>	<b>193,990.10</b>
<b>Net Ordinary Income</b>	<b>111,700.11</b>
<b>Net Income</b>	<b>111,700.11</b>

YNJ MANAGEMENT, LLC  
Projection- 2021

	<u>Jan - Dec 21</u>
Ordinary Income/Expense	
Income	
Management Fees	252,516.29
Electric Energy Income	5,689.02
Total Income	<u>258,205.31</u>
Gross Profit	258,205.31
Expense	
401 K Contribution-Nash Patel	8,901.21
Accounting	3,109.02
Automobile Expense	21,089.21
BANK CHARGES	1,205.00
Dues and Subscription	4,670.92
Insurance Expense	18,000.00
Interest Expense	809.32
Marketing Exp	12,681.86
Payroll Expenses	
IRS FORM 941-V	68,000.00
Total Payroll Expenses	<u>68,000.00</u>
Professional Fees	3,500.00
TAXES	12,145.52
Travel & Entertainment	955.08
Total Expense	<u>155,067.14</u>
Net Ordinary Income	<u>103,138.17</u>
Net Income	<u><u>103,138.17</u></u>

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

**Commission of Ohio Docketing Information System on**

**2/2/2021 5:54:12 PM**

**in**

**Case No(s). 18-0388-EL-AGG**

Summary: In the Matter of the Application of YNJ Management LLC