

DIS Case Number: 19-0403-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: Usource, L.L.C.

Country: United States

Phone: 8886864845 **Extension (if applicable):**

Street: 1 Liberty Lane East, Suite 220

Website (if any): www.usourceenergy.com

City: Hampton

Province/State: NH

Postal Code: 03842

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
USOURCE LLC	Official Name	1 Liberty Lane East, Suite 220 Hampton, NH 03842	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
USOURCE LLC	Official Name	1 Liberty Lane East, Suite 220 Hampton, NH 03842	Yes	File

A-5. Contact person for regulatory matters



Public Utilities Commission

John Ritch
1 Liberty Lane East
Hampton, NH 03842
US
regulatory@usourceenergy.com
3462733945

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

Gabrielle Morrison
1 Liberty Lane East
Hampton, NH 03842
US
morrison@usourceenergy.com
6032945030

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

Phone: 8886864845	Extension (if applicable):	Country: United States
Fax:	Extension (if applicable):	Street: 1 Liberty Lane East, Suite 220
Email: myadvisor@usourceenergy.com		City: Hampton Province/State: NH
		Postal Code: 03842

A-8. Applicant's federal employer identification number

02-0516921

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: 03-14-2021

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
Shannon Monroe-Davis	monroe-davis@usourceenergy.com		1 Liberty Ln East Hampton, NH 3842 US
Scott MacDonald	macdonald@usourceenergy.com	CRNGS Consumer Complaint	1 Liberty Lane East Hampton, NH 3842 US
John Ritch	regulatory@usourceenergy.com	Asst VP	1 Liberty Lane East Hampton, NH 03842 US
Brian Landrum	regulatory@usourceenergy.com	President	20455 State Highway 249 Suite 200 Houston, TX 77070 US
Kenneth Matula	regulatory@usourceenergy.com	President	20455 State Highway 249 Suite 200 Houston, TX 77070 US

A-13. Company history

Since its inception in 1999, Usource has been a trusted energy advisor to thousands of clients, helping them manage, monitor and reduce electricity and natural gas costs. We manage a substantial volume of energy with efficiencies that enable suppliers to offer their lowest price.



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Additionally, Usource has substantial financial strength as a wholly owned subsidiary of NextEra Energy, Inc.

Usource offers more than just energy procurement. Usource clients can navigate the full lifecycle of energy use and impacts across their entire organization. This range of additional service offerings gives our clients confidence knowing that we can truly deliver a comprehensive energy management strategy. Our additional capabilities include energy bill management, demand-response, energy efficiency, renewable energy credits, carbon offset and power quality and rate analysis.

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: Shannon Monroe-Davis
1 Liberty Ln East
Hampton, NH 3842
US
monroe-davis@usourceenergy.com
6032945198

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..

Liability and Investigations Disclosures: Usource, LLC has no pending or past rulings, judgements, contingent liabilities, and revocations of authority, regulatory investigations, or any other matter that could adversely impact our 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 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.

Links to Financial Statement(s): Usource does not have stand-alone financial statements, but is included in the audited financial statement of its ultimate parent company.

NextEra Energy, Inc., Usource's ultimate parent company, 2019 Annual Report:
<http://www.investor.nexteraenergy.com/reports-and-filings/annual-reports>

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**.



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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.

Preferred to file this information confidentially

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?

Merger Information: On March 1, 2019, Retail Consulting Project Co. 2, LLC ('RCP1, LLC') acquired 100% of the legal entity and business operations of Usource, LLC ('Usource'). Notice was provided on March 29, 2019.

Usource will continue conducting business as Usource, LLC. In addition, the company's business operations, services, customer population, contact information and address remain unchanged. The primary impact of the transaction is a change in control and ownership of the business.

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

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

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 USOURCE, L.L.C., a Delaware Limited Liability Company, Registration Number 1155842, filed on April 26, 2000, is currently in FULL FORCE AND EFFECT upon the records of this office.



*Witness my hand and the seal of the
Secretary of State at Columbus, Ohio
this 9th day of February, A.D. 2021.*

A handwritten signature in blue ink that reads "Frank LaRose".

Ohio Secretary of State

Validation Number: 202104004326

B-1: JURISDICTIONS OF OPERATION

Usource, LLC and affiliates operate in the following jurisdictions:

Alabama	Wholesale
California	Retail Electric & Wholesale
Colorado	Wholesale
Connecticut	Retail Electric & Wholesale
Delaware	Retail Electric & Wholesale
District of Columbia	Retail Electric
Florida	Wholesale
Georgia	Wholesale
Illinois	Retail Electric & Retail Natural Gas & Wholesale
Iowa	Wholesale
Kansas	Wholesale
Louisiana	Wholesale
Maine	Retail Electric & Wholesale
Maryland	Retail Electric & Retail Natural Gas & Wholesale
Massachusetts	Retail Electric & Retail Natural Gas & Wholesale
Michigan	Wholesale
Minnesota	Wholesale
Mississippi	Wholesale
New Hampshire	Retail Electric & Retail Natural Gas & Wholesale
New Jersey	Retail Electric & Retail Natural Gas & Wholesale
New York	Retail Electric & Wholesale
North Carolina	Wholesale
North Dakota	Wholesale
Ohio	Retail Electric & Retail Natural Gas & Wholesale
Oklahoma	Wholesale
Oregon	Wholesale
Pennsylvania	Retail Electric & Retail Natural Gas & Wholesale
Rhode Island	Retail Electric & Wholesale
South Dakota	Wholesale
Texas	Retail Electric
Vermont	Wholesale

B-2: EXPERIENCE & PLANS”

Usource, LLC contracts with commercial, industrial, and governmental entities to provide electricity consulting and brokerage services. Usource will primarily use direct mail and phone calls to individual businesses as the means for contacting customers.

Usource reviews the recent power consumption history of each client and with this data, creates a Request for Pricing (RFP) which is then sent to certified electricity suppliers. After suppliers provide pricing, we consider each client's needs and with cost saving and risk/reward analysis based on those needs, we recommend procurement strategies. Upon choosing a strategy, the client signs a contract directly with the supplier. From here, Usource continually monitors the energy markets in preparation for the client's next supply contract.

Usource receives a brokerage fee from the supplier for our services that is built into the price which the customer pays to the supplier for their natural gas. The fee that is charged will vary but will be disclosed to the end customer. If the customer does not elect to enter a natural gas contract that we recommend with a competitive supplier, Usource will receive no fees for the work performed for the customer.

With regard to contracting with customers, providing contracted services, providing billing statements and responding to customer inquiries and complaints, Usource LLC will conduct itself in accordance with Commission rules.

EXHIBIT C-8: Corporate Structure

Usource, LLC

CRNG # 19-703G Retail Natural Gas Broker Renewal Application

C-8: CORPORATE STRUCTURE

Florida Power & Light Company

Frontier Utilities Northeast LLC

Frontier Utilities, LLC

Gexa Energy California, LLC

Gexa Energy, LP

NextEra Energy Services Connecticut, LLC

NextEra Energy Services Delaware, LLC

NextEra Energy Services District of Columbia, LLC

NextEra Energy Services Illinois, LLC

NextEra Energy Services Maine, LLC

NextEra Energy Services Maryland, LLC

NextEra Energy Services Massachusetts, LLC

NextEra Energy Services New Hampshire, LLC

NextEra Energy Services New Jersey, LLC

NextEra Energy Services New York, LLC

NextEra Energy Services Ohio, LLC

NextEra Energy Services Pennsylvania, LLC

NextEra Energy Services Rhode Island, LLC

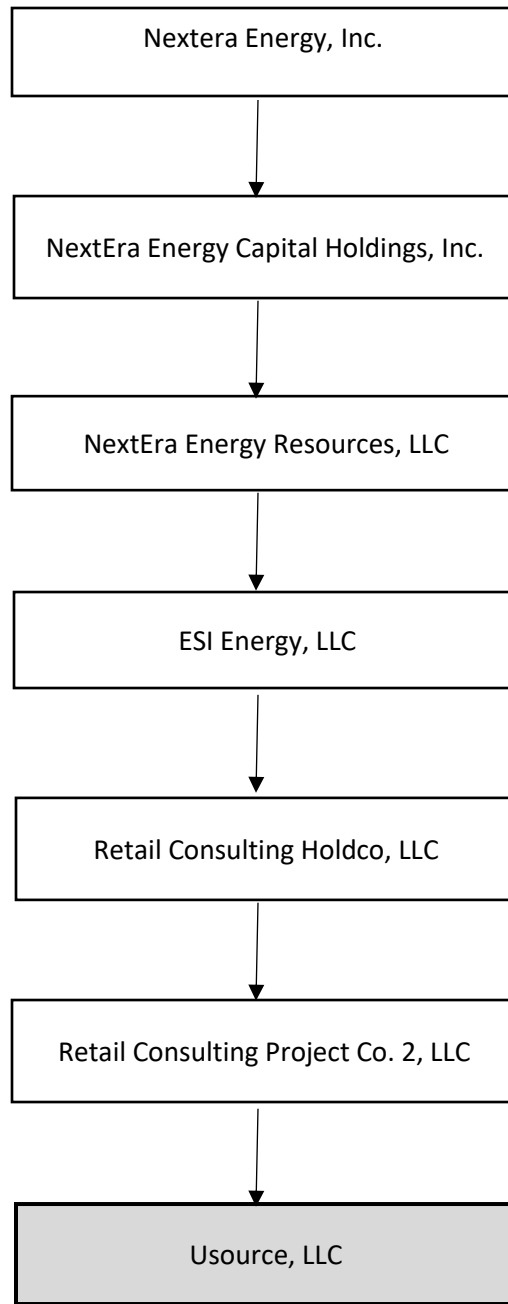
Premier Power Solutions, LLC

Usource, L.L.C.

NextEra Energy Marketing, LLC

EXHIBIT C-8: Corporate Structure
Usource, LLC
CRNG # 19-703G Retail Natural Gas Broker Renewal Application

**Reflects organizational structure
as of February 1, 2021**



D-1: Operations

Usource, L.L.C. (Usource) manages an energy procurement system that provides commercial, industrial and institutional customers an efficient way to procure energy, taking advantage of commodity market volatility and leveraging Usource's energy expertise. Usource, L.L.C. technical staff creates a customized energy plan in concert with the customer. An RFP is created to secure energy supplies consistent with the customer's objectives. The customer realizes significant time and dollar savings using the Usource platform. Only suppliers qualified by the state Department of Telecommunications & Energy and the local distribution company are allowed to submit bids to serve the customers' energy needs. Once a bid for gas or electricity that meets the customers' prespecified parameters is accepted, a transaction is executed.

D-2: Operations Expertise and Key Personnel

Our clients consider Usource a trusted energy advisor, helping them manage, monitor, and reduce electricity and natural gas costs. We accomplish this by leveraging proprietary technology combined with deep market expertise to secure for our clients the best energy pricing available in all deregulated markets.

We manage a substantial volume of energy with efficiencies that enable suppliers to offer their lowest price. Additionally, Usource has substantial financial strength as a wholly owned subsidiary of NextEra Energy, Inc.

Our commitment is to our clients-the energy users-in commanding the best possible deals from energy suppliers. We invite all reputable suppliers to bid as completely unbiased mediators. Our one-chance bid model makes suppliers compete harder for our clients' business. Our clients understand this value as Usource enjoys a client retention rate in excess of 90 percent.

Usource strives to provide its clients with the timeliest market intelligence, gathered and interpreted by a dedicated team of experts whose only job is to help clients get the best contract from the market. Our ability to help clients navigate the complexities of the energy commodity market free our clients to focus on more mission-critical activities within their organization.

Usource offers more than just energy procurement. Usource clients can navigate the full life cycle of energy use and impacts across their entire organization. This range of additional service offerings give our clients confidence knowing that we can truly deliver a comprehensive energy management strategy. Our additional capabilities include energy bill management, demand-response, energy efficiency, renewable energy credits, carbon offsets, and power quality and rate analysis.

KEY PERSONNEL

Scott MacDonald- Managing Director

Scott has more than 20 years of experience in the energy industry. He has an extensive knowledge of energy market strategy, consulting, and energy economics. He has held leadership roles in retail marketing, finance, and strategy with NiSource and in consulting with Arthur D. Little and DRI/McGraw Hill. Prior to Usource, Scott was the Founder and President of one of the largest home service plan providers in the U.S. utility channel. Scott leads the development and execution of the Usource strategy and operations. He has a MS from the MIT Sloan School of Management and a BA in economics from the University of New Hampshire.

EXHIBIT D-2: Operations Expertise and Key Personnel
Usource, LLC
CRNG # 19-703G Retail Natural Gas Broker Renewal Application

Tom Dyer- Senior Director, Procurement and Analysis

Tom has over 18 years of experience in the energy markets, including working for two of the largest energy suppliers on the East Coast, Hess and Sprague. Tom gained extensive expertise in natural gas supply, interstate transportation, and electricity markets on both the wholesale and retail levels during his time in Operations at Hess and Sprague. For the past seven years, Tom has managed all aspects of electric and natural gas procurement for large Usource commercial and industrial customers behind numerous utilities. As the Senior Director of Procurement & Analysis, he manages supplier sourcing, pricing, and relationships, and serves as the lead technical resource both internally and for many of Usource's clients. Tom has a BS in finance from Franklin Pierce College.

Shannon Monroe-Davis, Director, Operations

Shannon has more than 20 years of experience working in the retail energy industry for both suppliers and brokers, of which 19 have been spent at Usource. She has extensive experience in energy market analysis, contract management services, energy consulting and procurement services, and client management. Shannon has developed and executed energy procurement strategies for hundreds of medium to large commercial, industrial, institutional, and governmental clients. Shannon is currently responsible for managing internal procurement operations and procedures, as well as systems and technology.

Competitive Retail Natural Gas Service Affidavit

County of Harris :

State of Texas :

John H. Ritch, Affiant, being duly sworn/affirmed, hereby states that:

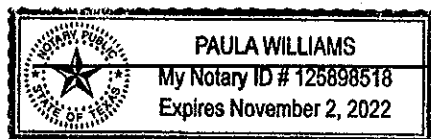
1. The information provided within the certification or certification renewal application and supporting information is complete, true, and accurate to the best knowledge of affiant, and that it will amend its application while it is pending if any substantial changes occur regarding the information 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.

John H. Ritch
Signature of Affiant & Title

Sworn and subscribed before me this 11th day of February, 2021
Month Year

Paula Williams
Signature of official administering oath

Paula Williams, Notary
Print Name and Title



My commission expires on 11-2-2022

This foregoing document was electronically filed with the Public Utilities

Commission of Ohio Docketing Information System on

2/17/2021 2:04:12 PM

in

Case No(s). 19-0403-GA-AGG

Summary: In the Matter of the Application of USource LLC