



Public Utilities Commission

Competitive Retail Electric Service (CRES) Provider Application

Case Number: 15 - 0305 -EL- AGG

Please complete all information. Identify all attachments with a label and title (example: Exhibit C-2 Financial Statements). For paper filing, you can mail the original and two complete copies to the Public Utilities Commission of Ohio, Docketing Division, 180 East Broad Street, Columbus, Ohio 43215-3793.

A. Application Information

A-1. Provider Type.

Select the competitive retail electric service (CRES) provider type(s) for which the applicant is seeking certification. Please note you can select more than one.

Aggregator

☐

Power Broker

☒

Power Marketer

☐

Retail Electric
Generation Provider

☐

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

Provide the name and contact information of the business entity.

Legal Name: Destination Energy, LLC
Street Address: 309 N. Oak Street
City: Roanoke State: Texas Zip: 76262
Telephone: 817-421-8870 Website: N/A

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: Destination Energy, LLC
Street Address: 309 N. Oak Street
City: Roanoke State: Texas Zip: 76262
Telephone: 817-421-8870 Website: N/A

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

Provide all business names the applicant uses in North America. You do not need to include the names provided in A-2 and A-3.

Name(s): Destination Energy, LLC

A-5. Contact person for regulatory matters.

Name: James Edward Troublefield III Title: Vice President
Street Address: 309 N. Oak Street
City: Roanoke State: Texas Zip: 76262
Telephone: 817-421-8870 Email: jim@destenergy.com

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

Name: James Edward Troublefield III Title: Vice President
Street Address: 309 N. Oak Street
City: Roanoke State: Texas Zip: 76262
Telephone: 817-421-8870 Email: jim@destenergy.com

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

Street Address: 309 N. Oak Street
City: Roanoke State: Texas Zip: 76262
Toll-free Telephone: 800-761-7359 Email: jim@destenergy.com

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

FEIN: 45-4983522

A-9. Applicant's form of ownership (select one).

Sole Proprietorship <input type="checkbox"/>	Limited Liability Partnership (LLP) <input type="checkbox"/>	Corporation <input type="checkbox"/>	Partnership <input type="checkbox"/>
Limited Liability Company (LLC) <input checked="" type="checkbox"/>	Other: _____		

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 <input checked="" type="checkbox"/>	DP&L <input checked="" type="checkbox"/>	Duke Energy Ohio <input checked="" type="checkbox"/>	FirstEnergy – Cleveland Electric Illuminating <input checked="" type="checkbox"/>
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FirstEnergy – Ohio
Edison

☒

FirstEnergy – Toledo
Edison

☒

Class of customer selection:

Commercial

☒

Industrial

☒

Mercantile

☐

Residential

☐

A-11. Start Date.

Indicate the approximate start date the applicant began/will begin offering services.

Date: Currently Offering Services

A-12. Principal officers, directors and partners.

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

A-13. Company history.

Provide an attachment with a concise description of the applicant's company history and principal business interests.

✓A-14. Secretary of State.

Provide evidence that the applicant is currently registered with the Ohio Secretary of State.

B. Managerial Capability

Provide a response or attachment for each of the sections below.

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.

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.

B-3. Disclosure of liabilities and investigations. NONE

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.

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? If yes, attach a document detailing the information.

Yes

☐

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? If yes, attach a document detailing the information.

Yes

☐

No

☒

B-6. Environmental disclosure.

This section is only applicable if power marketer or retail electric generation provider has been selected in A-1.

Provide a detailed description of how the applicant intends to determine its generation resource mix and environmental characteristics, including air emissions and radioactive waste. Include the annual projection methodology and the proposed approach to compiling the quarterly actual environmental disclosure data. See 4901:1-21-09 of the Ohio Administrative Code for additional details of this requirement.

C. Financial Capability

Provide a response or attachment for each of the sections below.

C-1. Financial reporting.

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

☒ **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.

✓ **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.

✓ **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".

✓ **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.

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? If yes, attach a document detailing the information.

Applicant

Parent company of the applicant

Affiliate company that guarantees the financial obligations of the applicant

Any owner or officer of the applicant

Yes

☐

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? If yes, attach a document detailing the information.

Yes

☐

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.

C-9. Financial arrangements.

This section is only applicable if power marketer or retail electric generation provider has been selected in A-1.

Provide copies of the applicant's financial arrangements to satisfy collateral requirements to conduct retail electric/natural gas business activities (e.g., parental guarantees, letters of credit, contractual arrangements, etc., as described below).

Renewal applicants may provide a current statement from an Ohio local distribution utility (LDU) that shows that the applicant meets the LDU's collateral requirements. The statement or letter must be on the utility's letterhead and dated within a 30-day period of the date the applicant files its renewal application.

First-time applicants or applicants whose certificate has expired must meet the requirements of C-9 in one of the following ways:

1. The applicant itself states that it is investment grade rated by Moody's Investors Service, Standard & Poor's Financial Services, or Fitch Ratings and provides evidence of rating from the rating agencies. If you provided a credit rating in C-4, reference the credit rating in the statement.

2. The applicant's parent company is investment grade rated (by Moody's, Standard & Poor's, or Fitch) and guarantees the financial obligations of the applicant to the LDU(s). Provide a copy of the most recent credit opinion from Moody's, Standard & Poor's or Fitch.
3. The applicant's parent company is not investment grade rated by Moody's, Standard & Poor's or Fitch but has substantial financial wherewithal in the opinion of the Staff reviewer to guarantee the financial obligations of the applicant to the LDU(s). The parent company's financials and a copy of the parental guarantee must be included in the application if the applicant is relying on this option.
4. The applicant can provide evidence of posting a letter of credit with the LDU(s) listed as the beneficiary, in an amount sufficient to satisfy the collateral requirements of the LDU(s).

D. Technical Capability

Provide an attachment for each of the sections below.

D-1. Operations.

Power brokers/aggregators: Include details of the applicant's business operations and plans for arranging and/or aggregating for the supply of electricity to retail customers.

Power Marketers/Generators: Describe the operational nature of the applicant's business, specifying whether operations will include the generation of power for retail sales, the scheduling of retail power for transmission and delivery, the provision of retail ancillary services, as well as other services used to arrange for the purchase and delivery of electricity to retail customers.

D-2. Operations expertise and key technical personnel.

Provide evidence of the applicant's experience and technical expertise in performing the operations described in this application. Include the names, titles, e-mail addresses, telephone numbers and background of key personnel involved in the operational aspects of the applicant's business.

D-3. FERC power marketer authorization.

This section is only applicable if power marketer or retail electric generation provider has been selected in A-1.

Provide the FERC docket granting the applicant power marketer authority.

As authorized representative for the above company/organization, I certify that all the information contained in this application is true, accurate and complete. I also understand that failure to report completely and accurately may result in penalties or other legal actions.


 Signature _____ Date 3/4/2021
 VP _____
 Title _____

Exhibit A-12 “Principal Officers, Directors & Partners”

John Andrew Troublefield, President
405 Eventide Way, Colleyville, TX 76034
(214) 287-8026

James Edward Troublefield III, Vice President
3111 Wyndham Ln, Richardson, TX 75082
(972) 740-8243

Peggy Denise Troublefield, Vice President
405 Eventide Way, Colleyville, TX 76034
(214) 287-8023

Exhibit A-13 “Company History”

In April 2012, Destination Energy, LLC was created to serve customers in Texas. Destination Energy in response to customer demand has since expanded services in to Ohio, Illinois, Maryland, New Jersey, and Pennsylvania. Destination Energy provides customers with a procurement process that shops approved Suppliers for the best services, term and price.

Exhibit A-14 “Secretary of State”

Attached

Exhibit B-1 “Jurisdictions of Operation”

Applicant is currently licensed in Illinois, Maryland (Electric), New Jersey, and Pennsylvania (Electric).

Exhibit B-2 “Experience & Plans”

Background of each owner/officer is below:

John Troublefield began working with commercial and industrial energy end-users in 1990. He began as a sales representative for AmGas, Inc., one of the first natural gas marketing companies to provide third-party supply in Illinois. In 1992, John became a regional manager and was instrumental in expanding the company into Ohio. By 1995, John was responsible for 23 sales reps providing natural gas to customers on 10 local distribution companies in 3 states.

As additional states began to deregulate, it became clear that businesses with a national presence would need assistance in navigating the different rules and regulations in various states and market areas. John left AmGas in 1996 and started Energy Related Services Corporation "ERS", providing consulting, procurement, and data management services to national corporations. Today, ERS services a wide variety of companies, including Trump Entertainment Resorts, Golden Nugget Casinos, Geo Group, and Landry's, Inc.

In 2011, John recognized a need to start an energy brokering company in order to service businesses with a smaller footprint. In April 2012, Destination Energy, LLC was created. Destination Energy currently services several customers in Texas. Customer demand has DE now looking to expand its services to additional markets.

James Troublefield joined AmGas, Inc. in September 1987. AmGas, a privately held company, was engaged in the marketing and management of natural gas requirements of commercial and Industrial class customers in Illinois. Responsibilities included in-depth tariff analysis, creation of detailed costs analysis of delivery options, customer acquisition, designing marketing materials, contract negotiation, problem resolution and the monitoring of daily consumption and deliveries.

In January 1991 Jim became a Regional Director at AmGas, Inc. New duties included the hiring, training and management of a six person in-house sales team. The in-house sales team achieved record sales for AmGas while maintaining the lowest overhead of all AmGas sales teams.

In 1994 AmGas was purchased by a large Midwestern Utility Company. Jim's duties included the integration of two sales teams with different cultures, while increasing market share, setting growth goals, tracking progress and migrating into new markets. Jim was also a member of the Executive Board at AmGas overseeing the overall growth and direction of the company. Jim oversaw the coordination of activities of forty-five sales people and two managers, meeting company objectives for growth and profitability.

In 1996, Jim, along with 2 co-workers started Energy Related Services Corporation, providing energy consulting, procurement, and data management services to national corporations. Today, ERS services a wide variety of commercial and industrial accounts throughout the United States.

In April 2012, Destination Energy, LLC was created. Destination Energy currently services customers in Texas. Customer demand has DE is now looking to expand its services to additional markets.

Peggy Troublefield was first introduced to the deregulated utility industry when she joined the Operations Department of AmGas, Inc. in 1988. Peggy's primary responsibilities included the daily gas nominations and balancing for the portfolio of Illinois clients. In 1991, she took that knowledge and moved into the sales department.

Peggy's experience in the operations side paid off as she was able to quickly learn new tariffs and obtain clients in Illinois, Iowa and Ohio.

In 1996, she left AmGas to pursue a new venture. New gas market opportunities were opening up nation-wide and Peggy, along two of her co-workers, saw a need in the marketplace and Energy Related Services Corporation (ERS) was born. Specializing in the deregulated industry, ERS got busy learning the tariffs for a variety of utilities from California to New York. They quickly earned the business of commercial accounts with multi-state locations.

Today, ERS maintains its reputation as a leader in the deregulated gas and electric markets. A sister company, Destination Energy, is now offering similar services to smaller commercial accounts who want to achieve budget and cost control. Peggy is looking forward to expanding Destination Energy into new markets and growing the client base.

Exhibit B-3 "Disclosure of liabilities and investigations"

None

Exhibit B-4 "Disclosure of consumer protection violations"

None

Exhibit B-5 "Disclosure of certification denial, curtailment, suspension, or revocation"

None

Exhibit C-1 "Financial Report/SEC Filings"

N/A (applicant is a privately-held limited liability company)

Exhibit C-2 "Financial Statements"

Financial Statements are labeled and attached.

Exhibit C-3 "Forecasted Financial Statements"

Forecasted Financial Statements are labeled and attached.

Exhibit C-4 "Credit Rating"

Credit Rating is labeled and attached.

Exhibit C-5 "Credit Report"

Credit Report is labeled and attached.

Exhibit C-6 "Bankruptcy Information"

None

Exhibit C-7 "Merger Information"

None

Exhibit C-8 "Corporate Structure"

Destination Energy, LLC is owned by John Andrew Troublefield (45%), James Edward Troublefield III (50%), and Peggy Denise Troublefield (5%).

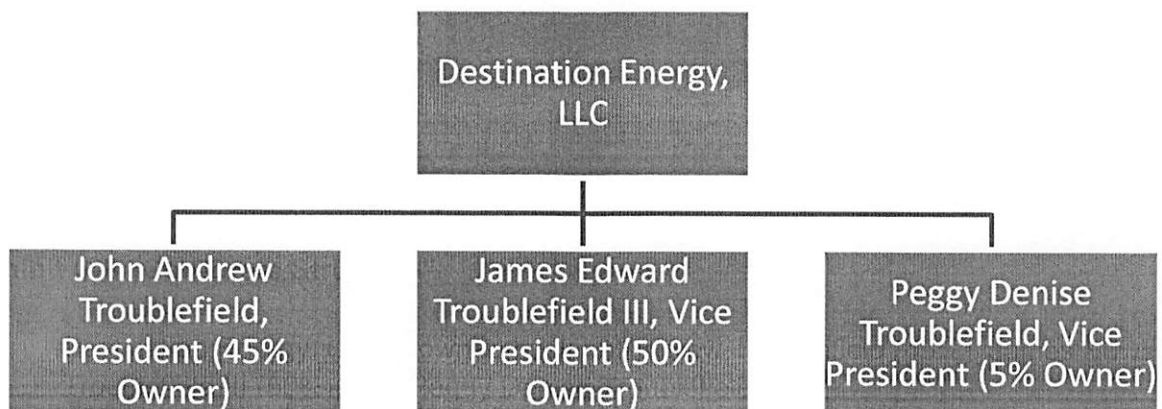


Exhibit D-1 “Operations”

Destination Energy, LLC performs an ongoing review of the Suppliers and Deregulated Energy programs available to current customer facilities nationally. Vetting Suppliers, contracts and proposals for supply to maximize the benefits of deregulation and minimize the risk. If there are issues with the Supplier or Utility, Destination Energy will step in and help to resolve. Destination Energy’s focus is to care for our current customer facilities, not growing a sales team for Ohio at this time.

Exhibit D-2 “Operations expertise and key technical personnel”

Please accept responses in Exhibit B-2 “Experience & Plans”

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 DESTINATION ENERGY, LLC, a Texas For Profit Limited Liability Company, Registration Number 2310061, filed on July 10, 2014, 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 3rd day of March, A.D. 2021.*

A handwritten signature in cursive script, appearing to read "Frank LaRose".

Ohio Secretary of State

Validation Number: 202106204152

Destination Energy LLC

PROFIT AND LOSS
January - December 2020

	TOTAL
Income	
42400 Commission Income	584,172.26
Uncategorized Income	0.00
Total Income	\$584,172.26
GROSS PROFIT	\$584,172.26
Expenses	
60500 Commissions	254,738.20
60550 Contract Labor	30,000.00
62200 Contractor Commissions	72,108.04
62500 Dues and Subscriptions	3,409.85
63300 Health Insurance Expense	12,419.87
66700 Professional Fees	14,217.04
67100 Rent Expense	18,000.00
Total Expenses	\$404,893.00
NET OPERATING INCOME	\$179,279.26
Other Expenses	
9050 Out Of State Taxes	547.35
Total Other Expenses	\$547.35
NET OTHER INCOME	\$ -547.35
NET INCOME	\$178,731.91

 2/8/21
Secretary

Destination Energy LLC

BALANCE SHEET

As of December 31, 2020

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
10100 Capital One Checking 0376	1,038.34
Total Bank Accounts	\$1,038.34
Total Current Assets	\$1,038.34
TOTAL ASSETS	\$1,038.34
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
21000 Org Costs Payable - John	0.00
2110 Direct Deposit Liabilities	0.00
22000 N/P Energy Related Services	2,726.45
23000 N/P ERS Holding Company	2,107.70
Total Other Current Liabilities	\$4,834.15
Total Current Liabilities	\$4,834.15
Total Liabilities	\$4,834.15
Equity	
30000 John Troublefield - Capital - 45%	-2,795.41
30020 John Troublefield - Contributions	0.00
30025 John Troublefield - Draws	-75,550.09
Total 30000 John Troublefield - Capital - 45%	-78,345.50
30100 Jim Troublefield - Capital - 50%	6,225.20
30125 Jim Troublefield Draws	-95,190.00
Total 30100 Jim Troublefield - Capital - 50%	-88,964.80
30200 Peggy Troublefield - Capital - 5%	-8,156.51
30220 Peggy Troublefield - Contributions	0.00
30225 Peggy Troublefield - Draws	-7,060.91
Total 30200 Peggy Troublefield - Capital - 5%	-15,217.42
32000 Retained Earnings	0.00
Net Income	178,731.91
Total Equity	\$ -3,795.81
TOTAL LIABILITIES AND EQUITY	\$1,038.34


Secretary 2/8/21

Destination Energy LLC

PROFIT AND LOSS

January - December 2019

	TOTAL
Income	
42400 Commission Income	575,671.91
Total Income	\$575,671.91
GROSS PROFIT	\$575,671.91
Expenses	
60500 Commissions	229,236.13
60550 Contract Labor	0.00
62200 Contractor Commissions	101,025.47
62500 Dues and Subscriptions	1,839.20
63300 Health Insurance Expense	9,920.41
64900 Office Supplies	500.00
66500 Postage and Delivery	54.55
66700 Professional Fees	12,797.26
67100 Rent Expense	18,000.00
do not useHealthcare Insurance	0.00
Total Expenses	\$373,373.02
NET OPERATING INCOME	\$202,298.89
Other Expenses	
80000 Guaranteed Payments	
80100 John Troublefield	40,000.00
80200 Jim Troublefield	40,000.00
Total 80000 Guaranteed Payments	80,000.00
9050 Out Of State Taxes	6,110.55
Total Other Expenses	\$86,110.55
NET OTHER INCOME	\$ -86,110.55
NET INCOME	\$116,188.34

[Signature]
 Secretary 2/8/21

Destination Energy LLC

BALANCE SHEET

As of December 31, 2019

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
10100 Capital One Checking 0376	107.43
Total Bank Accounts	\$107.43
Total Current Assets	\$107.43
TOTAL ASSETS	\$107.43
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
21000 Org Costs Payable - John	0.00
2110 Direct Deposit Liabilities	0.00
22000 N/P Energy Related Services	2,726.45
23000 N/P ERS Holding Company	2,107.70
Total Other Current Liabilities	\$4,834.15
Total Current Liabilities	\$4,834.15
Total Liabilities	\$4,834.15
Equity	
30000 John Troublefield - Capital - 45%	-7,315.38
30020 John Troublefield - Contributions	0.00
30025 John Troublefield - Draws	-52,229.03
Total 30000 John Troublefield - Capital - 45%	-59,544.41
30100 Jim Troublefield - Capital - 50%	11,056.15
30125 Jim Troublefield Draws	-67,885.29
Total 30100 Jim Troublefield - Capital - 50%	-56,829.14
30200 Peggy Troublefield - Capital - 5%	312.65
30220 Peggy Troublefield - Contributions	0.00
30225 Peggy Troublefield - Draws	-4,854.16
Total 30200 Peggy Troublefield - Capital - 5%	-4,541.51
32000 Retained Earnings	0.00
Net Income	116,188.34
Total Equity	\$ -4,726.72
TOTAL LIABILITIES AND EQUITY	\$107.43

 2/8/21
Secretary

Destination Energy, LLC

2021 - 2022 Projections

2021 - Projected Income		2022 - Projected Income	
Commission Income	\$68,787	Commission Income	\$68,787
Consulting Income	<u>\$0</u>	Consulting Income	<u>\$0</u>
Gross Profit	\$68,787	Gross Profit	\$68,787
Contractor Commissions	\$48,151	Contractor Commissions	\$48,151
Dues and Expenses	\$148	Dues and Expenses	\$148
Misc Expense	\$1,095	Misc Expense	\$1,095
Professional Expenses	<u>\$1,656</u>	Professional Expenses	<u>\$1,656</u>
Total Expenses	\$51,051	Total Expenses	\$51,051
Net Ordinary Income	\$17,736	Net Ordinary Income	\$17,736
Other - Guaranteed Payments	\$0	Other - Guaranteed Payments	\$0
Net Income	\$17,736	Net Income	\$17,736

Destination Energy, Llc

DUNS: 11-030-8379

Quick View Report

Company Information

309 N Oak St
Roanoke, TX 76262

This is a **single location** location.

Telephone UNKNOWN

Stock Symbol: NA

Year Started 2019

Employees UNDETERMINED

Financial Statement

Sales NA

Net Worth NA

History: NA

Financial Condition: NA

Financing: NA

SIC: 9999

Line of Business: Undetermined

Corporate Family:

This business is a single location of the corporate family.

Scores

PAYDEX®

Score Not Available

You must have three reported payment experiences, from at least two different vendors, to establish a PAYDEX® score. To ensure all of your payments are reflected in your credit file, add trade references to your report. Visit the Action Center to learn more.

Credit Limit Recommendation

We are unable to display a Credit Limit Recommendation for this company. This may be due to incomplete or unverified data in your report. Please call 800-333-0505 for more information.

D&B Rating®

Rating

DS

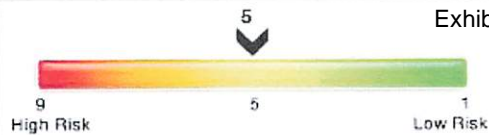
The credit rating was assigned based on D&B's assessment of the company's financial ratios and its cash flow. For more information, see the D&B Rating Key.

The Summary Analysis section reflects information in D&B's file as of February 8, 2021

D&B Viability Rating

5

Viability Score

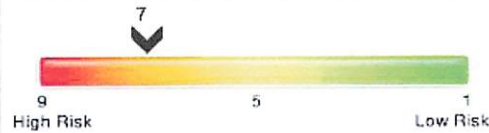


Compared to ALL US Businesses within the D&B Database:

- Level of Risk: **Low Risk**
- Businesses ranked 5 have a probability of becoming no longer viable: **7%**
- Percentage of businesses ranked 5: **14%**
- Across all US businesses, the average probability of becoming no longer viable: **14%**

7

Portfolio Comparison

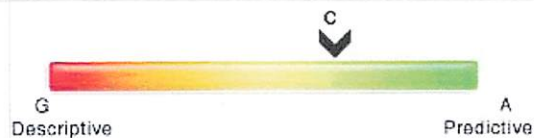


Compared to ALL US Businesses within the D&B Database:

- Model Segment: **Established Trade Payments**
- Level of Risk: **High to Moderate Risk**
- Businesses ranked 7 within this model segment have a probability of becoming no longer viable: **7%**
- Percentage of businesses ranked 7 within this model segment: **14%**
- Within this model segment, the average probability of becoming no longer viable: **5%**

C

Data Depth Indicator

**Data Depth Indicator:**

Rich Firmographics
 Extensive Commercial Trading Activity
 No Financial Attributes

L

Company Profile

Financial Data	Trade Payments	Company Size	Years in Business
Not Available	Available (3+Trade)	Small	Young

Compared to ALL US Businesses within the D&B Database:

- Financial Data: **Not Available**
- Trade Payments: **Available: 3+Trade**
- Company Size: **Small: Employees: <10 and Sales: <\$10K or Missing**
- Years in Business: **Young: <5**

History & Operations

History

The following information was reported: **01/16/2021**

Business started 2019.

Operations

01/16/2021

Description:
Duns Support Record.

Employees: UNDETERMINED.

Facilities: Occupies premises in building.

SIC & NAICS

SIC:

Based on information in our file, D&B has assigned this company an extended 8-digit SIC. D&B's use of 8-digit SICs enables us to be more specific to a company's operations than if we use the standard 4-digit code. The 4-digit SIC numbers link to the description on the Occupational Safety & Health Administration (OSHA) Web site. Links open in a new browser window.

9999 2222 Duns Support Record, nonclassifiable establishment

NAICS:

999990 Unclassified Establishments

Payments

PAYDEX®

Score Not Available

You must have three reported payment experiences, from at least two different vendors, to establish a PAYDEX® score. To ensure all of your payments are reflected in your credit file, add trade references to your report. Visit the Action Center to learn more.

Payments Summary

Total (Last 24 Months): 3

	Total Received	Total Dollar Amount	Largest High Credit Payment summary	Within Terms	Days Slow	31	30-80	81-90	90
Other Categories									
Cash experiences	3	\$150	\$100	--	--	--	--	--	--
Unknown	0	\$0	\$0	--	--	--	--	--	--
Unfavorable comments	0	\$0	\$0	--	--	--	--	--	--
Placed for collections with D&B:	0	\$0	\$0	--	--	--	--	--	--
Other	0	N/A	\$0	--	--	--	--	--	--
Total in D&B's file	3	\$150	\$100	--	--	--	--	--	--

The highest Now Owes on file is \$0

The highest Past Due on file is \$0

There are 3 payment experience(s) in D&B's file for the most recent 24 months, with 0 experience(s) reported during the last three month period.

Payments Details

Total (Last 24 Months): 3

Exhibit C-4: Credit Rating

Date	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last sale w/f (Mo.)
09/2020	(001)	--	--	--	Cash account	1 mo
07/2020	(002)	\$50	--	--	Cash account	4-5 mos
12/2019	(003)	\$100	--	--	Cash account	4-5 mos

Payments Detail Key:  30 or more days beyond terms

Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

Payment experiences reflect how bills are met in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.

Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

Banking and Finance

Statement Update

Key Business Ratios from D&B

We currently do not have enough information to generate the graphs for the selected Key Business Ratio.

- This Company

Key Financial Comparisons

(\$)

(\$)

(\$)

Exhibit C-4: Credit Rating

This Company's Operating Results Year Over Year

Net Sales	NA	NA	NA
Gross Profit	NA	NA	NA
Net Profit	NA	NA	NA
Dividends / Withdrawals	NA	NA	NA
Working Capital	NA	NA	NA

This Company's Assets Year Over Year

Cash	NA	NA	NA
Accounts Receivable	NA	NA	NA
Notes Receivable	NA	NA	NA
Inventories	NA	NA	NA
Other Current	NA	NA	NA
Total Current	NA	NA	NA
Fixed Assets	NA	NA	NA
Other Non Current	NA	NA	NA
Total Assets	NA	NA	NA

This Company's Liabilities Year Over Year

Accounts Payable	NA	NA	NA
Bank Loan	NA	NA	NA
Notes Payable	NA	NA	NA
Other Current Liabilities	NA	NA	NA
Total Current Liabilities	NA	NA	NA
Other Long Term and Short Term Liabilities	NA	NA	NA
Deferred Credit	NA	NA	NA
Net Worth	NA	NA	NA
Total Liabilities and Net Worth	NA	NA	NA



We currently do not have any recent financial statements on file for your business. Submitting financial statements can help improve your D&B scores. To submit a financial statement, please call customer service at 800-333-0505.

Key Business Ratios

	This Company	Industry Median	Industry Quartile
Solvency			
Quick Ratio	NA	NA	NA
Current Ratio	NA	NA	NA
Current Liabilities to Net Worth	NA	NA	NA
Current Liabilities to Inventory	NA	NA	NA
Total Current	NA	NA	NA
Fixed Assets to Net Worth	NA	NA	NA
Efficiency			
Collection Period	NA	NA	NA
Inventory Turn Over	NA	NA	NA
Sales to NWC	NA	NA	NA
Acct Pay to Sales	NA	NA	NA
Profitability			
Return on Sales	NA	NA	NA
Return on Assets	NA	NA	NA
Return on NetWorth	NA	NA	NA

Public Filings

Summary

The following data includes both open and closed filings found in D&B's database on this company.

Record Type	# of Records	Most Recent Filing Date
Bankruptcy Proceedings	0	-
Judgments	0	-
Liens	0	-
Suits	0	-
UCCs	0	-

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.

Judgments

We currently don't have enough data to display this section

Liens

We currently don't have enough data to display this section

Suits

We currently don't have enough data to display this section

UCC Filings

We currently don't have enough data to display this section

Exhibit C-4: Credit Rating

Government Activity

We currently don't have enough data to display this section

Special Events

N/A

Corporate Linkage

Parent

Company Name	DUNS #	City, State
DESTINATION ENERGY, LLC	11-030-8379	ROANOKE, TEXAS

Search inquiry: (My company)

CreditScoreSM Report

as of: 02/08/21 15:33 ET

Destination Energy, LLC

Address: 309 N Oak St
Roanoke, TX 76262-6614
United States

Phone: 817-421-8890

Experian [BIN](#): 959081954

Agent: National Registered Agents Inc

Agent Address: 208 So Lasalle ST Suite 814
Chicago,

Key Personnel: Manager: John A Troublefield
Manager: Troublefield James
Manager: Troublefield Peggy

Business Type: Corporation

Experian [File](#) [Established](#): May 2012

Experian Years on File: 9 Years

Years in Business: 19 Years

Total Employees: 5

[Sales](#): \$882,000

Filing Data Texas

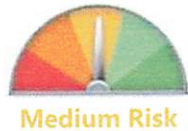
Provided by:

Date of Incorporation: 10/18/2013

Experian Business Credit Score

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26
Business
Credit Score



The objective of the Experian Business Credit Score is to predict payment behavior. High Risk means that there is a significant probability of delinquent payment. Low Risk means that there is a good probability of on-time payment.

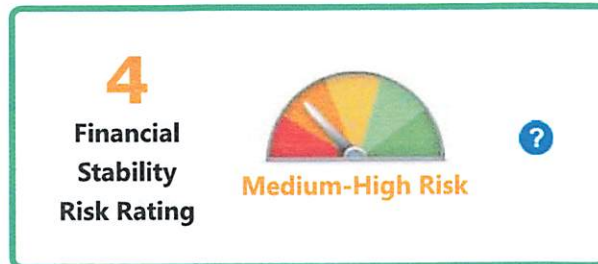
Key Score Factors:

- Risk associated with the company's industry.
- Company's business type.

- Number of employees.

Business Credit Scores range from a low of 1 to high of 100 with this company receiving a score of 26. Higher scores indicate lower risk. This score predicts the likelihood of serious credit delinquencies within the next 12 months. This score uses tradeline and collections information, public filings as well as other variables to predict future risk.

Experian Financial Stability Risk Rating

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A Financial Stability Risk Rating of 4 indicates a 10% potential risk of severe financial distress within the next 12 months.

Key Rating Factors:

- Lack of active trades.
- Risk associated with the business type.
- Employee size of business.
- Risk associated with the company's industry sector.

Financial Stability Risk Ratings range from a low of 1 to high of 5 with this company receiving a rating of 4. Lower ratings indicate lower risk. Experian categorizes all businesses to fit within one of the five risk segments. This rating predicts the likelihood of payment default and/or bankruptcy within the next 12 months. This rating uses tradeline and collections information, public filings as well as other variables to predict future risk.

Credit Summary

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This location does not yet have an estimated Days Beyond Terms (DBT), or a Payment Trend Indicator. This is often the result of too few Payment Tradelines.

Please refer to Experian's 'www.BusinessCreditFacts.com' website for more information on establishing Payment Tradelines.

Payment <u>Tradelines / Commercial accounts:</u>	0
<u>UCC Filings:</u>	0
✖ Businesses Scoring Worse:	25%
✓ Bankruptcies:	0
✓ Liens:	0
✓ Judgments Filed:	0
✓ Collections:	0

Special Offer on Destination Energy, LLC from Experian

Is this your business? Start monitoring your business today for only \$135 more (regularly \$189).

See additional trade and financial experiences available only in the premium report of our Business Credit

Advantage subscriptions. Sourced from the top 10 largest business card issuers and 12 of the top 15 commercial lenders. Plus, get unlimited access, change alerts, comprehensive insights not seen here about your financial and trade data along with its source, customized **Score Improvement Tips**, and detection of your business identity on the Dark Web.

Subscribe now to get the most comprehensive report

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John Troublefield

Vice President, Secretary, and COO of Energy Related Services Corp (2001 – Present)

Energy Related Services Corporation is an energy consulting firm specializing in electric and natural gas supply procurement and energy cost reduction for commercial and industrial clients with a national presence. John oversees the daily operations and is a senior corporate officer, 33.33% shareholder, and client adviser for key account within the continental U.S. and Canada

Member of ERS Holding Company LLC (2011 – Present)

ERS Holding Company LLC is a real estate holding company, located in Roanoke, TX, that manages real estate assets within the state of Texas. John manages the daily operations and is a 33.33 shareholder.

Destination Energy, LLC (2013 – Present)

Destination Energy, LLC is a channel partner with multiple U.S. based electric and natural gas suppliers, providing procurement services to commercial and industrial clients located in various deregulated states throughout the U.S. John was the founder of the company and manages the daily operations. He is also a Senior Consultant for commercial and industrial end-users. John is a 45% shareholder.

AmGas, Inc. (1990 -1996)

AmGas was a natural gas marketing firm, providing third-party supply to commercial and industrial end-users behind multiple LDCs within the state of Illinois. John's initial position was a marketing representative for commercial and industrial accounts. Later, he was promoted to a regional sales manager position.

Peggy Lawler – Troublefield

President and CEO of Energy Related Services Corp (2001 – Present)

Energy Related Services Corporation is an energy consulting firm specializing in electric and natural gas supply procurement and energy cost reduction for commercial and industrial clients with a national presence. Peggy is a senior corporate officer, 33.34% shareholder, and client adviser for key account within the continental U.S.

Member of ERS Holding Company LLC (2011 – Present)

ERS Holding Company LLC is a real estate holding company, located in Roanoke, TX, that manages real estate assets within the state of Texas. Peggy is a 33.34 shareholder.

Destination Energy, LLC (2013 – Present)

Destination Energy, LLC is a channel partner with multiple U.S. based electric and natural gas suppliers, providing procurement services to commercial and industrial clients located in various deregulated states throughout the U.S. Peggy is a 5% shareholder.

AmGas, Inc. (1988 -1996)

AmGas was a natural gas marketing firm, providing third-party supply to commercial and industrial end-users behind multiple LDCs within the state of Illinois. Her initial position with the company involved scheduling nominations and daily balancing. She later moved into a sales and marketing position.

Jim Troublefield joined AmGas, Inc. in September 1987. AmGas, a privately held company, was engaged in the marketing and management of natural gas requirements of commercial and Industrial class customers in Illinois. Responsibilities included in-depth tariff analysis, creation of detailed costs analysis of delivery options, customer acquisition, designing marketing materials, contract negotiation, problem resolution and the monitoring of daily consumption and deliveries.

In January 1991 Jim became a Regional Director at AmGas, Inc. New duties included the hiring, training and management of a six person in-house sales team. The in-house sales team achieved record sales for AmGas while maintaining the lowest overhead of all AmGas sales teams.

In 1994 AmGas was purchased by a large Midwestern Utility Company. Jim's duties included the integration of two sales teams with different cultures, while increasing market share, setting growth goals, tracking progress and migrating into new markets. Jim was also a member of the Executive Board at AmGas overseeing the overall growth and direction of the company. Jim oversaw the coordination of activities of forty-five sales people and two managers, meeting company objectives for growth and profitability.

In 1996, Jim, along with 2 co-workers started Energy Related Services Corporation, providing energy consulting, procurement, and data management services to national corporations. Today, ERS services a wide variety of commercial and industrial accounts throughout the United States.

In April 2012, Destination Energy, LLC was created. Destination Energy currently services customers in Texas. Customer demand has DE is now looking to expand its services to additional markets.

Competitive Retail Electric Service Affidavit

County of DENTON :

State of TEXAS :

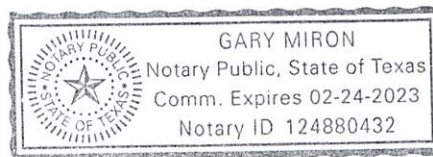
JAMES TROUBLEFIELD Affiant, being duly sworn/affirmed, hereby states that:

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, gross earnings, and sales of kilowatt-hours of electricity pursuant to Sections 4905.10(A), 4911.18(A), and 4928.06(F), Ohio Revised Code.
3. The applicant will timely pay any assessment made pursuant to Sections 4905.10, 4911.18, and 4928.06(F), Ohio Revised Code.
4. The applicant will comply with all applicable rules and orders adopted by the Public Utilities Commission of Ohio pursuant to Title 49, Ohio Revised Code.
5. The applicant will cooperate fully with the Public Utilities Commission of Ohio, and its Staff on any utility matter including the investigation of any consumer complaint regarding any service offered or provided by the applicant.
6. The applicant will fully comply with Section 4928.09, Ohio Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
7. The applicant will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
8. The applicant will use its best efforts to verify that any entity with whom it has a contractual relationship to purchase power is in compliance with all applicable licensing requirements of the Federal Energy Regulatory Commission and the Public Utilities Commission of Ohio.
9. The applicant will cooperate fully with the Public Utilities Commission of Ohio, the electric distribution companies, the regional transmission entities, and other electric suppliers in the event of an emergency condition that may jeopardize the safety and reliability of the electric service in accordance with the emergency plans and other procedures as may be determined appropriate by the Commission.
10. If applicable to the service(s) the applicant will provide, it will adhere to the reliability standards of (1) the North American Electric Reliability Council (NERC), (2) the appropriate regional reliability council(s), and (3) the Public Utilities Commission of Ohio.
11. The Applicant will inform the Public Utilities Commission of Ohio of any material change to the information supplied in the application within 30 days of such material change, including any change in contact person for regulatory purposes or contact person for Staff use in investigating consumer complaints.

12. 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.

13. Affiant further sayeth naught.

[Signature] VP
Signature of Affiant & Title



Sworn and subscribed before me this 5 day of MARCH, 2021
Month Year

[Signature]
Signature of official administering oath

GARY MIRON Notary
Print Name and Title

My commission expires on 02-24-2023

This foregoing document was electronically filed with the Public Utilities

Commission of Ohio Docketing Information System on

3/12/2021 11:36:51 AM

in

Case No(s). 15-0305-EL-AGG

Summary: Application Power Broker Renewal Application electronically filed by Mr. Greg Scheffler on behalf of Destination Energy, LLC