



DIS Case Number: 17-0793-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:** QFB Enterprises, Inc. d/b/a QFB Energy **Country:** United States

**Phone:** 217-653-3819

**Extension (if applicable):**

**Street:** 4004 Hampton Lane

**Website (if any):** www.qfbenergy.com

**City:** Quincy

**Province/State:** IL

**Postal Code:** 62305

### 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
QFB Energy	DBA	4004 Hampton Lane Quincy, IL 62305	Yes	Link

### 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
QFB Energy	DBA	4004 Hampton Lane Quincy, IL 62305	Yes	Link
QFB Enterprises, Inc.	Official Name	4004 Hampton Lane Quincy, IL 62305	Yes	Link



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

Ron Frericks  
4004 Hampton Lane  
Quincy, IL 62305  
US  
rfrericks@qfbenergy.com  
8889478460

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

Ron Frericks  
4004 Hampton Lane  
Quincy, IL 62305  
US  
rfrericks@qfbenergy.com  
8889478460

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

<b>Phone:</b> 888-947-8460	<b>Extension (if applicable):</b>	<b>Country:</b> United States
<b>Fax:</b> 888-519-1938	<b>Extension (if applicable):</b>	<b>Street:</b> 4004 Hampton Lane
<b>Email:</b> rfrericks@qfbenergy.com	<b>City:</b> Quincy	<b>Province/State:</b> IL
	<b>Postal Code:</b> 62305	

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

45-4897527

**A-9. Applicant's form of ownership**

**Form of ownership:** Corporation

**A-10. Identify current or proposed service areas**

Identify each service area in which the applicant is currently providing service or intends to provide service and identify each customer class that the applicant is currently serving or intends to serve.

**Service area selection**

Columbia Gas of Ohio  
Dominion Energy Ohio  
Duke Energy Ohio  
Vectren Energy Delivery of Ohio

**Class of customer selection**

Industrial  
Small Commercial  
Large Commercial

**A-11. Start date**

Indicate the approximate start date the applicant began/will begin offering services: 04-20-2017

**A-12. Principal officers, directors, and partners**

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

Name	Email	Title	Address
Ron Frericks	rfrericks@qfbenergy.com	President, Director	4004 Hampton Lane Quincy, IL 62305 US

**A-13. Company history**

QFB Enterprises, Inc. (d/b/a QFB Energy) was incorporated in Illinois in 2012, and is an independently owned, Illinois based business licensed as an Agent, Broker, Consultant with the Illinois Commerce Commission and licensed gas and electric broker in Ohio. QFB enters into independent contractor agreements with natural gas suppliers to sell retail natural gas service to Illinois residents and businesses, and to Ohio businesses. QFB is also an ActOn Energy Program Ally, and as such provides energy advising and efficiency consultation services to companies to help identify available cash incentives and outline strategies for implementation.

**A-14. Secretary of State**



#### **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:** Harbor Compliance

Harbor Compliance/Registered Agents, Inc. 6545 Market Avenue N., Suite 100

North Canton, OH 44721

US

2176533819

## **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: Illinois, Ohio and Pennsylvania.

#### **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: QFB Enterprises, Inc. (d/b/a QFB Energy), and Ron Frericks, have over 15 years of business consulting experience including business process outsourcing, process re-engineering, technology and utility consulting. Ron Frericks has been in the energy business since 2010, beginning his career as an independent representative for a retail supplier. QFB has serviced over 65 commercial accounts in Illinois since receiving its Illinois broker license. QFB has assisted school districts, retailers and manufacturers secure competitive electric and natural gas contracts since 2013.



#### CONTRACTING WITH CUSTOMERS

QFB will clearly disclose all terms and conditions of the agreement with the supplier to the customer and seeks to provide competitively priced natural gas products through the suppliers it contracts with. QFB will comply with all rules and laws set forth by the Public Utilities Commission as it does in Illinois.

#### PROVIDING CONTRACTED SERVICES

QFB does not directly provide the contracted natural gas services to customers, but works with suppliers to arrange such services to customers.

#### PROVIDING BILLING STATEMENTS

QFB provides energy brokering services and charges brokerage fees and flat fees. Brokerage fees are paid by the energy suppliers, and the flat fees are billed to the customer.

#### RESPONDING TO CUSTOMER INQUIRIES AND COMPLAINTS

QFB strives to provide outstanding customer service and the lowest possible rates to customers. QFB strives to provide a live person to answer the telephone, and if messages are left, strives to return calls as quickly as possible. Small and large customers receive the same high level of service.

### **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.

Preferred to file this information confidentially



### C-3. Forecasted financial statements

Provide two years of forecasted income statements **based solely on the applicant's anticipated business activities in the state of Ohio.**

Include the following information with the forecast: a list of assumptions used to generate the forecast; a statement indicating that the forecast is based solely on Ohio business activities only; and the name, address, email address, and telephone number of the preparer of the forecast.

The forecast may be in one of two acceptable formats: 1) an annual format that includes the current year and the two years succeeding the current year; or 2) a monthly format showing 24 consecutive months following the month of filing this application broken down into two 12-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



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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?

No

### C-8. Corporate structure

Provide a graphical depiction of the applicant's corporate structure. Do not provide an internal organizational chart. The graphical depiction should include all parent holding companies, subsidiaries and affiliates as well as a list of all affiliate and subsidiary companies that supply retail or wholesale electricity or natural gas to customers in North America. If the applicant is a stand-alone entity, then no graphical depiction is required, and the applicant may respond by stating that it is a stand-alone entity with no affiliate or subsidiary companies.

File(s) attached

## Section D: Applicant Technical Capacity

### D-1. Operations





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

Operations Description: QFB Energy is a full service natural gas brokerage and consulting company servicing the ComEd and Ameren markets in Illinois, and the Ohio Gas & Electric market in Ohio. Services provided include price negotiation, market analysis, cost tracking and contract management.

**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: RONALD FRERICKS is the President and Owner of QFB Enterprises, Inc. Ron started QFB Enterprises in March of 2012. Ron's focus lies on identifying and contracting new business opportunities in the commercial, educational and residential gas and electric markets in Illinois and the commercial markets in Ohio. Ron is responsible for management of pricing, sales, contracting and customer service for all prospects and customers for QFB Enterprises.

Prior to starting QFB Enterprises, from July 2011 to March 2012, Ron operated a sole proprietorship, marketing and contracting commercial and residential electric business in Illinois. Ron began his career in the energy business in 2010 as an independent representative for a retail energy supplier. QFB current has over 13,000,000 therms under contract.

Ron is also the former Vice President and Co-owner of F.W. Enterprises, Inc. As such he was in charge of managing all business operations for V.W. Fundraising, encompassing profit and loss, email campaigns, multimedia advertising, sponsorships and special events planning. Additionally, Ron led professionals in telemarketing, sales and office administration. Ron formed F.W. Enterprises in December 2007.

Contact Information: Ron Frericks, President, rfrericks@qfbenergy.com, 217-653-3819





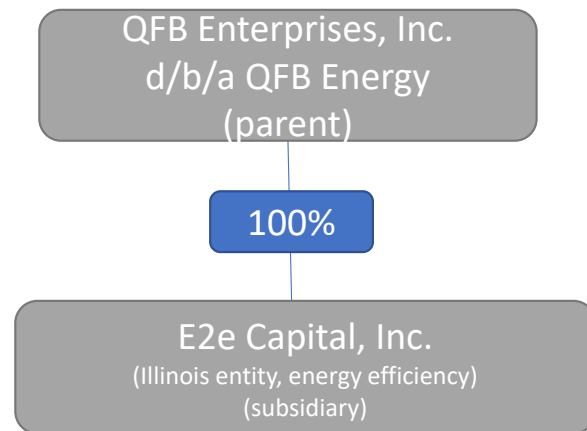
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Commission

# Application Attachments

QFB Enterprises, Inc.  
d/b/a QFB Energy  
(parent)

100%

E2e Capital, Inc.  
(Illinois entity, energy efficiency)  
(subsidiary)



# Competitive Retail Natural Gas Service Affidavit

County of Adams :

State of Illinois :

Ronald Frericks, Affiant, being duly sworn/affirmed, hereby states that:

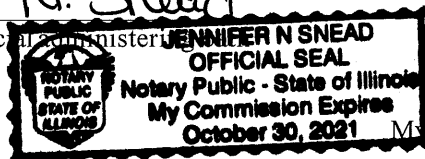
1. The information provided within the certification or certification renewal application and supporting information is complete, true, and accurate to the best knowledge of affiant, and that it will amend its application while it is pending if any substantial changes occur regarding the information provided.
2. The applicant will timely file an annual report of its intrastate gross receipts and sales of hundred cubic feet of natural gas pursuant to Sections 4905.10(A), 4911.18(A), and 4929.23(B), Ohio Revised Code.
3. The applicant will timely pay any assessment made pursuant to Sections 4905.10 and 4911.18(A), Ohio Revised Code.
4. Applicant will comply with all applicable rules and orders adopted by the Public Utilities Commission of Ohio pursuant to Title 49, Ohio Revised Code.
5. Applicant will cooperate fully with the Public Utilities Commission of Ohio and its staff on any utility matter including the investigation of any consumer complaint regarding any service offered or provided by the applicant.
6. Applicant will comply with Section 4929.21, Ohio Revised Code, regarding consent to the jurisdiction of the Ohio courts and the service of process.
7. Applicant will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
8. Applicant will inform the Public Utilities Commission of Ohio of any material change to the information supplied in the application within 30 days of such material change, including any change in contact person for regulatory purposes or contact person for Staff use in investigating consumer complaints.
9. The facts set forth above are true and accurate to the best of his/her knowledge, information, and belief and that he/she expects said applicant to be able to prove the same at any hearing hereof.
10. Affiant further sayeth naught.

[Signature] President  
Signature of Affiant & Title

Sworn and subscribed before me this 18<sup>th</sup> day of March, 2021  
Month Year

Jennifer N. Sneed  
Signature of official administering

Jennifer N. Sneed, Notary  
Print Name and Title



My commission expires on 10/30/21

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

**Commission of Ohio Docketing Information System on**

**3/18/2021 4:34:11 PM**

**in**

**Case No(s). 17-0793-GA-AGG**

Summary: In the Matter of the Application of QFB Enterprises, Inc.