FILE

Albireo Energy
Partnering for Success

RECEIVED-DOCKETING DIV
2021 APR 30 PM 1:38
PUCO

April 29, 2021

Ohio Public Utilities Commission
Docketing Division
180 East Broad Street
Columbus OH, 43215-3793

19-1014-GA-AGG

Dear Sir or Madam:

Enclosed please find and original and two copies of our Competitive Retail Electric Service (CRES) Provider Application and our Competitive Retail Natural Gas Service (CRNGS) Provider Application.

Also provided in a sealed envelope with attached request for a protective motion is confidential financial information which is marked as such for each application. This information is not disseminated to the public or to our employees unless they have a legitimate need to know in the performances of their duties.

Questions can be directed to the undersigned via email at lmattise@albireoenergy.com or at 570-291-5986.

Thank you for your consideration.

Respectfully

Lori Mattise

Lori Mattise
Accountant

This is to certify that the images appearing are an accurate and complete reproduction of a case file document delivered in the regular course of business.
Technician SOL Date Processed 4.30.21

FILE

RECEIVED-DOCKETING DIV
2021 APR 30 PM 1:42
PUCO

Ohio | Public Utilities Commission

Competitive Retail Natural Gas Service (CRNGS) Provider Application

Case Number: 19 -1014 -GA-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 natural gas service (CRNGS) provider type(s) for which the applicant is seeking certification. Please note you can select more than one.

Retail Natural Gas Aggregator	Retail Natural Gas Broker	Retail Natural Gas Marketer
☑	☑	☐

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

Provide the name and contact information of the business entity.

Legal Name: Albireo Energy LLC

Street Address: 3 Ethel Road, Suite 300

City: Edison State: NJ Zip: 08817

Telephone: 855-521-8780 Website: albireoenergy.com

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: Albireo Energy LLC

Street Address: 330 Montage Mountain Road

City: Moosic State: PA Zip: 18507

Telephone: 855-521-8780 Email: customerserivce@albireoenergy.com

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): Energy Options LLC,GXP Automation LLC; Electronic Control Systems LLC; Sky Technologies LLC; GXP Automation LLC

A-5. Contact person for regulatory matters.

Name: Lori Mattise Title: Accountant

Street Address: 330 Montage Mountain Road

City: Moosic State: PA Zip: 18507

Telephone: 570-291-5986 Email: lmattise@albireoenergy.com

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

Name: Sara Zelinski Title: Customer Service Manager

Street Address: 330 Montage Mountain Road

City: Moosic State: PA Zip: 18507

Telephone: 570-291-5990 Email: szelinski@albireoenergy.com

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

Street Address: 330 Montage Mountain Road

City: Moosic State: PA Zip: 18507

Toll-free Telephone: 855-521-8780 Email: customerservice@albireoenergy.com

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

FEIN: 35-2507715

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

Sole Proprietorship	Limited Liability Partnership (LLP)	Corporation	Partnership
☐	☐	☐	☐

Limited Liability Company (LLC)	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:

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

Class of customer selection:

Industrial	Residential	Small Commercial	Large Commercial
☑	☐	☑	☐

A-11. Start Date.

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

Date: 05/30/2019

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.

A-15. Proof of Ohio office and employee.

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.

Name: Corporation Service Company Title: Agent

Street Address: 50 West Broad Street, Suite 1330

City: Columbus State: OH Zip: 43215

Telephone: 800-927-9800 Email: compliancemail@cscglobal.com

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.

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 ☑

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.

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.

Gas Marketers: Describe the operational nature of the applicant's business, specifying whether operations will include the contracting of natural gas purchases for retail sales, the nomination and scheduling of retail natural gas for delivery, and/or the provision of retail ancillary services, as well as other services used to supply natural gas to the natural gas company city gate for 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.

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

4·26·24
Date

President & COO
Title

Competitive Retail Natural Gas Service Affidavit

County of LEHIGH :

State of PA :

Jason Richards, 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.

President & COO

Signature of Affiant & Title

Sworn and subscribed before me this 26 day of APRIL, 2021
Month Year

Signature of official administering oath

GARY EDWIN SCHALL
Print Name and Title

My commission expires on 09/22/2022

Commonwealth of Pennsylvania - Notary Seal
GARY EDWIN SCHALL - Notary Public
Lehigh County
My Commission Expires Sep 22, 2022
Commission Number 1258036

Albireo Energy
Partnering for Success

Exhibit A-12 Principal Officers

Phil Rogers – CEO
3 Ethel Road, Suite 300
Edison, NJ 08817
Ph: 855-521-8780
Email: progers@albireoenergy.com

Jason Richards – President & COO
3 Ethel Road, Suite 300
Edison, NJ 08817
Ph: 855-521-8780
Email: jrichards@albireoenergy.com

James Denning – CFO
3 Ethel Road, Suite 300
Edison, NJ 08817
Ph: 855-521-8780
Email: jdenning@albireoenergy.com

Albireo Energy
Partnering for Success

Exhibit A-13 Company History

Albireo Energy provides building automation and integration solutions and energy services to commercial and institutional buildings nationally. Our solutions and services help building owners and managers improve efficiency and reduce operational costs while improving comfort of tenants. Through our operating divisions, Albireo Energy has a history of providing exceptional solutions to mission critical facilities such as data centers, labs, military installations, and hospitals. For more information, please visit www.AlbireoEnergy.com.

In November 2018 Albireo Energy merged with Taylor Consulting & Contracting, LLC. Since its inception in 2004, Taylor has a proven track record and unparalleled success in tracking utility expenses and recognizing exceptional procurement opportunities in deregulated markets. Taylors management team remained with Albireo as has served customers since.

After Albireo was granted an Aggregator/Power Broker license in 2019, all Taylor's existing contracts were transferred, and Taylor has since abandoned its licenses.

Respectfully,
Jason Richards
President & COO

Albireo Energy
Partnering for Success

Exhibit A-14 Secretary of State

See attached.

Frank LaRose
Ohio Secretary of State

Wed Apr 21 2021

Entity#:	2345384
Filing Type:	FOREIGN LIMITED LIABILITY COMPANY
Original Filing Date:	11/24/2014
Location:	--
Business Name:	ALBIREO ENERGY, LLC
Status:	Active
Exp. Date:	-

Agent/Registrant Information

CORPORATION SERVICE COMPANY
50 WEST BROAD STREETSUITE 1330
COLUMBUS OH 43215
11/10/2016
Active

Filings

Filing Type	Date of Filing	Document ID
REG. OF FOR. PROFIT LIM. LIAB. CO.	11/24/2014	201432801733
AGENT ADDRESS CHANGE/LIMITED/LIABILITY/PARTNERS	11/10/2016	201632203228

UNITED STATES OF AMERICA
STATE OF OHIO
OFFICE OF SECRETARY OF STATE

I, Frank LaRose, Secretary of State of the State of Ohio, do hereby certify that this is a list of all records approved on this business entity and in the custody of the Secretary of State.

Witness my hand and the seal of the Secretary of State at Columbus, Ohio this 21st of April, A.D. 2021

Ohio Secretary of State

Albireo Energy
Partnering for Success

Exhibit B-1. Jurisdiction of operations.

Albireo Energy is licensed to provide Electric and/or Natural Gas Aggregation/Brokerage services in all deregulated States including:

Connecticut
Delaware
Washington D.C.
Illinois
Maine
Maryland
Massachusetts
New Hampshire
New Jersey
Ohio
Pennsylvania
Rhode Island
Texas
Virginia

Albireo Energy
Partnering for Success

Exhibit B-2 Experience and Plans

Taylor Consulting & Contracting, LLC merged with Albireo Energy in Nov 2018 and has over 30,000 utility accounts under management serving customers across a wide variety of industries including but not limited to Schools, Colleges and Universities, Local and State Governments, Commercial Real Estate, Quick Serve Restaurants and small to medium enterprises. The management team of Taylor remained with Albireo Energy to continue servicing our existing customer base and drive growth opportunities.

Albireo Energy utilizes proprietary technology platforms to optimize our customers energy and utility data management. These include *Energy Auctions*, a reverse auction platform where suppliers compete for our customers business and *Utility Module*, which manages data, sets alarms, creates budgets, and submits benchmarking usage. These platforms are used to focus on:

1. Collecting & Analyzing: We acquire our customers utility and supplier data using our proprietary systems and analyze how to optimize their energy spend and pricing options. This overall strategic planning includes a detailed evaluation of goals, current market conditions, evaluating risk tolerances, and working with each business to uncover the best solution that meets their needs.
2. Optimize and Compete: As the energy markets trade to target levels, our experienced staff arrange and conduct competitive auctions, collect RFP's and evaluate suitable vendors. Our goal for each business is to uncover the most competitive price, with the best supplier, under acceptable contract terms, all of which are vital to ensuring customers get the best deal available.
3. Manage & Repeat: Once buying decisions have been made, we keep our customers informed of the continuing deliverables under our scope of service. Each account will be monitored, be in purchasing mode and always searching for the best available deals. This process ensures that our customers do not need to fear missing an opportunity or better option as their needs change over time.

Albireo Energy
Partnering for Success

Exhibit B-3 Disclosure of liabilities and investigations

Albireo Energy, LLC has not had any rulings, judgements, findings, contingent liabilities, revocations of authority, regulatory investigations, judicial actions, or any other formal or informal notices of violations, or any other matter relative to competitive services in Ohio or equivalent services in another jurisdiction.

Albireo Energy
Partnering for Success

Exhibit C-1 Financial reporting.

Albireo Energy, LLC is a private company and is not required to file with the SEC.

Albireo Energy
Partnering for Success

Exhibit C-2 Financial Statements

Please see attached the two most recent years audited financial statements. Please note, these statements are to be treated as Confidential.

AFFIDAVIT
"Veracity of Statements"

State of Pennsylvania

ss. Coopersburg

County of Lehigh

Jason Richards Affiant, being duly sworn/affirmed according to law, deposes, and says that he is President & COO of Albireo Energy, LLC, (Applicant) and that he is authorized to make this affidavit for the Applicant.

That, Albireo Energy certifies under penalty of law that all statements made in the application for Motion for Protective Order are true and complete and that it will also amend its application while the application is pending if any changes occur regarding the information provided in the application within ten days of any such change.

1. The documents in Exhibit C-3 (Financial Statements) are documents for which Albireo Energy seeks protection. Albireo has submitted these documents in a sealed envelope, which is privileged and confidential to demonstrate that it is financially capable of providing electric and gas brokerage services to customers in Ohio. Albireo views its finances as confidential, proprietary data of the company.

2. Albireo contends that disclosure of its financial information could give its competitors access to confidential and privileged information to which it would not otherwise have access; would allow competitors to seek to undermine the nature and scope of Albireo's business; would provide its competitors with an unfair advantage, or the opportunity of obtaining such advantage; or would otherwise be detrimental to the commercial interests of Albireo.

That the facts above set forth are true and correct to the best of his/her knowledge, information, and belief and that he/she expects said Applicant to be able to prove the same.

Jason Richards

Sworn and subscribed before me this 26th day of April 2021.

Notary

My commission expires 09/22/2022
(For Notary Publics)

Commonwealth of Pennsylvania - Notary Seal
GARY EDWIN SCHALL - Notary Public
Lehigh County
My Commission Expires Sep 22, 2022
Commission Number 1258036

Albireo Energy
Partnering for Success

Exhibit C-3 Forecasted Financial Statements

Forecasted income from our Natural Gas related business is expected as follows:

2021- $27,000
2022- $35,000

This includes all revenue flowing from deals in place, growth in sales presence in the State of Ohio and focus on cross sell activities with national clients as well as RFP responses to date.

Matt Wheatley-CRO
330 Montage Mountain Road
Moosic, PA 18507
Email: mwheatley@albireoenergy.com

Albireo Energy
Partnering for Success

Exhibit C-4 Credit Rating

See attached.

Albireo Energy
Partnering for Success

Exhibit C-5 Credit Report

Attached is a current credit report.

experian.

Report

Home | My reports | My account | Products | Help | Business services | Logout

For help reading this report, please review our sample report.
Search inquiry: (My company)

CreditScore℠ Report

as of: 04/29/21 14:29 ET

Albireo Energy, LLC

Address: 3 Ethel Rd Ste 300
Edison, NJ 08817-2855
United States

Phone: 732-512-9100

Website: www.albireoenergy.com

Experian BIN: 403528378

Also is (or has been) operating as:
Albireo Energy

Family Linkage:

Ultimate Parent	Albireo Energy, LLC 3 Ethel Rd Ste 300 Edison, NJ
Subsidiaries	Energy Management Control Corp Long Island City, NY United States
Branches / Alternative Locations	Albireo Energy, LLC 121 Brick Kiln Rd Unit 1 Chelmsford, MA United States
	Albireo Energy, LLC 100 Apollo Dr Ste 101 Chelmsford, MA United States
	Albireo Energy, LLC 14225 Barrymore St San Diego, CA United States

Key Personnel: Chief Executive Officer: Phil Rogers
President: Paul E Czerwin
Treasurer: Jeannie Thwaites

SIC Code:
6719-Holding Companies, Nec
1796-Building Equip Installation & Erec, Nec
1731-Electrical Contractors

NAICS Code:
551112-Offices Of Other Holding Companies
238290-Other Building Equipment Contractors
238210-Electrical Contractors And Other Wiring Installation Contractors

Business Type: Corporation
Experian File Established: January 1984
Experian Years on File: 37 Years
Years in Business: More than 37 Years
Total Employees: 2
Sales: $117,000
Filing Data Provided by: Michigan
Date of Incorporation: 05/15/2013

Experian Business Credit Score

Back to top

45
Business Credit Score

Medium Risk

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:

- Number of good commercial accounts.
- Ratio of balance to high credit for commercial accounts.
- Number of derogatory commercial legal items.
- Number of commercial accounts with high utilization.

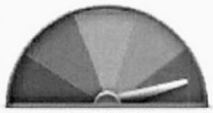
Business Credit Scores range from a low of 1 to high of 100 with this company receiving a score of 45. Higher scores indicate lower risk. This score predicts the likelihood of serious credit delinquencies within the next 12 months. This score uses tradeline and collections information, public filings as well as other variables to predict future risk.

Experian Financial Stability Risk Rating

Back to top

1

Financial Stability Risk Rating



A Financial Stability Risk Rating of 1 indicates a 0.55% potential risk of severe financial distress within the next 12 months.

Key Rating Factors:

- Risk associated with the company's industry sector.
- Number of commercial derogatory public records.
- Balance to high credit ratio for commercial accounts.
- Risk associated with the business type.

Financial Stability Risk Ratings range from a low of 1 to high of 5 with this company receiving a rating of 1. 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

Back to top

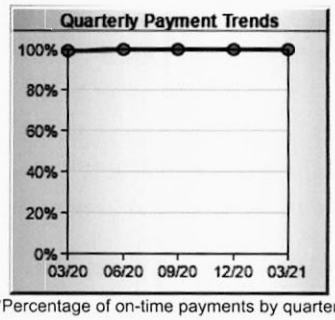
Current Days Beyond Terms (DBT):	**0**
Predicted DBT **for 06/23/2021:**	**1**
Average Industry DBT:	**2**
Payment Trend Indicator:	Stable
Lowest 6 Month Balance:	$373
Highest 6 Month Balance:	$2,404,383
Current Total Account Balance:	$2,404,383
Highest Credit Amount Extended:	$2,404,383

Payment Tradelines (see charts):	20
UCC Filings:	2
✗ **Businesses Scoring Worse:**	**44%**
✓ **Bankruptcies**:	0
Liens (see detail):	2
✓ **Judgments Filed**:	0
✓ **Collections**:	0

Payment Trend Summary

Back to top

*Percentage of on-time payments by month.



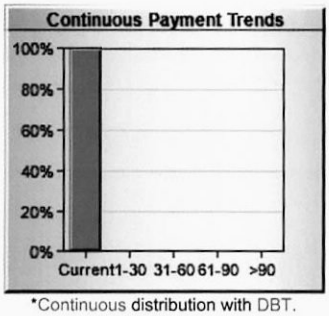
*Percentage of on-time payments by quarter.

Monthly Payment Trends - Recent Activity

Date	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT
11/20	100%	0%	0%	0%	0%
12/20	100%	0%	0%	0%	0%
01/21	100%	0%	0%	0%	0%
02/21	100%	0%	0%	0%	0%
03/21	100%	0%	0%	0%	0%
04/21	100%	0%	0%	0%	0%

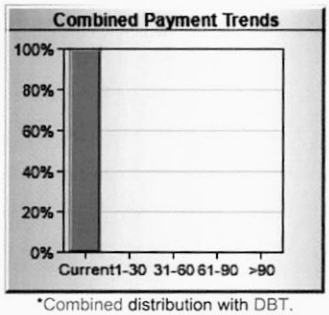
Quarterly Payment Trends - Recent Activity

Date	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT
03/20	99%	1%	0%	0%	0%
06/20	100%	0%	0%	0%	0%
09/20	100%	0%	0%	0%	0%
12/20	100%	0%	0%	0%	0%
03/21	100%	0%	0%	0%	0%



*Continuous distribution with DBT.

Insufficient information to produce Newly Reported **Payment Trends** chart.



*Combined distribution with DBT.

Tax Lien Filings

Back to top

Date:	11/19/2020
Owner:	Internal Revenue Service
Filing Location:	Middlesex County Reg
Legal Type:	Federal Tax
Legal Action:	Lien
Document Number:	418990020
Liability Amount:	$55,273
Description:	Other Tax

Date:	08/28/2019
Owner:	State Of New York
Filing Location:	Albany County Clerk
Legal Type:	State Tax
Legal Action:	Lien
Document Number:	E049571577W0019
Liability Amount:	$15,411
Description:	Other Tax

*** The information herein is furnished in confidence for your exclusive use for legitimate business purposes and shall not be reproduced, disclosed, or shared to any third party per the restrictions in the Terms and Conditions that you accepted. Neither Experian nor its sources or distributors warrant such information nor shall they be liable for your use or reliance upon it.** (Ref#:457620)

© 2021 Experian Information Solutions Inc.

Back to top

© 2021 Experian Information Solutions, Inc. All rights reserved.
Experian and the Experian marks herein are service marks or registered trademarks of Experian.

Albireo Energy
Partnering for Success

Exhibit C-8 Corporate Structure

See attached.

Albireo Energy Group Companies

Albireo Energy
Partnering for Success

Albireo Energy
Partnering for Success

Exhibit C-9 Financial Arrangements

N/A, Albireo Energy, LLC is an Aggregator/Broker and will not take title to electricity or natural gas.

Albireo Energy
Partnering for Success

Exhibit D-1 Operations.

Albireo Energy focus is on smart building automation and energy optimization services for customers nationally. Albireo has decades of broad-based industry expertise with thousands of installations nationally. We offer a full suite of smart building automation, monitoring, and energy services for maximizing control, efficiency, and ROI. Our proven track record in strategic planning, design and implementation is supported by our national footprint and seamless remote service capabilities.

Our core offerings include:

Building automation and plant controls: Our Building Automation Solutions (BAS) and plant controls maximize energy efficiency, reduce maintenance cost, and ensure optimal tenant comfort, offering complete stability for buildings and mission critical facilities.

Electrical power monitoring systems: Dependable power is an obvious requirement for any organization, particularly data centers, hospitals, security installations, clean room manufacturers and other mission critical facilities. We provide persistent monitoring and diagnostic services that ensure our clients receive reliable power quality off the grid, while providing monitoring and alarming of emergency generation, UPS, transfer switches, and other critical components of the electrical infrastructure.

Fault Detection & Diagnostics: Ongoing monitoring and continual adjustment to maintain efficient and comfortable buildings.

GMP Monitoring: System design and implementation to meet GMP and CFR requirements.

Energy Services: From energy supply and procurement to demand response and usage, Albireo provides a holistic approach to energy planning and conservation practices. Albireo Energy utilizes Taylors existing systems for procurement including the *EnergyAuctions* platform and *UtilityModule* web-based service.

Albireo Energy
Partnering for Success

Exhibit D-2 Operations Expertise and key technical personnel.

Albireo Energy, LLC merged with Taylor Consulting and Contracting, LLC in Nov. 2018 and has retained its proprietary technology of *EnergyAuctions* and *UtilityModule,* as well as the executive management team. Taylor was a market leader in developing buying aggregations to improve customer buying power and has been in business since 2004. Taylor was a licensed Aggregator/Broker in Ohio from 2017-2019 when its customer base was transferred to Albireo when its licenses were granted. We have over 30,000 utility accounts under management and serve customers across a wide variety of industries including but not limited to Schools, Colleges and Universities, State and Local Governments, Commercial Real Estate, Quick Serve Restaurants and small to medium enterprises.

We use proprietary technology platforms to optimize our customers energy and utility data management. These include *EnergyAuctions*, a reverse auction platform where suppliers compete for your business and *UtilityModule*, which manages data, sets alarms, creates budgets, and submits benchmarking usage. We find hidden efficiencies through our customers energy spend by:

1. Collecting & Analyzing: We acquire customer utility and supplier data using our proprietary systems and analyze how to optimize their energy spend and pricing options. This overall strategic planning includes a detailed evaluation of goals, current market conditions, evaluation risk tolerances, and working with each business to uncover the best solution that meets their needs.
2. Optimize and Compete: As the energy markets trade to target levels, our experienced staff arrange and conduct competitive auctions, collect RFP's and evaluate suitable vendors. Our goal is to uncover the most competitive price, with the best supplier, under acceptable contract terms, all of which are vital to ensuring our customers get the best deal available to them.
3. Manage & Repeat: Once decisions have been made, we keep our customers informed of continuing deliverables under our scope of service. Each account will always be monitored, be in purchasing mode and searching for the best available deals. Taylors process ensures that our customers do not need to fear missing an opportunity or better option as their needs change over time.

Exhibit D-2 Operations Expertise and key technical personnel.

Scott Stiner

Scott serves as the General Manager of our Energy Procurement Division and was Chief Operating Officer of the original team that founded the Taylor business model. Scott was responsible for the creation and building of *UtilityModule, EnergyAuctions, Energy Scorecard*, UM mobile app, and several other internal platforms. He is a graduate of Temple University and received his MBA from Mount St. Mary's College. Scott has founded several companies across technology, real estate, and fashion.

Bill Riordan

Bill serves as Senior Vice President of Sales of our Energy Procurement Division, he was part of the Taylor team since 2018, serving President from 2015-2018. Bill's expertise is working with clients to structure procurement programs that will help stabilize budgets and keep utility costs under control. This will include creating and reviewing budgets in *UtilityModule*. Bill has both his undergraduate and graduate degrees from Northeastern University.

Jon Hartnett

Jon serves as Vice President of Sales of our Energy Procurement Division, continuing the position from Taylor. Jon manages the business development efforts nationally, as well as the strategic relationships with our enterprise customers. Prior to Taylor, Jon was Senior Manager at EnerNOC and a Principal with Market Direct Energy. In both roles, he worked with Fortune 500 businesses to help customers define strategy and risk in various commodity markets. His work includes assessing opportunities for energy purchasing, demand management, energy monitoring and regulatory risk. John holds a B.A in Business Management from Gettysburg College and graduated from the Greater Boston Executive Program at MIT.

Matt Wheatley

Matt serves as Chief Revenue Officer and leads partnerships, acquisitions, new products and demand-based offerings and sales enablement as well as the strategic development of national and international sales channels. Matt joined Taylor form Centrica Plc, the Global 500 energy and energy services company best known for its Direct Energy brand (4 million residential and 240,000 business customers in the US & Canada), where he spent a decade. Matt help notable leadership roles with the Direct Energy Business and Centrica Business Solutions units, where he was formerly Vice President of Sales, working with business customers on various energy supply and demand side projects. Matt also has a strong experience in mergers, acquisitions and finance with Grant Thornton, Roffe Swayne, and Exxon Mobil.

Matt holds a first-class honors BA in Business Studies and is a Fellow of the royally chartered Institute of Chartered Accountants in England and Wales and is a member of the Association of Chartered Accountants in the United States.