

DIS Case Number: 21-0626-EL-AGG

Section A: Application Information

A-1. Provider type:

☒ Power Broker
 ☐ Aggregator
 ☐ Retail Generation Provider
 ☐ Power Marketer

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

Legal Name: Community Purchasing Alliance Cooperative **Country:** United States
Phone: 2028102725 **Extension (if applicable):** **Street:** 1226 Vermont Ave NW
Website (if any): www.cpa.coop **City:** Washington DC **Province/State:** WA
Postal Code: 20005

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
Community Purchasing Alliance	Official Name	1226 Vermont Ave NW Washington DC, WA 20005	Yes	File

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

Provide all business names the applicant uses in North America, including the names provided in A-2 and A-3.

Name	Type	Address	Active?	Proof
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A-5. Contact person for regulatory matters



Public Utilities Commission

Boris Sigal
1226 Vermont Ave NW
Washington DC, DC 20005
US
boris@cpa.coop
2025961743

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

Boris Sigal
1226 Vermont Ave NW
Washington DC, DC 20005
US
boris@cpa.coop
2025961743

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

Phone: 1226	Extension (if applicable):	Country: United States
Vermont Ave NW		
Fax:	Extension (if applicable):	Street: 1226 Vermont Ave NW
Email: info@cpa.coop		City: Washington DC Province/State: WA
		Postal Code: 20005

A-8. Applicant's federal employer identification number

46-5349988

A-9. Applicant's form of ownership

Form of ownership: Other

Other form of Ownership: Cooperative

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



Public Utilities Commission

AEP Ohio

FirstEnergy - Cleveland Electric Illuminating

FirstEnergy - Ohio Edison

FirstEnergy - Toledo Edison

Class of customer selection

Commercial

A-11. Start date

Indicate the approximate start date the applicant began/will begin offering services: 07-23-2021

A-12. Principal officers, directors, and partners

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

Name	Email	Title	Address
Boris Sigal	boris@cpa.coop	CFO	1226 Vermont Ave NW Washington DC, DC 20005 US

A-13. Company history

Community Purchasing Alliance (CPA) is a social-purpose cooperative that leverages the buying power of community institutions to help lower operating costs, while also making investments in sustainability, worker equity, and community organizing. As a cooperative, CPA is wholly owned by its members, creating a business that serves their needs first. Through aggregation and group procurement of services, CPA helps its members save money and get better service, while also holding vendors to high standards in terms of environmental and worker practices.

In 2020 CPA worked with over 121 organizations across 10 product/services areas to facilitate \$17.3 million in purchasing. CPA offers expertise and competitive group procurement for services including energy (electricity and gas supply), waste pick-up, HVAC maintenance, solar development, janitorial, security, copier, and landscaping.



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As a cooperative, CPA builds trust, investment and ownership from its members by facilitating expert negotiation, facilitated group decision-making, improved vendor accountability, superior customer service, and peer-to-peer sharing of best practices.

A-14. Secretary of State

Secretary of State Link:

Section B: Applicant Managerial Capability and Experience

B-1. Jurisdiction of operations

List all jurisdictions in which the applicant or any affiliated interest of the applicant is certified, licensed, registered or otherwise authorized to provide retail natural gas service or retail/wholesale electric service as of the date of filing the application..

Jurisdiction of Operation: CPA is a licensed power broker in the following states:

DC (EA2018-22-E-5) (February 1, 2019)

MD (IR-4200) (March 6, 2019)

MA (EB-510) (March 2, 2020)

CT (20-04-20) (July 1, 2020)

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.

File(s) attached

B-3. Disclosure of liabilities and investigations

For the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant, describe all existing, pending or past rulings, judgments, findings, contingent liabilities, revocation of authority, regulatory investigations, judicial actions, or other formal or informal notices of violations, or any other matter related to competitive services in Ohio or equivalent services in another jurisdiction..



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Liability and Investigations Disclosures: Community Purchasing Alliance Cooperative does not have any liabilities or investigations to disclose.

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



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Provide copies of the applicant's two most recent years of audited financial statements, including a balance sheet, income statement, and cash flow statement. If audited financial statements are not available, provide officer certified financial statements. If the applicant has not been in business long enough to satisfy this requirement, provide audited or officer certified financial statements covering the life of the business. If the applicant does not have a balance sheet, income statement, and cash flow statement, the applicant may provide a copy of its two most recent years of tax returns with **social security numbers and bank account numbers redacted**.

If the applicant is unable to meet the requirement for two years of financial statements, the Staff reviewer may request additional financial information.

File(s) attached

C-3. Forecasted financial statements

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

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

The forecast may be in one of two acceptable formats: 1) an annual format that includes the current year and the two years succeeding the current year; or 2) a monthly format showing 24 consecutive months following the month of filing this application broken down into two 12-month periods with totals for revenues, expenses, and projected net incomes for both periods. Please show revenues, expenses, and net income (revenues minus total expenses) that is expected to be earned and incurred in **business activities only in the state of Ohio** for those periods.

If the applicant is filing for both an electric certificate and a natural gas certificate, please provide a separate and distinct forecast for revenues and expenses representing Ohio electric business activities in the application for the electric certificate and another forecast representing Ohio natural gas business activities in the application for the natural gas certificate.

File(s) attached

C-4. Credit rating



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Provide a credit opinion disclosing the applicant's credit rating as reported by at least one of the following ratings agencies: Moody's Investors Service, Standard & Poor's Financial Services, Fitch Ratings or the National Association of Insurance Commissioners. If the applicant does not have its own credit ratings, substitute the credit ratings of a parent or an affiliate organization and submit a statement signed by a principal officer of the applicant's parent or affiliate organization that guarantees the obligations of the applicant. If an applicant or its parent does not have such a credit rating, enter 'Not Rated'.

This does not apply

C-5. Credit report

Provide a copy of the applicant's credit report from Experian, Equifax, TransUnion, Dun and Bradstreet or a similar credit reporting organization. If the applicant is a newly formed entity with no credit report, then provide a personal credit report for the principal owner of the entity seeking certification. At a minimum, the credit report must show summary information and an overall credit score. **Bank/credit account numbers and highly sensitive identification information must be redacted.** If the applicant provides an acceptable credit rating(s) in response to C-4, then the applicant may select 'This does not apply' and provide a response in the box below stating that a credit rating(s) was provided in response to C-4.

File(s) attached

C-6. Bankruptcy information

Within the previous 24 months, have any of the following filed for reorganization, protection from creditors or any other form of bankruptcy?

- Applicant
- Parent company of the applicant
- Affiliate company that guarantees the financial obligations of the applicant
- Any owner or officer of the applicant

No

C-7. Merger information

Is the applicant currently involved in any dissolution, merger or acquisition activity, or otherwise participated in such activities within the previous 24 months?

No

C-8. Corporate structure

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

Stand-alone entity with no affiliate or subsidiary companies

Section D: Applicant Technical Capacity

D-1. Operations

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.

File(s) attached

D-2. Operations Expertise & Key Technical Personnel

Given the operational nature of the applicant's business, provide evidence of the applicant's experience and technical expertise in performing such operations. Include the names, titles, e-mail addresses, and background of key personnel involved in the operations of the applicant's business.

File(s) attached



Public Utilities
Commission

Application Attachments

About CPA

Community Purchasing Alliance (CPA) is a social-purpose cooperative that leverages the buying power of community institutions to help lower operating costs, while also making investments in sustainability, worker equity, and community organizing. As a cooperative, CPA is wholly owned by its members, creating a business that serves their needs first. Through aggregation and group procurement of services, CPA helps its members save money and get better service, while also holding vendors to high standards in terms of environmental and worker practices.

In 2020 CPA worked with over 170 organizations across 12 product/services areas to facilitate \$18 million in purchasing. CPA offers expertise and competitive group procurement for services including energy (electricity and gas supply), waste pick-up, HVAC maintenance, solar development, janitorial, security, copier, and landscaping.

As a cooperative, CPA builds trust, investment and ownership from its members by facilitating expert negotiation, facilitated group decision-making, improved vendor accountability, superior customer service, and peer-to-peer sharing of best practices.

Technical Competency & Business Strategy

CPA has over seven years' experience helping Members navigate retail energy choice in the DC metro-region. Previously CPA has worked through licensed brokers to connect over 100 CPA Organizations with electricity and gas supply contracts. CPA has focused on providing Members with a cost-competitive opportunity to achieve meaningful savings compared to the Standard Offer Service price available, and also to minimize the risks involved in the transaction.

CPA primarily connects our Member organizations to energy contracts through energy aggregation purchases. A typical purchase consists of 20-30 organizations with similar load profiles, comprising approximately 20,000 MWH of consumption. To date CPA has completed fifteen such aggregations. CPA is seeking a license to provide energy brokerage services in the state of Ohio because of an intention to support the development of a community-based purchasing cooperative in Ohio.

In addition to working on facilitating price competition among suppliers, CPA is working to bring greater transparency and protection to organizations engaged in the retail energy market. This includes:

1. **Stronger consumer protections through contracts** - we've been working with legal counsel to enhance protections for customers in the supply contract, by explicitly naming the components that are included in the price and will not

change. Although all contracts still technically allow some potential for pass through charges, we've worked to make them more narrowly defined. Here is a detailed review of contracts provided to CPA by legal counsel in our last aggregation.

2. **Bill monitoring to see how suppliers behave in practice** - we have observed bills from eight different suppliers to actually see how they behave in practice. We have observed pass through charges as low as less than 1% to as high as 15%. We are rolling this bill monitoring analysis to every CPA Member in early 2019.
3. **Relationships and business alignment** - We work on developing close working relationship with senior leadership at each of our pre-screened suppliers. We use these relationships to make sure we can quickly jump ahead of any issues that arise, and to have larger conversations about their business model and how well it fits the needs of our Cooperative. We're working to develop "fixed-price" contracts, or as close to as possible, in an industry that appears to be moving aggressively away from these contracts.

For more, please see the attached post from CPA, "Strength in Numbers: How 31 DC Institutions Worked Together to Fight Overcharges"

Strength in Numbers: How 31 DC Institutions Worked Together to Fight Overcharges

Strength in numbers is not just a tagline for CPA Co-op, it is the philosophy behind everything we do. The strength of our group was displayed in full force last month when a routine PEPCO bill review forced us to confront the realities of a shifting energy industry.

It all began when the COO at one of our member charter schools reached out to express concern over increased charges on his electricity bill. He was seeing enormous charges due to a change in his capacity tags and noticed a line item reading "Misc Adjustment" was upwards of \$1,200. What was supposed to be a locked rate of 6.9 cents per kWh, was now effectively over 10 cents per kWh.

After reviewing 6 months of bills and noticing more than \$9,000 of overcharges, we started to wonder if this wasn't an isolated incident. Upon request, Marjean (Director of Operations at Chavez Schools) shared six months of her energy bills for us to review. We discovered that she too was experiencing a dramatic increase in overcharges.

In the spirit of strength in numbers, we reached out to dozens of non-profits in our network to request their energy bills. In less than three days, members submitted and our team analyzed over 500 PEPCO invoices.

By gathering and synthesizing this data (as well as comparing to other suppliers during the same time period), we realized something serious was happening, and that our members had a strong case for confronting the energy supplier in question.

What happened next happened rapidly: we gathered all 31 organizations on a conference call to discuss the analysis and agree on a plan of action. We also engaged a team of five lawyers to develop a strategy and conducted direct negotiations with the supplier's senior leadership -- all within the same week.

In the negotiation with the supplier--before diving into the technical calculations of pass through charges, and accompanying justifications--we shared the analysis that our collective invoices helped us prepare, and the stories that many of our members shared about the experience of paying such high rates. The supplier asserted that the contract language as written allowed them to pass along all of these overcharges, and that their business decisions to pass along the costs were necessary given the cost increases they experienced while serving our group.

We moved the conversation beyond just what they were legally allowed to do in order to focus on the detrimental effects of their business decisions. Although the supplier maintained that the charges are legitimate and appropriate, they

indicated that they wished to settle this matter directly with our group, avoiding formal action.

After much back and forth with their leadership, the supplier yielded to the interests of our group and offered the following resolution:

- **Stop current overcharges** - The supplier agreed to stop passing along the Capacity Costs line item charge (about 30% of the pass through charges seen).
- **Stop future overcharges** - *They also agreed to waive the early termination fee immediately so that CPA Members could choose another supply contract.*
- **Recover compensation for past overcharges** - *The supplier offered our members \$45,000 in total reimbursements (about half of the overcharges experienced).*

Now that our members were free to choose a different supplier, we launched a rapid-fire energy aggregation in early December. What typically takes a month of preparation to accomplish, we pulled off in less than a week, and in the final day of business before the holidays. When the dust had cleared, every affected CPA member was able to leave their previous contract without penalty, had compensation headed their way, and had signed a new supply contract that offers much greater protection from the excessive overcharges they had experienced in the past.

It was an incredible and unprecedented victory. More importantly, it was a victory that would not have been possible without the leverage of our entire group. Members had been noticing overcharges across a number of suppliers, sometimes significant, in the last few years - but never had they had success in resolving the issue alone. Again, strength in numbers.

This victory illustrates how our co-op is developing new ways to leverage information from dozens of members' experiences and translate into actionable insight for other members at the time of purchase. For example, we've implemented a risk-adjusted electricity price analyses that helps our members compare suppliers not just by the "sticker" price they offer, but how they actually perform in keeping overcharges low. One of our suppliers even commented that this analysis is better than they see from their Fortune 100 clients.

By gathering in peer groups and on conference calls, we're building relationships that infuse deeper meaning to the practical work of business management. By building this culture of connection, we're finding new ways to make smarter decisions more aligned with our values.



**COMMUNITY
PURCHASING
ALLIANCE**



Request for Proposals: Electricity Supply

RFP Issued: Monday, April 20th, 2020

Indicative Pricing: Friday, May 1st, 2020

Final Bid Pricing: Tuesday, May 19th 2020

**Send materials and correspondences to: boris@cpa.coop and
cc: energy@cpa.coop**

The Community Purchasing Alliance Cooperative (CPA) is soliciting bids on behalf of member organizations for a retail electricity supply contract. We will be working with member organizations to select a supplier that can provide a cost-competitive fixed-price offer, while minimizing the pricing risks passed along to customers.

About CPA

Community Purchasing Alliance is a social-purpose cooperative that leverages the buying power of community institutions to help lower operating costs, while also making investments in sustainability, worker equity, and community organizing. As a cooperative, CPA is wholly owned by its members, creating a business that serves their needs first. Through aggregation and group procurement of services, CPA helps its members save money and get better service, while also holding vendors to high standards in terms of environmental and worker practices.

In 2019 CPA worked with over 130 organizations across 10 product/services areas to facilitate \$17.8 million in purchasing. CPA offers expertise and competitive group procurement for services including energy (electricity and gas supply), waste pick-up, HVAC maintenance, solar development, janitorial, security, copier, and landscaping.

As a cooperative, CPA builds trust, investment and ownership from its members by facilitating expert negotiation, facilitated group decision-making, improved vendor accountability, superior customer service, and peer-to-peer sharing of best practices.



Participating Institutions

CPA is currently soliciting bids on behalf of approximately 120 organizations located across DC and Maryland. Collectively, they represent an estimated 65,000 MWH of consumption a year.

The majority of the institutions are houses of worship and hold weekend worship services, which means that most of their peak demand is during off-peak hours. A number of the larger institutions are charter schools or other non-profit organizations.

Approximately half of the institutions are currently under contract, with nearly all contract termination dates within the next 12 months.

Beyond this aggregation, CPA has another approximately 45,000 MWH under contract, with the vast majority signed onto contracts terminating in early to mid 2021. Suppliers that are responsive to this RFP, and are able to provide competitive rates and contract terms in this aggregation will be strongly considered for future opportunities with CPA.

CPA intends to grow the retail electricity purchasing group by 15-20,000 MWH per year.

1. Process and Timeline

RFP Released	April 20th
Intent to Bid <ul style="list-style-type: none">- Submit copies of supply contracts that cover each of the pricing territory as described below.- Submit completed cover sheet (See “Attachment A – Request for Information”)	ASAP
Indicative Pricing <ul style="list-style-type: none">- Submit pricing for each territory (as described on page 4)- Provide feedback on any recommended sub-grouping based on load profiles or any other factors that would significantly affect pricing.	May 1st
Additional Participant Accounts <ul style="list-style-type: none">- CPA anticipates a handful of additional participants to join the group in the coming weeks. Any additional customers not included in the current release (Attachment B) will be	May 8th



provided by this day.

Final Committed Group**May 13th**

- CPA will release the final list of accounts that have committed to signing a contract. *There will be no new accounts added at this time.*
- CPA will provide a bid sheet for suppliers to use for the final bid

Bid Day**May 19th**

- 10:15 AM: Final prices submitted to CPA for evaluation
- 11:30 AM: CPA will notify winning supplier(s)
- 11:45 AM - 1:00 PM: Supplier sends contracts to CPA for execution
- 1:00 PM - 5:00 PM: CPA works with participants to get all supply contracts signed by all participants by COB

Fixed-Price Risk

As the retail electricity market continues to increase in price competition, CPA wants to make sure that our members are receiving a reliable, fixed-price product. We want the winning price to reflect, as close as possible, the price that our members can expect to pay throughout the term of their contract. We also want to make sure that all participating suppliers offer a fixed-price product that is comparable to each other.

In addition to copies of the contract, we request that you briefly describe on the cover sheet the type of fixed-price product offered. Questions include:

- Capacity: Will there be any incremental capacity charges during the term of the agreement due to either:
 - Changes in capacity costs?
 - Changes to an account's capacity tag?
- Transmission: Will there be any incremental charges due to either:
 - Changes in transmission tariffs?
 - Changes to an account's transmission tag?
- Change in Law: Are costs related to transmission, capacity, or changes to capacity/transmission obligations (cap tags / NITS) considered a Change in Law event?
- Provide examples of events that can result in material charges assessed on top of the fixed-price.



Other Notes

- **Single fixed-price for each jurisdiction.** CPA is requesting a single price (blended average) for each of the utility jurisdictions in each state:
 - **DC – PEPCO**
 - **MD – Potomac Edison**
 - **MD – PEPCO**
 - **MD – BGE**

If supplier believes that there are more price advantageous groupings (or sub-grouping) arrangements, please indicate so during indicative price submission

- **Multiple Awards:** While CPA will encourage the group to select a supplier that is most competitive for the whole group, each pricing territory reserves the right to select a supplier that is most competitive for their own jurisdiction. Suppliers should be prepared to receive an award in size ranging from zero to five pricing jurisdictions.
- **Consolidated Billing:** Provide rates for consolidated billing.
- **Tax Exempt:** All participating institutions are tax exempt. CPA will provide copies of Tax Exempt certificates on or before contract execution.
- **RECs:** Some organizations are interested in purchasing a REC product. If you offer REC products, please provide your current rate on the cover sheet for a 100% Green E-Certified National Wind product. The final bid sheet will indicate which customers / accounts are requesting the REC product. The ability to supply this REC product is not required to participate in this bid.
- **Broker Fee:** Each bid, indicative and final should contain a \$0.003 broker fee.
- **Term Length:** Provide group rates for end dates in Dec 2021, Dec 2022 and Dec 2023. If Supplier observes that a different end date provides a material pricing advantage, while allowing the group to maintain coterminous end dates, the supplier should provide this end date and associated pricing when submitting indicative pricing.
- **Questions?** E-mail boris@cpa.coop and cc energy@cpa.coop
An effort will be made to share all questions submitted and answers with all participating suppliers.

Search inquiry: (My company)

CreditScoreSM Report

as of: 05/06/21 22:11 ET

Community Purchasing Alliance

Address:

1226 Vermont Ave NW Ste 200
Washington, DC 20005-3615
United States

Phone:

402-708-3208

Website:

cpa.coop

Experian **BIN**:

989504982

Agent:

Incorp Services, Inc.

Agent Address:

1519 York Road
Lutherville, MD

Key Personnel:

President: Ellen E Agler
Treasurer: Troyann Watson
Chief Financial Officer: Boris Sigal

SIC Code:

8641-Civic, Social & Fraternal
Associations

NAICS Code:

813319-Other Social Advocacy
Organizations

Business Type:

Corporation

Experian **File**

August 2014

Established:

Experian Years on File:

7 Years

Years in Business:

More than 7 Years

Filing Data Provided
by:

District of Columbia

Date of Incorporation:


01/15/2019

Experian Business Credit Score

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93

Business Credit
Score



Low 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 recently active commercial accounts.

• Length of time on Experian's file.

Business Credit Scores range from a low of 1 to high of 100 with this company receiving a score of 93.

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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https://www.smartbusinessreports.com/report3.aspx?retry=true&fn=989504982&pnum=1015&day=12621&dpc=39.95&dco=Community+Purchasing+Alliance&mc=y&coinfo=Community+Purchasing+Alliance~1226+V...

1/3

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:

- Number of active commercial accounts.
- Risk associated with the business type.
- Employee size of business.

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

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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.

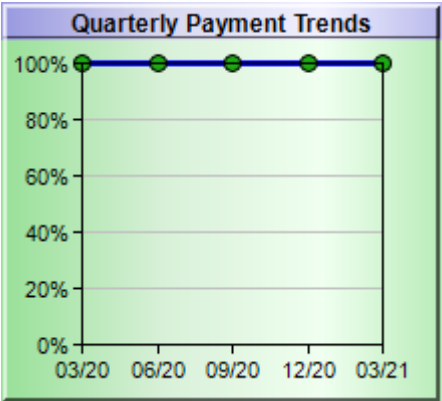
Lowest 6 Month Balance: \$54
Highest 6 Month Balance: \$54
Current Total Account Balance: \$0
Highest Credit Amount Extended: \$112

Payment Tradelines (see **charts**): 1
UCC Filings: 0
✓ Businesses Scoring Worse: 92%
✓ Bankruptcies: 0
✓ Liens: 0
✓ Judgments Filed: 0
✓ Collections: 0

Payment Trend Summary

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Insufficient information to produce **Monthly Payment Trends** chart.



*Percentage of on-time payments by quarter.

Insufficient information to produce **Monthly Payment Trends**

Quarterly Payment Trends - Recent Activity

Date	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT
------	---------	--------------	-----------	-----------	---------

table.

03/20	100%	0%	0%	0%	0%
06/20	0%	0%	0%	0%	0%
09/20	0%	0%	0%	0%	0%
12/20	0%	0%	0%	0%	0%
03/21	0%	0%	0%	0%	0%

Insufficient information to produce
Continuous Payment Trends
chart.

Insufficient information to produce
Newly Reported Payment Trends
chart.

Insufficient information to produce
Combined Payment Trends
chart.

Special Offers on Community Purchasing Alliance from Experian

This report contains **Payment Tradelines** which do not appear on this CreditScore report but do appear on the ProfilePlus Report. Payment Tradelines play an important role in establishing the credit score for this business. Upgrade now to the enhanced ProfilePlus report for only \$15, and you'll see the Payment Tradeline detail, Inquiry breakouts, UCC Filings, and more.

Buy the enhanced report for \$15.00 more

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.

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FINANCIAL STATEMENTS

December 31, 2019 and 2018

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
Community Purchasing Alliance Cooperative
Washington, DC

We have audited the accompanying financial statements of Community Purchasing Alliance Cooperative, which comprise the balance sheets as of December 31, 2019 and 2018, and the related statements of operations, members' equity, and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

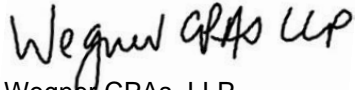
We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Community Purchasing Alliance Cooperative as of December 31, 2019 and 2018, and the results of its operations and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Adoption of New Accounting Guidance

As discussed in Note 1 to the financial statements, Community Purchasing Alliance Cooperative adopted the Financial Accounting Standards Board's Accounting Standards Update (ASU) No. 2014-09, *Revenue from Contracts with Customers (Topic 606)*, and all subsequently issued clarifying ASUs as of January 1, 2019. Our opinion is not modified with respect to this matter.

A handwritten signature in black ink that reads "Wegner CPAs LLP". The signature is written in a cursive, flowing style.

Wegner CPAs, LLP
Madison, Wisconsin
September 10, 2020

COMMUNITY PURCHASING ALLIANCE COOPERATIVE
BALANCE SHEETS
December 31, 2019 and 2018

	2019	2018
ASSETS		
CURRENT ASSETS		
Cash	\$ 390,448	\$ 338,335
Accounts receivable	143,531	97,051
Total current assets	533,979	435,386
Deferred taxes	20,000	21,000
Total assets	\$ 553,979	\$ 456,386
LIABILITIES		
CURRENT LIABILITIES		
Accounts payable	\$ 4,033	\$ 76,469
Patronage dividend payable	12,314	11,688
Accrued expenses	55,778	39,720
Total current liabilities	72,125	127,877
Note payable	28,000	28,000
Total liabilities	100,125	155,877
MEMBERS' EQUITY		
Membership investments	271,206	226,278
Additional paid-in capital	175,073	84,128
Retained patronage dividends	78,374	59,902
Accumulated deficit	(70,799)	(69,799)
Total members' equity	453,854	300,509
Total liabilities and members' equity	\$ 553,979	\$ 456,386

See accompanying notes.

COMMUNITY PURCHASING ALLIANCE COOPERATIVE
STATEMENTS OF OPERATIONS
Years Ended December 31, 2019 and 2018

	2019	2018
REVENUE		
Rebates from vendors	\$ 856,328	\$ 589,054
Grants	27,500	105,000
Sponsorships	27,500	42,774
Regional consulting	600	-
Membership dues	27,275	25,900
	<u>939,203</u>	<u>762,728</u>
Total revenue	939,203	762,728
OPERATING EXPENSES		
Personnel	754,575	608,994
Professional services	45,991	16,408
Office expenses	30,176	22,293
Meetings and travel	23,121	26,840
Administrative expenses	6,116	9,194
Bad debt expense	-	4,524
	<u>859,979</u>	<u>688,253</u>
Total operating expenses	859,979	688,253
Net income from operations	79,224	74,475
OTHER INCOME (EXPENSES)		
Miscellaneous income	509	2
Interest expense	(566)	(594)
Royalty expense	(47,116)	(43,829)
Miscellaneous expense	(641)	(835)
	<u>(47,814)</u>	<u>(45,256)</u>
Total other income (expenses)	(47,814)	(45,256)
Net income before income taxes	31,410	29,219
Provision for income taxes	(1,624)	(690)
	<u>(1,624)</u>	<u>(690)</u>
Net income	<u>\$ 29,786</u>	<u>\$ 28,529</u>

See accompanying notes.

COMMUNITY PURCHASING ALLIANCE COOPERATIVE
STATEMENTS OF MEMBERS' EQUITY
Years Ended December 31, 2019 and 2018

	Membership Investments	Additional Paid-in Capital	Retained Patronage Dividends	Accumulated Deficit	Total Members' Equity
Balance December 31, 2017	\$ 209,600	\$ 84,128	\$ 42,371	\$ (69,109)	\$ 266,990
Member equity received	16,678	-	-	-	16,678
Net income	-	-	-	28,529	28,529
Patronage dividend declared	-	-	29,219	(29,219)	-
Patronage dividend payable	-	-	(11,688)	-	(11,688)
Balance December 31, 2018	226,278	84,128	59,902	(69,799)	300,509
Member equity received	44,928	-	-	-	44,928
Net income	-	-	-	29,786	29,786
Royalty payments converted to additional paid in capital	-	90,945	-	-	90,945
Patronage dividend declared	-	-	30,786	(30,786)	-
Patronage dividend payable	-	-	(12,314)	-	(12,314)
Balance December 31, 2019	<u>\$ 271,206</u>	<u>\$ 175,073</u>	<u>\$ 78,374</u>	<u>\$ (70,799)</u>	<u>\$ 453,854</u>

See accompanying notes.

COMMUNITY PURCHASING ALLIANCE COOPERATIVE
STATEMENTS OF CASH FLOWS
Years Ended December 31, 2019 and 2018

	2019	2018
CASH FLOWS FROM OPERATING ACTIVITIES		
Net income	\$ 29,786	\$ 28,529
Adjustments to reconcile net income to net cash flows from operating activities		
Deferred taxes	1,000	-
Bad debts	-	4,524
(Increase) decrease in assets		
Accounts receivable	(46,480)	22,955
Increase (decrease) in liabilities		
Accounts payable	18,509	41,974
Accrued expenses	16,058	18,909
Deferred revenue	-	(161,619)
Net cash flows from operating activities	18,873	(44,728)
CASH FLOWS FROM FINANCING ACTIVITIES		
Membership investments received	44,928	16,678
Patronage dividend paid	(11,688)	(11,383)
Net cash flows from financing activities	33,240	5,295
Net change in cash	52,113	(39,433)
Cash - beginning of year	338,335	377,768
Cash - end of year	<u>\$ 390,448</u>	<u>\$ 338,335</u>
SUPPLEMENTAL DISCLOSURES		
Cash paid for interest	\$ 566	\$ 594
Cash paid for income taxes	624	400
Noncash financing activities		
Patronage dividends payable	12,314	11,688
Royalty payments converted to additional paid in capital	90,945	-

See accompanying notes.

COMMUNITY PURCHASING ALLIANCE COOPERATIVE
NOTES TO FINANCIAL STATEMENTS
December 31, 2019 and 2018

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of Activities

Community Purchasing Alliance Cooperative (Cooperative) is a cooperative corporation that negotiates agreements for its members (community institutions) for purchasing products and services from select vendors.

Basis of Financial Statement Presentation

The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America.

Accounts Receivable

Accounts receivable are stated at the amount management expects to be collected from outstanding balances. As of December 31, 2019 and 2018, management has determined based on historical experiences that all amounts are fully collectible, and no allowance for doubtful accounts is necessary.

Revenue Recognition

The Cooperative derives its revenue primarily from rebates from vendors. Revenues are recognized when a member of the Cooperative purchases goods or services from contracted vendors in an amount that reflects the consideration the Cooperative expects to collect based on terms included in contracts with the respective vendors. Revenues earned from rebates from vendors is generally recognized at a point in time when the associated purchases occur, as the Cooperative has determined that this is the point at which the sole performance obligation has been met, as the member can direct the use and obtain substantially all of the remaining benefits from the purchase at this point in time and a rebate is owed to the Cooperative based on the contract's terms.

The Cooperative does not have any significant financing components as rebate payments are received shortly after members' purchases are made. Costs incurred to obtain a contract will be expensed as incurred when the amortization period is less than a year.

The Cooperative receives annual marketing fees from vendors and service providers. The purpose of the annual marketing fee is to defray the expenses of professionally managing the Cooperative. Marketing fee payments for the current year are due 30 days after invoice, and a contract liability is recognized when payments are received. Revenues are recognized when marketing events and programs in the current year occur are incurred, since the Cooperative has determined that this is the point at which the performance obligation has been met. At December 31, 2019 and 2018, the Cooperative had no contract liabilities recorded for these payments.

Members of the Cooperative are required to purchase equity in accordance with the Cooperative's bylaws. Additionally, members are charged an annual membership fee to participate in the Cooperative. These amounts stems from a sliding scale based on the member's anticipated annual operating revenue, and is recorded as membership dues on the statements of operations. At December 31, 2019 and 2018, there were no amounts collected in advance.

COMMUNITY PURCHASING ALLIANCE COOPERATIVE
NOTES TO FINANCIAL STATEMENTS
December 31, 2019 and 2018

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Patronage Dividends

The Cooperative has elected to accrue and pay patronage dividends to its members, based upon a percentage of rebates earned from the vendors from whom the members purchase goods and services.

Estimates

Management uses estimates and assumptions in preparing financial statements. Those estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, and the reported revenues and expenses. Actual results could differ from those estimates.

Adoption of New Accounting Guidance

On May 28, 2014, the Financial Accounting Standards Board issued Accounting Standards Update (ASU) No. 2014-09, *Revenue from Contracts with Customers (Topic 606)*. The ASU and all subsequently issued clarifying ASUs supersedes the revenue recognition requirements and most industry-specific guidance in U.S. generally accepted accounting principles. The core principle of the new guidance is that an entity recognizes revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. The new guidance also includes a cohesive set of disclosure requirements that will provide users of the financial statements with comprehensive information about the nature, amount, timing, and uncertainty of revenue and cash flows arising from the entity's contracts with customers.

Income Taxes

Income taxes are provided for the tax effects of transactions reported in the financial statements and consists of taxes currently due plus deferred taxes, which are related to differences between the bases of certain assets and liabilities for financial and tax reporting. The deferred taxes represent the future tax return consequences of those differences. The Cooperative is taxed on non-patronage earnings and any patronage earnings not paid or allocated to the members.

Date of Management's Review

Management has evaluated subsequent events through September 10, 2020, the date which the financial statements were available to be issued.

NOTE 2 – CONCENTRATION OF CREDIT

The Cooperative maintains its cash balances at one financial institution in Washington, DC. The accounts are insured by the Federal Deposit Insurance Corporation to \$250,000. At times, the Cooperative's cash balances may exceed the insured limit. Management believes the Cooperative is not exposed to any significant concentration of credit risk arising from cash deposits in excess of the insured limit.

COMMUNITY PURCHASING ALLIANCE COOPERATIVE
NOTES TO FINANCIAL STATEMENTS
December 31, 2019 and 2018

NOTE 3 – NOTES PAYABLE

The Cooperative has an unsecured note payable with a fixed interest rate of 2% to National Cooperative Bank. The note requires interest only payments until the maturity date. The balance was \$28,000 at December 31, 2019 and 2018. No principal payments are due until the maturity date of December 1, 2021. If not repaid by the maturity date, the note is automatically renewed by one-year increments indefinitely.

On March 25, 2020, the Cooperative entered into a note payable with Robert Moriarty for \$10,000 with an interest rate of 5%. Accrued interest is due annually on April 1st of each year, starting in 2021. On April 1, 2026, 20% of the principal amount must be paid alongside the accrued interest owed. The note matures on March 1, 2030. The note requires the Cooperative to open a new account held at PNC Bank in which the funds will be deposited. The note is unsecured.

On March 26, 2020, the Cooperative entered into a line of credit agreement with Local Enterprise Assistance Fund (LEAF) for up to \$100,000 with an interest rate of 7%. The agreement has a 12 month revolving raw period, during which minimum payments of accrued interest will be due monthly. If the agreement is renewed, repayment of the loan shall be due in 36 monthly amortizing installments of principal and interest. The line of credit is unsecured.

On March 24, 2020, the Cooperative entered into a grant agreement with Accelerate Change for \$20,000. The repayment of the grant is set on a sliding scale as a percentage of all revenue and grants from expansion cities. The sliding scale is as follows: 4% of first \$100,000, 6% of second \$100,000 and 10% of third \$100,000 until paid back. If the Cooperative earns revenue and receives grants of \$300,000 during the grant period between April 2020 and October 2021, then the Cooperative must repay the \$20,000 grant from Accelerate Change in full. The Cooperative is required to open a new bank account into which the funds from revenue will be deposited. The agreement is unsecured.

On May 6, 2020, the Cooperative was approved for an \$114,526 loan under the Paycheck Protection Program created as part of the efforts related to COVID-19 and administered by the Small Business Administration. The loan accrues interest at 1%. The first interest monthly payment is due on December 1, 2020. All principal and accrued interest are due and payable two years from the date of the loan. The Cooperative is eligible for forgiveness of the loan if the Cooperative uses the funds in accordance with the CARES Act. The loan is unsecured.

Future minimum principal payments including the notes payable for the above and received after Community Purchasing Alliance Cooperative years ending December 31, 2019, are as follows:

2020	\$ -
2021	147,000
2022	34,000
2023	146,526
2024	-
Thereafter	<u>10,000</u>
Long term debt	<u><u>\$ 337,526</u></u>

COMMUNITY PURCHASING ALLIANCE COOPERATIVE
NOTES TO FINANCIAL STATEMENTS
December 31, 2019 and 2018

NOTE 4 – MEMBERSHIP CONTRIBUTIONS

Upon joining the Cooperative, members are required to make an initial membership contribution. The amount stems from a sliding scale based on the member's anticipated annual operating revenue. Amounts assessed are recorded as membership investments on the balance sheets.

NOTE 5 – ROYALTY ARRANGEMENT

The Cooperative is obligated to pay an annual royalty to its founding entity, Metro Industrial Area Foundation (Metro IAF) in the amount of 60% of the Cooperative's net income before income taxes. The agreement lasts in perpetuity. Metro IAF agrees to waive the royalty if the Cooperative has not met certain target reserve amounts in a given year. Royalty expense for December 31, 2019 and 2018 was \$47,116 and \$43,829.

NOTE 6 – INCOME TAXES

The provision for income taxes for December 31, 2019 and 2018 consisted of the following:

	<u>2019</u>	<u>2018</u>
Federal income tax expense	\$ -	\$ -
State income tax expense	(624)	(690)
Deferred income tax expense	<u>(1,000)</u>	<u>-</u>
Provision for income taxes	<u>\$ (624)</u>	<u>\$ (690)</u>

Deferred taxes at December 31, 2019 and 2018 stemmed from net operating loss carryforwards, which totaled approximately \$83,000 for federal purposes and \$75,000 for state purposes. The carryforwards begin to expire in 2034.

NOTE 7 – RETIREMENT PLANS

The Cooperative sponsors a SIMPLE retirement plan. The Cooperative made contributions of 4% of employees' salaries to the plan for 2019 and 2018, totaling \$17,446 and \$13,171.

NOTE 8 – SUBSEQUENT EVENTS

The COVID-19 outbreak in the United States has resulted in an adjusted approach to serving clientele and temporary reduction of contracts in progress. These developments are expected to result in lower rebate revenue compared to historical results. However, the related financial impact and duration cannot be reasonably estimated at this time.

STATE OF OHIO CERTIFICATE

Ohio Secretary of State, Frank LaRose
4671490

It is hereby certified that the Secretary of State of Ohio has custody of the business records for

COMMUNITY PURCHASING ALLIANCE COOPERATIVE

and, that said business records show the filing and recording of:

Document(s)

FOREIGN FOR PROFIT CORPORATION - LICENSE

Effective Date: 05/02/2021

Document No(s):

202112200470

Authorization to transact business in Ohio is hereby given, until surrender, expiration or cancellation of this license.



United States of America
State of Ohio
Office of the Secretary of State

Witness my hand and the seal of the
Secretary of State at Columbus, Ohio this
6th day of May, A.D. 2021.

A handwritten signature in blue ink, reading "Frank LaRose".

Ohio Secretary of State

Projections for CPA Power Broker activities in Ohio (2021Q3 - 2023Q4)

	2021 Q3&Q4	2022 Full Year	2023 Full Year
<u>Revenues</u>			
Electricity Revenue	\$11,250	\$45,000	\$105,000
Gas Revenue	\$3,750	\$14,250	\$31,500
Total Revenue	\$15,000	\$59,250	\$136,500
<u>Costs</u>			
Outreach / Sales	\$18,000	\$54,000	\$72,000
Support	\$5,940	\$17,820	\$23,760
Admin/Overhead	\$5,985	\$17,955	\$23,940
Total Costs	\$29,925	\$89,775	\$119,700
Net Income	-\$14,925	-\$30,525	\$16,800

Prepare Info

Name Boris Sigal

Title CFO - Community Purchasing Alliance Cooperative

Address 1226 Vermont Ave NW Washington DC 20005

E-mail boris@cpa.coop

Phone 202-596-1743

MEET THE CPA TEAM

DEMOCRATIC OWNERSHIP AT WORK

Facilitation is at the heart of CPA's business model. We bring together decision makers, listen deeply, build trust, and move forward together. Over the years CPA has replicated these practices in our operating structure to great effect. As a means of distributing power, our consent based circle structure creates meaningful space for diverse, equitable, and inclusive leadership to come forward, allowing each employee to meaningfully own their work and place at CPA.

CPA TEAM



Felipe Witchger
Founder and ED



Boris Sigal
CFO



Amy White Abbott
DC Regional Director



Lauren Greenspan
Communications Director



Joe Naroditsky
Expansion & Solar
Director



Shelby Legel
Program Director



Alex Keivahn Smith
Program Director



Marjean Sipe
Business Operations
Director



Juan Francisco Hidalgo
Program Director

CPA BOARD OF DIRECTORS (MEMBER OWNERS)



Troy Watson
President, ED
Emory UMC



Ellen Agler
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Director of Ops
Maya Angelous PCS



Faida Fuller
COO, Vital Voices



Paul Hazen
ED of OCDC



Lorraine Ramos
Managing Director,
KIPP DC



Kristin Yochum
Director of Ops
E.L. Haynes PCS



Nate Schwartz
Sr. Director of Finance
KIPP DC



Martin Trimble
Co-Founder of CPA,
Co-Director,
Metro IAF



CPA CO-OP'S ENTREPRENUER IN RESIDENCE (EIR) PROGRAM

The team at CPA is always glad to be connected to highly motivated, talented leaders to join us in our EIR program.

EDUCATION

YALE SCHOOL OF MANAGEMENT
Master of Business Administration (MBA)**New Haven, CT**
2014

- Community Economic Development Clinic at Yale Law School
- Yale Presidential Public Service Fellowship

UNIVERSITY OF MICHIGAN**Bachelor of Science (BS)**, Political Science; Brain, Behavior and Cognitive Science**Ann Arbor, MI**
2009

PROFESSIONAL EXPERIENCE

COMMUNITY PURCHASING ALLIANCE COOPERATIVE**Chief Financial Officer****Washington, DC**
March 2018 - Current

- Oversee all financial management and planning for organization, including maintain a sustainable business model that can strengthen community institutions and create wealth building social impact in surrounding communities.
- Lead the Co-operatives efforts in supporting the adaptation of the purchasing model to new regions, including developing a new business line for the Co-operative, developing and implementing the strategy for expansion.
- Serve in executive leadership capacity to help position CPA for growth, including supporting the development of a co-operative organizational structure and investment in internal administrative and management capacity.

NEW HAVEN WORKS**Director of Business Development****New Haven, CT**
2015 –2018

- Develop service delivery model that can quickly and effectively presents pre-screened, qualified candidates to employers and that can integrate with a variety of employer hiring processes.
- Build and maintain relationships with over 70 regional employers.
- Directly support the implementation of [Yale University's local hiring commitment](#).
- Provide organizational management and strategic planning support to the Executive Director.

YALE UNIVESRITY / CITY OF NEW HAVEN ECONOMIC DEVELOPMENT**Buy Local Program Director****New Haven, CT**
2014 –2015

- Collaborate with the Director of Procurement [to develop a strategy that increases Yale spending with local small businesses](#), including those historically disadvantaged.
- Analyzed university spending (\$1 billion/year), internal procurement systems, and local vendor capacity to understand opportunities and challenges of shifting procurement contracts to local and regional businesses.
- Developed pipeline of 20+ local businesses representing \$4.5+ million of annual spending to switch contracts.

CITY OF NEW HAVEN, MAYOR'S OFFICE**Yale Presidential Public Service Fellow****New Haven, CT**
Jun – Aug 2013

- Worked with community groups, government officials, financial service industry representatives, and policy makers to evaluate all banks operating in the City of New Haven. The [report](#) highlighted banks with products & services that meet the needs of un/under-banked consumers.

GROUNDSWELL**Director of Finance and Operations****Washington, DC**
2009-2012

- Developed and oversaw all financial management systems and lead financial planning for organization with \$1.3 million operating budget and three major programmatic initiatives;
- Served on Executive Team, responsible for organizational strategy, direction, and internal management structure.
- Oversaw design and implementation of \$300,000 custom CRM platform built on Salesforce.com.
- Managed two pro-bono law firm partnerships to create legal systems, maintain compliance and minimize risk for organization. Launched organization as legal entity and secured 501c3 status in collaboration with legal partners.
- Managed Operations team of three, which provided administrative and IT support across the organization.

ADDITIONAL EXPERIENCE

- Helped organize the Under 91 Project, a community mural in New Haven that works to install colorful, permanent murals underneath I-91, a freeway that separates several city neighborhoods. (bit.ly/under91-NH)
- Fluent in Russian

Felipe Witchger

111 Steele Ave.
Durham, NC 27707

felipewitchger@gmail.com
(402) 708-3208

EXPERIENCE

COMMUNITY PURCHASING ALLIANCE

May 2013 – Present

Co-Founder & Executive Director

- Led the creation of a \$19+ million per year buying group of 120 religious and education non-profits that meaningfully improves operations, saves time for administrators, and builds a vehicle for social change.
- Saved more than \$7.9 million; more than half accruing to primarily low-income serving nonprofits.
- Delivered profits to member-owners 4 years in a row; Earned more than \$900,000 in recurring revenue; built new co-op business model; positioned to generate \$1 million in dividends for community organizing and member-owner non-profits over next 5 years.
- Organized the market power to set the pricing & terms of 35+ solar deals including roof replacements, financing, and project management for some of the poorest, yet most committed churches in the city.
- Developed organizational culture of mutual investment among 14 team members that lead the work.
- Built the partnerships and recruited the talent to lead expansion in NC, CT, and the DC region.
- Established partnerships with executive leadership of regional religious leadership bodies with 1,000+ members, built CPA's board of directors and advisors, and led the financial planning for the cooperative.

STEWARDS OF AFFORDABLE HOUSING FOR THE FUTURE

Oct. 2012 – May 2013

Senior Energy Associate

- Managed \$2 million HUD Energy Innovation Grant to develop a simplified energy assessment tool for multifamily housing owners to assess the most cost effective 5 to 8 energy conservation measures.
- Directed and managed four-person team in the software design and development process.
- Led energy management portion of a long-term sustainability goal-setting process for 12 member affordable housing organizations that own 100,000 units of affordable housing in 48 states.

GROUNDSWELL / THE DC PROJECT

Aug. 2010 – Oct. 2012

Lead Organizer, Energy & Partnerships

- Built and collaboratively managed a competitive electricity procurement initiative for faith, education, and housing organizations, saving more than \$500,000 for the group.
- Developed partnership with the DC Sustainable Energy Utility to shift planned building repairs and renovations towards more substantial energy-saving retrofits for mid-size commercial buildings.
- Secured access to more than \$2 million of rebates and energy efficiency incentives for religious and educational institutions in DC and \$60,000 in funding for technical support.
- Featured in the *New York Times*: <http://www.nytimes.com/2011/07/31/science/earth/31churches.html>

IHS MARKIT / CAMBRIDGE ENERGY RESEARCH ASSOCIATES (CERA)

June 2008 – Aug. 2010

Associate, Climate Change and Clean Energy Group

- Managed development and delivery of research on multiple aspects of state and federal-level climate policies with scenarios analysis, economic forecasting, and advising clients on company strategy.
- Developed and supervised 6-person team in the implementation of a constituent outreach program that secured the continued stream of \$1 million in annual revenue for the group.
- Facilitated major interactive workshop with oil, power, and technology companies, industry associations, EPA, and GHG offset companies to discuss the drivers and hurdles to US offset market development.

EDUCATION & OTHER EXPERIENCE

UNIVERSITY OF NOTRE DAME

Bachelor of Arts in Economics & Energy Studies

May 2008

START.COOP

Founding Board Member

July 2018 – Present

altMBA *Shipped 12 projects in 28 days. Built new strategies for empathy, generosity, and enrollment.* Jan. 2018

LANGUAGES

Fluent in Spanish; Proficient in Brazilian Portuguese

ALEX K. SMITH

(202) 641-1139 alex.smith@yale.edu www.alexsmith.cc/

ACADEMIC

Yale University, Master of Divinity 2017 – 2020
GPA: 3.9, Awarded full scholarship; Certificate in Anglican Studies from Berkeley Divinity School at Yale

UC Berkeley, Master of Information and Data Science 2015 – 2016
GPA: 3.9, with coursework including Statistics, Storing & Retrieving Data, Machine Learning, Visualizing Data

Princeton University, Bachelor of Arts in Near Eastern Studies, *magna cum laude* 2009 – 2013
GPA: 3.9, with a certificate in Persian Language, Phi Beta Kappa

RELEVANT EXPERIENCE

Spreetail (e-Commerce start-up) Lincoln, Nebraska
Intern, Product Manager Summer 2019

- Negotiated with multiple stakeholders to build relationships and secure cross-department alignment for driving completion of a software tool to increase revenue from discount deals by \$9M per year.
- Identified a gap in company controls, assessed software permissions to find deviations from industry standards, and discovered over 800 opportunities for system attacks by malicious actors.

McMaster-Carr Supply Company (industrial supply distributor) Atlanta, Georgia
Manager Spring 2015 – Summer 2017

- Led a team of 21 people in the company's "fix it" department to implement new customer-centric guidelines while continuing to exceed daily quantity and quality expectations.
- Designed a temporary packing operation that successfully accommodated thousands of shipments per day, averting a crisis in daily warehouse operations because of a delay in the construction of conveyor systems.

Supervisor Spring 2014 – Spring 2015

- Created a shuttling plan to efficiently transport customer orders and inventory between buildings. Managed a team of 7 people to implement the shuttling plan which met and exceeded performance targets.

Management Trainee Fall 2013 – Spring 2014

- Built a staffing model to predict departmental responsiveness based on historic data trends. Improved departmental responsiveness by 12% using the model's recommendations.

PROJECTS

Awaybot, *Student*, UC Berkeley Fall 2016
Worked with a team of UC Berkeley students to create a bot that ingested Slack messages in real time, analyzed the messages for conversation threads, and summarized conversations for users upon demand.
Programming language: Python. Technologies: AWS, Kafka. For more information, see: www.slackpack.io

Political News Analyzer, *Student*, UC Berkeley Fall 2016
Designed a dynamic visualization allowing user input that showed how positively or negatively different news sources viewed presidential candidates in the 2016 election using data from IBM Watson.
Programming languages: Javascript, D3, HTML, and CSS.

SKILLS

- Proficient in Farsi
- Knowledge of HTML and CSS; basic knowledge of Python, SQL, Java, R, Javascript, and Tableau
- Proficient in Adobe InDesign; basic knowledge of Adobe Photoshop and Illustrator
- Expertise in Microsoft Word, PowerPoint, and Excel

ADDITIONAL EXPERIENCE

- *Pastoral Intern*, **Trinity Lutheran Church** (New Haven, Connecticut; Fall 2018 – Spring 2019)
- *Hospital Chaplain*, **Alta Bates Summit Medical Center** (Berkeley, California; Summer 2018)
- *Research Intern*, **PRICELESS Health Economics** (Johannesburg, South Africa; Summer 2012)

Competitive Retail Electric Service Affidavit

County of Ingham :

State of Michigan :

Boris Sigal, 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]

CFO

Signature of Affiant & Title

Sworn and subscribed before me this 19th day of April, 2021
Month Year

[Signature]

Signature of official administering oath

Bram Risterink, Notary Public
Print Name and Title

BRAM RISTERINK
NOTARY PUBLIC, STATE OF MI
COUNTY OF INGHAM
MY COMMISSION EXPIRES Dec 6, 2026
ACTING IN COUNTY OF Clinton

My commission expires on Dec 06th 2026



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in

Case No(s). 21-0626-EL-AGG

Summary: In the Matter of the Application of Community Purchasing Alliance Cooperative