

**DIS Case Number: 21-0636-GA-CRS**

## Section A: Application Information

### A-1. Provider type:

☐ Retail Natural Gas  
Broker

☐ Retail Natural Gas  
Aggregator

☒ Retail Natural Gas  
Marketer

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

**Legal Name:** Mega Energy of Ohio, LLC

**Country:** United States

**Phone:** 855-810-6342  
**Extension (if applicable):**

**Street:** 2150 Town Square Place, # 711

**Website (if any):** <https://megaenergyllc.com>

**City:** Sugar Land

**Province/State:** TX

**Postal Code:** 77479

### 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
Mega Energy of Ohio, LLC	Official Name	2150 Town Square Place, Suite 711 Sugar Land, TX 77479	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
Mega Energy of Illinois, LLC	Official Name	2150 Town Square Place, Suite 711 Sugar Land, TX 77479	Yes	File
Mega Energy of Pennsylvania, LLC	Official Name	2150 Town Square Place, Suite 711 Sugar Land, TX 77479	No	File



## Public Utilities Commission

Mega Energy Holdings, LLC	Official Name	2150 Town Square Place, Suite 711 Sugar Land, TX 77479	No	File
WP&G Holdings, LLC	Official Name	2150 Town Square Place, Suite 711 Sugar Land, TX 77479	Yes	File
Mega Energy of New Jersey, LLC	Official Name	2150 Town Square Place, Suite 711 Sugar Land, TX 77479	Yes	File
Mega Energy of Maryland, LLC	Official Name	2150 Town Square Place, Suite 711 Sugar Land, TX 77479	No	File
Mega Energy of New England, LLC	Official Name	2150 Town Square Place, Suite 711 Sugar Land, TX 77479	Yes	File

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

Arundhati Joshi  
2150 Town Square Place, St #711  
Sugar Land, TX 77479  
US  
ajoshi@megaenergyllc.com  
2812872906

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

Fa'Lena Gary  
2150 Town Square Place Suite #711  
Sugar Land, TX 77479  
US  
fgary@megaenergyllc.com  
2812872917

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

<b>Phone:</b> 855-810-6342	<b>Extension (if applicable):</b>	<b>Country:</b> United States
<b>Fax:</b>	<b>Extension (if applicable):</b>	<b>Street:</b> 2150 Town Square Place, # 711
<b>Email:</b> complaints@megaenergyllc.com		<b>City:</b> Sugar Land <b>Province/State:</b> TX
		<b>Postal Code:</b> 77479

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

47-2408182

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

**Form of ownership:** Limited Liability Company (LLC)

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

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

##### **Service area selection**

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

##### **Class of customer selection**

Industrial  
 Residential  
 Small Commercial  
 Large Commercial

#### **A-11. Start date**

Indicate the approximate start date the applicant began/will begin offering services: 06-25-2021

#### **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
Javed Meghani	jmeghani@megaenergyllc.com	Chief Executive Officer	2150 Town Square Place, Suite 711 Sugar Land, TX 77479 US
Matthew Scheuerman	mscheuerman@megaenergyllc.com	Director of Supply	2150 Town Square Place, Suite 711 Sugar Land, TX 77479 US
Barend Vanderhorst	bvanderhorst@megaenergyllc.com	Chief Operations Officer	2150 Town Square Place, Suite 711 Sugar Land, TX 77479 US



## Public Utilities Commission

Arundhati Joshi	ajoshi@megaenergyllc.com	Corporate Controller	2150 Town Square Place, St #711 Sugar Land, TX 77479 US
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### A-13. Company history

Mega Energy of Ohio, LLC is part of the Mega Energy family of companies. Mega Energy is a minority-owned retail electricity and natural gas supplier that serves residential and commercial customers in throughout PJM and ISO-NE. Founded in 2007, Mega Energy first started supplying energy to homes and businesses in the deregulated Texas market. Since then, the company has obtained licenses and/or certificates to serve residential and commercial customers in Connecticut, Illinois, Maine, Massachusetts, Ohio, New Hampshire, and New Jersey.

### A-14. Secretary of State

Secretary of State Link:

### A-15. Proof of Ohio Employee and Office

Provide proof of an Ohio Office and Employee in accordance with Section 4929.22 of the Ohio Revised Code. List the designated Ohio employee's name, Ohio office address, telephone number and web site address

**Employee Name:** Capitol Corporate Services

4568 Mayfield Road, Suite 204

Cleveland, OH 44121

US

regagent@capitol-services.com

8003454647

## 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: The Applicant Mega Energy of Ohio, LLC operates solely in Ohio and is certified as a Competitive Retail Electric Service (CRES) provider under Case Number: 15-0003-EL-CRS. The Applicant's affiliates are licensed as follows in other states. Mega Energy is licensed to conduct business as a retail electric supplier in Massachusetts (CS-106), Connecticut (Docket #13-03-09), Maine (Docket #22013-00276), New Hampshire (DM14-001), Texas (#10141), Ohio (15-926E), Illinois (Docket #15-0081) and New Jersey (ESL – 0249). Mega Energy is also licensed to serve natural gas customers in Illinois (Docket #18-0670) and Massachusetts (GS-066).

## **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..

File Attached

## **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**



## Public Utilities Commission

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?

**Yes**

Description: The Applicant Mega Energy of Ohio, LLC has never had any certification, license, or application to provide retail gas or retail/wholesale electricity service denied, curtailed, suspended, revoked or cancelled, and it has never been terminated or suspended from any of Ohio's Natural Gas or Electric Utility Choice programs.

On September 18, 2019, the Applicant's affiliate Mega Energy of Maryland, LLC filed an Application with the Maryland Public Service Commission ('MD PSC') to request licensure as an electricity supplier. The MD PSC denied the application, noting concerns with customer complaint statistics against Mega affiliates in other states. Mega believes that the issues raised by the MD PSC have been addressed and it intends to refile its Application to the MDPSC in the near future.

On May 5, 2020, the Applicant's affiliate Mega Energy of Pennsylvania, LLC filed an application to the Pennsylvania Public Utility Commission ('PA PUC') seeking licensure as an electric generation supplier. The PA PUC denied the application citing to the license application denial by the MD PSC, as well as some compliance issues, an alleged lack of transparency about prior lawsuits involving affiliates, and insufficient documentation in support of its technical fitness. The order was issued without prejudice for Mega to refile its application. Mega intends to correct the application deficiencies and refile its supplier application with the PA PUC in the near future. See PA PUC Docket No. A-2020-3019704.

## Section C: Applicant Financial Capability and Experience

### C-1. Financial reporting

Provide a current link to the most recent Form 10-K filed with the Securities and Exchange Commission (SEC) or upload the form. If the applicant does not have a Form 10-K, submit the parent company's Form 10-K. If neither the applicant nor its parent is required to file Form 10-K, state that the applicant is not required to make such filings with the SEC and provide an explanation as to why it is not required.

Does not apply



## C-2. Financial statements

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

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

Preferred to file this information confidentially

## C-3. Forecasted financial statements

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

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

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

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

Preferred to file confidentially



#### C-4. Credit rating

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

This does not apply

#### C-5. Credit report

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

Preferred to file this information confidentially

#### C-6. Bankruptcy information

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

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

No

#### C-7. Merger information





## Public Utilities Commission

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

No

### C-8. Corporate structure

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

File(s) attached

### C-9. Financial arrangements

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).

Preferred to file confidentially

## Section D: Applicant Technical Capacity

### D-1. Operations

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.

Operations Description: Mega Energy of Ohio, LLC's operations, including, but not limited to, the scheduling of retail power, will continue to be managed through direct staff, consultants, and service providers. As more fully described in Exhibits B-2 and D-2, the expertise of its principals and retained consultants ensures that it can continue to fulfill all requirements of a Competitive Retail Natural Gas Service (CRNGS) provider.

### 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

**Exhibit A-14 – Secretary of State**

**\*201412800258\***

DATE:	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
05/08/2014	201412800258	REG. OF FOR. PROFIT LIM. LIAB. CO. (LFP)	125.00	.00	.00	.00	.00

**Receipt**

This is not a bill. Please do not remit payment.

**STATE OF OHIO  
CERTIFICATE**

**Ohio Secretary of State, Jon Husted**

**2293531**

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

**MEGA ENERGY OF OHIO, LLC**

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

Document(s)

**REG. OF FOR. PROFIT LIM. LIAB. CO.**

Document No(s):

**201412800258**

Effective Date: 05/07/2014



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 8th day of May, A.D. 2014.

*Jon Husted*

Ohio Secretary of State



Form 533B Prescribed by:  
Ohio Secretary of State  
**JON HUSTED**  
Ohio Secretary of State

Central Ohio: (614) 466-3910  
Toll Free: (877) SOS-FILE (787-3453)  
www.OhioSecretaryofState.gov  
Bosering@OhioSecretaryofState.gov

Mail this form to one of the following:

☒ Regular Filing (non expedite)  
P.O. Box 070  
Columbus, OH 43218

☐ Expedite Filing (Two-business day processing  
time requires an additional \$100.00)  
P.O. Box 1390  
Columbus, OH 43218

### Registration of a Foreign Limited Liability Company

Filing Fee: \$125

CHECK ONLY ONE (1) BOX

(1) ☒ Registration of a Foreign For-Profit Limited  
Liability Company  
(109-LFA)  
ORC 1705

Jurisdiction of Formation: TEXAS

Date of Formation: 4/17/2014

(2) ☐ Registration of a Foreign Nonprofit  
Limited Liability Company  
(109-LFA)  
ORC 1705

Jurisdiction of Formation: \_\_\_\_\_

Date of Formation: \_\_\_\_\_

Name of Limited Liability Company in its jurisdiction of formation

MEGA ENERGY OF OHIO, LLC

Name under which the foreign limited liability company desires to transact business in Ohio (if different from its name in its jurisdiction of formation) is:

\_\_\_\_\_

Name must include one of the following words or abbreviations: "limited liability company," "limited," "LLC," "L.L.C.," "Ltd.," or "Co."

The address to which interested persons may direct requests for copies of the limited liability company's operating agreement, bylaws, or other charter documents of the company is:

Javed Meghani

Name

5055 Westheimer Road, Suite 1111

Mailing Address

Houston

City

TX

State

77056

ZIP Code

The limited liability company hereby appoints the following as its agent upon whom process against the limited liability company may be served in the state of Ohio. The name and complete address of the agent is:

Capitol Corporate Services, Inc.

Name

4569 Mayfield Rd Ste 204

Mailing Address

Cleveland

Ohio

44121

City State ZIP Code

☐ If the agent is an individual and using a P.O. Box, check this box to confirm that the agent is an Ohio resident.

The limited liability company irrevocably consents to service of process on the agent listed above as long as the authority of the agent continues, and to service of process upon the Ohio Secretary of State if:

a. an agent is not appointed, or

b. an agent is appointed but the authority of that agent has been revoked, or

c. the agent cannot be found or served after the exercise of reasonable diligence.

By signing and submitting this form to the Ohio Secretary of State, the undersigned hereby certifies that he or she has the requisite authority to execute this document.

Required

Must be signed by an authorized representative.

If authorized representative is an individual, then they must sign in the "signature" box and print their name in the "Print Name" box.

If authorized representative is a business entity, not an individual, then please print the business name in the "signature" box, an authorized representative of the business entity must sign in the "By" box and print their name in the "Print Name" box.

Signature

By (if applicable)

Javed Meghani, Manager

Print Name

Signature

By (if applicable)

Print Name

Signature

By (if applicable)

Print Name

## **Exhibit B-2 – Experience & Plans**

### **Experience --**

Applicant Mega Energy of Ohio, LLC currently operates as a CRES in the Duke Energy of Ohio and FirstEnergy territories. In-house staff handle all aspects of the customer experience including Sales, Sales support, Operations, Accounting, and Customer Service. The company expects to hire and train additional personnel to support anticipated growth. In the state of Ohio, Mega Energy of Ohio, LLC currently serves approximately 290 residential and commercial electricity customers with an expected total annual consumption of 8,368 MWh. The entire family of Mega Energy affiliates serve approximately 11,330 residential and commercial electricity customers in the states listed above.

Mega Energy has engaged Wood Mackenzie Energy Management (“WEM”), formerly Genscape Energy Management of New York, a consultancy with over 30 years of energy industry experience, through a Managed Services Agreement to provide a full suite of retailer support services. These services include long/ short term load forecasting, portfolio management including REC procurement, cost of goods sold/ pricing, power/ gas scheduling, and regulatory compliance processes. WEM is the leading provider of forecasting, scheduling, and compliance services, and it currently supports approximately 30 electricity and natural gas suppliers serving over 500,000 retail meters nationwide.

Mega Energy has retained EC Infosystems through CIS and EDI Agreements to provide Billing and EDI Services. EC Infosystems is the leading provider of Billing/Customer Information Solutions (CIS) and Electronic Data Interchange (EDI) for clients in the deregulated energy industry. With over 20 years of experience and certified SAS-70 (SsAE-16) compliant, the company has a longstanding history of serving energy clients and currently process transactions for over 5,000,000 meters per month.

### **Future Plans --**

The Mega Energy Management Team have considerable deregulated energy business experience and these experiences are documented later in this application. The Company intends to expand its current electric supplier footprint in PJM. Mega Energy received recent approval to market electricity services in New Jersey and will begin offering these services to residential and commercial customers within the PSEG territory. Mega also will expanding its Ohio electricity supply operations, and expects to submit applications for registration with additional EDUs in the near future. The Company has also launched efforts to grow its gas footprint. Starting with Illinois and offering services behind NICOR, Peoples Gas, and North Shore, the company will then expand into Ohio after successfully completing the Competitive Retail Natural Gas Supplier application process. Dominion East Ohio has reviewed and approved the Company’s utility application. The Company will file Power license applications with Maryland and Pennsylvania during the course of 2021 after successfully launching the new initiatives above.

### **Marketing Plans --**

Mega Energy of Ohio, LLC has diversified its channel marketing mix to broader use of indirect solicitations (licensed brokers) and direct solicitations using a combination of online and US Mail engagements to contract and enroll potential customers. The Company has no plans to solicit customers through the door to door channel and has substantially changed its approach to

Residential customer telemarketing efforts. The Company has multiple levels of quality assurance in place to ensure that all sales are conducted in a compliant manner and that all marketing and contracting requirements are met or exceeded. All Customer enrollments will be conducted under the Commission rules Section 4901: 1-21-06.

#### Billing and Customer Complaint Protocol --

Mega will continue to utilize utility consolidated billing, and billing statements to the customer will continue to be sent directly to the customer by the incumbent EDU. As previously stated, Mega Energy of Ohio, LLC has contracted with EC Infosystems to provide CIS and EDI services and this strategic partner will continue to provide billing information between Applicant and the incumbent EDU.

Mega has an-house customer service staff that is managed by our Operations Manager. This team manages all inbound customer inquiries with a goal of resolving all customer questions and concerns efficiently and to the customer's satisfaction. If any customer disputes or complaints are received, they are immediately escalated to the Operations Manager for disposition. Any Complaints received are immediately entered in our internal Customer Complaint Protocol. Within 24 hours of receiving a dispute or Complaint, the Operations Manager will gather all relevant facts, assemble a timeline of events, and utilize this information to submit a recommended response to the Chief Operating Officer. The Operations Manager and Chief Operating Officer then complete a joint review of the original inquiry and the proposed Company response, including relevant facts and supporting files. After the conclusion of each review, the Operations Manager will submit a Company response on behalf of each inquiry. If any follow-up items (such as billing adjustments or agent re-training) are identified within the joint review, the Chief Operating Officer ensures that these activities are completed and documented.

#### Compliance --

Mega Energy of Ohio, LLC will comply fully with any and all Commission rules adopted pursuant to Section 4929.22 of the Ohio Revised Code. Mega will submit all required reports to Commission staff and take all actions requires of CRNGS providers in Ohio.



## **Exhibit B-3 – Disclosure of Liabilities and Investigations**

### **Connecticut**

On July 1, 2016, in Docket No. 13-03-09, the Public Utilities Regulatory Authority (“PURA”) sent correspondence to the Applicant’s affiliate Mega Energy of New England, LLC, stating that the affiliate’s website described eight (8) generally available Connecticut offers as subject to terms of service containing a cancellation fee higher than the cancellation fee allowed pursuant to Connecticut General Statutes section 16-245o(h)(7)(A). The company promptly and fully addressed PURA’s concerns.

On November 28, 2016, in Docket Nos. 15-09-18 and 13-03-09, PURA issued a notice to Applicant’s affiliate Mega Energy of New England, LLC for failure to submit receipts demonstrating compliance with Connecticut’s renewable portfolio standards. The company promptly responded and fully addressed PURA’s concerns.

On March 7, 2018, in Docket Nos. 16-07-20 and 13-03-09, PURA issued a notice to Applicant’s affiliate Mega Energy of New England, LLC requesting proof of compliance with Connecticut’s renewable portfolio standards. The company promptly submitted the requested proof as requested.

On April 18, 2019, in Docket No. 13-03-09, PURA sent correspondence to Applicant’s affiliate Mega Energy of New England, LLC requesting gross receipts information, an estimate of future electric load, and an affidavit regarding certain Connecticut tax obligations pursuant to Regulations of Connecticut State Agencies section 16-245-3(c). The company provided the information requested by PURA staff.

On July 2, 2020 and September 1, 2020, in Docket No. 13-03-09, PURA’s Office of Education, Outreach, and Enforcement (“EOE”) sent correspondence to Applicant’s affiliate Mega Energy of New England, LLC with questions in connection with a customer’s allegation that she had been enrolled without consent. Mega New England provided all requested information and subsequently addressed follow-up requests from EOE.

On September 25, 2020, in Docket Nos. 13-03-09 and 14-07-20RE01, Applicant’s affiliate Mega Energy of New England, LLC self-reported to PURA seven (7) sale script deviations by representatives of its former telesales vendor. Applicant’s affiliate Mega Energy of New England, LLC also self-reported a follow-up quality assurance call with a customer who reported that she did not recall enrolling.

On October 16, 2020, in Docket Nos. 13-03-09 and 14-07-20RE01, Applicant’s affiliate Mega Energy of New England, LLC self-reported to PURA that, in the course of telephoning customers enrolled by its former telesales vendor, as requested by EOE, ten (10) customers claimed not to have knowledge of Applicant affiliate and/or referred to the utility as their energy provider.

On December 9, 2020, in Docket No. 13-03-09, PURA issued a Decision concluding a periodic review of Applicant affiliate Mega Energy of New England, LLC’s Connecticut electric supplier

license. PURA found that Applicant's affiliate Mega Energy of New England, LLC satisfied all of the information update requirements for its periodic review.

On May 4, 2021, the Connecticut Public Utilities Regulatory Authority ("PURA") issued a Notice of Violation and Assessment of Civil Penalty to the Applicant's affiliate Mega Energy of New England, LLC in Docket No. 13-03-09. The Notice alleged violations of certain of the Authority's marketing rules. Mega Energy of New England, LLC has filed an Application for Hearing to the PURA and the matter is pending disposition.

### **Massachusetts**

On April 23, 2020, in D.P.U. 20-47, the Delegated Commissioner of the Massachusetts Department of Public Utilities issued a Notice of Probable Violation to Applicant's affiliate Mega Energy of New England, LLC for the purpose of initiating a formal proceeding into Mega New England's telemarketing practices. On June 26, 2020, Mega New England filed a response. The matter is currently pending.

The Applicant's affiliate Mega Energy of Massachusetts, LLC was the named Defendant in a civil suit in Essex Superior Court, No.:19 CV 1611, McDermet v Mega Energy of Massachusetts, LLC. The case involved allegations of violations of the TCPA and the case was amicably resolved with no finding of liability.

The Applicant's affiliate Mega Energy of Massachusetts, LLC was the named Defendant in a civil suit in State of Rhode Island District Court 4th Division, CA No.: 4CA-2018-01216, Laccinole v Mega Energy of Massachusetts, LLC. The case involved allegations of violations of the TCPA and the case was dismissed.

### **Texas**

Texas PUC Investigation 2015100001- Applicant's affiliate Mega Energy, LP dba Texans Energy was running a program with usage credits for certain sizes of customers. The PUC felt that the range was too small. The program was terminated and no penalties were assessed.

Texas PUC Investigation 2019080004 - The PUC was requesting explanations for Applicant's affiliate Mega Energy, LP dba Texans Energy's delinquent responses to 9 informal complaints and an internal error on the website that affected 13 customers out of 16,000 that did not get a confirmation letter. The Texas PUC closed the investigation on December 17, 2020.

On September 23, 2019, in Case No. 19-35298-H3, Prestige Heating and Air Conditioning, LLC filed a voluntary petition for bankruptcy under Chapter 11 of the Bankruptcy Code in the United States Bankruptcy Court for the Southern District of Texas, Houston Division. On December 31, 2019, in Adversary Case No. 19-03705 filed, a lawsuit was filed by Prestige Heating and Air Conditioning, LLC et al., v. Texans Energy, Mega Energy, LP, World Power & Gas, LP which are affiliates of Mega Energy. World Power & Gas, LP dba Texans Energy provided electric service to the principal of Prestige Heating and Air Conditioning, LLC in the Centerpoint service territory. Suit was filed because Texans Energy had initiated collection procedures against the principal for unpaid receivables, not having been previously notified that the account was doing business as Prestige Heating and Air Conditioning, LLC and that this entity had filed for

bankruptcy in the above referenced proceeding. The matter was resolved on March 27, 2020 under an Agreed Stipulation of Dismissal of Adversary.

The Applicant's affiliate Mega Energy LP was the named Defendant in a civil suit in 270th Judicial District Court in Harris County, Summer Energy v. Mega Energy. The case involved allegations related to nonsolicitation of employees and the case amicably resolved with no finding of liability.

### **Ohio**

On May 20, 2020, the Public Utilities Commission of Ohio entered an Order identifying eight (8) electric service companies that had not satisfied their renewable portfolio standard compliance obligations for the year 2018. In Docket No. 19-607-EL-ACP, Mega Energy of Ohio, LLC was directed to submit payment for outstanding renewable portfolio standards compliance obligations for 2018. This matter was resolved after a payment of \$506.55 was submitted on June 1, 2020 and subsequently accepted by the Treasurer State of Ohio on June 11, 2020.

### **Illinois**

The Applicant's affiliate Mega Energy of Illinois, LLC was the named Defendant in a civil suit in Northern District of Illinois, Moore v. Mega Energy of Illinois, LLC, Case No. 1:19-cv-03703. The case involved allegations of violations of the Telephone Consumer Protection Act (TCPA) and the case was amicably resolved with no finding of liability.

### **New Hampshire**

The Applicant's affiliate Mega Energy of New Hampshire, LLC was the named Defendant in a civil suit in US District Court for the District of New Hampshire, CA No.: 1:15-cv-00126-LM, Bershaw v Mega Energy of New Hampshire, LLC. The case involved allegations of violations of the TCPA and the case was amicably resolved with no finding of liability.

### **Exhibit B-5 – Disclosure of Certification Denial, Curtailment, Suspension, or Revocation**

The Applicant Mega Energy of Ohio, LLC has never had any certification, license, or application to provide retail gas or retail/wholesale electricity service denied, curtailed, suspended, revoked or cancelled, and it has never been terminated or suspended from any of Ohio's Natural Gas or Electric Utility Choice programs.

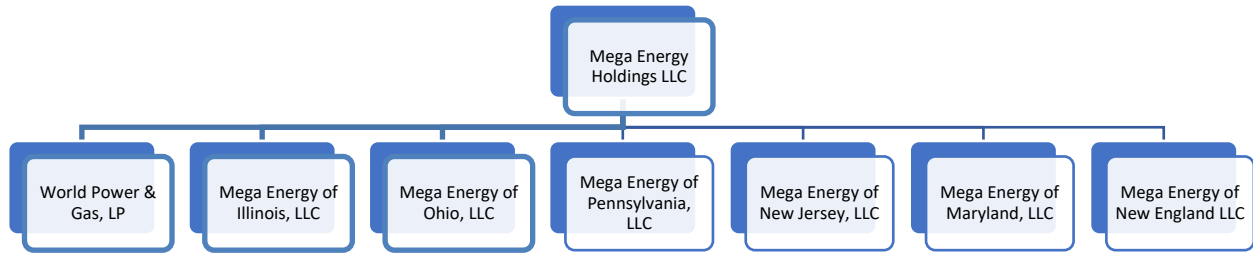
On September 18, 2019, the Applicant's affiliate Mega Energy of Maryland, LLC filed an Application with the Maryland Public Service Commission ("MD PSC") to request licensure as an electricity supplier. The MD PSC denied the application, noting concerns with customer complaint statistics against Mega affiliates in other states. Mega believes that the issues raised by the MD PSC have been addressed and it intends to refile its Application to the MDPSC in the near future.

On May 5, 2020, the Applicant's affiliate Mega Energy of Pennsylvania, LLC filed an application to the Pennsylvania Public Utility Commission ("PA PUC") seeking licensure as an electric generation supplier. The PA PUC denied the application citing to the license application denial by the MD PSC, as well as some compliance issues, an alleged lack of transparency about prior lawsuits involving affiliates, and insufficient documentation in support of its technical

fitness. The order was issued without prejudice for Mega to refile its application. Mega intends to correct the application deficiencies and refile its supplier application with the PA PUC in the near future. See PA PUC Docket No. A-2020-3019704.

### **Exhibit C-8 – Corporate Structure**

Mega Energy was formed to become a retail electric and natural gas supplier. Please see below for its corporate structure:



### **Exhibit D-2 – Operations Expertise and Key Technical Personnel**

The family of Mega Energy affiliates serve approximately 11,330 residential and commercial customers in 12 utility service territories consuming approximately 199,000 annual MWh across PJM and ISO New England. Mega's In-house staff is comprised of 14 employees with over 150 years of deregulated energy industry experience. When combined with dedicated personnel resources from WEM and ECI (described above), this team increases to 20+ individuals focused on measured and customer-centric operations and service within existing and future electric and gas markets.

Mega Energy of Ohio, LLC has been licensed as a Competitive Retail Electric Service provider in Ohio since 2015, and therefore, is aware of all compliance requirements with the Public Utilities Commission of Ohio. The Applicant's operations will continue to be managed through direct staff, consultants, and service providers. Please also see Exhibit B-2 (Experience & Plans) for more detail regarding Mega Energy of Ohio, LLC's experience and technical expertise. As mentioned therein, Mega Energy also utilizes the expertise and services of Wood Mackenzie Energy Management ("WEM"), formerly Genscape Energy Management and GP Renewables and Trading LLC, through a contracted Managed Services Agreement to meet part of the technical and managerial requirements.

Mega Energy Holdings has a management team and consultants comprised of individuals with significant experience in energy risk management, electricity retail management, billing, marketing and regulatory compliance. Please see below for biographies of Applicant Mega Energy of Ohio, LLC Management Team and individual resumes for WEM key personnel:

#### **Javed Meghani, Chief Executive Officer**

Javed Meghani started Mega Energy, LP, a retail electricity provider, in Texas in 2007. He built the company to over 13,000 customers before exiting the Texas market at the end of 2012. Mr. Meghani has over 25 years of experience as a successful business owner in both the retail and wholesale consumer goods market. As the head of the management team of the Mega Energy, Mr. Meghani is involved in all aspects of the energy business including strategic growth plans, negotiation of contracts, budget oversight, financial decisions and sales and marketing.

#### **Barend Vanderhorst, Chief Operating Officer**

Barend (Barry) VanderHorst is an experienced deregulated energy leader with a proven track record of developing high performing teams in start-up and turnaround business phases. His main strengths include integrating people, process, and systems into scalable workflows that maximize sales performance, optimize operating costs, and streamline operations. He is a "hands-on" Executive with demonstrated abilities to break down complex issues and develop action-oriented plans to support strategic objectives.

Prior to his time at Mega Energy Holdings as Chief Operating Officer, Barry held the role of CEO for APG&E, a power retailer that started their Texas operations in 2004 and expanded to Ohio, Pennsylvania, New Jersey, Maryland, and New York in 2012. He took the helm in May 2014 and agreed to lead a 3-year turnaround effort to resolve legacy operational and legal headwinds, deliver a long-term viable business strategy, and establish effective and scalable functional capabilities. Barry entered into strategic partnerships to differentiate the retailer's

value proposition in a sea of similarities. During his tenure, the business delivered year over year profitability and growth.

Barry began his career in 1996 and significantly contributed to the start-up/ growth of Enron Energy Services and Direct Energy's natural gas retail businesses. In both settings, he worked closely with functional business leads to develop unique end to end systems to enable rapid growth. Barry focuses on positive customer journeys, leads organizations to achieve targeted goals, and communicates with ease to a wide variety of audiences. He is connected broadly within the retail energy provider space.

Barry is a graduate of The College of Wooster with a degree in Business Economics.

**Matthew Scheuerman, Director of Supply**

Matthew Scheuerman, Director of Supply, has been involved in the retail energy business since 2002 during which time he has been responsible for structuring profitable electricity products for residential and commercial accounts, as well as making hedging and optimization recommendations to upper management. Prior to his time with Mega, Matthew spent over 15 years with both Direct Energy, Liberty Power where he acted as both a gross margin analyst and commodity analyst. In these roles Matthew structured retail gas and power products for commercial and industrial accounts as well as managed daily gas & power profit and loss statements. On a daily basis he reconciled any aberrations that existed between the physical and financial positions for both gas and power. Matthew earned his BA in Computer Information Systems and an MBA in Finance from the Fisher School of Business at The Ohio State University in Columbus, Ohio.

**Arundhati Joshi, Corporate Controller**

Arundhati Joshi, Corporate Controller has over 20 years of experience in accounting, cost accounting, finance, internal controls and has served as a Controller for various entities for over 10 years. She has a very strong academic background with three professional certifications: Chartered Accountant, Cost & Management Accountant, and CPA. She is a licensed CPA since 2008. She started her career in public accounting as an audit intern in India. She has wide experience in various industries namely auto ancillary manufacturing, heavy manufacturing, property management, and Oil & Gas. She has handled multiple positions in finance and accounting.

She has handled many standalone projects and system implementations. Arundhati joined Mega in February 2021 as Corporate Controller. Arundhati is responsible for all accounting-related activities including financial statement preparation and external audit management, budgeting/cash forecasting, and banking relations. Arundhati has oversight responsibility for all day-to-day operations and operating systems and internal and third-party customer care center activity.

Arundhati and her staff work with the COO to manage the Company's regulatory activity including interpretation and implementation of ISO-NE / PJM and PUCT policies as they apply for REP's to assure Mega's continued compliance. As a member of the senior management

team, he works closely with the CEO and other senior managers to achieve operational and financial objectives

**Other**

Mega is also relying on Wood Mackenzie Energy Management, formerly Genscape Energy Management (“Genscape”), to meet part of the technical and managerial requirements as shown in the resumes below:



## **JONATHAN SPIVAK**

jonathan.spivak@woodmac.com  
888-474-9844 office

### **Recent Experience**

**Wood Mackenzie (formerly Genscape, Inc.)**  
**Vice President**

**New York NY**  
**Apr 2011-Present**

- Structure and negotiate unique power hedging transactions for clientele.
- Daily load forecasting, bidding and scheduling for over 20 competitive retail electric suppliers in PJM, ISO-NE, and NYISO with over 3,000 MWh of average hourly load and spanning over ten states, with a combined customer book of ~1,000,000 residential and commercial customers.
- Forecast and maintain physical and financial power hedges in the forward market.
- Create daily, weekly, and monthly settlements reports in order to analyze costs to minimize risks.

**RBS Semptra Commodities**

**New York NY**

**Financial Risk Analyst**

**Nov 2009-Apr 2011**

- Maintained firm-wide official profit and loss, generating integral and time-sensitive company reports pivotal to all of risk management
- Prepare and maintain excel based reports using various data sources such as pricing, P&L, positions, VaR, stress etc. under rapidly changing requirements
- Verified and corrected in-house trades within various trading platforms, implemented process to verify and track explanations on trades generating substantial revenue, submitted external price reporting of physical basis and fixed natural gas trading activities on regular schedules
- Provide daily profit and loss explanations for physical and financial natural gas revenue

**Margin/Credit Analyst**

**Aug 2008–Nov 2009**

- Responsible for all margin activities including daily calls to over fifty counterparties, confirm settlements, and manage letter of credit activities.
- Primary contact for dispute resolution including exposure, interest rate and contract discrepancies
- Identify forward pricing issues via Excel pivot table analyses
- Generate ideas to improve the efficiency and accuracy of the Credit Management System
- Communicate daily cash flow and letter of credit movements through intraday reports.

### **Education**

Bucknell University  
*Bachelor of Arts, Major in Economics & Minor in Political Science*

Lewisburg PA  
2005

Dean's List

## ALEXANDRE BALDASSANO

alexandre.baldassano@woodmac.com  
888-474-9844 office

### EXPERIENCE

**Wood Mackenzie (formerly Genscape, Inc.)**  
**Vice President**

**New York NY**  
**Nov 2010-Present**

- Analyze federal and regional renewable energy and environmental policy
- Create and market compliance and voluntary environmental credit products
- Expand renewable generation project pipeline
- Analyze state Renewable Portfolio Standard market fundamentals
- Develop spot and futures environmental credit trading strategies for managed accounts and proprietary portfolios
- Hourly power demand bidding/scheduling within the PJM and ISO-NE wholesale markets
- Origination of long-term wholesale power/REC contracts (PJM, ISO-NE, NYISO)
- Client advisory concerning profit/loss of new wholesale market entry (ISO Level, State, Utility)

**Natsource Asset Management LLC**

**New York NY**

**Contract Manager**

**Oct 2009-Oct 2010**

- Manage all worldwide institutional relationships for \$500mm carbon commodity fund
- Compose monthly and quarterly investor reports for all hedge funds, managed accounts, and commodity funds
- Supervise ongoing contractual commitments between institutional investors, investment manager, and underlying investment

**Operations, Sales, and Risk Associate**

**Apr 2008-Oct 2009**

- Determined end of month beta exposures and asset allocation breakdowns for all portfolios
- Acted as a liaison between existing and potential investors, and the Director of Marketing and Sales
- Researched and grew marketing distribution channels for the Director of Marketing and Sales
- Analyzed and communicated daily carbon and FX beta exposure for largest fund directly to Senior Management
- Identified and rectified daily trade and cash reconciliations while acting as liaison between the trading desk and prime brokerage

### Education

Fordham University Graduate School of Business  
*Master of Business Administration, Finance & Marketing concentration*

**New York NY**  
**2013**

Haverford College  
*Bachelor of Arts, Economics*

**Haverford PA**  
**2003**

Temple University  
*General Coursework*

**Rome, Italy**  
**Aug 2001-Dec 2001**

# JAMES W. GALE

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## EXPERIENCE

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**WOOD MACKENZIE (FORMERLY GENSCAPE, INC.)** – New York, NY

**Oct 2013 – Present**

**Director, Natural Gas**

- Built a retail natural gas consulting and risk management business, integrating it into the existing power and REC model.
- Develop reporting to display open risk to clients in utilities and on pipelines in the US and Canada.
- Trade out of forward open risk positions and utilize assets provided to maximize retail positions in spot markets.
- Developed a customizable forward curve for every utility for retail serving clients.
- Lead the development of a physical and financial natural gas trading business.
- Set up new entities on utilities and pipelines working with credit, operations and legal to commence business.

**ENERGY CONSULTANT** - Singapore

**May 2011- July 2013**

- Established lasting relationships with traders, brokers, shipping operators, and others employed in a variety of aspects in the physical energy business covering LNG, oil, its products and other commodities.
- Attended World LNG Series: Asia Pacific Summit.

**SEMPRA ENERGY TRADING CORPORATION** - Stamford, CT

**Oct 2000 - Mar 2011**

**AVP Natural Gas Pipe Options Trader**

**Oct 2007 – Mar 2011**

- Managed delta, gamma, theta, and vega risk in book adjusting position based on market research and fundamentals.
- Active market maker, entering into fixed-price location options, basis options, Index Gas Daily options and fixed price Gas Daily options using comprehensive knowledge of physical markets.
- Developed option strategies for producers and end users to help them mitigate risk.

**AVP Gas Scheduler/Short Term Trader – West Region**

**June 2004 – Oct 2007**

- Primary cash trader optimizing transportation, storage assets and pipeline tolerances to maximize daily profits.
- Learned from senior traders to maximize storage facility injection and withdrawal opportunities against future markets.
- Scheduled every pipeline in the western U.S. and Canada, learning physical details to improve trading optimization
- Managed delivery requirements and tracked actual usage for dozens of end users, keeping them within pipeline tolerances.

**Middle Office Analyst**

**Oct 2000 – June 2004**

- Verified domestic natural gas forward curves reflected current market value.
- Engaged traders and clerks to understand all deals and positions in books.
- Communicated with credit and risk management about any concerns.
- Reconciled all exchange-traded futures and options using multiple clearing houses, NYMEX floor brokers, and traders for SET companies world wide verifying position limits approaching expiry.

## EDUCATION

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**FAIRFIELD UNIVERSITY** - Fairfield, CT August 1999

- Bachelor of Science in Mathematics, Minor in Physics
- Awarded Fairfield University Presidential Scholarship
- Member of Fairfield University Honors Program
- Four Year Division I Varsity Baseball Team

# Competitive Retail Natural Gas Service Affidavit

County of Fort Bend :

State of Texas :

Barand Vanderhorst, 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.

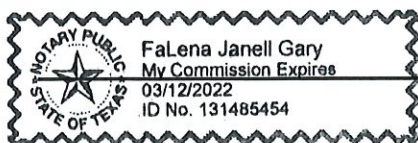
B. Vanderhorst 100

Signature of Affiant & Title

Sworn and subscribed before me this 20 day of May, 2021  
Month Year

[Signature]  
Signature of official administering oath

FaLena Gary - Operation Mgr.  
Print Name and Title



My commission expires on 3/12/2022

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

**Commission of Ohio Docketing Information System on**

**5/27/2021 7:34:12 AM**

**in**

**Case No(s). 21-0636-GA-CRS**

Summary: In the Matter of the Application of Mega Energy of Ohio, LLC