

DIS Case Number: 13-1738-GA-AGG

Section A: Application Information

A-1. Provider type:

Retail Natural Gas Broker

Retail Natural Gas Aggregator

Retail Natural Gas Marketer

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

Legal Name: Superno	va Partners, LLC,	Country: United States	
Affordable Gas & Elec	tric Company, LLC		
Phone: 618-204-	Extension (if	(if Street: 10749 E Garden Rd	
0115	applicable):		
Website (if any): www	v.agellc.com	City: Mount vernon	Province/State: IL
		Postal Code: 62864	

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	Туре	Address	Active?	Proof
Supernova Partners, LLC, Affordable Gas & Electric Company, LLC	Official Name	10749 E Garden Rd Mount Vernon, IL 62864	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
-------------------	---------	-------



Supernova Partners, LLC, Affordable Gas & O Electric Company, LLC	Official Name I	10749 E Garden Rd Mount Vernon, IL 62864	Yes	File
---	-----------------	---	-----	------

A-5. Contact person for regulatory matters

Jeffrey Haarmann 10749 E Garden Rd Mt Vernon, IL 62864 US jhaarmann@supernovapartners.com 6182040115

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

Jeffrey Haarmann 10749 E Garden Rd Mt Vernon, IL 62864 US jhaarmann@supernovapartners.com 6182040115

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

Phone: 618-203- 8328	Extension (if applicable):	Country: United States	
6526 Fax: 618-205-	Extension (if applicable):	Street: 10749 E Garde	n Rd
5069			
Email: info@agello	c.com	City: Mount Vernon	Province/State: IL
		Postal Code: 62864	

A-8. Applicant's federal employer identification number

45-5136377

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: 07-09-2013

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
Jeffrey Haarmann	jhaarmann@supernovapartn ers.com	Managing Partner	10749 E Garden Rd Mt Vernon, IL 62864 US
Ross Calliott	rcalliott@agellc.com	VP of Operations	10749 E Garden Rd Mt Vernon, IL 62864 US
Jordan Haarmann	jordan.h@agellc.com	VP of Procurement	9435 Waterstone Boulevard, Suite 140 Cincinnati, OH 45249 US

A-13. Company history

hio Public Utilities Commission

Supernova Partners, LLC, Affordable Gas & Electric Company, LLC (AGE) is an expert in community aggregation and commercial brokerage programs. AGE currently represents 130 communities with approximately 70,000+ households across Illinois and Ohio under opt-out aggregation programs.

AGE also represents the membership of 19 Chambers of Commerce across IL and OH, serving as a broker and consultant to 1000+ small, medium, and industrial-sized commercial accounts.

AGE intends to continue to grow its C&I and Community Aggregation businesses in Illinois and Ohio over the next 2 years.

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 4929.22of the Ohio Revised Code. List the designated Ohio employee's name, Ohio office address, telephone number and web site address

Employee Name: Jordan Haarmann 9435 Waterstone Boulevard, Suite 140 Cincinnati, OH 45249 US jordan.h@agellc.com 6182038328

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: Supernova Partners, LLC, Affordable Gas & Electric Company, LLC currently holds an Agent, Broker, and Consultant license in the State of Illinois and Broker certification in Ohio (13-709E(4) for electricity and 13-320G(3) for natural gas).



B-2. Experience and plans

Describe the applicant's experience in providing the service(s) for which it is applying (e.g., number and type of customers served, utility service areas, amount of load, etc.). Include the plan for contracting with customers, providing contracted services, providing billing statements and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Sections 4928.10 and/or 4929.22 of the Ohio Revised Code.

Application Experience and Plan Description: Supernova Partners, LLC, Affordable Gas & Electric Company, LLC (AGE) is an expert in community aggregation and commercial brokerage programs. AGE currently represents 130 communities with approximately 70,000+ households across Illinois and Ohio under opt-out aggregation programs.

AGE also represents the membership of 19 Chambers of Commerce across IL and OH, serving as a broker and consultant to 1000+ small, medium, and industrial-sized commercial accounts.

AGE intends to continue to grow its C&I and Community Aggregation businesses in Illinois and Ohio over the next 2 years.

B-3. Disclosure of liabilities and investigations

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

Liability and Investigations Disclosures: Supernova Partners, LLC, Affordable Gas & Electric Company, LLC has no existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact its financial or operational status or ability to provide the services it is seeking to be certified to provide.

B-4. Disclosure of consumer protection violations

Has the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant been convicted orheld liable for fraud or for violation of any consumer protection or antitrust laws within the past five years?

No



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

Has the applicant, affiliate, or a predecessor of the applicant had any certification, license, or application to provide retail natural gas or retail/wholesale electric service denied, curtailed, suspended, revoked, or cancelled or been terminated or suspended from any of Ohio's Natural Gas or Electric Utility's Choice programs within the past two years?

No

Section C: Applicant Financial Capability and Experience

C-1. Financial reporting

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

Does not apply

C-2. Financial statements

Provide copies of the applicant's <u>two most recent years</u> 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** <u>solely</u> 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

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

hio Public Utilities Commission

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

Chio Public Utilities Commission Section D: Applicant Technical Capacity

D-1. Operations

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

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

Operations Description: Supernova Partners, LLC, Affordable Gas & Electric Company, LLC (AGE) is an expert in community aggregation and commercial brokerage programs. AGE currently represents 130 communities with approximately 70,000+ households across Illinois and Ohio under opt-out aggregation programs.

AGE also represents the membership of 19 Chambers of Commerce across IL and OH, serving as a broker and consultant to 1000+ small, medium, and industrial-sized commercial accounts.

AGE intends to continue to grow its C&I and Community Aggregation businesses in Illinois and Ohio over the next 2 years. D-2. Operations Expertise & Key Technical Personnel

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

Operations Expertise & Personnel Description: Jeffrey Haarmann – Managing Partner 10749 E Garden Rd Mt Vernon, IL 62864 618.204.0115 jhaarmann@supernovapartners.com

Ross Calliott – Vice President of Operations 10749 E Garden Rd



Mt Vernon, IL 62864 636.399.2501 ross.c@agellc.com

Managing Partner, Jeff Haarmann oversees all sales activity and strategy. As Vice President of Operations, Ross Calliott

oversees back office operations including IT, Financial, and other day-to-day aspects of running the business



Application Attachments

Exhibit C-2 "Financial Statements"

2019 and 2020 Profit and Loss Statements

	2019	2020
Ordinary Income/Expense		
Income		
Total Broker Fees	1,522,242.78	1,712,779.38
SBA Covid Relief	0.00	27,297.96
Solar	226,909.60	174,133.65
Total Income	1,749,152.38	1,914,210.99
Gross Profit	1,749,152.38	1,914,210.99
Expense		
Bank Charges	8,450.50	596.42
Chamber Commissions	85,704.13	92,456.30
Chamber Dues	5,724.88	3,970.00
Computer and Software	26,143.55	31,198.23
Contractor Commissions	880.55	40,433.87
Contractor Consulting Fee	32,601.29	36,000.00
Donations to NFP	2,020.00	1,900.00
Dues & Subscriptions	0.00	321.55
Duke Aggregation List Fees	0.00	1,600.00
Employee Benefit	0.00	5,250.00
IL Shines 5% Performance Assura	639.93	0.00
IL Shines Application Fee	100.00	0.00
Insurance	13,009.48	13,773.20
Interest Expense	23,785.05	20,308.61
Jeff Life Insurance	1,541.00	1,541.00
Legal & Professional Fees	7,470.33	4,733.43
Meals and Entertainment	47,444.31	42,891.35
Net Metering Application Fee	750.00	652.35
Payroll Expenses	670,979.51	684,995.00
Phone & Internet	20,513.82	17,966.54
Promotional	33,810.45	19,181.27
Rent or Lease	3,362.22	0.00
Repair & Maintenance	12,246.39	35,987.22
Scholarship	3,750.00	1,000.00
Shipping	220.00	378.79
Solar Equipment	166,247.71	63,017.25
Solar Installation	39,451.45	82,259.60
Solar Referral	0.00	500.00
Supplies	38,273.28	35,335.39
Total Taxes & Licenses	14,091.28	18,527.19

This statement has been prepared and certified by Ross Calliott, Vice President of Operations for AGE.

636-399-2501 ross.c@agellc.com

Travel	52,617.91	32,106.48
Utilities	448.42	1,035.75
Total Expense	1,312,277.44	1,289,916.79
Net Income	436,874.94	624,294.20

Balance Sheet through 12/31/2020

	As of Dec 31, 20
ASSETS	
Current Assets	
Checking/Savings	320,726.30
Total Current Assets	320,726.30
Fixed Assets	
Vehicles & Equipment	0.00
Total Fixed Assets	0.00
Other Assets	
Goodwill	379,415.63
Total Other Assets	379,415.63
TOTAL ASSETS	700,141.93
LIABILITIES & EQUITY	
Liabilities	551,653.79
Equity	148,488.14
TOTAL LIABILITIES & EQUITY	700,141.93

This statement has been prepared and certified by Ross Calliott, Vice President of Operations for AGE

636-399-2501 ross.c@agellc.com



Tue Jun 01 2021

Entity#:	2202660
Filing Type:	FOREIGN LIMITED LIABILITY COMPANY
Original Filing Date:	05/28/2013
Location:	
Business Name:	SUPERNOVA PARTNERS, LLC, AFFORDABLE GAS & ELECTRIC LLC
Status:	Active
Exp. Date:	-

Agent/Registrant Information

INCORP SERVICES INC 9435 WATERSTONE BLVDSUITE 140 CINCINNATI OH 45249 05/28/2013 Active

Filings

Filing Type	Date of Filing	Document ID
REG. OF FOR. PROFIT LIM. LIAB. CO.	05/28/2013	201314801422



This statement has been prepared and certified by Ross Calliott, Vice President of Operations for AGE.

636-399-2501 | ross.c@agellc.com

2021, 2022, 2023 Projected P and L – OH GAS Business Only

	<u>2021</u>	<u>2022</u>	<u>2023</u>
Existing ELE GA Revenue	\$120,000	\$120,000	120,000
Existing ELE C&I Revenue	\$1,200	\$1,200	11,200
New Revenue from GA Activities	\$0	\$0	0
New Revenue from C&I Activities	\$0	\$10,000	10,000
Total OH ELE Revenue	\$121,200	\$131,200	\$141,200
Ohio ELE Operating Expenses	(\$25,000)	(\$30,000)	(\$35,000)
Net Income	\$96,200	\$101,200	\$106,200

The above figures were generated according to current year run-rates and forecasted sales activity per the companies strategic plans for 2022 and 2023.

Search inquiry: (My company)

	Credita	Score ^{s™} Report	as of: 07/22/21 12:05 ET
Supernova Partne	ers, LLC		
Address:	10749 E Garden Rd Mount Vernon, IL 62864-8086 United States	Key Personnel:	Manager: Jackie S Haarmann Manager: Jeffrey Haarmann Owner: Jordan A Haarmann
Phone:	602-279-7488	SIC Code:	8748-Business Consulting Services,
Website:	www.artsmithing.com		Nec
Experian <u>BIN</u> : Agent:	957829210 Henry P. Villani	NAICS Code:	8111-Legal Services 541618-Other Management Consulting Services
Agent Address:	2215 Broadway PO Box 1593		541110-Offices Of Lawyers
-	Mount Vernon,	Business Type:	Corporation
Family Linkage:		Experian <u>File</u> Established:	April 2012
Ultimate Parent	Supernova Partners, LLC	Experian Years on File:	9 Years
	10749 E Garden Rd	Years in Business:	27 Years
	Mount Vernon, IL	Filing Data Provided by:	Illinois
Branches / Alternative Locations	Supernova Partners, LLC 10749 E Garden Rd Mount Vernon, IL United States	Date of Incorporation:	04/13/2012

Experian Business Credit Score

59 Business Credit Score



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

Key Score Factors:

- Number of commercial accounts with net 1-30 days term.
- Nbr of active commercial accts within the last 12 mos.
- Number of recently active commercial accounts.
- Number of commercial accounts with high utilization.

Business Credit Scores range from a low of 1 to high of 100 with this company receiving a score of 59. 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



A Financial Stability Risk Rating of 2 indicates a 1.11% potential risk of severe financial distress within the next 12 months.

Key Rating Factors:

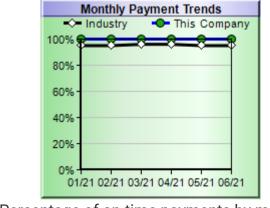
- Number of active commercial accounts.
- Risk associated with the company's industry sector.
- Risk associated with the business type.
- Balance to high credit ratio for commercial accounts.

Financial Stability Risk Ratings range from a low of 1 to high of 5 with this company receiving a rating of 2. 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

Current Days Beyond Terms (DBT):	0	
Predicted DBT for 09/15/2021:	1	
Average Industry DBT:	2	
Payment Trend Indicator:	No Trend	Identifiable
Lowest 6 Month Balance:	\$353,760	
Highest 6 Month Balance:	\$369,696	
Current Total Account Balance:	\$0	
Highest Credit Amount Extended:	\$0	

2	
4	
58%	
0	
0	
0	
0	
	4 58% 0 0



*Percentage of on-time payments by month.

Monthly Payment Trends - Recent Activity

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



*Percentage of on-time payments by quarter.

Quarterly Payment Trends - Recent Activity

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

https://smallbusiness.experian.com/report.aspx?retry=true&fn=957829210&pnum=1015&day=20321&dpc=39.95&dco=Supernova+Partners%2c+LLC&mc=y&coinfo=Supernova+Partners%2c+LLC~10749+E+Garden... 2/3

20%

0%

Current1-30 31-60 61-90 >90

*Continuous distribution with DBT.

smallbusiness.experian.com - 957829210 - Supernova Partners, LLC

				Smallbush	less.experiari.com	1- 337023210 - Supe					
01/21	100%	0%	0%	0%	0%	06/20	100%	0%	0%	0%	0%
02/21	100%	0%	0%	0%	0%	09/20	100%	0%	0%	0%	0%
03/21	100%	0%	0%	0%	0%	12/20	100%	0%	0%	0%	0%
04/21	100%	0%	0%	0%	0%	03/21	100%	0%	0%	0%	0%
05/21	100%	0%	0%	0%	0%	06/21	100%	0%	0%	0%	0%
06/21	100%	0%	0%	0%	0%						
C	continuous Pay	ment Trends							Combined Pa	yment Trends	
80%						mation to proc		1009 809	⁶ 1		

* The information herein is furnished in confidence for your exclusive use for legitimate business purposes and shall not be reproduced, disclosed, or shared to any third party per the restrictions in the Terms and Conditions that you accepted. Neither Experian nor its sources or distributors warrant such information nor shall they be liable for your use or reliance upon it. (Ref#:348935) © 2021 Experian Information Solutions Inc.

Back to top

20%

0%

Current1-30 31-60 61-90 >90

*Combined distribution with DBT.

https://smallbusiness.experian.com/report.aspx?retry=true&fn=957829210&pnum=1015&day=20321&dpc=39.95&dco=Supernova+Partners%2c+LLC&mc=y&coinfo=Supernova+Partners%2c+LLC~10749+E+Garden... 3/3

Competitive Retail Natural Gas Service Affidavit

County of <u>St Lovis</u>: State of Missouri:

____, 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. Ops VA Signature of Affiant & Title Sworn and subscribed before me this <u>22rd</u> day of <u>514</u>, <u>7021</u> Month Year <u>Lynn M. Raney, Notary</u> Public Print Name and Title <u>Mv commission</u> expires on <u>05/08/2022</u> ature of official administering oath LYNN M. RANEY Notary Public, Notary Sea State of Missouri Page 8 of 8 St. Louis County Commission # 18041717 Commission Expires 05-08-2022 M٧

This foregoing document was electronically filed with the Public Utilities

Commission of Ohio Docketing Information System on

7/22/2021 12:14:13 PM

in

Case No(s). 13-1738-GA-AGG

Summary: In the Matter of the Application of Supernova Partners LLC Affordable Gas & Electric Company LLC