



Instructions for Competitive Retail Natural Gas Service (CRNGS) Providers

- I. **Where to file:** Applications can be completed and submitted via the PUCO Community. Paper applications, an original plus two copies, can be mailed to: Public Utilities Commission of Ohio, Docketing Division, 180 East Broad Street, Columbus Ohio 43215-3793.
- II. **Case Number:** If Applicant is applying for any combination of broker and/or aggregator, the application must be filed with an "AGG" purpose code. If the application includes marketer, then the purpose code must be "CRS".
- III. **Renewal applications:** A certificate is valid for two years from the date of issuance. An application for renewal should be filed in the Applicant's existing case number 30-90 days prior to the expiration date printed on the certificate.
- IV. **Confidentiality:** An applicant may file financial statement, forecasted financial statements, financial arrangements, credit ratings, and credit reports under seal. Confidentiality for other items must be requested in a motion filed in the docket. Motions for protective orders must be filed in accordance with Ohio Administrative Code 4901:1-24, 4901:1-27, and 4901:1-24.
- V. **Commission approval process:** The Commission approval process begins when the Commission's Docketing Division receives and time/date stamps the application. An incomplete application may be suspended or rejected. An application that has been suspended an incomplete may cause delay in certification. The Commission may approve, suspend, or deny an application within 30 days. If no action is taken, the application is deemed automatically approved on the 31st day after the official filing date. Upon approval, the Commission will issue a numbered certificate that specifies the service(s) for which the applicant is certified and the dates for which the certificate is valid.
- VI. **Material change:** Providers are required to notify the Commission of any changes to the information provided in its most recent application within thirty days of the change.
- VII. **Governing law:** The certification and renewal of competitive providers is governed by Chapters 4901:1-21, 4901:1-24, 4901:1-27, 4901:1-28, and 4901:1-29 of the Ohio Administrative Code, and Sections 4928.08 and 4929.20 of the Ohio Revised Code.
- VIII. **Questions:** Questions regarding the application should be directed to CRNGS@puco.ohio.gov or CRES@puco.ohio.gov



Public Utilities Commission

Competitive Retail Natural Gas Service (CRNGS) Provider Application

Case Number: _____ -GA- _____

Please complete all information. Identify all attachments with a label and title (example: Exhibit C-2 Financial Statements). For paper filing, you can mail the original and two complete copies to the Public Utilities Commission of Ohio, Docketing Division, 180 East Broad Street, Columbus, Ohio 43215-3793.

A. Application Information

A-1. Provider Type.

Select the competitive retail natural gas service (CRNGS) provider type(s) for which the applicant is seeking certification. Please note you can select more than one.

Retail Natural Gas Aggregator

☐

Retail Natural Gas Broker

☒

Retail Natural Gas Marketer

☐

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

Provide the name and contact information of the business entity.

Legal Name: Richards Energy Group, Inc.
Street Address: 781 South Chiques Road
City: Manheim State: PA Zip: 17545
Telephone: 717-898-6330 Website: www.richardsenergy.com

A-3. Names and contact information under which the applicant will do business in Ohio.

Provide the names and contact information the business entity will use for business in Ohio. This does not have to be an Ohio address and may be the same contact information given in A-2.

Name: Richards Energy Group, Inc.
Street Address: 781 South Chiques Road
City: Manheim State: PA Zip: 17545
Telephone: 717-898-6330 Email: prichards@richardsenergy.com

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

Provide all business names the applicant uses in North America. You do not need to include the names provided in A-2 and A-3.

Name(s): Richards Energy Group, Inc.

A-5. Contact person for regulatory matters.

Name: Peter Richards Title: President
Street Address: 781 S. Chiques Road
City: Manheim State: PA Zip: 17545
Telephone: 717.898.6330 Email: prichards@richardsenergy.com

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

Name: Mike Frey Title: VP, Key Accounts
Street Address: 781 S. Chiques Road
City: Manheim State: PA Zip: 17545
Telephone: 717.898.6330 Email: mfrey@richardsenergy.com

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

Street Address: 781 S. Chiques Road
City: Manheim State: PA Zip: 17545
Toll-free Telephone: 888-490-1766 Email: prichards@richardsenergy.com

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

FEIN: 02-0658096

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

Sole Proprietorship <input type="checkbox"/>	Limited Liability Partnership (LLP) <input type="checkbox"/>	Corporation <input checked="" type="checkbox"/>	Partnership <input type="checkbox"/>
Limited Liability Company (LLC) <input type="checkbox"/>	Other: _____		

A-10. Identify current or proposed service areas.

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

Service area selection:

Columbia Gas of Ohio <input checked="" type="checkbox"/>	Dominion Energy Ohio <input checked="" type="checkbox"/>	Duke Energy Ohio <input checked="" type="checkbox"/>	Vectren Energy Delivery of Ohio <input checked="" type="checkbox"/>
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Class of customer selection:

Industrial

☒

Residential

☐

Small Commercial

☒

Large Commercial

☒

A-11. Start Date.

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

Date: 07/12/2021

A-12. Principal officers, directors and partners.

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

A-13. Company history.

Provide an attachment with a concise description of the applicant's company history and principal business interests.

A-14. Secretary of State.

Provide evidence that the applicant is currently registered with the Ohio Secretary of State.

A-15. Proof of Ohio office and employee.

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

Name: Paracorp Incorporated Title: Agent
Street Address: 4568 Mayfield Road #204
City: Cleveland State: OH Zip: 44121
Telephone: 888-272-3725 Email: _____

B. Managerial Capability

Provide a response or attachment for each of the sections below.

B-1. Jurisdiction of operations.

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

B-2. Experience and plans.

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

B-3. Disclosure of liabilities and investigations.

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

B-4. Disclosure of consumer protection violations.

Has the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years? If yes, attach a document detailing the information.

Yes

☐

No

☒

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

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

Yes

☐

No

☒

C. Financial Capability

Provide a response or attachment for each of the sections below.

C-1. Financial reporting.

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

C-2. Financial statements

Provide copies of the applicant's two most recent years of audited financial statements, including a balance sheet, income statement, and cash flow statement. If audited financial statements are not available, provide officer certified financial statements. If the applicant has not been in business long enough to satisfy this requirement, provide audited or officer certified financial statements covering the life of the business. If the applicant does not have a balance sheet, income statement, and cash flow

Within the previous 24 months, have any of the following filed for reorganization, protection from creditors or any other form of bankruptcy? If yes, attach a document detailing the information.

Applicant

Parent company of the applicant

Affiliate company that guarantees the financial obligations of the applicant

Any owner or officer of the applicant

Yes

☐

No

☒

C-7. Merger information.

Is the applicant currently involved in any dissolution, merger or acquisition activity, or otherwise participated in such activities within the previous 24 months? If yes, attach a document detailing the information.

Yes

☐

No

☒

C-8. Corporate structure.

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

C-9. Financial arrangements.

This section is only applicable if power marketer or retail electric generation provider has been selected in A-1.

Provide copies of the applicant's financial arrangements to satisfy collateral requirements to conduct retail electric/natural gas business activities (e.g., parental guarantees, letters of credit, contractual arrangements, etc., as described below).

Renewal applicants may provide a current statement from an Ohio local distribution utility (LDU) that shows that the applicant meets the LDU's collateral requirements. The statement or letter must be on the utility's letterhead and dated within a 30-day period of the date the applicant files its renewal application.

First-time applicants or applicants whose certificate has expired must meet the requirements of C-9 in one of the following ways:

1. The applicant itself states that it is investment grade rated by Moody's Investors Service, Standard & Poor's Financial Services, or Fitch Ratings and provides evidence of rating from the rating agencies. If you provided a credit rating in C-4, reference the credit rating in the statement.

2. The applicant's parent company is investment grade rated (by Moody's, Standard & Poor's, or Fitch) and guarantees the financial obligations of the applicant to the LDU(s). Provide a copy of the most recent credit opinion from Moody's, Standard & Poor's or Fitch.
3. The applicant's parent company is not investment grade rated by Moody's, Standard & Poor's or Fitch but has substantial financial wherewithal in the opinion of the Staff reviewer to guarantee the financial obligations of the applicant to the LDU(s). The parent company's financials and a copy of the parental guarantee must be included in the application if the applicant is relying on this option.
4. The applicant can provide evidence of posting a letter of credit with the LDU(s) listed as the beneficiary, in an amount sufficient to satisfy the collateral requirements of the LDU(s).

D. Technical Capability

Provide an attachment for each of the sections below.

D-1. Operations.

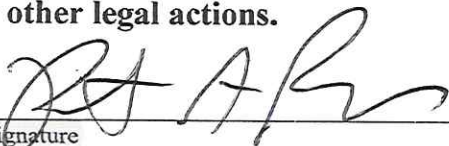
Retail natural gas brokers/aggregators: Include details of the applicant's business operations and plans for arranging and/or aggregating for the supply of natural gas to retail customers.

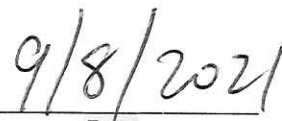
Gas Marketers: Describe the operational nature of the applicant's business, specifying whether operations will include the contracting of natural gas purchases for retail sales, the nomination and scheduling of retail natural gas for delivery, and/or the provision of retail ancillary services, as well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

D-2. Operations expertise and key technical personnel.

Provide evidence of the applicant's experience and technical expertise in performing the operations described in this application. Include the names, titles, e-mail addresses, telephone numbers and background of key personnel involved in the operational aspects of the applicant's business.

As authorized representative for the above company/organization, I certify that all the information contained in this application is true, accurate and complete. I also understand that failure to report completely and accurately may result in penalties or other legal actions.


Signature


Date


Title

Competitive Retail Natural Gas Service Affidavit

County of Lancaster :
State of PA :

Peter F. Richards, Affiant, being duly sworn/affirmed, hereby states that:

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

10. Affiant further sayeth naught.

[Signature]
Signature of Affiant & Title

Sworn and subscribed before me this 8 day of September, 2021
Month Year

[Signature]
Signature of official administering oath

Peter F. Richards, President
Print Name and Title

My commission expires on 01/12/2024

Exhibit A-12

Richards Energy Group, Inc Key Personnel

Frank Richards, CEO
781 South Chiques Road
Manheim, PA 17545
717-898-6330

Peter Richards, President
781 South Chiques Road
Manheim, PA 17545
717-898-6330

Tara Nordby, COO/Vice President, Operations
781 South Chiques Road
Manheim, PA 17545
717-898-6330

Mike Frey, Vice President, Key Accounts
781 South Chiques Road
Manheim, PA 17545
717-898-6330

Exhibit A-13

Richards Energy Inc. has been in business since 1995 and provides energy consulting services to industrial, commercial and institutional clients. These services include shopping for electric and gas through all credible suppliers, performing energy audits, utility billing audits, energy sales tax audits, Cogeneration evaluations, PJM Demand Management/Peak Load Management Services, Metering Installations and Lighting Retrofit Studies/Retrofits.

Today we oversee power purchases approaching 1 billion kWh/year and purchases over 600, 000 dTh/yr, which represent over 2000 utility meters. We have been active as a consultant broker/marketer for electricity since it's deregulation in Pennsylvania in 1999, followed by MD.

- PA license # A-110072
- MD license # IR-818
- NJ license - to be approved Aug 29, 2019

Exhibit A-14

Entity#: 4252146
Filing Type: FOREIGN CORPORATION
Original Filing Date: 11/05/2018
Location: --
Business Name: RICHARDS ENERGY GROUP, INC.

Status: Active
Exp. Date: -

Agent/Registrant Information

PARACORP INCORPORATED
4568 MAYFIELD ROAD #204
CLEVELAND OH 44121
11/05/2018
Active

Filings

Filing Type	Date of Filing	Document ID
FOREIGN LICENSE/FOR-PROFIT	11/05/2018	201830904138

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

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



*Witness my hand and the seal of the
Secretary of State at Columbus,
Ohio this 10th of February, A.D. 2021*

Ohio Secretary of State

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

Exhibit B-1

Richards Energy Group has been active as a consultative broker/marketer for electricity since it's deregulation in Pennsylvania in 1999, followed by Maryland and New Jersey

State	License #	Date
Pennsylvania	A-110072	January 14,1999
Maryland	#IR-818	March 8, 2006
New Jersey	PA-0220	August 29, 2018

Exhibit B-2

Exhibit B-2: Summary of Experience and Applicable Resumes

General description of the firm:

Richards Energy Group is an independent, local and family-owned energy consulting firm. The company currently provides professional energy cost management services to over 450 municipal, industrial, commercial and institutional clients throughout Pennsylvania.

Years in business:

Richards Energy Group, Inc. has been in business for over 23 years. Key dates include:

- | | |
|---------------------|-----------------------------------|
| • April 1, 1995 | Founded |
| • January 14, 1999 | PA PUC license # A-110072 granted |
| • December 26, 2002 | Incorporated |
| • March 8, 2006 | MD PUC license # IR-818 |
| • August 29, 2018 | NJ PUC license # PA-0220 |

Current Client Base

Richards Energy Group Inc. manages \$80,000,000 of electric bills each year across over 450 clients. The lighting retrofits division has reduced clients' consumption by 18,000,000 kwh/year, or \$1,500,000/year.

Services Offered:

Richards Energy Group, Inc. offers a multitude of services to help customers manage energy costs.

- Electricity Procurement – single-channel access to all available competitive market options, with impartial evaluation of best-fit contract offers via RFP bid
- Natural Gas & Fuels Procurement – an expansion of Richards Energy's purchasing management made available due to customer request
- Energy Efficient Lighting – turn-key capabilities from on-site walk-throughs, to customized retrofit proposals, payback analysis, installation, project management, materials recycling, rebate management, positive cash-flow options, and even combination procurement/lighting contracts
- Third Party Energy & Utility Consultation – negotiating utility contracts, rate structure analysis, electrical infrastructure, and general utility issues

Richards Energy Group, Inc.

Exhibit B-2: Summary of Experience and Applicable Resumes

- Demand Response – managing curtailment services that generate monthly revenues to customers
- Energy Bill Auditing – routine review of billing charges for accuracy, pursuing refunds and credits to resolve overcharges from both the utility and supplier
- Sales Tax Exemption Studies – determining proper tax exemptions, preparing defensible documentation for state of PA, and securing refunds and ongoing savings
- Energy Efficiency Audits - performing walk-through facility audits to identify energy cost reduction opportunities and efficiency improvements
- Real-Time Metering – offering sub-metering applications, and utility meter verification

Power Broker Practices:

Richards Energy Group, Inc. will recommend the acceptance of offers from Energy Suppliers to customers. We will NOT contract with customers directly, take title to power, or collect supply costs directly from customers.

Richards Energy Group, Inc. will verify that any offer that it recommends has been executed correctly, and will work directly with clients and Energy Suppliers to resolve billing or contract issues that may arise.

Marketing Practices:

Richards Energy Group, Inc. intends to use its own internal resources/employees for marketing. Marketing will primarily be through existing customer referrals. Richards Energy will NOT be implementing door to door sales activities.

Richards Energy Group, Inc. will conduct a quarterly review of marketing activities to ensure all marketing is performed in an ethical manner for employees. This includes, but will not be limited to:

- Not engaging in misleading or deceptive conduct
- Making false or misleading statements regarding rates and savings offered by suppliers
- Providing accurate and timely information about services and products being offered
- Ensuring that products being offered by a supplier contain information, verbally or written, in plain language designed to be understood by the customer.

Number of Employees:

Richards Energy Group, Inc. maintains a staff of 14, including energy professionals holding a variety of certifications (PE, CEM, CEP, CEA, BEP, CSDM, etc.)

Richards Energy Group, Inc.

Exhibit B-2: Summary of Experience and Applicable Resumes

Organization and Management:

Below is a narrative description of the staffing structure of Richards Energy Group, Inc. Resumes for key employees are included

Personnel	Major Responsibilities
CEO Frank J. Richards, BS Electrical Engineering PE, CEP	<ul style="list-style-type: none">• Owner & Chief Executive• Management Leadership• Engineering oversight
President Peter Richards, BS Mechanical Engineering EIT, CEM, CEA, BEP, CSDP	<ul style="list-style-type: none">• Owner & President• Leadership Team Oversight• Chief Technology Officer• Chief Visionary Officer• Lighting Division – Development & Oversight• Demand Response- Development & Oversight• Customer Service Escalations• Key Account Management
Vice President, Operations & COO Tara Quigley, BS Mechanical Engineering EIT, CEP	<ul style="list-style-type: none">• Leadership Team• Operational Oversight• Business Development• Customer Service Escalations
Vice President, Key Accounts Mike Frey, BS Economics & Finance CEP	<ul style="list-style-type: none">• Leadership Team• Electricity Procurement Division – Development & Oversight• Electric Supplier Relations• Business Development• Key Account Management
Procurement & Office Mgr. Stephanie Baylor	<ul style="list-style-type: none">• Electricity Procurement Division – Contract Execution & Oversight• Administrative Oversight• Bookkeeping & HR• Office Management
Senior Lighting Coordinator Andrew Fritz, BA Economics LC	<ul style="list-style-type: none">• Lighting Division – Project Analysis, Execution & Management• Lighting Vendor Relations• New Lighting Technologies• Account Management

Senior Analyst, Electricity and NG Procurement Julia Smith, MS Biology CEP	<ul style="list-style-type: none"> • Electricity and NG Procurement Division – Contract Execution & Analysis • Account Management • Onsite Generation Analyst (including solar and renewables and impact on supply contracts) • Regulatory Analysis
Senior Analyst, Electricity and Fuels Procurement Steve Hornung, AAS, Computer Networking Technologies BEPIT	<ul style="list-style-type: none"> • Electricity and NG Procurement Division – Contract Execution & Analysis • Account Management • Utility Tariff Analysis
Energy Consultant, Electricity and NG Procurement Brodie Williams, BS Business Administration PJM CGSO	<ul style="list-style-type: none"> • Electricity and NG Procurement Division – Contract Execution & Analysis • Account Management • Lighting Division – Project Analysis, Execution & Management
Energy Engineer, Consultant Joe Clark, BS Energy Engineering EMIT, LEED GA	<ul style="list-style-type: none"> • Electricity and NG Procurement Division – Contract Execution & Analysis • Account Management • Energy Auditing • Sales Tax Exemption Consulting • Energy Consulting and Modeling
Electrical Engineer & Technical Support Tyler Skalski, BS Electrical Engineering	<ul style="list-style-type: none"> • Procurement Division – Technical Support • Contract Administrator • Energy Bill Auditing • Collect and Analyze Utility & Supplier Data
Consulting & Fuels Don Hornung, BA Biology CEM, CEP, CEA	<ul style="list-style-type: none"> • General Utility Consulting • Sales Tax Exemption Specialist • Energy Audits • Environmental Regulatory
Contract Administrator Nick Landis	<ul style="list-style-type: none"> • Electricity Procurement Division – Administrative Support • Contract Administrator • Energy Bill Auditing • Collect and Analyze Utility & Supplier Data

Richards Energy Group, Inc.

Exhibit B-2: Summary of Experience and Applicable Resumes

Attorney Sarah Lamperski	<ul style="list-style-type: none"> • In House Council
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Richards Energy Group, Inc Key Personnel and Applicable Resumes:

Frank Richards, CEO
781 South Chiques Road
Manheim, PA 17545
717-898-6330

Peter Richards, President
781 South Chiques Road
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Tara Nordby, COO/Vice President, Operations
781 South Chiques Road
Manheim, PA 17545
717-898-6330

Mike Frey, Vice President, Key Accounts
781 South Chiques Road
Manheim, PA 17545
717-898-6330

Frank J. Richards, PE, CEP
CEO

Experience:

2014 - Present	Richards Energy Group - CEO
1995 - 2014	Richards Energy Group - President
1970 – 1995	PA Power & Light Co. (PPL) Engineer, Project Engineer, Sr. Power Engineer
1968 – 1970	Eastman Kodak Co. Quality Control Engineer

For the past 25+ years, Frank's customers have included some of the largest industrial and commercial firms in central-eastern Pennsylvania. His services to these customers have ranged from walk-through energy audits to in-depth process studies of alternative technologies, including analysis of capital, operating and maintenance costs. For the previous 16 years, he developed technical and analytical skills in the areas of electrical distribution, transmission, network analysis, voltage profiling, contingency analysis, 2 to 5 year planning studies and quality control testing and evaluation.

Qualifications/Licenses:

BS Electrical Engineering, Lehigh University, 1968
Registered Professional Engineer in PA (since 1974) and Hawaii (since 1997)
Certified Energy Procurement Professional (CEP)
Licensed Electricity Supplier, PA (since 1999)
Licensed Electricity Supplier, MD (since 2005)

Active Professional Associations:

Institute of Electrical and Electronics Engineers (IEEE)
National Society of Professional Engineers (NSPE)
PA Society of Professional Engineers (PSPE)
Association of Energy Engineers (AEE)
Association for Facilities Engineers (AFE)
Association of Builders and Contractors (ABC)

Recognition:

Frank's "win-win" approach to marketing and service to customers has resulted in national, regional and corporate recognition. He has presented several papers on energy issues at the World Energy Engineering Congress in Atlanta, Austin and Washington DC, the Competitive Energy Congress in Boston and West Coast Energy Management Congress in Anaheim, all sponsored by the Association of Energy Engineers; the Industrial Energy Technology Conference in Houston sponsored by Texas A&M University; and the National Facility Management & Technology conference in Baltimore, MD. Over the years, kudos have included a national second-place award from the Edison Electric Institute Marketing Achievement Competition, state-wide first-place and honorable-mention awards from the Pennsylvania Electric Association Industrial and Commercial Competition, and company-wide first-place award from the Pennsylvania Power

& Light Marketing Recognition Competition. Frank has coordinated and taught several 10 week, Power Distribution Courses, both while working at PPL and REG, has chaired several sessions of the World Energy Engineering Congress (WEEC), and has served several years on the planning board for the WEEC

Peter F. Richards, CEM, CEA, CDSM, BEP, CSDP, EIT
President

Experience:

2014-Present	Richards Energy Group - President
2012-2014	Richards Energy Group – Vice President, Chief Technical Officer, Chief Visionary Officer
2003-2012	Richards Energy Group – Energy Engineer, Senior Energy Engineer
1995-2003	Richards Energy Group – Part Time Technical Assistant
2001-2003	RV Industries, Honey Brook, PA – Engineering Designer
1997-2001	Harley Davidson Motor Company – Engineering Co-op

Throughout his time at Richards Energy, he's had an opportunity to work with and solve problems for every customer sector in each division. Peter's passion for technology and efficiency that is evident from his work in developing metering solutions and launching the lighting retrofit division at Richards Energy in his earlier years. Throughout his time at Richards Energy, he's had an opportunity to work with and solve problems for every customer sector in each division. Since taking over the presidential role, he's focused the team on saving businesses time, money, and energy while providing excellent levels of customer service.

Qualifications/Licenses:

- BS Mechanical Engineering, York College, 2001
- Engineer in Training (EIT)
- Certified Energy Management Professional (CEM)
- Certified Energy Auditor (CEA)
- Certified Demand Side Manager (CDSM)
- Business Energy Professional (BEP)
- Certified Sustainable Development Professional (CSDP)

Active Professional Associations:

- Association of Energy Engineers (AEE)
- Association for Facilities Engineers (AFE)

Recognition:

Peter has become credentialed with numerous certifications from the Association of Energy Engineers. He has passed the Engineer in Training exam in preparation for the Professional Engineer license. Peter has published papers and made energy-related presentations on interval data analysis, near-real time metering, predicting energy peaks, and efficient lighting systems at local and international conferences hosted by AFE and AEE.

Tara Nordby, CEP, EIT

Vice President, Operations and COO

Employment History:

2014 – Present	Richards Energy Group - Vice President, Operations and COO
2011 – 2014	Richards Energy Group – General Manager
2008-2011	AllscriptsMisys, Raleigh, NC – Project Manager
2002-2007	Genesis Systems, Inc, Lewistown, PA – Director of Project Management
2000-2002	FCI Electronics, Etters, PA – Product Engineer

As COO & VP Operations, Tara's primary role is to promote and maintain the company's mission. In cooperation with the company President and the Core Leadership Team, Tara is charged with the task of achieving operational objectives by contributing information and recommendations to strategic plans and reviews; preparing and completing action plans; implementing processes to improve efficiencies, quality, and customer-service standards; and resolving problems. She currently oversees daily operations of the corporation's divisions, including Procurement, Energy Consulting, and Lighting.

Industry Experience:

- Electricity Procurement
- Contract Negotiation
- Supplier Relations
- Partner Relations
- Risk Management
- Project Management
- Account Management
- Customer Service
- Purchasing/RFP Management
- Market Analysis

Qualifications/Licenses:

- BSME, York College of Pennsylvania, 2000
- Certified Energy Procurement Professional (CEP)

Active Professional Associations:

- Association of Energy Engineers (AEE)
- National Society of Professional Engineers (NSPE)
- PA Society of Professional Engineers (PSPE)

Michael A. Frey, CEP
Vice President, Key Accounts

Employment History:

2001: Capital Financial Planning - Financial Planning/Asset Management
2002 – 2012: Richards Energy Group - Procurement Manager
2012 – 2014: Richards Energy Group – Director, Key Accounts & Business Development
2014 – Present: Richards Energy Group – Vice President, Key Accounts

Mike joined Richards Energy in 2002. With +15 years of professional experience, Mike has developed strong technical expertise in a wide array of energy matters. During his time at Richards Energy, Mike has grown to take on increasing responsibilities and has advanced positions to the current role of Vice President. Mike's expertise lies in market knowledge and energy procurement in the industrial/commercial sector. Mike is customer-focused and enjoys assisting clients with developing sound energy strategy and implementation. Mike has advised clients throughout the mid-Atlantic region, including PA, MD, DE, NJ, and OH. Mike provides professional energy counsel across multiple industry sectors including manufacturing, healthcare, government, education, non-profit organizations, and beyond.

Industry Experience:

Electricity Procurement
Natural Gas Procurement
Utility Tariff Analysis
Cogen/CHP Analysis
Solar Analysis
Renewable Energy
Utility Consulting
Bill Auditing
Contract Negotiation
Risk Management
Project Management
Account Management
Customer Service
Purchasing/RFP Management
Market Analysis

Qualifications/Licenses:

BS Economics & Finance, York College of Pennsylvania, 2001
Certified Energy Procurement Professional (CEP)

Active Professional Associations:

Association of Energy Engineers (AEE)
Association for Facilities Engineers (AFE)

Recognition:

Mike has maintained professional credentials and licenses for +10 years. He is registered as a Certified Energy Procurement Professional (CEP) through the Association of Energy Engineers (AEE) since 2005. He routinely applies energy knowledge and industry experience to assist energy consumers with implementation of cost-management initiatives. Mike has given several energy-related presentations on topics ranging from the procurement process and market analysis to utility bill auditing and electric deregulation.

EXHIBIT B-3

Richards Energy Group does not have an existing, pending or past rulings, judgement, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact the financial or operational status or ability to provide the services we are seeking to be certified to provide.

Exhibit C-1

Richards Energy Group, Inc. is a privately held S Corporation and as such, Annual Reports to Shareholders are NOT required or produced for the company.

RE: Case 19-0395-EL-AGG: Preliminary Income Statement for Year Ended October 2020

Assumptions:

- Entire Company Income is for business activities in all States which Richards Energy operates.
- State of OH Income is solely for Electric related business activities in the state of OH and is included in totals for Entire Company.

Prepared by Tara Nordby, COO
Richards Energy Group Inc
Manheim, PA 17545
717-898-6330

	ACTUAL Entire Company Nov '19 - Oct 20	ACTUAL State of OH Nov '19 - Oct 20
Ordinary Income/Expense		
Income	2,978,432	12,262
COGS	550,688	-
Gross Profit	2,427,744	12,262
Expense	2,183,757	1,000
Net Ordinary Income	243,987	11,262
Net Other Income	856	
Net Income	244,843	11,262

RE: Case 19-0395-EL-AGG: 2 Years of Forecasted Financials

Richards Energy Forecasted Income solely for Electric related business activities in the state of OH.

Assumptions:

- Electric related business only
- Business in OH is supported by remote employees operating at the home office in Manheim, PA

Prepared by Tara Nordby, COO
Richards Energy Group Inc
Manheim, PA 17545
717-898-6330

	ACTUAL State of OH Nov '19 - Oct '20	PROJECTED State of OH Nov '20 – Oct '21	PROJECTED State of OH Nov '21 – Oct '22
Ordinary Income/Expense			
Income	12,262	15,000	15,500
COGS	-	-	-
Gross Profit	12,262	15,000	15,500
Expense	1,000	3,000	3,000
Net Ordinary Income	11,262	12,000	12,000
Net Other Income	-		
Net Income	11,262	12,000	12,500

RE: Case 19-0395-EL-AGG
Richards Energy Group, Inc.
2 Years of Forecasted Financials

Exhibit C-6

There have been NO reorganizations, protection from creditors or any other form of bankruptcy filings made by Richards Energy Group Inc or any officer in this current year or within the 2 most recent years preceding.

EXHIBIT C-8

Exhibit C-10: Corporate Structure

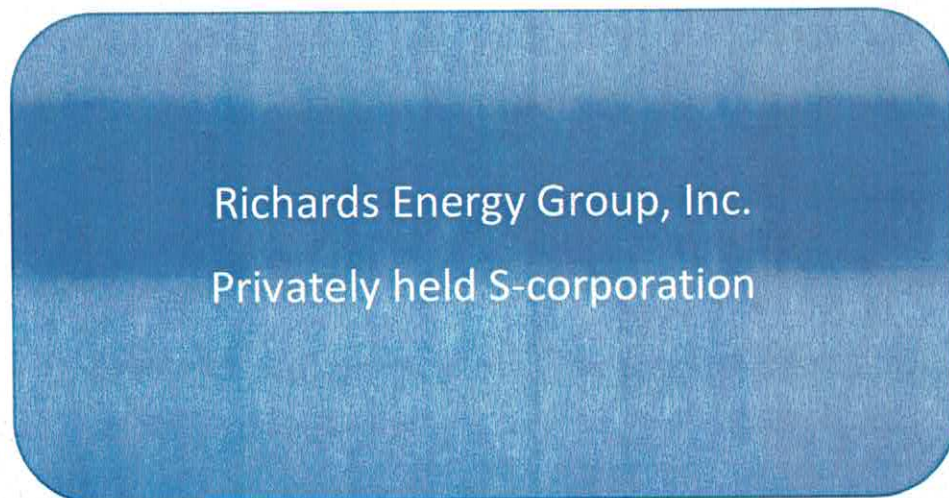
Description of corporate structure:

Richards Energy Group, Inc. is a privately held S-corporation. Richards Energy Group has no affiliate and subsidiary companies that supply retail or wholesale electricity or natural gas to customers in North America.

There have been NO dissolution or merger or acquisition made by Richards Energy Group Inc.

There have been NO reorganizations, protection from creditors or any other form of bankruptcy filings made by Richards Energy Group Inc or any officer.

Graphical depiction and a list of all affiliate and subsidiary companies:



Richards Energy Group Inc. is owned by Frank Joseph Richards (83%) and Peter Frank Richards (17%).

Richards Energy Inc. has been in business since 1995 and provides energy consulting services to industrial, commercial and institutional clients. These services include shopping for electric and gas through all credible suppliers, performing energy audits, utility billing audits, energy sales tax audits, Cogeneration evaluations, PJM Demand Management/Peak Load Management Services, Metering Installations and Lighting Retrofit Studies/Retrofits.

Today we oversee power purchases approaching 1 billion kWh/year and purchases over 600, 000 dTh/yr, which represent over 2000 utility meters. We have been active as a consultant broker/marketer for electricity since it's deregulation in Pennsylvania in 1999, followed by MD.

- PA license # A-110072
- MD license # IR-818
- NJ license - to be approved Aug 29, 2019

EXHIBIT D-2

Exhibit B-2: Summary of Experience and Applicable Resumes

General description of the firm:

Richards Energy Group is an independent, local and family-owned energy consulting firm. The company currently provides professional energy cost management services to over 450 municipal, industrial, commercial and institutional clients throughout Pennsylvania.

Years in business:

Richards Energy Group, Inc. has been in business for over 23 years. Key dates include:

- | | |
|---------------------|-----------------------------------|
| • April 1, 1995 | Founded |
| • January 14, 1999 | PA PUC license # A-110072 granted |
| • December 26, 2002 | Incorporated |
| • March 8, 2006 | MD PUC license # IR-818 |
| • August 29, 2018 | NJ PUC license # PA-0220 |

Current Client Base

Richards Energy Group Inc. manages \$80,000,000 of electric bills each year across over 450 clients. The lighting retrofits division has reduced clients' consumption by 18,000,000 kwh/year, or \$1,500,000/year.

Services Offered:

Richards Energy Group, Inc. offers a multitude of services to help customers manage energy costs.

- Electricity Procurement – single-channel access to all available competitive market options, with impartial evaluation of best-fit contract offers via RFP bid
- Natural Gas & Fuels Procurement – an expansion of Richards Energy's purchasing management made available due to customer request
- Energy Efficient Lighting – turn-key capabilities from on-site walk-throughs, to customized retrofit proposals, payback analysis, installation, project management, materials recycling, rebate management, positive cash-flow options, and even combination procurement/lighting contracts
- Third Party Energy & Utility Consultation – negotiating utility contracts, rate structure analysis, electrical infrastructure, and general utility issues

Richards Energy Group, Inc.

Exhibit B-2: Summary of Experience and Applicable Resumes

- Demand Response – managing curtailment services that generate monthly revenues to customers
- Energy Bill Auditing – routine review of billing charges for accuracy, pursuing refunds and credits to resolve overcharges from both the utility and supplier
- Sales Tax Exemption Studies – determining proper tax exemptions, preparing defensible documentation for state of PA, and securing refunds and ongoing savings
- Energy Efficiency Audits - performing walk-through facility audits to identify energy cost reduction opportunities and efficiency improvements
- Real-Time Metering – offering sub-metering applications, and utility meter verification

Power Broker Practices:

Richards Energy Group, Inc. will recommend the acceptance of offers from Energy Suppliers to customers. We will NOT contract with customers directly, take title to power, or collect supply costs directly from customers.

Richards Energy Group, Inc. will verify that any offer that it recommends has been executed correctly, and will work directly with clients and Energy Suppliers to resolve billing or contract issues that may arise.

Marketing Practices:

Richards Energy Group, Inc. intends to use its own internal resources/employees for marketing. Marketing will primarily be through existing customer referrals. Richards Energy will NOT be implementing door to door sales activities.

Richards Energy Group, Inc. will conduct a quarterly review of marketing activities to ensure all marketing is performed in an ethical manner for employees. This includes, but will not be limited to:

- Not engaging in misleading or deceptive conduct
- Making false or misleading statements regarding rates and savings offered by suppliers
- Providing accurate and timely information about services and products being offered
- Ensuring that products being offered by a supplier contain information, verbally or written, in plain language designed to be understood by the customer.

Number of Employees:

Richards Energy Group, Inc. maintains a staff of 14, including energy professionals holding a variety of certifications (PE, CEM, CEP, CEA, BEP, CSDM, etc.)

Richards Energy Group, Inc.

Exhibit B-2: Summary of Experience and Applicable Resumes

Organization and Management:

Below is a narrative description of the staffing structure of Richards Energy Group, Inc. Resumes for key employees are included

Personnel	Major Responsibilities
CEO Frank J. Richards, BS Electrical Engineering PE, CEP	<ul style="list-style-type: none">• Owner & Chief Executive• Management Leadership• Engineering oversight
President Peter Richards, BS Mechanical Engineering EIT, CEM, CEA, BEP, CSDP	<ul style="list-style-type: none">• Owner & President• Leadership Team Oversight• Chief Technology Officer• Chief Visionary Officer• Lighting Division – Development & Oversight• Demand Response- Development & Oversight• Customer Service Escalations• Key Account Management
Vice President, Operations & COO Tara Quigley, BS Mechanical Engineering EIT, CEP	<ul style="list-style-type: none">• Leadership Team• Operational Oversight• Business Development• Customer Service Escalations
Vice President, Key Accounts Mike Frey, BS Economics & Finance CEP	<ul style="list-style-type: none">• Leadership Team• Electricity Procurement Division – Development & Oversight• Electric Supplier Relations• Business Development• Key Account Management
Procurement & Office Mgr. Stephanie Baylor	<ul style="list-style-type: none">• Electricity Procurement Division – Contract Execution & Oversight• Administrative Oversight• Bookkeeping & HR• Office Management
Senior Lighting Coordinator Andrew Fritz, BA Economics LC	<ul style="list-style-type: none">• Lighting Division – Project Analysis, Execution & Management• Lighting Vendor Relations• New Lighting Technologies• Account Management

Senior Analyst, Electricity and NG Procurement Julia Smith, MS Biology CEP	<ul style="list-style-type: none"> • Electricity and NG Procurement Division – Contract Execution & Analysis • Account Management • Onsite Generation Analyst (including solar and renewables and impact on supply contracts) • Regulatory Analysis
Senior Analyst, Electricity and Fuels Procurement Steve Hornung, AAS, Computer Networking Technologies BEPIT	<ul style="list-style-type: none"> • Electricity and NG Procurement Division – Contract Execution & Analysis • Account Management • Utility Tariff Analysis
Energy Consultant, Electricity and NG Procurement Brodie Williams, BS Business Administration PJM CGSO	<ul style="list-style-type: none"> • Electricity and NG Procurement Division – Contract Execution & Analysis • Account Management • Lighting Division – Project Analysis, Execution & Management
Energy Engineer, Consultant Joe Clark, BS Energy Engineering EMIT, LEED GA	<ul style="list-style-type: none"> • Electricity and NG Procurement Division – Contract Execution & Analysis • Account Management • Energy Auditing • Sales Tax Exemption Consulting • Energy Consulting and Modeling
Electrical Engineer & Technical Support Tyler Skalski, BS Electrical Engineering	<ul style="list-style-type: none"> • Procurement Division – Technical Support • Contract Administrator • Energy Bill Auditing • Collect and Analyze Utility & Supplier Data
Consulting & Fuels Don Hornung, BA Biology CEM, CEP, CEA	<ul style="list-style-type: none"> • General Utility Consulting • Sales Tax Exemption Specialist • Energy Audits • Environmental Regulatory
Contract Administrator Nick Landis	<ul style="list-style-type: none"> • Electricity Procurement Division – Administrative Support • Contract Administrator • Energy Bill Auditing • Collect and Analyze Utility & Supplier Data

Richards Energy Group, Inc.

Exhibit B-2: Summary of Experience and Applicable Resumes

Attorney Sarah Lamperski	<ul style="list-style-type: none"> • In House Council
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Richards Energy Group, Inc Key Personnel and Applicable Resumes:

Frank Richards, CEO
781 South Chiques Road
Manheim, PA 17545
717-898-6330

Peter Richards, President
781 South Chiques Road
Manheim, PA 17545
717-898-6330

Tara Nordby, COO/Vice President, Operations
781 South Chiques Road
Manheim, PA 17545
717-898-6330

Mike Frey, Vice President, Key Accounts
781 South Chiques Road
Manheim, PA 17545
717-898-6330

Frank J. Richards, PE, CEP
CEO

Experience:

2014 - Present	Richards Energy Group - CEO
1995 - 2014	Richards Energy Group - President
1970 – 1995	PA Power & Light Co. (PPL) Engineer, Project Engineer, Sr. Power Engineer
1968 – 1970	Eastman Kodak Co. Quality Control Engineer

For the past 25+ years, Frank's customers have included some of the largest industrial and commercial firms in central-eastern Pennsylvania. His services to these customers have ranged from walk-through energy audits to in-depth process studies of alternative technologies, including analysis of capital, operating and maintenance costs. For the previous 16 years, he developed technical and analytical skills in the areas of electrical distribution, transmission, network analysis, voltage profiling, contingency analysis, 2 to 5 year planning studies and quality control testing and evaluation.

Qualifications/Licenses:

BS Electrical Engineering, Lehigh University, 1968
Registered Professional Engineer in PA (since 1974) and Hawaii (since 1997)
Certified Energy Procurement Professional (CEP)
Licensed Electricity Supplier, PA (since 1999)
Licensed Electricity Supplier, MD (since 2005)

Active Professional Associations:

Institute of Electrical and Electronics Engineers (IEEE)
National Society of Professional Engineers (NSPE)
PA Society of Professional Engineers (PSPE)
Association of Energy Engineers (AEE)
Association for Facilities Engineers (AFE)
Association of Builders and Contractors (ABC)

Recognition:

Frank's "win-win" approach to marketing and service to customers has resulted in national, regional and corporate recognition. He has presented several papers on energy issues at the World Energy Engineering Congress in Atlanta, Austin and Washington DC, the Competitive Energy Congress in Boston and West Coast Energy Management Congress in Anaheim, all sponsored by the Association of Energy Engineers; the Industrial Energy Technology Conference in Houston sponsored by Texas A&M University; and the National Facility Management & Technology conference in Baltimore, MD. Over the years, kudos have included a national second-place award from the Edison Electric Institute Marketing Achievement Competition, state-wide first-place and honorable-mention awards from the Pennsylvania Electric Association Industrial and Commercial Competition, and company-wide first-place award from the Pennsylvania Power

& Light Marketing Recognition Competition. Frank has coordinated and taught several 10 week, Power Distribution Courses, both while working at PPL and REG, has chaired several sessions of the World Energy Engineering Congress (WEEC), and has served several years on the planning board for the WEEC

Peter F. Richards, CEM, CEA, CDSM, BEP, CSDP, EIT
President

Experience:

2014-Present	Richards Energy Group - President
2012-2014	Richards Energy Group – Vice President, Chief Technical Officer, Chief Visionary Officer
2003-2012	Richards Energy Group – Energy Engineer, Senior Energy Engineer
1995-2003	Richards Energy Group – Part Time Technical Assistant
2001-2003	RV Industries, Honey Brook, PA – Engineering Designer
1997-2001	Harley Davidson Motor Company – Engineering Co-op

Throughout his time at Richards Energy, he's had an opportunity to work with and solve problems for every customer sector in each division. Peter's passion for technology and efficiency that is evident from his work in developing metering solutions and launching the lighting retrofit division at Richards Energy in his earlier years. Throughout his time at Richards Energy, he's had an opportunity to work with and solve problems for every customer sector in each division. Since taking over the presidential role, he's focused the team on saving businesses time, money, and energy while providing excellent levels of customer service.

Qualifications/Licenses:

- BS Mechanical Engineering, York College, 2001
- Engineer in Training (EIT)
- Certified Energy Management Professional (CEM)
- Certified Energy Auditor (CEA)
- Certified Demand Side Manager (CDSM)
- Business Energy Professional (BEP)
- Certified Sustainable Development Professional (CSDP)

Active Professional Associations:

- Association of Energy Engineers (AEE)
- Association for Facilities Engineers (AFE)

Recognition:

Peter has become credentialed with numerous certifications from the Association of Energy Engineers. He has passed the Engineer in Training exam in preparation for the Professional Engineer license. Peter has published papers and made energy-related presentations on interval data analysis, near-real time metering, predicting energy peaks, and efficient lighting systems at local and international conferences hosted by AFE and AEE.

Tara Nordby, CEP, EIT

Vice President, Operations and COO

Employment History:

2014 – Present	Richards Energy Group - Vice President, Operations and COO
2011 – 2014	Richards Energy Group – General Manager
2008-2011	AllscriptsMisys, Raleigh, NC – Project Manager
2002-2007	Genesis Systems, Inc, Lewistown, PA – Director of Project Management
2000-2002	FCI Electronics, Etters, PA – Product Engineer

As COO & VP Operations, Tara's primary role is to promote and maintain the company's mission. In cooperation with the company President and the Core Leadership Team, Tara is charged with the task of achieving operational objectives by contributing information and recommendations to strategic plans and reviews; preparing and completing action plans; implementing processes to improve efficiencies, quality, and customer-service standards; and resolving problems. She currently oversees daily operations of the corporation's divisions, including Procurement, Energy Consulting, and Lighting.

Industry Experience:

- Electricity Procurement
- Contract Negotiation
- Supplier Relations
- Partner Relations
- Risk Management
- Project Management
- Account Management
- Customer Service
- Purchasing/RFP Management
- Market Analysis

Qualifications/Licenses:

- BSME, York College of Pennsylvania, 2000
- Certified Energy Procurement Professional (CEP)

Active Professional Associations:

- Association of Energy Engineers (AEE)
- National Society of Professional Engineers (NSPE)
- PA Society of Professional Engineers (PSPE)

Michael A. Frey, CEP
Vice President, Key Accounts

Employment History:

2001: Capital Financial Planning - Financial Planning/Asset Management
2002 – 2012: Richards Energy Group - Procurement Manager
2012 – 2014: Richards Energy Group – Director, Key Accounts & Business Development
2014 – Present: Richards Energy Group – Vice President, Key Accounts

Mike joined Richards Energy in 2002. With +15 years of professional experience, Mike has developed strong technical expertise in a wide array of energy matters. During his time at Richards Energy, Mike has grown to take on increasing responsibilities and has advanced positions to the current role of Vice President. Mike's expertise lies in market knowledge and energy procurement in the industrial/commercial sector. Mike is customer-focused and enjoys assisting clients with developing sound energy strategy and implementation. Mike has advised clients throughout the mid-Atlantic region, including PA, MD, DE, NJ, and OH. Mike provides professional energy counsel across multiple industry sectors including manufacturing, healthcare, government, education, non-profit organizations, and beyond.

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Natural Gas Procurement
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Cogen/CHP Analysis
Solar Analysis
Renewable Energy
Utility Consulting
Bill Auditing
Contract Negotiation
Risk Management
Project Management
Account Management
Customer Service
Purchasing/RFP Management
Market Analysis

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BS Economics & Finance, York College of Pennsylvania, 2001
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Recognition:

Mike has maintained professional credentials and licenses for +10 years. He is registered as a Certified Energy Procurement Professional (CEP) through the Association of Energy Engineers (AEE) since 2005. He routinely applies energy knowledge and industry experience to assist energy consumers with implementation of cost-management initiatives. Mike has given several energy-related presentations on topics ranging from the procurement process and market analysis to utility bill auditing and electric deregulation.

This foregoing document was electronically filed with the Public Utilities

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Case No(s). 21-0940-GA-AGG

Summary: Application Richards Energy Group, Inc. (OH) - State of Ohio - Natural Gas Broker License electronically filed by Mr. Greg Scheffler on behalf of Richards Energy Group, Inc.