

Original AGG Case Number	Version
11-4713-EL-AGG	May 2016

## RENEWAL APPLICATION FOR AGGREGATORS/POWER BROKERS

Please type or print all required information. Identify all attachments with an exhibit label and title (Example: Exhibit A-13 - Company History). All attachments should bear the legal name of the Applicant. Applicants should file completed applications and all related correspondence with the Public Utilities Commission of Ohio, Docketing Division, 13<sup>th</sup> Floor, 180 East Broad Street, Columbus, Ohio 43215-3793.

**This PDF form is designed so that you may directly input information onto the form. You may also download the form by saving it to your local disk.**

### A. RENEWAL INFORMATION

#### A-1 Applicant intends to be certified as: (check all that apply)

☐ Power Broker ☒ Aggregator

#### A-2 Applicant's legal name, address, telephone number, PUCO certificate number, and web site address

Legal Name Ohio Healthcare Purchasing, Inc., d/b/a OHA Solutions, Inc.  
Address 155 East Broad Street, Suite 301, Columbus, Ohio 43215  
PUCO Certificate # and Date Certified 11-390E (4) November 8, 2017  
Telephone No. (614) 221-7614 Web site address (if any) <http://ohiohospitals.org>

#### A-3 List name, address, telephone number and web site address under which Applicant will do business in Ohio:

Legal Name Ohio Healthcare Purchasing, Inc., d/b/a OHA Solutions, Inc.  
Address 155 East Broad Street, Suite 301, Columbus, Ohio 43215  
PUCO Certificate # and Date Certified 11-390E (4) November 8, 2021  
Telephone No. (614) 221-7614 Web site address (if any) <http://ohiohospitals.org>

#### A-4 List all names under which the applicant does business in North America:

The Ohio Hospital Association  
Ohio Healthcare Purchasing, Inc., d/b/a OHA Solutions, Inc.

#### A-5 Contact person for regulatory or emergency matters:

Name Sean McGlone  
Title Senior Vice President and General Counsel  
Business Address 155 East Broad Street, Suite 301, Columbus, Ohio 43215  
Telephone # (614) 384-9145 Fax # (614) 221-4771  
Email Address (if any) [sean.mcglone@ohiohospitals.org](mailto:sean.mcglone@ohiohospitals.org)

**AND**

Name	Devin D. Parram	
Title	Outside Legal Counsel	
Business Address	100 South Third Street, Columbus, Ohio 43215	
Telephone #	(614) 227-8813	Fax # (614) 227-2390
Email Address (if any)	dparram@bricker.com	

**A-6 Contact person for Commission Staff use in investigating customer complaints:**

Name	Sean McGlone	
Title	Senior Vice President and General Counsel	
Business Address	155 East Broad Street, Suite 301, Columbus, Ohio 43215	
Telephone #	(614) 384-9145	Fax # (614) 221-4771
Email Address (if any)	<a href="mailto:sean.mcglone@ohiohospitals.org">sean.mcglone@ohiohospitals.org</a>	

**AND**

Name	Devin D. Parram	
Title	Outside Legal Counsel	
Business Address	100 South Third Street, Columbus, Ohio 43215	
Telephone #	(614) 227-8813	Fax # (614) 227-2390
Email Address (if any)	dparram@bricker.com	

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

Customer service address	155 East Broad Street, Suite 301, Columbus, Ohio 43215	
<b>Toll-Free Telephone #</b>	800-837-7614	Fax # (614) 221-4771
Email Address (if any)	<a href="http://ohiohospitals.org">http://ohiohospitals.org</a>	

**A-8 Applicant's federal employer identification number # 20-0414070**

**A-9 Applicant's form of ownership: (Check one)**

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

**A-10 Exhibit A-10 "Principal Officers, Directors & Partners" provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.**

**B. APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE**

**PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED**

**B-1 Exhibit B-1 "Jurisdictions of Operation," provide a list of all jurisdictions in which the applicant or any affiliated interest of the applicant is, at the date of filing the application, certified, licensed, registered, or otherwise authorized to provide retail or wholesale electric services including aggregation services.**

**B-2 Exhibit B-2 "Experience & Plans," provide a description of the applicant's experience and 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 Section 4928.10 of the Revised Code.**

**B-3** **Exhibit B-3 "Disclosure of Liabilities and Investigations,"** provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational status or ability to provide the services it is seeking to be certified to provide.

**B-4** Disclose whether the applicant, predecessor of the applicant, or any principal officer of the applicant has been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years.

☒ No ☐ Yes

If yes, provide a separate attachment labeled as **Exhibit B-4 "Disclosure of Consumer Protection Violations"** detailing such violation(s) and providing all relevant documents.

**B-5** Disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail or wholesale electric service denied, curtailed, suspended, revoked, or cancelled within the past two years.

☒ No ☐ Yes

If yes, provide a separate attachment labeled as **Exhibit B-5 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation"** detailing such action(s) and providing all relevant documents.

## **C. APPLICANT FINANCIAL CAPABILITY AND EXPERIENCE**

**PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED**

**C-1** **Exhibit C-1 "Annual Reports,"** provide the two most recent Annual Reports to Shareholders. If applicant does not have annual reports, the applicant should provide similar information in Exhibit C-1 or indicate that Exhibit C-1 is not applicable and why.

**C-2** **Exhibit C-2 "SEC Filings,"** provide the most recent 10-K/8-K Filings with the SEC. If applicant does not have such filings, it may submit those of its parent company. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 that the applicant is not required to file with the SEC and why.

**C-3 Exhibit C-3 "Financial Statements,"** provide copies of the applicant's two most recent years of audited financial statements (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, it shall file audited or officer certified financial statements covering the life of the business.

**C-4 Exhibit C-4 "Financial Arrangements,"** provide copies of the applicant's financial arrangements to conduct CRES as a business activity (e.g., guarantees, bank commitments, contractual arrangements, credit agreements, etc.).

Renewal applicants can fulfill the requirements of Exhibit C-4 by providing a current statement from an Ohio local distribution utility (LDU) that shows that the applicant meets the LDU's collateral requirements.

First time applicants or applicants whose certificate has expired as well as renewal applicants can meet the requirement by one of the following methods:

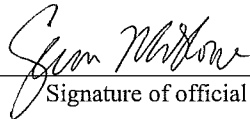
1. The applicant itself stating that it is investment grade rated by Moody's, Standard & Poor's or Fitch and provide evidence of rating from the rating agencies.
2. Have a parent company or third party that is investment grade rated by Moody's, Standard & Poor's or Fitch guarantee the financial obligations of the applicant to the LDU(s).
3. Have a parent company or third party that 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 guarantor company's financials must be included in the application if the applicant is relying on this option.
4. Posting a Letter of Credit with the LDU(s) as the beneficiary.

If the applicant is not taking title to the electricity or natural gas, enter "N/A" in Exhibit C-4. An N/A response is only applicable for applicants seeking to be certified as an aggregator or broker.

- C-5 **Exhibit C-5 "Forecasted Financial Statements,"** provide two years of forecasted income statements for the applicant's **ELECTRIC related business activities in the state of Ohio Only**, along with a list of assumptions, and the name, address, e-mail address, and telephone number of the preparer. The forecasts should be in an annualized format for the two years succeeding the Application year
- C-6 **Exhibit C-6 "Credit Rating,"** provide a statement disclosing the applicant's credit rating as reported by two of the following organizations: Duff & Phelps, Fitch IBCA, Moody's Investors Service, Standard & Poor's, or a similar organization. In instances where an applicant does not have its own credit ratings, it may substitute the credit ratings of a parent or an affiliate organization, provided the applicant submits 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 "N/A" in Exhibit C-6.
- C-7 **Exhibit C-7 "Credit Report,"** provide a copy of the applicant's credit report from Experian, Dun and Bradstreet or a similar organization. An applicant that provides an investment grade credit rating for Exhibit C-6 may enter "N/A" for Exhibit C-7.
- C-8 **Exhibit C-8 "Bankruptcy Information,"** provide a list and description of any reorganizations, protection from creditors or any other form of bankruptcy filings made by the applicant, a parent or affiliate organization that guarantees the obligations of the applicant or any officer of the applicant in the current year or within the two most recent years preceding the application.
- C-9 **Exhibit C-9 "Merger Information,"** provide a statement describing any dissolution or merger or acquisition of the applicant within the five most recent years preceding the application.
- C-10 **Exhibit C-10 "Corporate Structure,"** provide a description of the applicant's corporate structure, not an internal organizational chart, including a graphical depiction of such structure, and 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 applicant may respond by stating that they are a stand-alone entity with no affiliate or subsidiary companies.

  
Michael Abrams, President

Sworn and subscribed before me this 23 day of September, 2021  
Year

  
Signature of official administering oath

Sean McGlone  
Print Name and Title

My commission expires on N/A



SEAN MCGLONE  
Attorney at Law  
Notary Public, State of Ohio  
My Commission has no expiration  
Section 147.03 R.C.

**AFFIDAVIT**

State of Ohio : Columbus ss.  
(Town)

County of Franklin :

Michael Abrams \_\_\_\_\_, Affiant, being duly sworn/affirmed according to law, deposes and says that:

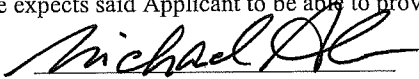
He/She is the \_\_\_\_\_ President \_\_\_\_\_ (Office of Affiant) of Ohio Healthcare Purchasing, Inc., d/b/a OHA Solutions, Inc. (Name of Applicant);

That he/she is authorized to and does make this affidavit for said Applicant,

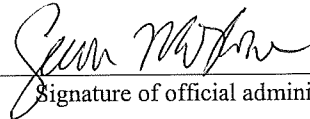
1. The Applicant herein, attests under penalty of false statement that all statements made in the application for certification are true and complete and that it will amend its application while the application is pending if any substantial changes occur regarding the information provided in the application.
2. The Applicant herein, attests it will timely file an annual report with the Public Utilities Commission of Ohio of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Division (A) of Section 4905.10, Division (A) of Section 4911.18, and Division (F) of Section 4928.06 of the Revised Code.
3. The Applicant herein, attests that it will timely pay any assessments made pursuant to Sections 4905.10, 4911.18, or Division F of Section 4928.06 of the Revised Code.
4. The Applicant herein, attests that it will comply with all Public Utilities Commission of Ohio rules or orders as adopted pursuant to Chapter 4928 of the Revised Code.
5. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, and its Staff on any utility matter including the investigation of any consumer complaint regarding any service offered or provided by the Applicant.
6. The Applicant herein, attests that it will fully comply with Section 4928.09 of the Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
7. The Applicant herein, attests that it will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
8. The Applicant herein, attests that it will use its best efforts to verify that any entity with whom it has a contractual relationship to purchase power is in compliance with all applicable licensing requirements of the Federal Energy Regulatory Commission and the Public Utilities Commission of Ohio.
9. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, the electric distribution companies, the regional transmission entities, and other electric suppliers in the event of an emergency condition that may jeopardize the safety and reliability of the electric service in accordance with the emergency plans and other procedures as may be determined appropriate by the Commission.
10. If applicable to the service(s) the Applicant will provide, the Applicant herein, attests that it will adhere to the reliability standards of (1) the North American Electric Reliability Council (NERC), (2) the appropriate regional reliability council(s), and (3) the Public Utilities Commission of Ohio. (Only applicable if pertains to the services the Applicant is offering).

11. The Applicant herein, attests that it will inform the Commission 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 customer complaints.

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

  
Michael Abrams, President

Sworn and subscribed before me this 23 day of September, 2021  
Year

 Sean McGlone  
Signature of official administering oath      Print Name and Title

My commission expires on N/A



SEAN McGLONE  
Attorney at Law  
Notary Public, State of Ohio  
My Commission has no expiration  
Section 147.03 R.C.

**EXHIBIT A-10**  
**Ohio Healthcare Purchasing, Inc., d/b/a OHA Solutions, Inc.**

***Principal Officers, Directors & Partners***

The current Ohio Healthcare Purchasing, Inc., d/b/a OHA Solutions, Inc.  
Directors and/or Officers are:

Michael Abrams, President & Chair

Dan Paoletti, Vice Chair

Mary Gallagher, Secretary

Erin Biles, Chief Financial Officer and Treasurer

Address:

155 East Broad Street, Suite 301

Columbus, OH 43215

Telephone: (614) 221-7614



## **B. APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE**

### **Ohio Healthcare Purchasing, Inc., d/b/a OHA Solutions, Inc.**

#### **Exhibit B-1 “Jurisdictions of Operation”**

OHA Solutions is not currently certified, licensed, registered or otherwise authorized to provide retail or wholesale electric services in any other jurisdictions.

#### **Exhibit B-2 “Experience & Plans”**

The Ohio Hospital Association (“OHA”) has extensive experience in the area of managing and marketing group purchasing programs and services on behalf of its members. The OHA operates an unemployment compensation program for 182 hospitals and healthcare organizations. It also conducts a group rated worker’s compensation program for 35 member hospitals, resulting in savings for individual hospitals in the thousands of dollars every year while also providing education and cost control services. In 1999, OHA formed a wholly owned for-profit corporation, Ohio Healthcare Purchasing, Inc. d/b/a OHA Solutions, for the purpose of achieving purchasing efficiencies for OHA members. OHA Solutions’ Staffing Program contracts with over 80 temporary staffing agencies from across the nation to help over 100 participating OHA member facilities fill both per diem shift and long-term staff vacancies with local and travel nurses, allied healthcare professionals and non-clinical support staff such as clerical, environmental and food service workers, coders and IT professionals.

Responding to inquiries and complaints is dependent on the nature of the inquiry. All types of calls will be accepted by the OHA on behalf of OHA Solutions. The general contact information for member communications is: phone: (614) 221-7614; e-mail <http://ohiohospitals.org>. In addition, Nolan Rutschilling, Energy Program Director, will be the primary contact for responding to customer inquiries and complaints relating to OHA Solutions’ energy aggregation activities. Calls concerning billing, technical issues, or electric service will be directed to the relevant competitive retail electric service provider or electric distribution utility.

#### **Exhibit B-3 “Disclosure of Liabilities and Investigations”**

OHA Solutions has no existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact the applicant’s financial or operational status or ability to provide service it is seeking to be certified to provide.

**C. APPLICANT FINANCIAL CAPABILITY AND EXPERIENCE**

**Ohio Healthcare Purchasing, Inc., d/b/a OHA Solutions, Inc.**

**Exhibit C-1 “Annual Reports”**

OHA Solutions is a privately-held company and is not required to prepare annual reports.

**Exhibit C-2 “SEC Filings”**

OHA Solutions is a wholly owned subsidiary of the OHA. Neither the OHA nor OHA Solutions are publicly owned, and therefore are not required to make filings with the Securities and Exchange Commission.

**Exhibit C-3 “Financial Statements”**

A copy of 2020 audited Consolidated Financial Statements has been filed under seal.

**Exhibit C-4 “Financial Arrangements”**

Not applicable as OHA Solutions is operating only as an aggregator and will not take title to power.

**Exhibit C-5 “Forecasted Financial Statements”**

A copy of OHA Solutions’ forecasted financials (electric only) for 2022 and 2023 has been filed under seal.

**Exhibit C-6 “Credit Rating”**

Not applicable because OHA Solutions is not separately rated by one of the rating services.

**Exhibit C-7 “Credit Report”**

A Dun & Bradstreet Information Report for the OHA (the parent company of OHA Solutions) is attached.

### **Exhibit C-8 “Bankruptcy Information”**

No reorganization, protection from creditors or any other form of bankruptcy has ever been filed by the OHA or the OHA Solutions.

### **Exhibit C-9 “Merger Information”**

Neither the OHA nor the OHA Solutions have been involved in any mergers, dissolutions or acquisitions in the past five years.

### **Exhibit C-10 “Corporate Structure”**

OHA Solutions is an Ohio corporation, and a wholly owned subsidiary of The Ohio Hospital Association (“OHA”). The parent company, OHA, was established in 1915 and is a membership organization for Ohio hospitals and health systems.

The organizational chart of OHA and its subsidiaries is attached.

**OHIO HOSPITAL ASSOCIATION,  
OHIO HOSPITAL GROUP RATED WORKERS'  
COMPENSATION PROGRAM, INC., AND  
OHIO HEALTHCARE PURCHASING, INC.**

**COMBINED FINANCIAL STATEMENTS**

December 31, 2020 and 2019

Filed under seal.

**2021 AND 2022 PROJECTED FINANCIALS**

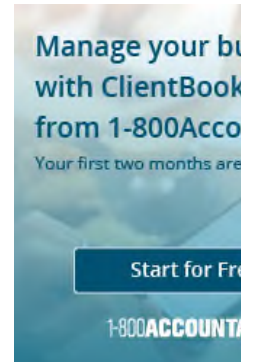
Filed under seal.

**CREDIT REPORT**

Update your information with D-U-N-S® Manager

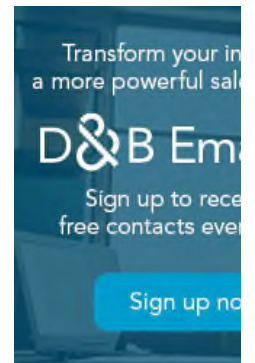
Report as of: 09-21-2021

Partner offer



Manage your business with ClientBooks from 1-800Accounting. Your first two months are free. Start for Free. 1-800ACCOUNTING

Dun &amp; Bradstreet offer



Transform your information into a more powerful sales tool. D&B Email alert. Sign up to receive free contacts every month. Sign up now

## Ohio Hospital Association

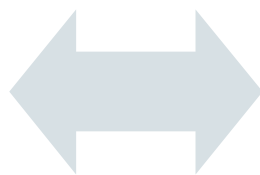
ACTIVE

SINGLE LOCATION

Address: 155 E Broad St Ste 301, Columbus, OH, 43215, United States

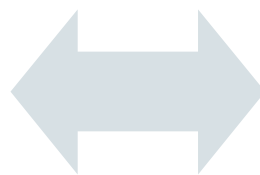
### SCORES AND RATINGS

PAYDEX® Score ⓘ



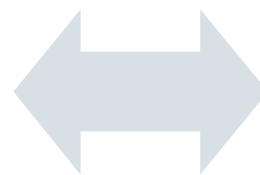
NO  
CHANGE

SINCE 2020-06-15

Delinquency Predictor  
Percentile ⓘ

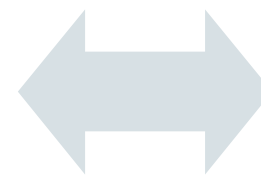
NO  
CHANGE

SINCE 2020-06-15

Financial Stress  
Percentile ⓘ

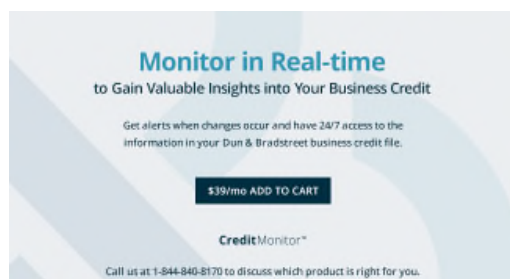
NO  
CHANGE

SINCE 2020-06-15

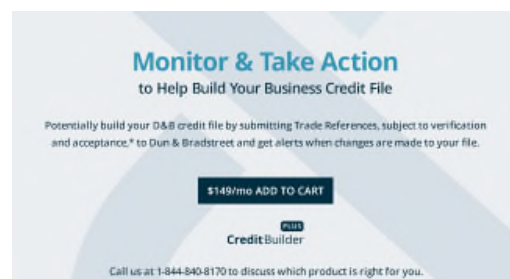
Supplier Evaluation Risk  
Rating ⓘ

NO  
CHANGE

SINCE 2020-06-15



Monitor in Real-time to Gain Valuable Insights into Your Business Credit. Get alerts when changes occur and have 24/7 access to the information in your Dun & Bradstreet business credit file. \$39/mo ADD TO CART. CreditMonitor™. Call us at 1-844-840-8170 to discuss which product is right for you.



Monitor & Take Action to Help Build Your Business Credit File. Potentially build your D&B credit file by submitting Trade References, subject to verification and acceptance,\* to Dun & Bradstreet and get alerts when changes are made to your file. \$149/mo ADD TO CART. CreditBuilder. Call us at 1-844-840-8170 to discuss which product is right for you.

### COMPANY PROFILE ⓘ



D-U-N-S

07-163-9827

Mailing Address

United States

Annual Sales

US\$ 17,087,376

Business Form

Corporation

Telephone

(614) 221-7614

Employees ⓘ

62

Date Incorporated

April 27, 1935

Website

www.ohiohospitals.org

Age (Year Started)

86 (1935)

<b>State of Incorporation</b> OH	<b>Named Principal</b> JAMES R CASTLE, President
<b>Ownership</b> Not publicly traded	<b>Line of Business</b> Business association

LEGAL EVENTS ⓘ

Events ▼	Open Count ▼	Last Filed ▼
Bankruptcies	0	-
Judgments	0	-
Liens	1	12-18-2009
Suits	0	04-02-2015
UCC	2	06-26-2013

TRADE PAYMENTS ⓘ

Highest Past Due

US\$ 0

Highest Now Owing

US\$ 2,500

Total Trade Experiences

20

Largest High Credit

US\$ 15,000

Average High Credit

US\$ 2,103

OWNERSHIP ⓘ

This company is a **Single Location**.

Total Members in Family Tree - 0

Subsidiaries

Branches

-

-

FINANCIAL OVERVIEW ⓘ

Source: D&B

Key Business Ratios ▼	Ratio for the Business ▼
Fixed Assets/Net Worth (%):	5.20
Current Liabilities Over Net Worth:	31.40
Quick Ratio:	0.70
Current Ratio:	0.80
Collection Period:	184.70
Assets Over Sales:	330.80
Total Liabilities Over Net Worth:	31.40
Profit Margin:	27.20



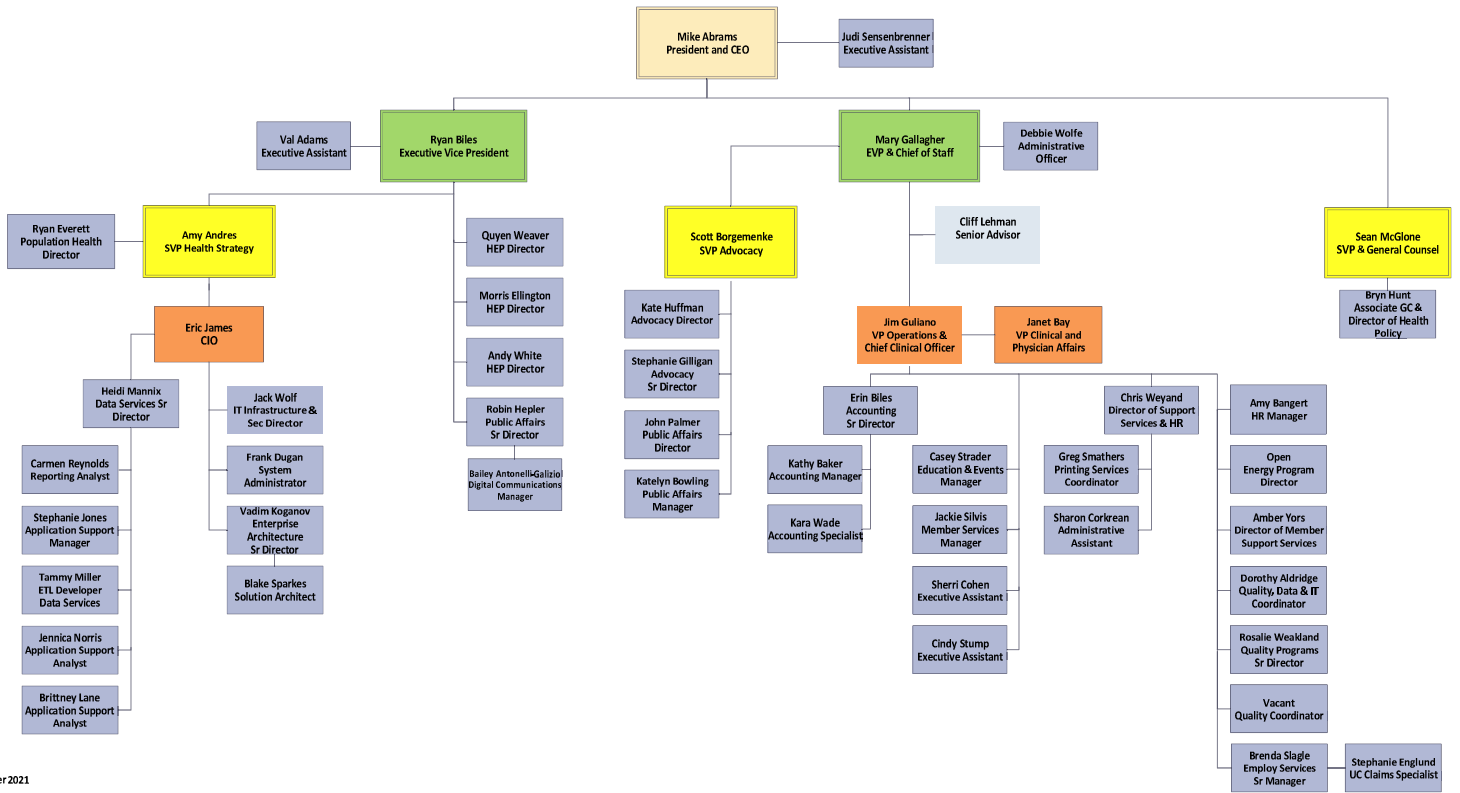
Key Business Ratios ▼	Ratio for the Business ▼
Return On Assets:	8.20
Accounts Payable To Sales:	25.90
Return On Sales:	27.20
Total Liabilities To Gross Profit:	0.79

INQUIRIES ⓘ	
12 Month Summary	
Total number of Inquiries <b>32 ⓘ</b>	Unique Customers <b>12</b>

\*Trade References will be added subject to Dun & Bradstreet verification and acceptance. Dun & Bradstreet cannot guarantee that trade references will be accepted or that accepted trade references will impact your business credit file. Please see <https://www.dandb.com/glossary/trade-references/> for eligibility, process and other information regarding Trade References.



**ORGANIZATIONAL CHART OF OHIO HOSPITAL ASSOCIATION  
AND ITS SUBSIDIARIES**



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

**Commission of Ohio Docketing Information System on**

**9/28/2021 10:51:36 AM**

**in**

**Case No(s). 11-4713-EL-AGG**

Summary: Text Ohio Healthcare Purchasing, Inc., d/b/a OHA Solutions, Inc. as an Aggregator electronically filed by Teresa Orahoud on behalf of Devin D. Parram