

DIS Case Number: 11-5227-EL-CRS

## Section A: Application Information

#### A-1. Provider type:

Power Broker	Aggregator	Retail Generation	
		Provider	Marketer

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

**Legal Name:** Sustainable Star LLC **Country:** United States

Phone: 7032728641 Extension (if Street: 3060 MITCHELLVILLE RD SUITE 216

applicable):

Website (if any): City: BOWIE Province/State:

Postal Code: 20716

#### 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
SUSTAINABLE STAR LLC	Official Name	3060 MITCHELLVILLE RD, SUITE 260 BOWIE, MD 20716	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	Туре	Address	Active?	Proof
SUSTAINABLE STAR LLC	Official Name	3060 MITCHELLVILLE RD, SUITE 260 BOWIE, MD 20716	Yes	File

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



ERIC AKUNDA
3060 MITCHELLVILLE RD SUITE 216
BOWIE, MD 20716
US
eric@sustainablestar.com
7032728641

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

ERIC AKUNDA
3060 MITCHELLVILLE RD SUITE 216
BOWIE, MD 20716
US
eric@sustainablestar.com
7032728641

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

Phone: 866-674- Extension (if Country: United States

6232 applicable):

Fax: Extension (if applicable): Street: 3060 MITCHELLVILLE RD, SUITE 260 Email: info@sustainablestar.com City: BOWIE Province/State: MD

Postal Code: 20716

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

27-2864394

#### 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

AEP Ohio DP&L



**Duke Energy Ohio** 

FirstEnergy - Cleveland Electric Illuminating

FirstEnergy - Ohio Edison

FirstEnergy - Toledo Edison

#### Class of customer selection

Commercial Industrial

#### A-11. Start date

Indicate the approximate start date the applicant began/will begin offering services: 10-20-2011

#### 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
ERIC AKUNDA	eric@sustainablestar.com	CEO	3060 MITCHELLVILLE RD SUITE 216 BOWIE, MD 20716 US

#### A-13. Company history

Sustainable Star LLC is a Maryland registered company with operations across the United States. It has been in business since 2011.

The company supplies services of natural gas and electricity. A separate unit provides solar electric services. The company is small and does not have affiliates or separate operating units. Energy services are provided through collaboration with Constellation Energy and a number of employees are devoted to that activity.

#### A-14. Secretary of State

Secretary of State Link:

## Section B: Applicant Managerial Capability and Experience

#### **B-1.** Jurisdiction of operations



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

File Attached

#### **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: See Application Exhibits attachment

#### 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: N/A - see Application exhibits attachment

#### **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

#### **B-6.** Environmental disclosures

Provide a detailed description of how the applicant intends to determine its generation resource mix and environmental characteristics, including air emissions and radioactive waste. Include the annual projection methodology and the proposed approach to compiling the quarterly actual environmental disclosure data. See 4901:1-21-09 of the Ohio Administrative Code for additional details of this requirement.

#### PJM disclosure option chosen

## 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.

Preferred to file this information confidentially

#### 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.

Preferred to file confidentially

#### C-4. Credit rating

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

This does not apply



#### C-5. Credit report

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

Preferred to file this information confidentially

#### C-6. Bankruptcy information

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

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

No

#### C-7. Merger information

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

#### C-9. Financial arrangements

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

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

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

- 1. The applicant itself states that it is investment grade rated by Moody's Investors Service, Standard & Poor's Financial Services, or Fitch Ratings and provides evidence of rating from the rating agencies. If you provided a credit rating in C-4, reference the credit rating in the statement.
- 2. The applicant's parent company is investment grade rated (by Moody's, Standard & DU(s), or Fitch) and guarantees the financial obligations of the applicant to the LDU(s). Provide a copy of the most recent credit opinion from Moody's, Standard & Poor's or Fitch.
- 3. The applicant's parent company is not investment grade rated by Moody's, Standard & Poor's or Fitch but has substantial financial wherewithal in the opinion of the Staff reviewer to guarantee the financial obligations of the applicant to the LDU(s). The parent company's financials and a copy of the parental guarantee must be included in the application if the applicant is relying on this option.
- 4. The applicant can provide evidence of posting a letter of credit with the LDU(s) listed as the beneficiary, in an amount sufficient to satisfy the collateral requirements of the LDU(s).

Preferred to file confidentially

## Section D: Applicant Technical Capacity

#### **D-1. Operations**

<u>Power Marketers/Generators:</u> Describe the operational nature of the applicant's business, specifying whether operations will include the generation of power for retail sales, the



scheduling of retail power for transmission and delivery, the provision of retail ancillary services, as well as other services used to arrange for the purchase and delivery of electricity to retail customers.

Operations Description: Sustainable Star is engaged in a number of operations activities required by its customers in supplying electricity. These include:

- 1. Marketing to large commercial and industrial customers
- 2. Contracting Supply
- 3. Scheduling
- 4. Delivery
- 5. Metering
- 6. Billing

#### 7. Customer issues resolution

#### 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, email addresses, and background of key personnel involved in the operations of the applicant's business.

Operations Expertise & Personnel Description: See chart in Applications exhibit.

#### D-3. FERC Power Marketer and License Number

Provide a statement disclosing the applicants FERC Power Marketer License Number (Power Marketers Only).

ER11-2354-000



# Application Attachments



## Competitive Retail Electric Service (CRES) **Provider Application**

Case Number: 11 \_ 5227 \_ -EL\_ CRS

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 1	Information		
A-1. Provider Type Select the com- certification. Pl	oe. petitive retail electric service (CR ease note you can select more th	ES) provider type(s) for which nan one.	n the applicant is seeking
Aggregator	Power Broker	Power Marketer	Retail Electric
$\checkmark$	$\checkmark$	$\checkmark$	Generation Provider
A-2. Applicant's	legal name and contact informa	tion.	
Provide the nar	me and contact information of th	e business entity.	
Legal Name:	SUSTAINABLE STAR, L	LC	
Street Address:	3060 MITCHELLVILLE R	D, SUITE 260	
City:	BOWIE	State: MD	Zip: 20716
Telephone:	703-272-8641	Website: www.sustair	nablestar.com
relephone.		Website: www.sustan	
A-3. Names and	contact information under which	h the applicant will do busine business entity will use for bu	ess in Ohio. usiness in Ohio. This does
A-3. Names and	contact information under which mes and contact information the an Ohio address and may be the	h the applicant will do busine business entity will use for bu same contact information giv	ess in Ohio. usiness in Ohio. This does
A-3. Names and	contact information under which mes and contact information the an Ohio address and may be the SUSTAINABLE STAR, L	h the applicant will do busine business entity will use for bu same contact information giv LC	ess in Ohio. usiness in Ohio. This does
A-3. Names and of Provide the name not have to be	contact information under which mes and contact information the an Ohio address and may be the	h the applicant will do busine business entity will use for bu same contact information giv LC	ess in Ohio. usiness in Ohio. This does
A-3. Names and of Provide the name not have to be	contact information under which mes and contact information the an Ohio address and may be the SUSTAINABLE STAR, L	h the applicant will do busine business entity will use for bu same contact information giv LC	ess in Ohio. usiness in Ohio. This does ven in A-2.
A-3. Names and of Provide the name not have to be Name: Street Address:	contact information under which mes and contact information the an Ohio address and may be the SUSTAINABLE STAR, L 3060 MITCHELLVILLE R	th the applicant will do busine business entity will use for business entity will be supplied to business entity will use for business entity will be a supplied to business entities and the business entities are also business entitles and the business entities are also business entities are also business entities and the business entities are also business entities and the business entities are also business entities are also business entities and the business entities are also business entities and the business entities are also business entities and the business entities are also business entities are al	ess in Ohio. usiness in Ohio. This does ven in A-2.  Zip: 20716
A-3. Names and of Provide the name not have to be Name: Street Address: City: Telephone:	contact information under which mes and contact information the an Ohio address and may be the SUSTAINABLE STAR, L. 3060 MITCHELLVILLE R	the applicant will do busines business entity will use for business entity will use for business contact information give. LC  D, SUITE 260  State: MD  Website: www.sustain	ess in Ohio. usiness in Ohio. This does ven in A-2.  Zip: 20716
A-3. Names and a Provide the name not have to be Name: Street Address: City: Telephone: A-4. Names under	contact information under which mes and contact information the an Ohio address and may be the SUSTAINABLE STAR, L. 3060 MITCHELLVILLE R. BOWIE  703-272-8641  er which the applicant does business names the applicant uses in	the applicant will do busines business entity will use for business entity will use for business contact information give. LC  D, SUITE 260  State: MD  Website: Www.sustain	ess in Ohio. usiness in Ohio. This does ven in A-2.  Zip: 20716 ablestar.com

A-5. Contact pers	on for regulatory matters.		
Name:	ERIC AKUNDA	CEO	
Street Address:	3060 MITCHELLVILLE RD,		
City:	BOWIE	State: MD	<sub>Zip:</sub> 20716
Telephone:	703-272-8641	Email: eric@sustainat	
A-6. Contact pers	on for PUCO Staff use in investigat	ting consumer complaints.	
Name:	ERIC AKUNDA	Title: CEO	
Street Address:	3060 MITCHELLVILLE RD,		
City:	BOWIE	State: MD	<sub>Zip:</sub> 20716
Telephone:	703-272-8641	Email: eric@sustainabl	
A-7. Applicant's a	nddress and toll-free number for cu	ustomer service and compla	ints.
Street Address:	3060 MITCHELLVILLE RD,	SUITE 260	
City:	BOWIE	State: MD	<sub>Zip:</sub> 20716
Toll-free Telephone:	866-674-6232	Email: info@sustainabl	estar.com
A-8. Applicant's f	ederal employer identification nu	mber.	
FEIN:	27-2864394		
A-9. Applicant's f	orm of ownership (select one).		
Sole Proprietor	rship Limited Liability Partnership (LLP)	Corporation	Partnership
Limited Liabil Company (LL	()ther		
Identify each se	rent or proposed service areas.  rvice area in which the applicant is ntify each customer class that the a	currently providing service of pplicant is currently serving	or intends to provide or intends to serve.
Service area selec	ction:		
AEP Ohio	DP&L	Duke Energy Ohio	FirstEnergy – Cleveland Electric Illuminating
$\checkmark$	$\checkmark$	$\checkmark$	<b>✓</b>

FirstEnergy – Ohio	FirstEnergy – Toledo		
Edison	Edison		
$\checkmark$	$\checkmark$		
Class of customer selection	on:		
Commercial	Industrial	Mercantile	Residential
$\checkmark$	$\checkmark$		
A-11. Start Date.			
Indicate the approximat	e start date the applicant beg	an/will begin offering serv	vices.
Date: 2011			
A-12. Principal officers, d	irectors 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.

## 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
	$\checkmark$

## 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
	$\checkmark$

#### B-6. Environmental disclosure.

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

Provide a detailed description of how the applicant intends to determine its generation resource mix and environmental characteristics, including air emissions and radioactive waste. Include the annual projection methodology and the proposed approach to compiling the quarterly actual environmental disclosure data. See 4901:1-21-09 of the Ohio Administrative Code for additional details of this requirement.

## 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 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.

#### C-3. Forecasted financial statements.

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

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

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

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

#### 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".

#### C-5. Credit report.

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

#### 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? 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:

 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.

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

<u>Power Marketers/Generators</u>: Describe the operational nature of the applicant's business, specifying whether operations will include the generation of power for retail sales, the scheduling of retail power for transmission and delivery, the provision of retail ancillary services, as well as other services used to arrange for the purchase and delivery of electricity to 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.

#### D-3. FERC power marketer authorization.

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

Provide the FERC docket granting the applicant power marketer authority.

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 CEO
Title

# **Competitive Retail Electric Service Affidavit**

County of FAIRFAX	:
State of VIRGINIA :	
ERIC AKUNDA, A	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.
- The applicant will timely file an annual report of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Sections 4905.10(A), 4911.18(A), and 4928.06(F), Ohio Revised Code.
- 3. The applicant will timely pay any assessment made pursuant to Sections 4905.10, 4911.18, and 4928.06(F), Ohio Revised Code.
- 4. The applicant will comply with all applicable rules and orders adopted by the Public Utilities Commission of Ohio pursuant to <u>Title 49</u>, Ohio Revised Code.
- The applicant will cooperate fully with the Public Utilities Commission of Ohio, and its Staff on any utility matter including the investigation of any consumer complaint regarding any service offered or provided by the applicant.
- 6. The applicant will fully comply with Section 4928.09, Ohio Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
- 7. The applicant will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
- 8. The applicant will use its best efforts to verify that any entity with whom it has a contractual relationship to purchase power is in compliance with all applicable licensing requirements of the Federal Energy Regulatory Commission and the Public Utilities Commission of Ohio.
- 9. The applicant will cooperate fully with the Public Utilities Commission of Ohio, the electric distribution companies, the regional transmission entities, and other electric suppliers in the event of an emergency condition that may jeopardize the safety and reliability of the electric service in accordance with the emergency plans and other procedures as may be determined appropriate by the Commission.
- 10. If applicable to the service(s) the applicant will provide, it will adhere to the reliability standards of (1) the North American Electric Reliability Council (NERC), (2) the appropriate regional reliability council(s), and (3) the Public Utilities Commission of Ohio.
- 11. The Applicant will inform the Public Utilities Commission of Ohio of any material change to the information supplied in the application within 30 days of such material change, including any change in contact person for regulatory purposes or contact person for Staff use in investigating consumer complaints.

- 12. The facts set forth above are true and accurate to the best of his/her knowledge, information, and belief and that he/she expects said applicant to be able to prove the same at any hearing hereof.
- 13. Affiant further sayeth naught.

Signature of Affiant & Title		
Sworn and subscribed before me this	day of October , 2021  Month Year  Lee / Nothing  Print Name and Title  My commission expires on 11/31/27	MY O MY
		COMMISSION NUMBER 7937746 FINANCIAL THE OF WHITE ALTH OF W

**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.

President: Name(s): Eric Akunda

Business Address: 3060 Mitchellville Rd, Suite 216

Bowie, MD, 20716-1397

CEO: Name: Eric Akunda

Business Address: 3060 Mitchellville Rd, Suite 216

Bowie, MD, 20716-1397

Secretary: Name: Eric Akunda

Business Address: 3060 Mitchellville Rd, Suite 216

Bowie, MD, 20716-1397

Treasurer: Name: Eric Akunda

Business Address: 3060 Mitchellville Rd, Suite 216

Bowie, MD, 20716-1397

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

**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.

## Federal Energy Regulatory Commission registrant ER11-2354-000

#### Commonwealth of Pennsylvania

Electricity A-2011-2232137.

#### State of Delaware

PSC Docket 11-145

#### Illinois

Alternate Retail Electric Supplier 11-0550 Electricity

#### Maryland

Electricity IR-2532

**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.

Sustainable Star does and will serve large industrial and commercial customers as well as federal and state entities seeking energy in the state of Ohio. The company does not serve residential customers.

Customers will be able to reach the Sustainable Star customer service center through either a free-phone number 866-674-6232, or 240-396-2708.

The company operates in collaboration with a major national generator of energy. Sustainable Star purchases energy from the national supplier and retails it to customers, bills customers, and responds to customer issues directly.

**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.

No legal or other liabilities exist for the company or any of its principals.

#### C. FINANCIAL CAPABILITY AND EXPERIENCE

**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.

Sustainable Star is a private organization and does not create or issue annual reports.

**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.

Not Applicable. The company is not registered with the SEC.

**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. **(CONFIDENTIAL TREATMENT FILED UNDER SEAL)** 

Please find attached the officer certified financials for the fiscal years 2019 & 2020.

**C-4** <u>Exhibit C-4</u> "<u>Financial Arrangements</u>," 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.). (CONFIDENTIAL TREATMENT FILED UNDER SEAL)

Sustainable Star has an existing financial arrangement with its supply partner, a large electricity generator. In its relationship with the large electricity generator (Constellation New Energy Services (CNE), a subsidiary of Exelon) for supply of electricity, the partnership operates through a lockbox arrangement administered by CNE. The retail customer supplied with electricity pays for the services through the lockbox. By this arrangement, CNE:

- 1. Pays for the acquisition cost of the wholesale power
- 2. Pays any other companies in the supply chain including Electric Distribution Company, and
- 3. Credits Sustainable Star the net amount excluding all costs described above. This arrangement ensures that there is no risk to the customer. Also, as the associated Dun and Bradstreet report confirms (pages 2 and 3), and the attached CNE-Sustainable Star security agreement; the financial risk to the customer from Sustainable Star is non-existent.

The company proposes that the above credit agreement with CNE and attached guarantee, will suffice.

C-5 <u>Exhibit C-5 "Forecasted Financial Statements,"</u> provide two years of forecasted financial statements (balance sheet, income statement, and cash flow statement) for the applicant's CRES operation, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer. (CONFIDENTIAL TREATMENT FILED UNDER SEAL)

Please find attached Forecasted Financial Projections prepared by Eric Akunda, 3060 Mitchellville Rd, Ste 216, Bowie MD, 20716. <u>Eric@SustainableStar.com</u>. Phone 703 272 8641, mobile 317 502 6966.

**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, Dun and Bradstreet Information Services, Fitch IBCA, Moody's Investors Service, Standard & Poors, 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 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.

Sustainable Star is not rated by the major rating services, as the company is a small business. However, the Dun and Bradstreet report is attached.

**C-7** Exhibit C-7 "Credit Report," provide a copy of the applicant's credit report from Experion, Dun and Bradstreet or a similar organization.

Find attached the Dun and Bradstreet Business Information report - the relevant report for a small business such as Sustainable Star.

**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.

Sustainable Star has never declared bankruptcy nor has the company, its affiliates or any of its officers been party to reorganizations, protection from creditors, or any similar process.

**C-9** <u>Exhibit C-9 "Merger Information,"</u> provide a statement describing any dissolution or merger or a3234cquisition of the applicant within the five most recent years preceding the application

Sustainable Star has not been party to a dissolution, merger, or acquisition.

**C-10** Exhibit C-10 "Corporate Structure," provide a description of the applicant's corporate structure, 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 and companies that aggregate customers in North America.

Sustainable Star LLC is a Maryland registered company with operations across the United States.

The company supplies services of natural gas and electricity. A separate unit provides solar electric services.

#### SUSTAINABLE STAR LLC

#### **ELECTRICTY & NATURAL GAS**

SOLAR ELECTRIC SERVICES

The company is small and does not have affiliates or separate operating units. Energy services are provided through collaboration with Constellation Energy and a number of employees are devoted to that activity.

## D-1 Exhibit D-1 "Operations"

Sustainable Star is engaged in a number of operations activities required by its customers in supplying electricity. These include:

- 1. Marketing to large commercial and industrial customers
- 2. Contracting Supply
- 3. Scheduling
- 4. Delivery
- 5. Metering
- 6. Billing
- 7. Customer issues resolution

## D-2 Exhibit D-2 "Operations Expertise"

Sustainable Star provides electricity and related services to operating units of Fortune 500 companies in a number of locations in Ohio and other states. The company has provided such services over the last five years without incident to a growing base of clients.

## D-3 Exhibit D-3 "Key Technical Personnel"

Corporate Organization Chart	Experience
Eric Akunda CEO	Sustainable Star has over ten years of business experience. Is licensed in 4 other jurisdictions to provide electricity as a consultant or broker.
Bonnie Cureton VP Energy Sales	Bonnie Cureton has years of experience in the energy industry generating, marketing, buying and selling electricity and gas. Ms. Cureton has greater than two years buying and selling electricity in wholesale markets.

#### ERIC AKUNDA - CEO

#### **PROFILE**

Business Executive with over 20 years cross-industry experience in the areas of Pricing, Market Research, Analytics and Customer Experience. He has and continues to oversee the day-to-day operations of Sustainable Star over the past ten-plus years and continues to handle all customer issues involving the energy customers. He has an MBA - Iowa State University; and a Bachelor of Veterinary Medicine - University of Nairobi, Kenya. Eric is ABD in Marketing at the University of North Carolina, Chapel Hill.

Eric Akunda Email: Eric@sustainablestar.com Tel: 317-502-6966 (Cell) 703-272-8641 (O)

## BONNIE CURETON - VP, ENERGY SALES

#### PROFILE

Business Executive with 25 years in energy industry with two major utilities and has sold electricity and gas working with Virginia Dominion Power and Citizens Gas.

Bonnie Cureton Email: Bonnie@sustainablestar.com Tel: 804-304-3311 (Cell)

#### D-4 Exhibit D-4 "FERC Power Marketer License Number"

Docket Nos. ER11-2354-000 and ER11-2354-001

# **AFFIDAVIT**

State of **VIRGINIA**:

County of **FAIRFAX**:

ERIC AKUNDA, Affiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the CEO (Office of Affiant) of Sustainable Star LLC;

That he 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.

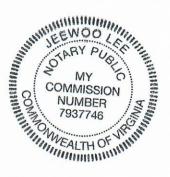
- 10. If applicable to the service(s) the Applicant will provide, the Applicant herein, attests that it will adhere to the reliability standards of (1) the North American Electric Reliability Council (NERC), (2) the appropriate regional reliability council(s), and (3) the Public Utilities Commission 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.

Granoliakunda	CEO	
Signature of Affiant & Title		

Signature of official administering oath Print Name and Title

My commission expires on 01/31/25



## CONFIDENTIAL TREATMENT FILED UNDER SEAL

**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.

Please find attached the officer certified financials for the fiscal years 2019 & 2020.

**C-4** <u>Exhibit C-4</u> "<u>Financial Arrangements</u>," 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.).

Sustainable Star has an existing financial arrangement with its supply partner, a large electricity generator. In its relationship with the large electricity generator (Constellation New Energy Services (CNE), a subsidiary of Exelon) for supply of electricity, the partnership operates through a lockbox arrangement administered by CNE. The retail customer supplied with electricity pays for the services through the lockbox. By this arrangement, CNE:

- 1. Pays for the acquisition cost of the wholesale power
- 2. Pays any other companies in the supply chain including Electric Distribution Company, and
- 3. Credits Sustainable Star the net amount excluding all costs described above. This arrangement ensures that there is no risk to the customer. Also, as the associated Dun and Bradstreet report confirms (pages 2 and 3), and the attached CNE-Sustainable Star security agreement; the financial risk to the customer from Sustainable Star is non-existent.

The company proposes that the above credit agreement with CNE and attached guarantee, will suffice.

**C-5** Exhibit C-5 "Forecasted Financial Statements," provide two years of forecasted financial statements (balance sheet, income statement, and cash flow statement) for the applicant's CRES operation, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer.

Please find attached Forecasted Financial Projections prepared by Eric Akunda, 3060 Mitchellville Rd, Ste 216, Bowie MD, 20716. <a href="mailto:Eric@SustainableStar.com">Eric@SustainableStar.com</a>. Phone 703 272 8641, mobile 317 502 6966.

# Competitive Retail Electric Service Affidavit

County of FAIRFAX	<u></u>
State of VIRGINIA	:

ERIC AKUNDA, Affiant, being duly sworn/affirmed, hereby states that:

- 1. The information provided within the certification or certification renewal application and supporting information is complete, true, and accurate to the best knowledge of affiant, and that it will amend its application while it is pending if any substantial changes occur regarding the information provided.
- 2. The applicant will timely file an annual report of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Sections 4905.10(A), 4911.18(A), and 4928.06(F), Ohio Revised
- 3. The applicant will timely pay any assessment made pursuant to Sections 4905.10, 4911.18, and 4928.06(F), Ohio Revised Code.
- 4. The applicant will comply with all applicable rules and orders adopted by the Public Utilities Commission of Ohio pursuant to Title 49, Ohio Revised Code.
- 5. The applicant will cooperate fully with the Public Utilities Commission of Ohio, and its Staff on any utility matter including the investigation of any consumer complaint regarding any service offered or provided by the applicant.
- 6. The applicant will fully comply with Section 4928.09, Ohio Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
- 7. The applicant will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
- 8. The applicant will use its best efforts to verify that any entity with whom it has a contractual relationship to purchase power is in compliance with all applicable licensing requirements of the Federal Energy Regulatory Commission and the Public Utilities Commission of Ohio.
- The applicant will cooperate fully with the Public Utilities Commission of Ohio, the electric distribution companies, the regional transmission entities, and other electric suppliers in the event of an emergency condition that may jeopardize the safety and reliability of the electric service in accordance with the emergency plans and other procedures as may be determined appropriate by the Commission.
- 10. If applicable to the service(s) the applicant will provide, it will adhere to the reliability standards of (1) the North American Electric Reliability Council (NERC), (2) the appropriate regional reliability council(s), and (3) the Public Utilities Commission of Ohio.
- 11. The Applicant will inform the Public Utilities Commission of Ohio of any material change to the information supplied in the application within 30 days of such material change, including any change in contact person for regulatory purposes or contact person for Staff use in investigating consumer complaints.

- 12. The facts set forth above are true and accurate to the best of his/her knowledge, information, and belief and that he/she expects said applicant to be able to prove the same at any hearing hereof.
- 13. Affiant further sayeth naught.

Signature of Affiant & Title		
Sworn and subscribed before me this	day of October, 2021  Month Year  Devos Lee / Notwy  Print Name and Title  My commission expires on 11/31/21	Public  Public
		COMMISSION NUMBER 7937746

This foregoing document was electronically filed with the Public Utilities

**Commission of Ohio Docketing Information System on** 

10/19/2021 4:59:12 PM

in

Case No(s). 11-5227-EL-CRS

Summary: In the Matter of the Application of Sustainable Star LLC