

DIS Case Number: 19-2002-GA-AGG

Section A: Application Information

A-1. Provider type:

☒ Retail Natural Gas
Broker

☒ Retail Natural Gas
Aggregator

☐ Retail Natural Gas
Marketer

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

Legal Name: US Energy Solutions Inc.

Country: United States

Phone: 6307651094 **Extension (if applicable):**

Street: 1080 N. Delaware Ave., Suite 511

Website (if any): www.usenergysolutions.us

City: Philadelphia

Province/State: PA

Postal Code: 19125

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

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

Name	Type	Address	Active?	Proof
US Energy Solutions Inc	Official Name	300 W Somerdale Rd, suite 5 Voorhees, NJ 08043	Yes	File

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

Provide all business names the applicant uses in North America, including the names provided in A-2 and A-3.

Name	Type	Address	Active?	Proof
US Energy Solutions of NJ Inc	Official Name	1080 N Delaware Ave, Suite 511 Philadelphia, PA 19125	Yes	File

A-5. Contact person for regulatory matters



Rima Nemtu
1051 Perimeter Dr, Suite 510
Schaumburg, IL 60173
US
rima@usenergysolutions.us
4155165056

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

Rima Nemtu
1051 Perimeter Dr, Suite 510
Schaumburg, IL 60173
US
rima@usenergysolutions.us
4155165056

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

Phone: 8007270285	Extension (if applicable):	Country: United States
Fax: 6302830174	Extension (if applicable):	Street: 1051 Perimeter Dr, Suite 510
Email: serghei@usenergysolutions.us		City: Schaumburg Province/State: IL
		Postal Code: 60173

A-8. Applicant's federal employer identification number

831158433

A-9. Applicant's form of ownership

Form of ownership: Corporation

A-10. Identify current or proposed service areas

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

Service area selection

Columbia Gas of Ohio

Dominion Energy Ohio
Duke Energy Ohio
Vectren Energy Delivery of Ohio

Class of customer selection

Industrial
Residential
Small Commercial
Large Commercial

A-11. Start date

Indicate the approximate start date the applicant began/will begin offering services: 12-01-2021

A-12. Principal officers, directors, and partners

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

Name	Email	Title	Address
Serghei Busmachiu	accounting@usenergysolutions.us	CEO	1051 Perimeter Dr, Suite 510 Schaumburg, IL 60173 US
Rima Nemtu	rima@usenergysolutions.us		1051 Perimeter Dr, Suite 510 Schaumburg, IL 60173 US

A-13. Company history

US Energy Solutions Inc aims to service as America's premier energy service company delivering world-class solutions for thousands of energy consumers nationwide. We are determined to bring technology and digital sector to the industry, focusing on energy management and energy-efficiency. US Energy Solutions aims to make every customer the beneficiary of a comprehensive platform of energy resources. We take care of planning and implementing the best energy choices so our clients could focus on their core business. With deep levels of experience and passion, we have taken the current world circumstances as a



lesson for our improvement and the complex challenges are being transformed into adaptable solutions

helping organizations increase their energy efficiency and reduce costs.

A-14. Secretary of State

Secretary of State Link: <https://businesssearch.ohiosos.gov/?=businessDetails/4296716>

A-15. Proof of Ohio Employee and Office

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

Employee Name: Rima Nemtu
1051 Perimeter Dr, Suite 510
Schaumburg, IL 60173
US
rima@usenergysolutions.us
4155165056

Section B: Applicant Managerial Capability and Experience

B-1. Jurisdiction of operations

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

Jurisdiction of Operation: Delaware - in process

Illinois - Licensed to provide retail electric and natural gas services - since March 2020

Maine - Licensed to provide retail electric and natural gas services - since August 2019

Maryland - Licensed to provide retail electric and natural gas services - since May 2019

Massachusetts - Licensed to provide retail electric and natural gas services - since December 2019

New Hampshire - Licensed to provide retail electric and natural gas services - since September 2019

New Jersey - Licensed to provide retail electric and natural gas services - since September 2019

Oregon - Licensed to provide retail electric and natural gas services - since November 2019



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Pennsylvania - Licensed to provide retail electric and natural gas services - since December 2018

Rhode Island - Licensed to provide retail electric and natural gas services - since November 2019

Texas - Licensed to provide retail electric and natural gas services - since November 2019

Virginia - Licensed to provide retail electric and natural gas services - since December 2020

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: US Energy Solutions Inc started its activity as a door to door team and applied the accumulated experience towards creating a digital platform, to conforming with industry changes, therefore company uses technology as a tool to reach and be in contact with end consumer. The company is currently focusing on all types of customers. From residential to small retail & industrial size customers (currently a number of 1200 customers over multiple states). As a ESCO organization, our service and product spectrum include efficiency oriented innovations. LED and EV customers are using their trusted organization for adding additional services like supply, and vice-versa customers who are interested in supply service are choosing their trusted advisor for other energy efficiency service. The innovative online tool will offer the end consumer possibility to shop individually for supply plans, with our pricing team's assistance. Referral programs are also a practice for an efficient popularization to continuously grow the industry's impact. New territories for near future: Delaware, Washington DC, Iowa, Montana. US Energy Solutions Inc experience is cultivated by each Supplier's strategy and vision, and we find the most effective way to stay up to date with their products and solutions. We've gained trust from over 40 Suppliers with national and regional territory coverage and continue to perform. Our dedicated customer care team provides individual approach to each customer, handling all



arising questions or updating each individual customer, and we strive to grow this team as we develop the digital aspect of the operations.

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: US Energy Solutions Inc does not have an affiliate, predecessor and no officer of the company is pending or has 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?

No

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

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

No



Section C: Applicant Financial Capability and Experience

C-1. Financial reporting

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

Does not apply

C-2. Financial statements

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

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

Preferred to file this information confidentially

C-3. Forecasted financial statements

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

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



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

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

Preferred to file confidentially

C-4. Credit rating

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

This does not apply

C-5. Credit report

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

Preferred to file this information confidentially



C-6. Bankruptcy information

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

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

No

C-7. Merger information

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

Section D: Applicant Technical Capacity

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.



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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.

Operations Description: - Online self-shopping platform for residential/small commercial customers & pricing team support and individual advisory for medium to large & industrial businesses.

- Pricing team backed up by customer service team operating under call center structure.
- Informative blog and website industry academies with vast knowledge.

- Develop & maintain digital platform to automate customer-supplier experience.

D-2. Operations Expertise & Key Technical Personnel

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

Operations Expertise & Personnel Description: 1. Serghei Busmachiu (CEO/Owner) A serial entrepreneur with a luggage of a number of successfully operating companies over the past five years including the top 'go to' contractor companies (2) in the

Telecommunication Sector for the telecom giants such as Comcast, AT&T, Verizon. Whose services are

available in more than 20 U.S. states. Building on telecom industry's success, US Energy Solutions plans to

extend the list of services in the energy sector. The company plans to be licensed in all deregulated states.

2. Reid Gustin (Director of Strategic Growth & Development) Versatile professional with a spectacular

background in LED niche of the energy sector. His strategy is consumer oriented, using the available

federal/state level and local rebate program to help the end consumer build the energy efficiency environment.

3. Tatiana Nipomici (Product Owner) / Stas Dobrovolschi (Delivery Manager)/Sergiu Robu (Director of Software Engineering) The power team behind the technology and innovations, who's vast

experience in world's biggest corporations such as Amazon, GE, combines the vision and mindset setup for success.

Back office Team (Rima Nemptu (CFO) / Eugen Obleac & Yurii (Operations Managers) / Anna Skliarova (Business Coordinator))



Development & Technology Team (12 members)
Marketing Team (5 members)



Public Utilities
Commission

Application Attachments

Competitive Retail Natural Gas Service Affidavit

County of COOK :

State of ILLINOIS.

Rima Nemtu, Affiant, being duly sworn/affirmed, hereby states that:

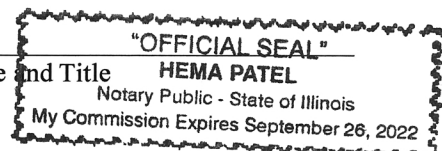
1. The information provided within the certification or certification renewal application and supporting information is complete, true, and accurate to the best knowledge of affiant, and that it will amend its application while it is pending if any substantial changes occur regarding the information 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] CFO
Signature of Affiant & Title

Sworn and subscribed before me this 1 day of 12, 2021
Month Year

[Signature]
Signature of official administering oath

Print Name and Title



My commission expires on _____

**This foregoing document was electronically filed with the Public Utilities
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Case No(s). 19-2002-GA-AGG

Summary: In the Matter of the Application of US Energy Solutions Inc.