



DIS Case Number: 19-1907-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: Energy Price Management
Group LLC

Country: United States

Phone: 4132056099 **Extension (if
applicable):**

Street: 399-1/2 Main Street, Ste. 2D

Website (if any): www.energympmg.com

City: Dalton

Province/State: MA

Postal Code: 01226

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
Energy Price Management Group, LLC	Official Name	399 1/2 Main Street Dalton, MA 01226	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
Energy Price Management Group, LLC	Official Name	399 1/2 Main Street Dalton, MA 01226	Yes	File



A-5. Contact person for regulatory matters

Richard Tutela
399 1/2 Main Street Suite 2D
Dalton, MA 01226
US
rtutela@energypmg.com
4132156099

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

Richard Tutela
399 1/2 Main Street Suite 2D
Dalton, MA 01226
US
rtutela@energypmg.com
4132156099

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

Phone: 877-684-7670	Extension (if applicable):	Country: United States
Fax: 917-979-2697	Extension (if applicable):	Street: 399 ½ Main Street Dalton MA 01226
Email: savings@energypmg.com	City: Dalton	Province/State: MA
	Postal Code: 01226	

A-8. Applicant's federal employer identification number

273518681

A-9. Applicant's form of ownership

Form of ownership: Limited Liability Company (LLC)

A-10. Identify current or proposed service areas

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

Service area selection

Columbia Gas of Ohio
 Dominion Energy Ohio
 Duke Energy Ohio
 Vectren Energy Delivery of Ohio

Class of customer selection

Industrial
 Small Commercial
 Large Commercial

A-11. Start date

Indicate the approximate start date the applicant began/will begin offering services: 11-19-2021

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
Richard Tutela	rtutela@energypmg.com	Chief Executive Officer	399 1/2 Main Street Suite 2D Dalton, MA 01226 US
Michael Viner	mviner@energypmg.com	Managing Director	399 1/2 Main Street, Ste 2D Dalton, MA 01226 US

A-13. Company history

Energy Price Management Group, LLC was founded in 2009 to help electricity and natural gas customers in NY and MA. Energy Price Management Group, LLC has worked with over 1,700 customer accounts including small commercial, large industrial, government, medical institutions, and educational facilities. Energy Price Management Group, LLC's core business is running sourcing projects for customers working with multiple retail suppliers. In addition, Energy Price Management Group, LLC works with solar developers and waste to energy developers, to provide additional options to its customers.



A-14. Secretary of State

Secretary of State Link: <https://businesssearch.ohiosos.gov/#BusinessNameDiv>

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: Richard Tutela
399 1/2 Main Street Suite 2D
Dalton, MA 01226
US
rtutela@energypmg.com
4132156099

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: State: MA___ Status: A___ Type of License: EL___ License No: EB-428___ Date Issued: 11-30-2017

State: IL___ Status: A___ Type of License: EL___ License No: 18-1795___ Date Issued: 01-09-2019

State: NJ___ Status: A___ Type of License: EL___ License No: EA-0606___ Date Issued: 01-22-2020

State: OH___ Status: A___ Type of License: EL___ License No: 19-0066-EL-AGG___ Date Issued: 02-09-2019

State: TX___ Status: A___ Type of License: EL___ License No: BR 190855___ Date Issued: 09-19-2019

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: Energy Price Management Group, LLC has reviewed the Commission rules adopted pursuant to Section (insert the states REG) and will follow these rules, including in the areas of contracting with customers, providing contracted services, providing billing statements, and responding to customer inquiries and complaints. Energy Price Management Group, LLC has been in business since 2009 without a single complaint filed against it. Energy Price Management Group, LLC has provided services, and will continue to provide services with transparency and under the highest ethical standards. A good example of this is when Energy Price Management Group, LLC has on several occasions recommended to a customer to take service under a competitor's rate plan when that is the best option for its customer. Energy Price Management Group, LLC believes that doing what is right for its customers. Is right for Energy Price Management Group, LLC. Energy Price Management Group, LLC uses personal and professional contacts and word of mouth advertising to grow its business and its plan is to continue this practice in OH.

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: None

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



Public Utilities Commission

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



Public Utilities Commission

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**



Public Utilities Commission

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.

Operations Description: Energy Price Management Group, LLC has reviewed the Commission rules adopted pursuant to Section OH and will follow these rules, including in the areas of contracting with customers, providing contracted services, providing billing statements, and responding to customer inquiries and complaints. Energy Price Management Group, LLC has been in business since 2009 without a single complaint filed against it. Energy Price Management Group, LLC has provided services, and will continue to provide services with transparency and under the highest ethical standards. A good example of this is when Energy Price Management Group, LLC has on several occasions recommended to a customer to take service under a competitor's rate plan when that is the best option for its customer. Energy Price Management Group, LLC believes that doing what is right for its customers. Is right for Energy Price Management Group, LLC. Energy Price Management Group, LLC uses personal and professional contacts and word of mouth advertising to grow its business and its plan is to continue this practice in OH.

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.

File(s) attached



Public Utilities
Commission

Application Attachments

Energy Price Management Group was founded in 2009 and has worked with over 2,000 customer accounts including small commercial, large industrial, government, medical institutions, and educational facilities.

Richard J. Tutela rtutela@energypmg.com 413-205-6099

Mr. Tutela, Chief Executive Officer is an expert in matters of energy and utilities. With deep and broad energy experience since 1981, he is an accomplished executive with experience leading teams managing global energy and utilities spend of as much as \$3.5 Billion per annum. Most recently leading GE's Global Energy and Utilities Management Team for the past 20 years, Mr. Tutela's experience includes founding, and leading energy and sustainability teams, managing energy price, negotiating and designing innovative supply options, demand side management initiatives, and Indirect and Direct Materials Sourcing. Specialties include Energy Management Strategies, Electricity, Natural Gas, Industrial Gases, Fuel Oil, Diesel Fuel, Gasoline, Physical and Financial Risk Management, Commodities Hedging, Financial Derivatives, Regulatory Interventions, Energy Regulations, Demand Side Management, Renewable Energy, Energy Efficiency, Waste to Energy, Wind, Solar, Water, and Waste Water.

Past Employers:

General Electric Company

Director, Global Energy and Utilities, from Jan. 2001 to Nov. 2019

Strategically managing the shared service team, known as the GE Global Energy and Utilities Group, consisting of direct staff members and a virtual team across all GE businesses. Established energy strategies, policies, and processes. Commodities managed have included electricity, natural gas, liquefied natural gas, fuel oil, jet fuel, gasoline, diesel, coal water, wastewater, industrial gases, benzene, methanol, butanediol, ethane, and carbon black.

GE Plastics, a General Electric Company (This Business is now part of Sabic)

Director, Global Energy Sourcing, from January 2000 to January 2001

Global Responsibility for managing energy and utilities, developed a creative and successful strategy for risk management covering key energy commodities plus many petrochemicals and key raw materials for the former GE Plastics business.

The Linde Group (formerly The BOC Group, formerly Airco)

Manager, Rates and Regulation, from June 1990 to January 1999

Represented the company in all matters related to energy and utilities while leading a team of experts. Managed Global energy for all divisions.

Supervisor of Rates, from June 1985 to June 1990

Created a corporate central team for contract negotiations, regulations, and risk management. Physical and Financial hedging. Leveraged Energy Management Information System (EMIS) to help

build the company's first centralized operations and logistics management center.

Energy Engineer, from May 1981 to June 1985

Focused on energy price and energy efficiency, contract negotiations, demand side programs, and created the Energy Management Information System (EMIS) for energy information analytics

Independent Energy Consultant, from May 1983 to June 1985

Professional energy consultant – Negotiated energy rates and captured refunds for dozens of industrial and commercial customers

The Linde Group (formerly Airco, followed by The BOC Group)

Data Center Lead Operator, June 1976 to May 1981

Responsible for all operations of the data center during 3rd shift. Managed Data Center staff. Created and implemented improved operating procedures

Michael A. Viner mviner@energypmg.com 917-525-2597 x 102

Mr. Viner, Managing Director has been in the energy industry for 30 years with expertise in procurement in competitive electricity markets, Solar, Wind, Waste-to-Energy, and other opportunity areas for customers. Mr. Viner also has experience in evaluating large scale energy projects, providing risk assessments for the surety industry

Energy Price Management Group, LLC

Managing Director and Executive Vice President, from June 2009 to present

Responsible for operations in designing, communicating, and executing energy supply solutions for Commercial, Industrial, Health Care, Multi-unit housing, Municipal, and County, and State customers. Educating and assisting customers to find and understand the lowest electricity and natural gas prices. Executing knowledge-based unbiased RFP and negotiation processes to drive transparency in every cost component

Past Employers:

Cross Surety

Licensed Surety Bond Specialist, from August 2016 to present

Executive in charge of east coast offices engaged in the financial and risk evaluations, and mitigation design and execution for major energy projects including exploration, transition distribution and behind the meter industrial projects. Working closely with energy supply and large energy purchasing customers in depth analyses, risk evaluations, and the resulting risk mitigation solutions have included some of the most creative solutions in the industry.

Willis HRH

Licensed Surety Bond Specialist, from May 2006 to August 2016

Executive in charge of east coast offices engaged in the financial and risk evaluations, and mitigation design and execution for major energy projects including exploration, transition distribution and behind the meter industrial

projects. Working closely with energy supply and large energy purchasing customers in depth analyses, risk evaluations, and the resulting risk mitigation solutions have included some of the most creative solutions in the industry.

Viner Building Inc.

President, from June 1982 to Present

Energy efficient design and construction throughout New England. Quality energy efficient materials and sustainable designs utilized in new and retro-fit construction. Working toward LEED certification.

Corning Glass - Corning, NY

Materials Technician from May 1981 to June 1982

Assisted in engineering evaluations of ceramic materials used energy generation, transmission and supply. Customer centric focused on all materials used in the energy industry.

Richard F. Hall rhall@energypmg.com 917-525-2597 x 101

Vice President Business Development, joined Energy Price Management Group in 2011. For nine years Mr. Hall has worked closely with Energy Price Management Group customers to ensure their needs are met measured in customer satisfaction, reporting, and transparency. Mr. Hall has more than 20 years' experience in Customer Service, Sales and Marketing. He has deep expertise in all aspects of energy markets including rules and regulations involving customer choice, Solar markets, and waste to energy.

Energy Price Management Group, LLC - Vice President Business Development, from June 2011 to present

Responsible for customer care, rates and regulations, analytics, and reporting

Past Employers:

Sears, Roebuck and Co

Sales Manager - from January 2006 to March 2012

Supervised a team of 15 consultative sales associates responsible for achieving customer satisfaction metrics. Also, responsible for staffing, and training the team to be customer centric in all decision making.

WindoBook

Sales Manager, from May 2001 to January 2006

Responsible for sales and customer service for large Mailing and Shipping customers. subscription software to new clients and increasing revenue through existing client base.

Competitive Retail Natural Gas Service Affidavit

County of Lee :

State of Florida :

Richard J. Tutela, 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.

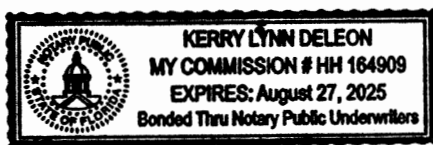
[Signature] CEO
Signature of Affiant & Title

Sworn and subscribed before me this 17 day of December 2021
Month Year

[Signature]
Signature of official administering oath

Kerry DeLeon
Print Name and Title

My commission expires on Aug 27, 2025



**This foregoing document was electronically filed with the Public Utilities
Commission of Ohio Docketing Information System on
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in

Case No(s). 19-1907-GA-AGG

Summary: In the Matter of the Application of Energy Price Management Group LLC