

FILE



Public Utilities Commission

Competitive Retail Natural Gas Service
(CRNGS) Provider Application

Case Number: 17 - 2499 - GA - AGG

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

A. Application Information

A-1. Provider Type.

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

Retail Natural Gas Aggregator

☐

Retail Natural Gas Broker

☒

Retail Natural Gas Marketer

☐

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

Provide the name and contact information of the business entity.

Legal Name: Blitz Ventures, Inc.
Street Address: 3900 Teleport BLVD #142604
City: IRVING State: TX Zip: 75014
Telephone: 424-372-1995 Website: www.energybot.com

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

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

Name: Blitz Ventures, Inc., dba EnergyBot
Street Address: 3900 Teleport BLVD #142604
City: IRVING State: TX Zip: 75014
Telephone: 424-372-1995 Email: www.energybot.com

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

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

Name(s): Blitz Ventures, Inc. EnergyBot

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Technician NJB Date Processed 12/17/21

PUCO

2021 DEC 17 PM 3:06

RECEIVED - Docketing Division



A-5. Contact person for regulatory matters.

Name: Dan Schilens Title: COO - Head of Commercial
Street Address: 3900 Teleport BLVD #142604
City: IRVING State: TX Zip: 75014
Telephone: 424-372-1995 Email: support@energy.bot

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

Name: Dan Schilens Title: COO - Head of Commercial
Street Address: 3900 Teleport BLVD #142604
City: IRVING State: TX Zip: 75014
Telephone: 424-372-1995 Email: support@energy.bot

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

Street Address: 3900 Teleport BLVD #142604
City: IRVING State: TX Zip: 75014
Toll-free Telephone: 888-743-1870 Email: support@energy.bot

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

FEIN: 36-4885650

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

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

A-10. Identify current or proposed service areas.

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

Service area selection:

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

Industrial



Residential



Small Commercial



Large Commercial



A-11. Start Date.

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

Date: March 2018

A-12. Principal officers, directors and partners.

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

A-13. Company history.

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

A-14. Secretary of State.

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

A-15. Proof of Ohio office and employee.

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

Name: Dan Schilens Title: COO - Head of Commercial
Street Address: 4568 Mayfield Rd, Suite 204
City: Cleveland State: OH Zip: 44121
Telephone: 424-372-1995 Email: dan.schilens@energy.bot

B. Managerial Capability

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

B-1. Jurisdiction of operations.

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

B-2. Experience and plans.

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

B-3. Disclosure of liabilities and investigations.

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

B-4. Disclosure of consumer protection violations.

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

Yes

☐

No

☒

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

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

Yes

☐

No

☒

C. Financial Capability

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

C-1. Financial reporting.

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

C-2. Financial statements

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

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:

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

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

D. Technical Capability

Provide an attachment for each of the sections below.

D-1. Operations.

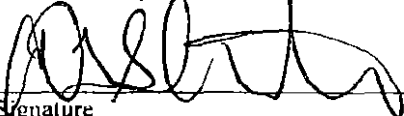
Retail natural gas brokers/aggregators: Include details of the applicant's business operations and plans for arranging and/or aggregating for the supply of natural gas to retail customers.

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

D-2. Operations expertise and key technical personnel.

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

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


Signature

12/13/2021
Date

Corporate Secretary
Title

Competitive Retail Natural Gas Service Affidavit

County of Adams :

State of Ohio :

Daniel T. Schilens, 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 says to the effect:

Signature of Affiant & Title

Daniel Schilens
Corporate Secretary

Sworn and subscribed before me this 13th day of December, 2021
Month Year

Deborah C. Cain
Signature of official administering oath

DEBORAH C. CAIN NOTARY
Print Name and Title



DEBORAH C. CAIN
NOTARY PUBLIC
STATE OF OHIO
Recorded in
Warren County
My Comm. Exp. 9/24/2024

My commission expires on Sept. 24, 2024

Exhibit A-13 “Company History”

Blitz Ventures, Inc. (“Applicant”) was founded in 2018 as an online digital broker direct to consumers, with power broker operations in 12 deregulated states. Applicant has relationships with over 30 CRES and CRNG suppliers to provides electric and natural gas procurement for small- and medium-size businesses. In 2020, Applicant expanded their service offering to residential customers.

Exhibit A-14 “Secretary of State”

See attached the Certificate from the State of Ohio.



Entity#: 4099560
Filing Type: FOREIGN CORPORATION
Original Filing Date: 11/22/2017
Location: --
Business Name: BLITZ VENTURES INC.

Status: Active
Exp. Date: -

Agent/Registrant Information

CT CORPORATION SYSTEM
4400 EASTON COMMON WAY, SUITE 125
COLUMBUS OH 43219
08/13/2018
Active

Filings

Filing Type	Date of Filing	Document ID
REG. OF FOR. PROFIT LIM. LIAB. CO.	11/22/2017	201732600538
TRADE NAME/ORIGINAL FILING	02/12/2018	201804304400
CONVERSION WITHIN SOS RECORDS	08/13/2018	201822503368

Prior Business Names

Prior Business Name	Effective Date
BLITZ VENTURES LLC	08/13/2018

Tue Nov 30 2021

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

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



*Witness my hand and the seal of the
Secretary of State at Columbus,
Ohio this 30th of November, A.D. 2021*

Ohio Secretary of State

A handwritten signature in cursive script, reading "Frank LaRose".

Exhibit B-2 “Experience and Plans”

The principal employees of Applicant have 20+ years of experience in the retail electric and natural gas industry and is well versed in the contracted services of electricity and customer service. Over the last three and a half years, the Applicant has sold over 3000 small commercial and over 1000 residential customers across 12 states electric and natural gas service. The Applicant has and will act in compliance with sections 4928.10 and/or 4929.22 of the Ohio Revised Code with respect to the minimum service requirements for competitive services. The Applicant provides a 1-800 toll free number to answer any questions, requests, and complaints, and the website will include a help desk support function to answer questions. Additional electricity procurement through the Applicant will include full disclosure of contract terms by highlight and explaining the key features of the contract before a customer signs the contract.

Exhibit B-3 “Disclosure of Liabilities and investigations”

N/A

Exhibit C-1 “Financial Reporting”

The Annual Report on Form 10-K for the year ending December 31, 2020 of the ultimate parent of Applicant (i.e., Vistra Corp.) was filed with the Securities and Exchange Commission (“SEC”) on February 26, 2021, and is available on the SEC’s EDGAR filing system at the following link: <https://www.sec.gov/Archives/edgar/data/1692819/000169281921000004/0001692819-21-000004-index.htm>

Exhibit C-5 “Credit Report”

This does not apply.

Exhibit D-1 “Operations”

Applicant’s broker services are unlike most broker services in that it provides a robust multi-supplier online informational and enrollment platform upon which commercial and industrial customers currently get information from electric and natural gas suppliers about these suppliers’ service offerings. After reviewing one or more supplier’s service offerings, if the customer finds a suitable offering and choose to enroll, the customer would choose the supplier of their choice and can enroll for service using the chosen supplier’s electronic enrollment process, or other contractual process and paperwork directly with the supplier.

Applicant’s sales model is passive as the customers come to Applicant’s website, usually through discovery via an internet search. As a result, Applicant does not approach customers and does not conduct door-to-door in person marketing, or engage in calling prospective customers, and the decision to enter the website belongs to the customers.

Exhibit D-2 “Operations Expertise and Key Technical Personnel”

Dan Schilens
COO – Head of Commercial, Corporate Secretary
Dan.schilens@energybot.com
888-743-1870

Dan Schilens is a deregulated industry veteran with 15+ years of experience running retail electric suppliers. Dan served as President of DPL Energy Resources a deregulated energy company that was serving over 125,000 commercial and residential customers in Ohio prior to its sale to IGS Energy in 2016.