



DIS Case Number: 11-5444-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 Professionals LLC

**Phone:** 7272863076

**Extension (if  
applicable):**

**Country:** United States

**Street:** 1315 Cleveland Street

**Website (if any):**

**City:** Clearwater

**Province/State:** FL

**Postal Code:** 33755

### 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 Professionals, LLC	Official Name	1315 Cleveland Street Clearwater, FL 33755	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 Professionals, LLC	Official Name	1315 Cleveland Street Clearwater, FL 33755	Yes	File

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



Jeannie D Mastorides  
1315 Cleveland Street  
Clearwater, FL 33755  
US  
jmastorides@energyprofessionals.com  
7272789020

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

Jeannie D Mastorides  
1315 Cleveland Street  
Clearwater, FL 33755  
US  
jmastorides@energyprofessionals.com  
7272789020

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

<b>Phone:</b> 844-674-5465	<b>Extension (if applicable):</b>	<b>Country:</b> United States
<b>Fax:</b> 727-233-0847	<b>Extension (if applicable):</b>	<b>Street:</b> 1315 Cleveland Street
<b>Email:</b> customerservice@energyprofessionals.com	<b>City:</b> Clearwater	<b>Province/State:</b> FL
	<b>Postal Code:</b> 33755	

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

26-1539589

**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  
 CenterPoint Energy 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: 11-13-2011

### **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
Jim Mathers	jmathers@energyprofessionals.com	President / Owner	1315 Cleveland Street Clearwater, FL 33755 US
Jeannie D Mastorides	jmastorides@energyprofessionals.com	Sr Vice President Admin - Regulatory & Compliance	1315 Cleveland Street Clearwater, FL 33755 US

### **A-13. Company history**

Energy Professionals, LLC, was formed in 2007 for the purpose of being a broker in the deregulated energy market, specifically, natural gas and electricity. Energy Professionals is a full-service energy consulting firm that assists its clients in securing the best possible energy prices for their business. Through an easy, straightforward process, it educates its clients on their options and rights under deregulation, provides fast and accurate analysis of their existing energy services, and negotiates on their behalf with energy suppliers for the best possible rates and solutions to meet their energy needs.

### **A-14. Secretary of State**

Secretary of State Link:

#### **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:** Corporation Service Company Agent for Service  
50 West Broad Street Suite 1330  
Columbus, OH 43215  
US  
csrcontact@cscinfo.com  
8009279800

## **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.

File(s) attached

#### **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



## Public Utilities Commission

informal notices of violations, or any other matter related to competitive services in Ohio or equivalent services in another jurisdiction..

File Attached

### **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.

This does not apply.

#### 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.

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.  
File(s) attached

### **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

**Entity#:** 1927880

**Filing Type:** FOREIGN LIMITED LIABILITY COMPANY

**Original Filing Date:** 04/08/2010

**Location:** --

**Business Name:** ENERGY PROFESSIONALS, LLC

**Status:** Active

**Exp. Date:** -

## Agent/Registrant Information

CORPORATION SERVICE COMPANY  
50 WEST BROAD STREETSUITE 1330  
COLUMBUS OH 43215  
11/10/2016  
Active

## Filings

Filing Type	Date of Filing	Document ID
REGISTRATION OF FOREIGN LIMITED LIABILITY COMPANY	04/08/2010	201009900504
SUBSEQUENT AGENT APPOINT/LIMITED/LIABILTY/PARTNERS	05/27/2011	201114700590
AGENT ADDRESS CHANGE/LIMITED/LIABILITY/PARTNERS	11/10/2016	201632602630

**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 24th of February, A.D. 2022*

*Ohio Secretary of State*



## **B. Managerial Capability**

### **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 customers inquires and complaints in accordance with Commission rules adopted pursuant to Sections 4928.10 and/or 4929.22 of the Ohio Revised Code."*

Energy Professionals, LLC, was formed in 2007 for the purpose of being a broker in natural gas and electricity. Energy Professionals is a full-service energy consultant who assists its clients in securing the best possible energy rates for their business. Through an easy, straight forward process, it educates its clients on their options and rights under deregulation, provides fast and accurate analysis of their existing energy services, and negotiates on their behalf with energy suppliers and does not take title to the commodity or traditional "aggregating" and/or combining load.

Any and all customer inquires and/or complaints would be handled in full accordance with Commission Rules Section 4928.10 of the Ohio Revised Code.

Energy Professionals represents the end user in identifying the best retail suppliers for that particular end-user. Energy Professionals focuses mainly on commercial and industrial accounts in the State of Ohio, with the anticipation of bringing the customers lower rates than what they are now paying with their current suppliers. At no time will Energy Professionals, LLC be taking title to the commodity.

**OHIO PUBLIC UTILITIES COMMISSION**

Competitive Retail Natural Gas Service (CRNGS) Provider Application

Case Number 11-5444-AG-AGG

ENERGY PROFESSIONALS, LLC

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**B. Managerial Capability**

**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."*

See enclosed list of states that Applicant is registered in.

**OHIO PUBLIC UTILITIES COMMISSION**

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**ENERGY PROFESSIONALS, LLC**

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**Jurisdiction of Operations**

**ENERGY PROFESSIONALS, LLC**

ARIZON	5/2/2012
D. C.	11/24/2009
DELAWARE	2/22/2012
FLORIDA	12/7/2007
IOWA	5/3/2012
ILLINOIS	7/14/2010
MASSACHUSETTES	7/14/2012
MARYLAND	11/25/2009
MAINE	1/4/2012
NEW HAMPSHIRE	7/12/2010
NEW JERSEY	11/9/2010
OHIO	2/8/2010
PENNSYLVANIA	8/4/2011
RHODE ISLAND	6/8/2015
TEXAS	8/16/2012

**B. Managerial Capability**

**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 service in another jurisdiction."*

As of the date of this filing, there are no rulings, judgements, contingent liabilities, revocations of authority, regulatory investigations or any other matters that could adversely impact the applicant's financial or operational status or ability to provide the services for which it is seeking renewed certification since applicant last filed for certification.

## **D. Technical Capability**

### **D-1 – Operations**

*“Power Brokers/Aggregators: Include details of the applicant’s business operations and plans for arranging and/or aggregating for the supply of electricity to retail customers.”*

Energy Professionals, LLC is an energy brokerage company that organizes and presents complex energy information in an objective, easy to understand format, enabling retail customer to make energy decisions that best meet their needs. Energy Professionals is not a third-Party Supplier (“TPS”) and/or Marketer and does not purchase the commodity, but advised the clients concerning their energy needs. Energy Professionals works with various TPS companies and its customers concerning various product offerings, including but not limited to variable and fixed price rates.

Energy Professionals offers its brokering services to all areas of Ohio in which it is legally permitted to do so and does not limit itself to any specific geographic area of the state.

## **D. Technical Capability**

### **D-2 – Operations Expertise and Key Technical Personnel**

*“Provide evidence of the applicants experience and technical expertise in performing the operations described in this application. Include the names, titles, email addresses, telephone numbers and background of key personnel involved in the operational aspects of the applicant’s business.”*

#### **Operational Expertise**

Energy Professionals assists its clients in securing the best possible energy prices for their business. Through an easy, straightforward process, it educates its clients on their options and rights under deregulation, provides fast and accurate analysis of their existing energy service, and negotiates on their behalf with energy suppliers in search of a better deal. The Executive team brings a combined 30 years’ experience in the energy industry.

Energy Professionals is not a Third-Party Supplier and does not purchase or deliver the commodity but will be advising clients concerning their energy needs. We work with various Third-Party Supplier companies and their customers concerning various product offerings, including but not limited to variable and fixed price offerings.

Energy Professionals is currently in Good Standing with the Secretary of State and carries the appropriate licenses as required by the Public Utility Commission for Electric and Natural Gas Broker Marketing in each of the following States/Territories: D.C., Delaware, Iowa, Illinois, Massachusetts, Maryland, Maine, New Hampshire, New Jersey, Ohio, Pennsylvania, Rhode Island & Texas



## **OHIO PUBLIC UTILITIES COMMISSION**

Competitive Retail Natural Gas Service (CRNGS) Provider Application

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**ENERGY PROFESSIONALS, LLC**

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### **Key Technical Personnel**

#### **1) Jim Mathers, President**

Jim is an entrepreneurial visionary whose efforts have shaped retail sales and consultancy since the earliest days of energy deregulation. Most recently he served as President of North American Energy Advisory prior to its merger with Energy Professionals.

He co-founded Customer Acquisition Specialists of America, Inc (CASA) and Consumer Energy Solutions (CES) in 1999 and helped build one of the most respected and successful energy consulting companies, with over 200,000 commercial energy customers across the United States and Canada. In July 2014 Jim acquired sole ownership of CASA, Inc. and began doing business as North American Energy Advisory (NAEA).

After receiving a degree in Nuclear Engineering from the U.S. Naval Academy in 1983, Jim served in that capacity aboard U.S. Fast-Attack Submarines until 1988. He was licensed as a Professional engineer in the State of Maryland in 1989. He worked for Booz-Allen as a Nuclear Engineering consultant and then for the U.S. Government Naval Sea Systems Command, managing the U.S. Navy's Trident Submarine new construction program until 1991. Jim's contact information is: [JMathers@EnergyProfessionals.com](mailto:JMathers@EnergyProfessionals.com) (877) 343-9044

#### **2) Mark Hoover, Vice President of Operations**

Currently the VP of Operations, Mark oversees developing and maintaining successful energy management strategies for large Commercial and Industrial organizations. Over 30 years of marketing and management experience to include developing the organizations team in 2004 that has transformed into Energy Professionals.

Responsibilities include maintaining Energy Professionals' existing clientele through continued development of our staff utilizing his extensive industry knowledge and experience. Over the past decade he developed multiple pricing and product strategies for numerous energy service companies that Energy professionals works with.

Mark worked with company President, Jim Mathers to create and develop the Commercial and Industrial Sales Division of Energy Professionals. He attended the University of Akron where he earned a B.A. in Business Administration. Mark's contact information is: [MHoover@EnergyProfessionals.com](mailto:MHoover@EnergyProfessionals.com) (877) 343-9044

# Competitive Retail Natural Gas Service Affidavit

County of Pinellas :

State of Florida :

Albert James Mathers, 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 of Affiant & Title

Sworn and subscribed before me this 28 day of February, 2022  
Month Year



  
Signature of official administering oath

Jeannie D Mastorides / Notary Public  
Print Name and Title

**OHIO PUBLIC UTILITIES COMMISSION**

Competitive Retail Natural Gas Service (CRNGS) Provider Application

Case Number 11-5444-AG-AGG

ENERGY PROFESSIONALS, LLC

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**A-14 - Secretary of State**

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

See enclosed State of Florida, Department of State – Division of Corporations Certificate of Status Verification - which shows that Applicant is an active LLC in Good Standing - Dated August 2020

Thu Feb 24 2022

Entity#: 1927880  
Filing Type: FOREIGN LIMITED LIABILITY COMPANY  
Original Filing Date: 04/08/2010  
Location: --  
Business Name: ENERGY PROFESSIONALS, LLC  
  
Status: Active  
Exp. Date: -

## Agent/Registrant Information

CORPORATION SERVICE COMPANY  
50 WEST BROAD STREETSUITE 1330  
COLUMBUS OH 43215  
11/10/2016  
Active

## Filings

Filing Type	Date of Filing	Document ID
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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 24th of February, A.D. 2022  
Ohio Secretary of State*





# *State of Florida*

## *Department of State*

I certify from the records of this office that ENERGY PROFESSIONALS, LLC is a limited liability company organized under the laws of the State of Florida, filed on December 7, 2007.

The document number of this limited liability company is L07000121944.

I further certify that said limited liability company has paid all fees due this office through December 31, 2022, that its most recent annual report was filed on February 25, 2022, and that its status is active.

*Given under my hand and the  
Great Seal of the State of Florida  
at Tallahassee, the Capital, this  
the Twenty-fifth day of February,  
2022*



*Randy Lee*  
**Secretary of State**

Tracking Number: 8575187682CC

To authenticate this certificate, visit the following site, enter this number, and then follow the instructions displayed.

<https://services.sunbiz.org/Filings/CertificateOfStatus/CertificateAuthentication>

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

**3/1/2022 4:30:43 PM**

**in**

**Case No(s). 11-5444-GA-AGG**

Summary: In the Matter of the Application of Energy Professionals LLC