

FILE

RECEIVED-DOCKETING DIV

Ohio

Public Utilities
Commission

2022 APR -4 PM 1:49

Competitive Retail Natural Gas Service
(CRNGS) Provider Application

PUCO

Case Number: 19 2030 -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: Sunstar C&E Services, LLC
 Street Address: 5987 Orchard Woods Dr.
 City: West Bloomfield State: Michigan Zip: 48324
 Telephone: 248.388.6202 Website: sunstarceservices.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: Sunstar C&E Services, LLC
 Street Address: 5987 Orchard Woods Dr.
 City: West Bloomfield State: Michigan Zip: 48324
 Telephone: 248.388.6202 Email: spernicano@msn.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): _____

A-5. Contact person for regulatory matters.

Name: Sammy Pernicano Title: President
Street Address: 5987 Orchard Woods Dr.
City: West Bloomfield State: Michigan Zip: 48324
Telephone: 248.388.6202 Email: spernicano@msn.com

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

Name: Sammy Pernicano Title: President
Street Address: 5987 Orchard Woods Dr.
City: West Bloomfield State: Michigan Zip: 48324
Telephone: 248.388.6202 Email: spernicano@msn.com

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

Street Address: 5987 Orchard Woods Dr.
City: West Bloomfield State: Michigan Zip: 48324
Toll-free Telephone: 1.866.372.0356 Email: spernicano@msn.com

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

FEIN: 205558237

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

Sole Proprietorship

☐

Limited Liability
Partnership (LLP)

☐

Corporation

☐

Partnership

☐

Limited Liability Company
(LLC)

☒

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:

CenterPoint Energy Ohio

☒

Columbis Gas of
Ohio

☒

Dominion Energy Ohio

☒

Duke Energy 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.

Date: 04/15/2022

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: Christian Vandercook Title: Business Development Mgr.
Street Address: 355 E. Campus View Blvd. STE. 150 Columbus,
City: Columbus State: Ohio Zip: 43240
Telephone: 667.313.5503 Email: Christian.vandercook@constellation.com

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.

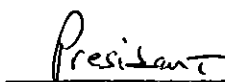
D-2. Operations expertise and key technical personnel.

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. If vendors or third parties are or will be utilized for any activities listed in this application, provide the name and contact information for each and list which activities they will perform. Also indicate which activities will be performed directly by the company. Please note that this information is required to be updated within 30 days of any changes.

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

3-31-2022
Date


Title

Competitive Retail Natural Gas Service Affidavit

County of Oakland :

State of Michigan :

Sammy Pernicano, 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 saith naught.

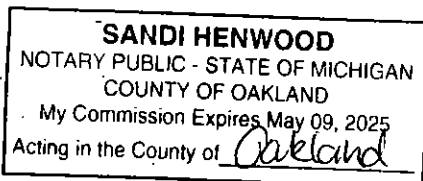
Sammy Pernicano President
Signature of Affiant & Title

Sworn and subscribed before me this 31 day of March, 2022
Month Year

Sandi Henwood
Signature of official administering oath

Sandi Henwood, Notary Public
Print Name and Title

My commission expires on May 9, 2025



Exhibits for Natural Gas Broker Application of Sunstar C&E Services, LLC

Section A. Applicant Information and Services

A-12 Exhibit A-12 "Principal Officers, Directors & Partners"

Sammy Pernicano, President

5987 Orchard Woods Dr. West Bloomfield, MI. 48324

248-388-6202

A-13 Exhibit A-13 "Company History,"

Sunstar C&E Services, LLC single member Sammy Pernicano has been selling retail power and gas to customers since 2002. In that 17 years he has established and retained good business and customer relationships because of his integrity and desire to always bring fairness and value to all parties involved in transactions. Sammy Pernicano has worked with Quest Energy, WPS "Utility in Wisconsin", Integrys Energy, DTE Energy, and currently with Constellation New Energy. I have worked with both, the host utility and the Alternative Energy Supplier providing both power and natural gas products over the last 17 years directly to customers.

A-14 Exhibit A-14 "Secretary of State,"

Attached on pages 12

Section B. Applicant Managerial Capability and Experience

B-1 Exhibit B-1 "Jurisdictions of Operation,"

Michigan (Power and Gas) No License Required

Pennsylvania (Power) Lic# A-2016-2524863

Ohio (Power) Lic# 15-1021E

B-2 Exhibit B-2 "Experience & Plans,"

Sunstar C&E Services, LLC single member Sammy Pernicano has been selling retail power and gas to customers since 2002. In that 15 year he has established and retained good business and customer relationships because of his integrity and desire to always bring fairness and value to all parties involved in transactions.

Plans for Sunstar C&E Services, LLC include direct customer sales and management of the client's sales channel activity.

Direct customer sales will be accomplished by offering the products of Constellation Energy Services, Inc. using their contract form(s) and addendums which Sunstar C&E Services is an exclusive contractor.

Exhibits for Natural Gas Broker Application of Sunstar C&E Services, LLC

Management of Constellation Energy Services, Inc. sales channel activity will involve:

- Continue to generate business with sales channel partners with well-founded relationships and proven trust.
- Vetting prospective channel's business history, background and standing in the market place to ensure a proper fit with client's business processes, values, and system requirements.
- Continually testing and upgrading procedures and forms to give the channel partners the friendliest system experience to ensure the delivery of the greatest value products to the end customer.

For both activities, act as liaison to client by providing feedback on systems and infrastructure- it's handling of deal flow and customer volume; it's product offerings consistency and competitiveness; it's ease of use and understanding – all to ensure delivery of great customer service to the end customer.

Sunstar C&E Services, LLC has serviced over 150 commercial accounts for gas in Michigan at over 250,000 MCF. Sunstar C&E Services currently services over 23 accounts in Michigan.

B-3 Exhibit B-4 "Disclosure of Liabilities and Investigations."

None

Section C. FINANCIAL CAPABILITY AND EXPERIENCE

C-1 Exhibit C-1 "Annual Reports."

Sunstar C&E Services, LLC is not required to file annual reports as a single member Limited Liability Corporation.

C-2 Exhibit C-2 "Financial Statements."

Attached on pages 13, 14 Marked Confidential

C-3 Exhibit C-3 "Forecasted Financial Statements."

Attached on page 15 Marked Confidential

Exhibits for Natural Gas Broker Application of Sunstar C&E Services, LLC

C-4 Exhibit C-4 "Credit Rating."

Sunstar C&E Services, LLC- as a single member LLC, does not have a credit rating with any rating service.

C-5 Exhibit C-5 "Credit Report."

Attached on page 16 The page is a recent credit report from Experian.

C-6 Exhibit C-6 "Bankruptcy Information."

There have been NO filings of bankruptcy or protection from creditors for either the company Sunstar C&E Services, LLC or the single member Sammy Pernicano.

C-8 Exhibit C - 8 "Corporate Structure."

If the applicant is a stand-alone entity, then no graphical depiction is required and applicant may respond by stating that they are a stand-alone entity with no affiliate or subsidiary companies.

Sunstar C&E Services, LLC is a stand-alone entity with no affiliate or subsidiary companies.

Section D. Applicant Technical Capability

D-1 Exhibit D-1 "Operations"

Sunstar C&E Services, LLC serves a broad base of small business, commercial and industrial customers located in deregulated energy markets. Sunstar C&E Services, LLC assists any and all types of customers in understanding deregulated energy markets and works with them to realize significant cost savings on their natural gas or electric bills.

D-2 Exhibit D-2 "Operations Expertise and Key Technical Personnel"

Sam Pernicano is an accomplished executive with extensive experience managing people and resources in sales, marketing, customer service, and operations for regional and national organizations. Dynamic sales management style has created marked improvement in revenue, market share, profits and customer satisfaction.

Sammy Pernicano, President
5987 Orchard Woods Dr. West Bloomfield, MI. 48324
248-388-6202



DATE	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
08/25/2015	201523603092	REGISTRATION OF FOREIGN FOR PROFIT LLC (LFP)	125.00	0.00	0.00	0.00	0.00

Receipt

This is not a bill. Please do not remit payment.

SUNSTAR C&E SERVICES LLC
SAM PERNICANO
24742 WINONA
DEARBORN, MI 48124

STATE OF OHIO CERTIFICATE

Ohio Secretary of State, Jon Husted
2422351

It is hereby certified that the Secretary of State of Ohio has custody of the business records for

SUNSTAR C&E SERVICES, LLC

and, that said business records show the filing and recording of:

Document(s)

REGISTRATION OF FOREIGN FOR PROFIT LLC

Effective Date: 08/24/2015

Document No(s):

201523603092

United States of America
State of Ohio
Office of the Secretary of State

Witness my hand and the seal of the
Secretary of State at Columbus, Ohio this
25th day of August, A.D. 2015.

Jon Husted
Ohio Secretary of State

Search inquiry: (My company)

CreditScoreSM Report

as of: 03/31/22 11:04 ET

Sunstar C & E Services LLC

Address: 5987 Orchard Woods Dr
W Bloomfield, MI 48324-3278
United States

Phone: 248-388-6202

Website: www.cuisinecater.com

Experian BIN: 830506650

Agent: Sammy G Pernicano

Agent Address: 5987 Orchard Woods Drive
West Bloomfield, MI

Family Linkage:

Ultimate Parent Sunstar C & E Services LLC
5987 Orchard Woods Dr
W Bloomfield, MI

Branches / Alternative Locations Sunstar C & E Services LLC
24742 Winona St
Dearborn, MI United States

Key Personnel: Sammy G Pernicano

SIC Code: 5812-Restaurants
7389-Business Services, Nec

NAICS Code: 722511-Full-Service Restaurants
561499-All Other Business Support Services

Business Type: Corporation

Experian File Established: December 2006

Experian Years on File: 16 Years

Years in Business: 29 Years

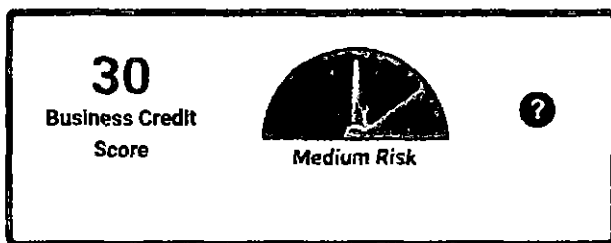
Total Employees: 7

Sales: \$366,000

Filing Data Provided by: Michigan

Date of Incorporation: 09/14/2006

Experian Business Credit Score



The objective of the Experian Business Credit Score is to predict payment behavior. High Risk means that there is a significant probability of delinquent payment. Low Risk means that there is a good probability of on-time payment.

Key Score Factors:

- Risk associated with the company's industry.
- Company's business type.
- Number of employees.

Business Credit Scores range from a low of 1 to high of 100 with this company receiving a score of 30. Higher scores indicate lower risk. This score predicts the likelihood of serious credit delinquencies within the next 12 months. This score uses tradeline and collections information, public filings as well as other variables to predict future risk.