

Re. Ohio Energy Broker License

**Graphical depiction of the corporate structure, not an internal organizational chart, including a graphical depiction of such structure, and a list of all affiliate and subsidiary companies that supply retail or wholesale electricity or natural gas to customers in North America. If company is stand-alone entity, then no graphical depiction is required, and company may respond by stating that it's stand-alone entity with no affiliate or subsidiary companies:**

Frontline Power Solutions, LLC is at stand-alone entity with no affiliate of subsidiary companies.

John T Holmes, CEO / 100% Owner  
3 Shannon Court, Unit 310  
Bristol, RI 02809  
401-474-4776





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

ME, RI, CT, MA, PA, NY, NJ, MD, DE

## Re. Ohio Energy Broker License

NOTE – In 2018, Frontline Power Solutions sold its book of business to Diversegy, LLC to focus on energy efficiency products. Frontline Power Solutions did not do any business in Ohio from September 2018 to present (May 2022) though kept licensing through 2019. Due to the covid-19 pandemic Frontline Power Solutions ceased renewals of our broker licenses and did not market to, or serve, any customers in Ohio from 2019 to present. We are planning to relaunch our brokerage business in July 2022 to include Ohio and resume marketing operations once Ohio PUCO licensing is completed.

Frontline Power Solutions act as an Energy Broker, we do not contract directly with customers for energy supply, we broker supply through licensed energy suppliers who in turn contract with end-users. Frontline Power Solutions does not provide billing statements to customers, billing statements are issued through our licensed Supplier Channel Partners. As a broker we assist customers with any inquiries or complaints and will work on behalf of our customers to solve any problems with their chosen contracted energy supplier as directed by the customer.

*Concise description of the company history and principal business interests:*

### Corporate Profile

Frontline Power Solutions, LLC ("Frontline"), an electric power and natural gas commodity brokerage licensed to conduct business in eleven deregulated U.S. states since 2013. Collectively, Frontline is a full service energy consulting firm offering comprehensive energy solutions for municipal and private industry clientele. Frontline's staff and strategic partner network is comprised of consultants, procurement specialists, engineers, contractors, and software developers enabling us to handle a wide array of projects ranging from third party energy procurement to utility audits to energy management systems. We offer our clients a unique and customized approach to each customer's energy needs.

### Corporate Objectives

Frontline's market initiative is to bring comprehensive energy management solutions to a pre-qualified clientele of which meet the client's objectives pertaining to overall energy cost reduction. The ideal Frontline client exists in the commercial, industrial, and/or municipal sector and has an annual energy spend of \$100,000 or more. It is Frontline's goal to aid facility managers, energy managers, and operations managers in becoming an outsourced energy department—offering an array of energy services from document management, utility auditing, billing management, commodity procurement, automation, and efficiency strategy.

Mission Statement: To deliver exceptional energy management strategies to our clients.

### Commodity Procurement

Commercial and industrial entities can benefit from entering into electric power and natural gas commodity supply arrangements with energy suppliers in several ways. In a

traditional swap agreement, energy suppliers absorb market risk on behalf of the client in exchange for a fixed price component. These agreements allow end-users to avoid market volatility and forecast costs. Alternatively, end-users can participate in the open market to capture savings during downward trends. At Frontline, we advise our clients on choosing the right commodity supply agreements for their energy loads and risk tolerance.

Each commodity supply agreement begins with an understanding of our client's energy load profile. Based on this data, we prepare an RFP on our client's behalf outlining the specific commodity supply product and special contract language. This RFP is sent out to all licensed electric and natural gas generation suppliers in the market to procure the best services and pricing in the supply market.

### Electric & Gas Supplier Channel Partners

AEP Energy  
Ambit Energy  
Atlantic Energy  
Champion Energy  
ConEdison Solutions  
Constellation  
Crius Energy  
Direct Energy  
EDF  
First Point Power  
Engie  
Great Eastern Energy

IGS  
Major Energy  
Mega Energy  
Mint Energy  
Nordic Energy  
PSEG  
Snyder Bros  
Sprague Energy  
Sunwave Gas and Power  
Supreme Energy  
Talen Energy  
UGI Energy Services  
WGL Energy

### SCOPE OF SERVICES

#### Energy Management

Frontline begins each relationship by acquiring a thorough understanding of our client's objectives for their proposed project. Based on these objectives, Frontline will prepare an intelligent, cost-effective strategy to meet the client's goals and time schedule, and will prepare the required resources to competently execute the proposed project. Our staff and partners have the necessary skills, licenses, and certifications to perform these tasks in accordance with acceptable regulatory practices. The following is a list of services provided by Frontline and our supplier channel partners:

#### Frontline Services:

- Preliminary Project Assessment
- Utility Studies and Audits
- Electric and Natural Gas Generation Supply Procurement Risk Management
- Market Intelligence Reports
- Document Management
- Power Quality Assessment

- Renewable Energy Project Coordination
- Energy Credit Procurement
- Demand Response Execution and Management
- Vendor Qualification and Vetting
- Phase Balancing Application and Reactive Load Reduction
- Harmonic Studies and Assessments

Not Applicable



Not Applicable

## Frontline Power Solutions LLC

## Profit &amp; Loss

January through December 2020

	Jan - Dec 20
Income	
4240 · Brokerage Commission Income	238,537.23
Total Income	238,537.23
Cost of Goods Sold	
5000 · Sales Commission Expense	23,501.10
Total COGS	23,501.10
Gross Profit	215,036.13
Expense	
6000 · Marketing/Advertising/Promotion	5,397.00
6040 · Bank Service Charges	2,820.64
6170 · Computer and Technology	1,287.62
6171 · Internet Expenses	3,543.82
6173 · Hardware/Software/Misc Supplies	740.20
6233 · Utilities	390.00
6236 · Telephone	1,431.99
6237 · Rent	34,800.00
6238 · Repairs / Maintenance	1,080.43
6239 · Postage and Overnight Delivery	67.92
6240 · Depreciation Expense	631.20
6335 · Insurance Expense	616.80
6340 · Interest Expense	56,520.57
6430 · Meals and Entertainment	1,309.11
6490 · Office Expense	1,703.18
6495 · Licenses	492.98
6670 · Professional Fees	
6674 · Accounting & Bookkeeping	6,000.00
6670 · Professional Fees - Other	200.00
Total 6670 · Professional Fees	6,200.00
6675 · Recruiting Expense	2,245.88
6800 · Conferences	310.80
6840 · Travel Expense	2,344.20
9660 · State Min Tax	400.00
Total Expense	124,334.34
Net Income	90,701.79

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Accrual Basis

# Frontline Power Solutions LLC

## Profit & Loss Prev Year Comparison

### January through December 2019

	Jan - Dec 19	Jan - Dec 18	\$ Change	% Change
<b>Income</b>				
4240 · Brokerage Commission Income	416,382.96	1,412,318.65	-995,935.69	-70.5%
5100 · Other Income	782.08	0.00	782.08	100.0%
<b>Total Income</b>	<b>417,165.04</b>	<b>1,412,318.65</b>	<b>-995,153.61</b>	<b>-70.5%</b>
<b>Cost of Goods Sold</b>				
5000 · Sales Commission Expense	220,451.94	691,015.63	-470,563.69	-68.1%
5050 · Sales Commissions Returned	21,611.50	1,694.86	19,916.64	1,175.1%
<b>Total COGS</b>	<b>242,063.44</b>	<b>692,710.49</b>	<b>-450,647.05</b>	<b>-65.1%</b>
<b>Gross Profit</b>	<b>175,101.60</b>	<b>719,608.16</b>	<b>-544,506.56</b>	<b>-75.7%</b>
<b>Expense</b>				
6000 · Marketing/Advertising/Promotion	4,903.38	1,180.08	3,723.30	315.5%
6040 · Bank Service Charges	3,889.53	5,660.69	-1,771.16	-31.3%
6170 · Computer and Technology	1,958.60	2,045.92	-87.32	-4.3%
6171 · Internet Expenses	4,743.13	5,676.57	-933.44	-16.4%
6173 · Hardware/Software/Misc Supplies	9,422.02	28,625.72	-19,203.70	-67.1%
6232 · Cleaning	150.00	1,475.00	-1,325.00	-89.8%
6233 · Utilities	4,876.43	4,901.34	-24.91	-0.5%
6236 · Telephone	1,296.79	2,904.21	-1,607.42	-55.4%
6237 · Rent	30,100.00	46,600.00	-16,500.00	-35.4%
6238 · Repairs / Maintenance	0.00	1,670.94	-1,670.94	-100.0%
6239 · Postage and Overnight Delivery	2,536.27	2,991.52	-455.25	-15.2%
6240 · Depreciation Expense	912.00	1,191.96	-279.96	-23.5%
6335 · Insurance Expense	1,411.00	1,603.08	-192.08	-12.0%
6337 · Brokerage Bonds	0.00	410.00	-410.00	-100.0%
6340 · Interest Expense	88,011.35	64,100.31	23,911.04	37.3%
6430 · Meals and Entertainment	5,154.46	8,884.49	-3,730.03	-42.0%
6490 · Office Expense	4,206.33	10,210.24	-6,003.91	-58.8%
6495 · Licenses	350.00	459.00	-109.00	-23.8%
6500 · Salaries,Wages,and Compensation	62,404.19	227,052.99	-164,648.80	-72.5%
6600 · Payroll Tax Expenses	5,853.03	19,887.31	-14,034.28	-70.6%
6650 · Other Taxes	0.00	842.67	-842.67	-100.0%
6670 · Professional Fees				
6671 · Brokerage Licensing Services	2,717.50	7,425.94	-4,708.44	-63.4%
6673 · Legal Services	10,397.25	100.00	10,297.25	10,297.3%
6674 · Accounting & Bookkeeping	10,140.00	6,295.00	3,845.00	61.1%
6670 · Professional Fees - Other	12,672.82	2,822.27	9,850.55	349.0%
<b>Total 6670 · Professional Fees</b>	<b>35,927.57</b>	<b>16,643.21</b>	<b>19,284.36</b>	<b>115.9%</b>
6675 · Recruiting Expense	1,450.62	8,344.55	-6,893.93	-82.6%
6800 · Conferences	15,403.17	0.00	15,403.17	100.0%
6840 · Travel Expense	21,967.58	43,536.82	-21,569.24	-49.5%
9660 · State Min Tax	400.00	400.00	0.00	0.0%
<b>Total Expense</b>	<b>307,327.45</b>	<b>507,298.62</b>	<b>-199,971.17</b>	<b>-39.4%</b>
<b>Net Income</b>	<b>-132,225.85</b>	<b>212,309.54</b>	<b>-344,535.39</b>	<b>-162.3%</b>

	A	B	C	D	E	F	G	H	I	J	K	L	M
1	FRONTLINE POWER SOLUTIONS- Ohio Only ELECTRIC POWER BROKER												
2	MONTHLY SALES PROJECTIONS												
3	6/1/2022												
4													
5	Month												
6	12												
7													
8		7/1/2022	8/1/2022	9/1/2022	10/1/2022	11/1/2022	12/1/2022	1/1/2023	2/1/2023	3/1/2023	4/1/2023	5/1/2023	6/1/2023
9	Annual Units Sold	2,000,000	2,000,000	2,000,000	2,500,000	3,000,000	4,000,000	6,000,000	6,000,000	10,000,000	10,000,000	10,000,000	10,000,000
10	Annual Units Lost	-	10,000	19,950	29,850	42,201	56,990	76,705	106,322	135,790	185,111	234,185	283,014
11	Total Annual Units Sold	2,000,000	1,990,000	1,980,050	2,470,150	2,957,799	3,943,010	5,923,295	5,893,678	9,864,210	9,814,889	9,765,815	9,716,986
12	Net Monthly Units Sold	166,667	165,833	165,004	205,846	246,483	328,584	493,608	491,140	822,018	817,907	813,818	809,749
13	Net Units Delivered (Load Profile)	140,000	319,200	537,305	794,020	989,550	1,110,240	1,220,539	1,341,745	2,003,933	2,473,676	3,262,653	4,050,870
14	Net Revenue	\$840	\$1,915	\$3,224	\$4,764	\$5,937	\$6,661	\$7,323	\$8,050	\$12,024	\$14,842	\$19,576	\$24,305
15	Running Annual Total Sold	2,000,000	3,990,000	5,970,050	8,440,200	11,397,999	15,341,009	21,264,304	27,157,982	37,022,192	46,837,081	56,602,896	66,319,881
16	Running Annual Book (Delivered)	1,680,000	5,510,400	11,958,054	21,486,294	33,360,892	46,683,768	61,330,240	77,431,177	101,478,379	131,162,489	170,314,330	218,924,772
17	Running Annual Revenue(Delivered)	\$10,080	\$33,062	\$71,748	\$128,918	\$200,165	\$280,103	\$367,981	\$464,587	\$608,870	\$786,975	\$1,021,886	\$1,313,549
18	Running Total Customers	4	7	11	16	22	30	42	54	74	93	113	132
19													
20													
21													
22	Sales Person's Headcount	7/1/2022	8/1/2022	9/1/2022	10/1/2022	11/1/2022	12/1/2022	1/1/2023	2/1/2023	3/1/2023	4/1/2023	5/1/2023	6/1/2023
23	PA	-	-	-	-	-	-	-	-	-	-	-	-
24	OHIO	-	-	-	1	1	1	2	2	4	4	4	4
25	IL	-	-	-	-	-	-	-	-	-	-	-	-
26	NJ	-	-	-	-	-	-	-	-	-	-	-	-
27	DE	-	-	-	-	-	-	-	-	-	-	-	-
28	MD	-	-	-	-	-	-	-	-	-	-	-	-
29	DC	-	-	-	-	-	-	-	-	-	-	-	-
30	NH	-	-	-	-	-	-	-	-	-	-	-	-
31	MA	-	-	-	-	-	-	-	-	-	-	-	-
32	RI	-	-	-	-	-	-	-	-	-	-	-	-
33	CT	-	-	-	-	-	-	-	-	-	-	-	-
34	ME	-	-	-	-	-	-	-	-	-	-	-	-
35	MI	-	-	-	-	-	-	-	-	-	-	-	-
36	NY	-	-	-	-	-	-	-	-	-	-	-	-
37	TX	-	-	-	-	-	-	-	-	-	-	-	-
38	DRAW TYPE SALESPERSONS - OHIO	1	1	1	1	1	1	1	1	1	1	1	1
39	TOTAL	1	1	1	2	2	2	3	3	5	5	5	5
40													
41	Sales												
42	Market	7/1/2022	8/1/2022	9/1/2022	10/1/2022	11/1/2022	12/1/2022	1/1/2023	2/1/2023	3/1/2023	4/1/2023	5/1/2023	6/1/2023
43	PA	-	-	-	-	-	-	-	-	-	-	-	-
44	OHIO	-	-	-	500,000	1,000,000	2,000,000	4,000,000	4,000,000	8,000,000	8,000,000	8,000,000	8,000,000
45	IL	-	-	-	-	-	-	-	-	-	-	-	-
46	NJ	-	-	-	-	-	-	-	-	-	-	-	-
47	DE	-	-	-	-	-	-	-	-	-	-	-	-
48	MD	-	-	-	-	-	-	-	-	-	-	-	-
49	DC	-	-	-	-	-	-	-	-	-	-	-	-
50	NH	-	-	-	-	-	-	-	-	-	-	-	-
51	MA	-	-	-	-	-	-	-	-	-	-	-	-
52	RI	-	-	-	-	-	-	-	-	-	-	-	-
53	CT	-	-	-	-	-	-	-	-	-	-	-	-
54	ME	-	-	-	-	-	-	-	-	-	-	-	-
55	MI	-	-	-	-	-	-	-	-	-	-	-	-
56	NY	-	-	-	-	-	-	-	-	-	-	-	-
57	TX	-	-	-	-	-	-	-	-	-	-	-	-
58	DRAW TYPE SALESPERSONS - OHIO	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000
59	TOTAL	2,000,000	2,000,000	2,000,000	2,500,000	3,000,000	4,000,000	6,000,000	6,000,000	10,000,000	10,000,000	10,000,000	10,000,000

	N	O	P	Q	R	S	T	U	V	W	X	Y
1												
2												
3												
4												
5												
6	13	14	15	16	17	18	19	20	21	22	23	24
7												
8	<u>7/1/2023</u>	<u>8/1/2023</u>	<u>9/1/2023</u>	<u>10/1/2023</u>	<u>11/1/2023</u>	<u>12/1/2023</u>	<u>1/1/2024</u>	<u>2/1/2024</u>	<u>3/1/2024</u>	<u>4/1/2024</u>	<u>5/1/2024</u>	<u>6/1/2024</u>
9	12,000,000	12,000,000	12,000,000	12,000,000	12,000,000	12,000,000	12,000,000	14,000,000	14,000,000	14,000,000	14,000,000	12,000,000
10	331,599	389,941	447,992	505,752	563,223	620,407	677,305	733,918	800,249	866,247	931,916	997,257
11	11,668,401	11,610,059	11,552,008	11,494,248	11,436,777	11,379,593	11,322,695	13,266,082	13,199,751	13,133,753	13,068,084	11,002,743
12	972,367	967,505	962,667	957,854	953,065	948,299	943,558	1,105,507	1,099,979	1,094,479	1,089,007	916,895
13	<b>4,232,839</b>	<b>5,623,436</b>	<b>7,389,667</b>	<b>9,391,255</b>	<b>10,570,841</b>	<b>10,574,554</b>	<b>10,341,800</b>	<b>9,872,157</b>	<b>12,222,402</b>	<b>13,321,616</b>	<b>14,420,110</b>	<b>15,517,888</b>
14	<b>\$25,397</b>	<b>\$33,741</b>	<b>\$44,338</b>	<b>\$56,348</b>	<b>\$63,425</b>	<b>\$63,447</b>	<b>\$62,051</b>	<b>\$59,233</b>	<b>\$73,334</b>	<b>\$79,930</b>	<b>\$86,521</b>	<b>\$93,107</b>
15	77,988,282	89,598,341	101,150,349	112,644,597	124,081,374	135,460,967	146,783,662	160,049,744	173,249,495	186,383,248	199,451,332	210,454,075
16	269,718,836	337,200,070	425,876,075	538,571,136	665,421,231	792,315,880	916,417,476	1,034,883,354	1,181,552,182	1,341,411,578	1,514,452,900	1,700,667,552
17	\$1,618,313	\$2,023,200	\$2,555,256	\$3,231,427	\$3,992,527	\$4,753,895	\$5,498,505	\$6,209,300	\$7,089,313	\$8,048,469	\$9,086,717	\$10,204,005
18	155	179	202	225	248	270	293	320	346	372	398	420
19												
20												
21												
22	<u>7/1/2023</u>	<u>8/1/2023</u>	<u>9/1/2023</u>	<u>10/1/2023</u>	<u>11/1/2023</u>	<u>12/1/2023</u>	<u>1/1/2024</u>	<u>2/1/2024</u>	<u>3/1/2024</u>	<u>4/1/2024</u>	<u>5/1/2024</u>	<u>6/1/2024</u>
23	-	-	-	-	-	-	-	-	-	-	-	-
24	5	5	5	5	5	5	5	6	6	6	6	6
25	-	-	-	-	-	-	-	-	-	-	-	-
26	-	-	-	-	-	-	-	-	-	-	-	-
27	-	-	-	-	-	-	-	-	-	-	-	-
28	-	-	-	-	-	-	-	-	-	-	-	-
29	-	-	-	-	-	-	-	-	-	-	-	-
30	-	-	-	-	-	-	-	-	-	-	-	-
31	-	-	-	-	-	-	-	-	-	-	-	-
32	-	-	-	-	-	-	-	-	-	-	-	-
33	-	-	-	-	-	-	-	-	-	-	-	-
34	-	-	-	-	-	-	-	-	-	-	-	-
35	-	-	-	-	-	-	-	-	-	-	-	-
36	-	-	-	-	-	-	-	-	-	-	-	-
37	-	-	-	-	-	-	-	-	-	-	-	-
38	<u>1</u>	<u>1</u>	<u>1</u>	<u>1</u>	<u>1</u>	<u>1</u>	<u>1</u>	<u>1</u>	<u>1</u>	<u>1</u>	<u>1</u>	<u>-</u>
39	<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>	<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>	<b>6</b>
40												
41												
42	<u>7/1/2023</u>	<u>8/1/2023</u>	<u>9/1/2023</u>	<u>10/1/2023</u>	<u>11/1/2023</u>	<u>12/1/2023</u>	<u>1/1/2024</u>	<u>2/1/2024</u>	<u>3/1/2024</u>	<u>4/1/2024</u>	<u>5/1/2024</u>	<u>6/1/2024</u>
43	-	-	-	-	-	-	-	-	-	-	-	-
44	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	12,000,000	12,000,000	12,000,000	12,000,000	12,000,000
45	-	-	-	-	-	-	-	-	-	-	-	-
46	-	-	-	-	-	-	-	-	-	-	-	-
47	-	-	-	-	-	-	-	-	-	-	-	-
48	-	-	-	-	-	-	-	-	-	-	-	-
49	-	-	-	-	-	-	-	-	-	-	-	-
50	-	-	-	-	-	-	-	-	-	-	-	-
51	-	-	-	-	-	-	-	-	-	-	-	-
52	-	-	-	-	-	-	-	-	-	-	-	-
53	-	-	-	-	-	-	-	-	-	-	-	-
54	-	-	-	-	-	-	-	-	-	-	-	-
55	-	-	-	-	-	-	-	-	-	-	-	-
56	-	-	-	-	-	-	-	-	-	-	-	-
57	-	-	-	-	-	-	-	-	-	-	-	-
58	<u>2,000,000</u>	<u>2,000,000</u>	<u>2,000,000</u>	<u>2,000,000</u>	<u>2,000,000</u>	<u>2,000,000</u>	<u>2,000,000</u>	<u>2,000,000</u>	<u>2,000,000</u>	<u>2,000,000</u>	<u>2,000,000</u>	<u>-</u>
59	<b>12,000,000</b>	<b>12,000,000</b>	<b>12,000,000</b>	<b>12,000,000</b>	<b>12,000,000</b>	<b>12,000,000</b>	<b>12,000,000</b>	<b>14,000,000</b>	<b>14,000,000</b>	<b>14,000,000</b>	<b>14,000,000</b>	<b>12,000,000</b>

## Front Line Power Solutions, LLC

**Address:** 54 Viking Dr  
Bristol, RI 02809-4802  
United States

**Phone:** 401-474-4776

**Website:** frontlinepowersolutions.com

**Experian BIN:** 968747198

**Agent:** Alfred R. Rego, Jr. Esq.

**Agent Address:** 443 Hope Street  
Bristol, RI

**Family Linkage:**

Ultimate Parent Front Line Power Solutions, LLC  
54 Viking Dr  
Bristol, RI

Branches / Alternative Locations Front Line Power Solutions, LLC  
471 Hope St  
Bristol, RI United States

Front Line Power Solutions, LLC  
251 Thames St  
Bristol, RI United States

Front Line Power Solutions, LLC  
149 Hopeworth Ave  
Bristol, RI United States

**SIC Code:** 0000-Ri Value Dont Delete  
3350-Nonferrous Rolling & Drawing  
1731-Electrical Contractors

**NAICS Code:** 221122-Electric Power Distribution  
331491-Nonferrous Metal (Except  
Copper And Aluminum)  
Rolling, Drawing, And  
Extruding  
238210-Electrical Contractors And  
Other Wiring Installation  
Contractors

**Business Type:** Corporation

**Experian File Established:** March 2013

**Experian Years on File:** 9 Years

**Years in Business:** 13 Years

**Total Employees:** 2

**Sales:** \$93,000

**Filing Data Provided by:** Rhode Island

**Date of Incorporation:** 01/13/2013

## Experian Business Credit Score

**12**  
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:

- Number of recently active commercial accounts.
- Number of commercial accounts with net 1-30 days term.
- Balance of commercial accounts at worst delinquency.
- Balance of delinquent commercial accounts.

**Business Credit Scores range from a low of 1 to high of 100 with this company receiving a score of 12.** 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.

## Experian Financial Stability Risk Rating

**3**

**Financial  
Stability Risk  
Rating**



A Financial Stability Risk Rating of 3 indicates a 2.95% potential risk of severe financial distress within the next 12 months.

### Key Rating Factors:

- Number of active commercial accounts.
- Past commercial derogatory balance.
- Risk associated with the company's industry sector.
- Percent of total commercial balance moderately delinq.

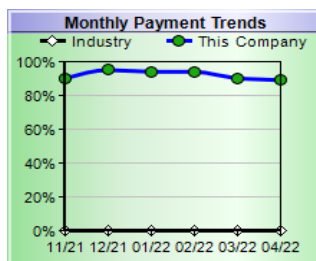
**Financial Stability Risk Ratings range from a low of 1 to high of 5 with this company receiving a rating of 3.** Lower ratings indicate lower risk. Experian categorizes all businesses to fit within one of the five risk segments. This rating predicts the likelihood of payment default and/or bankruptcy within the next 12 months. This rating uses tradeline and collections information, public filings as well as other variables to predict future risk.

## Credit Summary

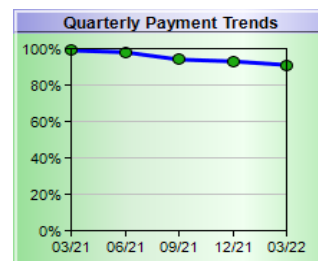
<b>Current Days Beyond Terms (DBT):</b>	<b>8</b>
<b>Predicted DBT for 06/15/2022:</b>	<b>10</b>
<b>Average Industry DBT:</b>	<b>5</b>
<b>Payment Trend Indicator:</b>	No Trend Identifiable
<b>Lowest 6 Month Balance:</b>	\$41,677
<b>Highest 6 Month Balance:</b>	\$55,170
<b>Current Total Account Balance:</b>	\$0
<b>Highest Credit Amount Extended:</b>	\$0

<b>Payment Tradelines</b> (see <a href="#">charts</a> ):	7
<b>UCC Filings:</b>	8
<b>✗ Businesses Scoring Worse:</b>	11%
<b>✓ Bankruptcies:</b>	0
<b>✓ Liens:</b>	0
<b>✓ Judgments Filed:</b>	0
<b>✓ Collections:</b>	0

## Payment Trend Summary



\*Percentage of on-time payments by month.  
(\*Industry comparative data not available.)



\*Percentage of on-time payments by quarter.

### Monthly Payment Trends - Recent Activity

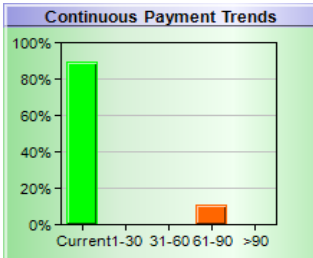
Date	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT
11/21	90%	0%	0%	10%	0%

### Quarterly Payment Trends - Recent Activity

Date	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT
03/21	99%	1%	0%	0%	0%
06/21	98%	2%	0%	0%	0%

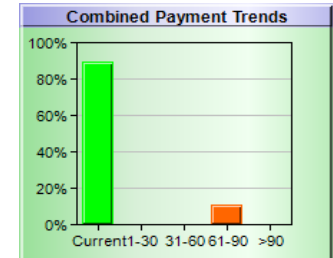
12/21	95%	5%	0%	0%	0%
01/22	94%	6%	0%	0%	0%
02/22	94%	6%	0%	0%	0%
03/22	90%	0%	10%	0%	0%
04/22	89%	0%	0%	11%	0%

09/21	94%	3%	3%	0%	0%
12/21	93%	3%	0%	4%	0%
03/22	91%	2%	3%	4%	0%



\*[Continuous](#) distribution with [DBT](#).

Insufficient information to produce  
**Newly Reported Payment Trends**  
chart.



\*[Combined](#) distribution with [DBT](#).

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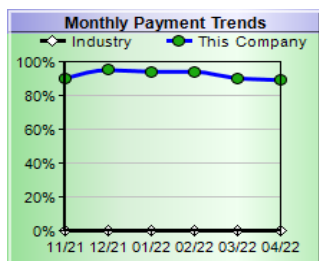
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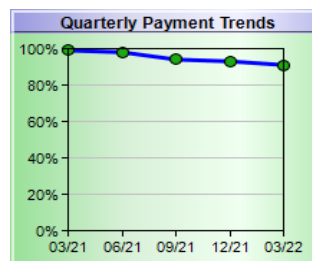
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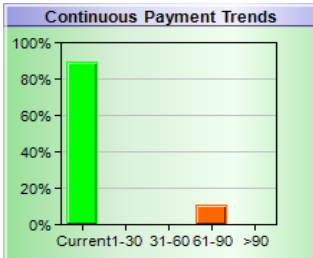
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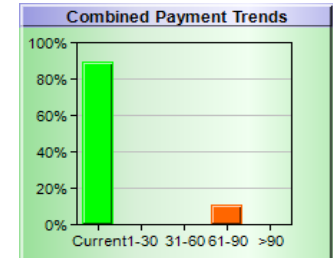
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## Re. Ohio Energy Broker License

NOTE – In 2018, Frontline Power Solutions sold its book of business to Diversegy, LLC to focus on energy efficiency products. Frontline Power Solutions did not do any business in Ohio from September 2018 to present (May 2022) though kept licensing through 2019. Due to the covid-19 pandemic Frontline Power Solutions ceased renewals of our broker licenses and did not market to, or serve, any customers in Ohio from 2019 to present. We are planning to relaunch our brokerage business in July 2022 to include Ohio and resume marketing operations once Ohio PUCO licensing is completed.

Frontline Power Solutions act as an Energy Broker, we do not contract directly with customers for energy supply, we broker supply through licensed energy suppliers who in turn contract with end-users. Frontline Power Solutions does not provide billing statements to customers, billing statements are issued through our licensed Supplier Channel Partners. As a broker we assist customers with any inquiries or complaints and will work on behalf of our customers to solve any problems with their chosen contracted energy supplier as directed by the customer.

*Concise description of the company history and principal business interests:*

### Corporate Profile

Frontline Power Solutions, LLC ("Frontline"), an electric power and natural gas commodity brokerage licensed to conduct business in eleven deregulated U.S. states since 2013. Collectively, Frontline is a full service energy consulting firm offering comprehensive energy solutions for municipal and private industry clientele. Frontline's staff and strategic partner network is comprised of consultants, procurement specialists, engineers, contractors, and software developers enabling us to handle a wide array of projects ranging from third party energy procurement to utility audits to energy management systems. We offer our clients a unique and customized approach to each customer's energy needs.

### Corporate Objectives

Frontline's market initiative is to bring comprehensive energy management solutions to a pre-qualified clientele of which meet the client's objectives pertaining to overall energy cost reduction. The ideal Frontline client exists in the commercial, industrial, and/or municipal sector and has an annual energy spend of \$100,000 or more. It is Frontline's goal to aid facility managers, energy managers, and operations managers in becoming an outsourced energy department—offering an array of energy services from document management, utility auditing, billing management, commodity procurement, automation, and efficiency strategy.

Mission Statement: To deliver exceptional energy management strategies to our clients.

### Commodity Procurement

Commercial and industrial entities can benefit from entering into electric power and natural gas commodity supply arrangements with energy suppliers in several ways. In a

traditional swap agreement, energy suppliers absorb market risk on behalf of the client in exchange for a fixed price component. These agreements allow end-users to avoid market volatility and forecast costs. Alternatively, end-users can participate in the open market to capture savings during downward trends. At Frontline, we advise our clients on choosing the right commodity supply agreements for their energy loads and risk tolerance.

Each commodity supply agreement begins with an understanding our client's energy load profile. Based on this data, we prepare an RFP on our client's behalf outlining the specific commodity supply product and special contract language. This RFP is sent out to all licensed electric and natural gas generation suppliers in the market to procure the best services and pricing in the supply market.

### Electric & Gas Supplier Channel Partners

AEP Energy  
Ambit Energy  
Atlantic Energy  
Champion Energy  
ConEdison Solutions  
Constellation  
Crius Energy  
Direct Energy  
EDF  
First Point Power  
Engie  
Great Eastern Energy

IGS  
Major Energy  
Mega Energy  
Mint Energy  
Nordic Energy  
PSEG  
Snyder Bros  
Sprague Energy  
Sunwave Gas and Power  
Supreme Energy  
Talen Energy  
UGI Energy Services  
WGL Energy

### SCOPE OF SERVICES

#### Energy Management

Frontline begins each relationship by acquiring a thorough understanding of our client's objectives for their proposed project. Based on these objectives, Frontline will prepare an intelligent, cost-effective strategy to meet the client's goals and time schedule, and will prepare the required resources to competently execute the proposed project. Our staff and partners have the necessary skills, licenses, and certifications to perform these tasks in accordance with acceptable regulatory practices. The following is a list of services provided by Frontline and our supplier channel partners:

#### Frontline Services:

- Preliminary Project Assessment
- Utility Studies and Audits
- Electric and Natural Gas Generation Supply Procurement Risk Management
- Market Intelligence Reports
- Document Management
- Power Quality Assessment

- Renewable Energy Project Coordination
- Energy Credit Procurement
- Demand Response Execution and Management
- Vendor Qualification and Vetting
- Phase Balancing Application and Reactive Load Reduction
- Harmonic Studies and Assessments

Re. Ohio Energy Broker License

**Provide evidence of the company's experience and technical expertise in performing operations described in this application. Include names, titles, email addresses, phone numbers and background of key personnel involved in operational aspects of company's business:**

Frontline Power Solutions, LLC managers have 28 years combined experience in deregulated energy sales and marketing. Frontline Power Solutions operated successfully in Ohio from May of 2013 to 2019 and ceased energy marketing after selling its book of business to Diversegy, LLC. Frontline Power Solutions intended to supplement its new focus of energy efficiency services (LED lighting and HVAC controls) with energy procurement but ceased this business due to the Covid-19 pandemic. Frontline Power Solutions is now relaunching its energy brokerage and seeks licensing in OHIO so we may serve Ohio commercial and industrial customers. John Holmes, CEO worked as a Business Development Manager, Regional Director and Senior Vice President of Glacial Energy (Licensed Energy Supplier) from 2006 to 2011, then became CEO of Negawatt Business Solutions (Energy related Building Automation Systems) from 2011 to 2013 before forming Frontline Power Solutions, LLC. in 2013.

Timothy Dahler, CTO joined Frontline Power Solutions in 2014 and developed the energy commissions payroll, contract tracking software, utility bill auditing and the customer management software for the company. Timothy is also responsible for training materials, marketing material, web presence and licensing compliance.

Frontline Power has managed over 15,000 utility accounts through our Supplier Channel Partnerships throughout 15 deregulated states of which it was licensed since company incorporation and has never received a customer complaint through any state PUC or the BBB.

John T Holmes, CEO  
3 Shannon Court, Unit 310  
Bristol, RI 02809  
401-474-4776  
[Johnholmes@fpsenergy.com](mailto:Johnholmes@fpsenergy.com)

Timothy Dahler, CTO  
3 Shannon Court, Unit 310  
401-301-9915  
[tdahler@fpsenergy.com](mailto:tdahler@fpsenergy.com)

## JOHN T HOLMES

---

- 2013-Present    **CEO, Frontline Power Solutions**, Bristol RI,  
Licensed energy ESCO operating in all deregulated states. Responsible for the development of all operational procedures and scaling of corporate expansion. Responsible for investor relations and reporting.
- 2011-2013    **CEO Negawatt Business Solutions**, a division of Glacial Energy. St Thomas USVI.  
Energy Efficiency, Demand Response, Responsible for the development of all operational procedures and direction corporate expansion.
- 2009-2011    **Senior Vice President Glacial Energy**, St Thomas USVI.  
Launched and managed the development of all Pennsylvania energy Markets. Generating \$146M in gross revenue within 18 months. Responsible for all hiring, training. Responsible for all back office operations and procedures.
- 2007-2009    **Regional Director, Glacial Energy**, St Thomas USVI.  
Launched and managed the development of the Rhode Island Energy market. Captured 14 percent of the commercial energy Market, resulting in 45M in gross revenue. Responsible for all hiring, training and back office operations and procedures.
- 2006-2007    **Business Development Manager**, Glacial Energy, St Thomas USVI  
Sold energy supply contracts to commercial users. 8 million annual Kwh's sold monthly.
- 1993-2005    **CEO, Direct Access Inc.**, Providence Rhode Island  
Advertising/Promotional firm. Developed 30 direct sales offices. Sold promotional packages business to business, door to door.
- 1991-1993    **Divisional Vice President**, Safety Plus Inc. Lexington Ky.  
Direct sales of fire safety equipment to commercial and residential customers.
- 1989-1991    **Boston Office Manager** Safety, Plus Inc., Lexington Ky.  
Hired, trained and maintained 15 direct sales representatives. #1 office out of 196 offices.
- 1988-1989    **Sales Representative**, Safety Plus Inc. Lexington Ky.  
Sold fire safety equipment to commercial businesses.

Education



Hawthorne College, Antrim NH ▪ 1988  
BS-Aviation Management

## Competitive Retail Electric Service Affidavit

County of Bristol :

State of Rhode Island :

John T. Holmes, 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, gross earnings, and sales of kilowatt-hours of electricity pursuant to Sections 4905.10(A), 4911.18(A), and 4928.06(F), Ohio Revised Code.
3. The applicant will timely pay any assessment made pursuant to Sections 4905.10, 4911.18, and 4928.06(F), Ohio Revised Code.
4. The 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. The 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. The applicant will fully comply with Section 4928.09, Ohio Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
7. The applicant will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
8. The applicant will use its best efforts to verify that any entity with whom it has a contractual relationship to purchase power is in compliance with all applicable licensing requirements of the Federal Energy Regulatory Commission and the Public Utilities Commission of Ohio.
9. The applicant will cooperate fully with the Public Utilities Commission of Ohio, the electric distribution companies, the regional transmission entities, and other electric suppliers in the event of an emergency condition that may jeopardize the safety and reliability of the electric service in accordance with the emergency plans and other procedures as may be determined appropriate by the Commission.
10. If applicable to the service(s) the applicant will provide, it will adhere to the reliability standards of (1) the North American Electric Reliability Council (NERC), (2) the appropriate regional reliability council(s), and (3) the Public Utilities Commission of Ohio.
11. The 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.

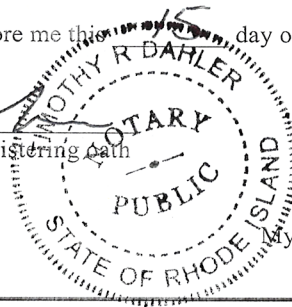
12. The facts set forth above are true and accurate to the best of his/her knowledge, information, and belief and that he/she expects said applicant to be able to prove the same at any hearing hereof.

13. Affiant further sayeth naught.

x [Signature]  
Signature of Affiant & Title

Sworn and subscribed before me this 15 day of June, 2022  
Month Year

[Signature]  
Signature of official administering oath



Timothy R Dahler  
Print Name and Title

My commission expires on 9/14/2024

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

**6/20/2022 11:30:44 AM**

**in**

**Case No(s). 13-0788-EL-AGG**

**Summary: In the Matter of the Application of Front Line Power Solutions LLC**