

DIS Case Number: 12-2090-EL-AGG

Section A: Application Information

A-1. Provider type:

☒ Power Broker
 ☒ Aggregator
 ☐ Retail Generation Provider
 ☐ Power Marketer

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

Legal Name: Energy Professionals LLC

Phone: 7272863076 **Extension (if applicable):**

Website (if any):
www.EnergyProfessionals.com

Country: United States

Street: 1315 Cleveland Street

City: Clearwater

Province/State:

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



Public Utilities Commission

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

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

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

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

Phone: 8009204631	Extension (if applicable):	Country: United States
Fax: 7273621450	Extension (if applicable):	Street: 1315 Cleveland Street
Email: customerservice@energyprofessionals.com		City: Clearwater Province/State: FL
		Postal Code: 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

Duke Energy Ohio
FirstEnergy - Cleveland Electric Illuminating

FirstEnergy - Ohio Edison
FirstEnergy - Toledo Edison
AES Ohio
American Electric Power (AEP)

Class of customer selection

Commercial
Industrial
Mercantile

A-11. Start date

Indicate the approximate start date the applicant began/will begin offering services: 08-17-2012

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

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:



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 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.

File(s) attached

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.

File(s) attached

C-3. Forecasted financial statements



Public Utilities Commission

Provide two years of forecasted income statements **based solely on the applicant's anticipated business activities in the state of Ohio.**

Include the following information with the forecast: a list of assumptions used to generate the forecast; a statement indicating that the forecast is based solely on Ohio business activities only; and the name, address, email address, and telephone number of the preparer of the forecast.

The forecast may be in one of two acceptable formats: 1) an annual format that includes the current year and the two years succeeding the current year; or 2) a monthly format showing 24 consecutive months following the month of filing this application broken down into two 12-month periods with totals for revenues, expenses, and projected net incomes for both periods. Please show revenues, expenses, and net income (revenues minus total expenses) that is expected to be earned and incurred in **business activities only in the state of Ohio** for those periods.

If the applicant is filing for both an electric certificate and a natural gas certificate, please provide a separate and distinct forecast for revenues and expenses representing Ohio electric business activities in the application for the electric certificate and another forecast representing Ohio natural gas business activities in the application for the natural gas certificate.

File(s) attached

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'.

File(s) attached

C-5. Credit report

Provide a copy of the applicant's credit report from Experian, Equifax, TransUnion, Dun and Bradstreet or a similar credit reporting organization. If the applicant is a newly formed entity with no credit report, then provide a personal credit report for the principal owner of the entity seeking certification. At a minimum, the credit report must show summary information and an overall credit score. **Bank/credit account numbers and highly sensitive identification**



Public Utilities Commission

information must be redacted. If the applicant provides an acceptable credit rating(s) in response to C-4, then the applicant may select 'This does not apply' and provide a response in the box below stating that a credit rating(s) was provided in response to C-4.

File(s) attached

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



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.

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

OHIO PUBLIC UTILITIES COMMISSION

Competitive Retail Electric Service (CRES) Provider Application
ENERGY PROFESSIONALS, LLC

Case Number 12-2090-EL-AGG

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 February 2022

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
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

Frank LaRose

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 R. 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>

2022 FLORIDA LIMITED LIABILITY COMPANY ANNUAL REPORT

DOCUMENT# L07000121944

Entity Name: ENERGY PROFESSIONALS, LLC

Current Principal Place of Business:

1315 CLEVELAND ST
CLEARWATER, FL 33755

Current Mailing Address:

1315 CLEVELAND ST
CLEARWATER, FL 33755 US

FEI Number: 26-1539589

Certificate of Status Desired: Yes

Name and Address of Current Registered Agent:

MASTORIDES, JEANNIE D
1315 CLEVELAND ST
CLEARWATER, FL 33755 US

The above named entity submits this statement for the purpose of changing its registered office or registered agent, or both, in the State of Florida.

SIGNATURE: JEANNIE D MASTORIDES

02/25/2022

Electronic Signature of Registered Agent

Date

Authorized Person(s) Detail :

Title	AMBR	Title	PRESIDENT
Name	QUANTUM ENERGY HOLDINGS, LLC	Name	MATHERS, ALBERT JAMES
Address	6275 S. PEARL STREET SUITE #100	Address	1315 CLEVELAND ST
City-State-Zip:	LAS VEGAS NV 89120	City-State-Zip:	CLEARWATER FL 33755

I hereby certify that the information indicated on this report or supplemental report is true and accurate and that my electronic signature shall have the same legal effect as if made under oath; that I am a managing member or manager of the limited liability company or the receiver or trustee empowered to execute this report as required by Chapter 605, Florida Statutes; and that my name appears above, or on an attachment with all other like empowered.

SIGNATURE: JEANNIE D MASTORIDES

SR VP OF
ADMIN/COMPLIANCE
OFFICER

02/25/2022

Electronic Signature of Signing Authorized Person(s) Detail

Date

OHIO PUBLIC UTILITIES COMMISSION

Competitive Retail Electric Service (CRES) Provider Application
ENERGY PROFESSIONALS, LLC

Case Number 12-2090-EL-AGG

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

Competitive Retail Electric Service (CRES) Provider Application
ENERGY PROFESSIONALS, LLC

Case Number 12-2090-EL-AGG

Jurisdiction of Operations

ENERGY PROFESSIONALS, LLC

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
TEXAS	8/16/2012

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 nergy 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.

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, judgments, 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.

OHIO PUBLIC UTILITIES COMMISSION

Competitive Retail Electric Service (CRES) Provider Application
ENERGY PROFESSIONALS, LLC

Case Number 12-2090-EL-AGG

C. Financial Capability

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.”

Energy Professionals, LLC does not trade any securities, will not be taking title to any commodities and as such is not required to file with the SEC

C. Financial Capability

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.”

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02/10/22
Accrual Basis

Energy Professionals, LLC
Balance Sheet
As of December 31, 2021

	Dec 31, 21	Dec 31, 20
ASSETS		
Current Assets		
Checking/Savings		
Operating Account	516,110.11	593,904.00
Payroll Account	9,395.79	5,363.62
Regions Primary x0340	3,755.09	361,898.09
Regions Escrow x3561	0.00	975.00
Petty Cash	853.32	987.33
Total Checking/Savings	530,124.31	953,128.04
Accounts Receivable		
Accounts Receivable	-76,371.92	-67,559.99
Total Accounts Receivable	-76,371.92	-67,559.99
Other Current Assets		
NAEA/CASA Receivable	45,000.00	45,000.00
Employee Advances	9,635.98	8,101.98
Commission Rec - Recurring	97,500.00	97,500.00
Prepaid Employee Commission	316,882.00	316,882.00
Ppd Brokerage - Michael Seaborn	7,500.00	7,500.00
Prepaid Expenses	16,866.67	0.00
Prepaid Brokerage	913,995.42	1,147,033.14
Total Other Current Assets	1,407,180.07	1,622,017.12
Total Current Assets	1,860,932.46	2,517,585.17
Fixed Assets		
Leasehold Improvements	50,800.40	50,800.40
Computers	37,811.97	37,811.97
Furniture and Fixtures	125,082.50	125,082.50
Total Fixed Assets	213,694.87	213,694.87
Accumulated Depreciation	-146,821.83	-114,390.72
Total Fixed Assets	66,873.04	99,304.15

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Accrual Basis

Energy Professionals, LLC
Balance Sheet
As of December 31, 2021

	Dec 31, 21	Dec 31, 20
Other Assets		
Intangible Assets		
Intangible Assets	1,148,000.00	1,148,000.00
Accumulated Amortization	-860,999.89	-631,399.93
Total Intangible Assets	287,000.11	516,600.07
Total Other Assets	287,000.11	516,600.07
TOTAL ASSETS	2,214,805.61	3,133,489.39
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
Accounts Payable	18,889.94	-4,040.43
Broker Deferred Commission	194,112.62	520,807.29
Total Accounts Payable	213,002.56	516,766.86
Credit Cards		
AMEX CC	10,573.98	12,014.79
Total Credit Cards	10,573.98	12,014.79
Other Current Liabilities		
Accrued Expenses	18,900.00	32,164.60
PPP Loan	0.00	685,000.00
Accrued Brokerage	27,300.00	27,300.00
Unclaimed Property	1,793.69	1,793.69
Deferred Rev - Upfront Pymts	5,006,791.41	6,201,800.64
Total Other Current Liabilities	5,054,785.10	6,948,058.93
Total Current Liabilities	5,278,361.64	7,476,840.58
Total Liabilities	5,278,361.64	7,476,840.58
Equity		
Capital-Quantum Energy		
Contributions-Quantum	44,915.70	44,915.70
Distributions-Quantum P/M	-3,515,952.31	-2,535,258.61
Distributions-Quantum	-3,433,876.31	-3,433,876.31
Capital-Quantum Energy - Other	140,065.85	140,065.85
Total Capital-Quantum Energy	-6,764,847.07	-5,784,151.37

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02/10/22

Accrual Basis

Energy Professionals, LLC
Balance Sheet
 As of December 31, 2021

	Dec 31, 21	Dec 31, 20
Capital - CASA		
Contribution - CASA	1,327,341.00	1,327,341.00
Distribution - CASA	-1,020,760.33	-736,042.22
Total Capital - CASA	306,580.67	591,298.78
Retained Earnings	987,547.94	326,172.46
Minority Interest Equity	458,877.98	-118,046.54
Net Income	1,968,284.45	641,375.48
Total Equity	-3,063,556.03	-4,343,351.19
TOTAL LIABILITIES & EQUITY	2,214,805.61	3,133,489.39

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02/10/22

Accrual Basis

Energy Professionals, LLC
Profit & Loss
 January through December 2021

	Jan - Dec 21	Jan - Dec 20
Ordinary Income/Expense		
Income		
Energy Consulting	30,438.71	35,850.34
Solar Consulting	5,440.00	2,992.36
Epros Gross Revenue	6,139,141.32	6,519,422.74
Epros Upfront Deferred	-3,373,957.58	-4,235,712.82
Epros Upfront Recognized	4,050,600.02	4,365,952.48
Deferred Rev Chargebacks	415,429.52	0.00
Allowance for Chargebacks	-1,430,425.92	-427,734.69
Total Income	5,836,666.07	6,260,770.39
Cost of Goods Sold		
Leads Cost	41,518.05	52,102.11
Payroll Variable		
Reg	772,528.72	1,073,653.68
OT	485.51	1,444.09
PTO H	28,456.18	15,869.60
Bonus - Hourly	57,412.57	44,766.17
Commission	202,375.51	148,429.84
Spiff Hourly	16,974.75	12,822.00
Tax	95,615.47	109,176.47
Total Payroll Variable	1,173,849.71	1,406,161.85
Payroll Fixed		
Salary	1,034,173.75	1,361,699.86
Bonus - Salary	46,777.08	66,380.37
Commission	106,457.67	195,784.35
Tax	93,217.11	125,270.61
Total Payroll Fixed	1,280,625.61	1,749,135.19
Medical Net		
Medical Premium	134,983.63	154,822.48
Health Insurance	-91,998.54	-111,101.52
Total Medical Net	42,985.09	43,720.96
Spiff Funding	-589.75	469.00
Workers Comp	4,990.81	6,330.16
Brokerage Expense	1,094,773.17	1,242,413.05
Brokerage - Upfront Pymts	-728,210.68	-939,664.02
Brokerage - Recognized	793,533.22	768,187.36
Consulting - Subcontractor Exp	124,735.67	25,995.65
Total COGS	3,828,216.10	4,354,851.31
Gross Profit	2,008,449.97	1,905,919.08

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Accrual Basis

Energy Professionals, LLC
Profit & Loss
January through December 2021

Expense	Jan - Dec 21	Jan - Dec 20
Advertising	33,994.25	37,777.87
Meetings & Seminars	103.70	468.62
Travel	9,824.52	19,246.46
Employee Recognition	3,564.77	10,779.44
Licenses - EE Deduction	-50.00	-185.00
Recruitment	7,462.85	4,492.67
Bank Charge	2,452.71	1,208.30
Building Maintenance	9,728.60	9,227.07
Cleaning Expense	18,994.71	17,312.60
Computers	8,528.80	12,080.88
Computer Upgrades	852.44	2,105.69
Gas & Electric	39,737.12	42,176.97
Internet	17,957.88	13,854.19
Insurance	16,428.03	16,605.74
IT - Leases	129,967.21	0.00
IT - Network	56,900.00	2,968.88
IT - Software	52,789.03	53,664.30
Meals and Entertainment	923.45	3,539.29
Office Supplies	19,089.52	30,352.81
Postage and Freight	1,944.42	1,424.12
Rent	154,948.44	155,444.76
Security	789.08	1,782.49
Telephone	16,133.37	12,519.72
Professional Fees		
Finance	21,918.75	0.00
Payroll Processing Fees	29,276.69	35,867.91
Programmers	0.00	3,137.50
Legal	8,485.46	13,469.44
USM	91,123.43	149,839.03
Total Professional Fees	150,604.33	202,313.88
Management Consulting	139,999.92	139,999.92
Business Tax	18,794.50	9,732.40
Dues & Subscriptions	1,150.00	3,313.98
Licenses & Permits	8,499.09	11,480.81
Amortization Expense	229,599.96	229,599.96
Depreciation	32,431.11	32,486.76
Total Expense	1,184,353.81	1,077,775.58
Net Ordinary Income	824,095.16	828,143.50

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02/10/22

Accrual Basis

Energy Professionals, LLC
Profit & Loss
January through December 2021

	Jan - Dec 21	Jan - Dec 20
Other Income/Expense		
Other Income		
Other Income	1,331,360.00	0.00
Total Other Income	1,331,360.00	0.00
Other Expense		
Other Expense		
Net Income (Loss)-Minority Int	576,924.52	186,205.78
Charitable Contributions	250.00	562.24
Other Expense	-390,002.81	0.00
Total Other Expense	187,171.71	186,768.02
Total Other Expense	187,171.71	186,768.02
Net Other Income	1,144,188.29	-186,768.02
Net Income	1,968,284.45	641,375.48

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02/28/22

Energy Professionals, LLC
Statement of Cash Flows
January through December 2020

	Jan - Dec 20
OPERATING ACTIVITIES	
Net Income	641,375.48
Adjustments to reconcile Net Income to net cash provided by operations:	
Accounts Receivable	104,753.05
Employee Advances	-2,624.84
Prepaid Brokerage	-1,147,033.14
Prepaid Brokerage:Ppd Brokerage - AEP	67,610.22
Prepaid Brokerage:Ppd Brokerage - Direct Energy	623,831.20
Prepaid Brokerage:Ppd Brokerage - Hudson	33,984.68
Prepaid Brokerage:Ppd Brokerage - Nordic	939.41
Prepaid Brokerage:Ppd Brokerage - Suez	612,407.75
Prepaid Brokerage:Ppd Brokerage - Adjustments	-195,261.22
Accounts Payable	-78,875.62
Broker Deferred Commission	-38,796.60
AMEX CC	-12,856.77
Accrued Expenses	10,264.33
PPP Loan	685,000.00
Deferred Rev - Upfront Pymts	6,201,800.64
Deferred Rev - Upfront Pymts:Def Revenue - AEP	-1,031,060.56
Deferred Rev - Upfront Pymts:Def Revenue - Champion	-31,927.12
Deferred Rev - Upfront Pymts:Def Revenue - Direct Energy	-2,211,089.73
Deferred Rev - Upfront Pymts:Def Revenue - Entrust	-96,349.24
Deferred Rev - Upfront Pymts:Def Revenue - Freepoint	-34,902.09
Deferred Rev - Upfront Pymts:Def Revenue - Gexa	-268,348.50
Deferred Rev - Upfront Pymts:Def Revenue - Hudson	-740,069.29
Deferred Rev - Upfront Pymts:Def Revenue - Liberty	-8,975.26
Deferred Rev - Upfront Pymts:Def Revenue - MP2	-129,942.13
Deferred Rev - Upfront Pymts:Def Revenue - Nordic	-10,434.75
Deferred Rev - Upfront Pymts:Def Revenue - Source	-30,108.94
Deferred Rev - Upfront Pymts:Def Revenue - Summit	-15,608.85
Deferred Rev - Upfront Pymts:Def Revenue - Suez	-3,063,765.74
Deferred Rev - Upfront Pymts:Def Revenue - Think	-274.34
Deferred Rev - Upfront Pymts:Def Revenue - Adjustments	644,147.67
Net cash provided by Operating Activities	479,819.60
INVESTING ACTIVITIES	
Accumulated Depreciation	32,486.76
Intangible Assets:Accumulated Amortization	229,599.96
Net cash provided by Investing Activities	262,086.72

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02/28/22

Energy Professionals, LLC
Statement of Cash Flows
January through December 2020

	Jan - Dec 20
FINANCING ACTIVITIES	
Capital-Quantum Energy:Distributions-Quantum P/M	-628,089.74
Capital - CASA:Distribution - CASA	-182,348.64
Minority Interest Equity	186,205.78
Net cash provided by Financing Activities	-624,232.60
Net cash increase for period	117,673.72
Cash at beginning of period	845,454.32
Cash at end of period	963,128.04

1:18 PM
02/28/22

Energy Professionals, LLC
Statement of Cash Flows
January through December 2021

	Jan - Dec 21
OPERATING ACTIVITIES	
Net Income	1,968,284.45
Adjustments to reconcile Net Income to net cash provided by operations:	
Accounts Receivable	8,811.93
Employee Advances	-1,534.00
Prepaid Expenses	-16,666.67
Prepaid Brokerage	233,037.72
Accounts Payable	22,930.37
Broker Deferred Commission	-326,694.67
AMEX CC	-1,440.81
Accrued Expenses	-13,264.60
PPP Loan	-685,000.00
Deferred Rev - Upfront Pymts	-1,195,009.23
Net cash provided by Operating Activities	-6,545.51
INVESTING ACTIVITIES	
Accumulated Depreciation	32,431.11
Intangible Assets: Accumulated Amortization	229,599.86
Net cash provided by Investing Activities	262,031.07
FINANCING ACTIVITIES	
Capital-Quantum Energy:Distributions-Quantum P/M	-980,695.70
Capital - CASA:Distribution - CASA	-284,718.11
Minority Interest Equity	576,924.52
Net cash provided by Financing Activities	-688,489.29
Net cash increase for period	-433,003.73
Cash at beginning of period	963,128.04
Cash at end of period	530,124.31

C. Financial Capability

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 Stat 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 revenue and expenses representing Ohio electric business activities in the application for the electric certificate e and another forecast representing hoi natural gas business activities in the application for the natural gas certificate”

Energy Professionals, LLC
Profit & Loss
 For the Years 2020 - 2023

	Actual 2021	FORECAST Year 1 2022	FORECAST Year 2 2023
Ohio GAS Brokering Revenue	\$254,875.77	\$235,682.87	\$129,846.93
Expenses			
Total Expenses	\$251,596.10	\$232,642.56	\$128,171.90
Net Income	\$3,279.67	\$3,040.31	\$1,675.03

Energy Professionals, LLC
Profit & Loss
For the Years 2020 - 2023

	<u>Actual 2021</u>	FORECAST 2022	FORECAST 2023
Revenue			
Ohio Electric Brokerage Revenue	785,071.05	\$624,316.06	\$373,848.58
Expenses			
Total Expenses	<u>775,403.24</u>	<u>\$616,636.97</u>	<u>\$369,250.24</u>
Net Income	<u>9,667.81</u>	<u>\$7,679.09</u>	<u>\$4,598.34</u>

C. Financial Capability

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 Commissions. 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"."

Energy Professionals, LLC, does not subscribe to any credit rating organizations and does not have a "parent company" that could supply a credit rating. Not rated by one of the above rating companies.

OHIO PUBLIC UTILITIES COMMISSION

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ENERGY PROFESSIONALS, LLC

Case Number 12-2090-EL-AGG

C. Financial Capability

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 ratings) 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.”

Energy Professionals, LLC

Address: 1315 Cleveland St
Clearwater, FL 33755-5102
United States

Phone: 844-204-8365

Website: www.energyprofessionals.com

Experian BIN: 880705014

Agent: Corporation Service Company

Agent Address: 1201 Hays Street
Tallahassee, FL

Also is (or has been) operating as:

Energy Professionals LLC

Family Linkage:

Ultimate Parent Energy Professionals, LLC
1315 Cleveland St
Clearwater, FL

Branches / Alternative Locations Energy Professionals, LLC
13100 56th CT Ste 703
Clearwater, FL United States

Key Personnel: President: Jim Mathers
Vice President: Mark Hoover
Vice President: Alex Dushaj

SIC Code: 1711-Plumbing, Heating & A/C Contractors
8748-Business Consulting Services, Nec
9631-Regulation & Administration Of Utilities

NAICS Code: 238220-Plumbing, Heating, And Air-Conditioning Contractors
541690-Other Scientific And Technical Consulting Services
926130-Regulation And Administration Of Communications, Electric, Gas, And Other Utilities

Business Type: Corporation
Experian File Established: January 2008

Experian Years on File: 14 Years
Years in Business: More than 14 Years
Total Employees: 51

Sales: \$21,380,000
Filing Data Provided by: Florida
Date of Incorporation: 12/07/2007

Experian Business Credit Score

61
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 commercial accounts with net 1-30 days term.
- Number of derogatory commercial legal items.
- Nbr of active commercial accts within the last 12 mos.
- Number of recently active commercial accounts.

Business Credit Scores range from a low of 1 to high of 100 with this company receiving a score of 61. 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



A Financial Stability Risk Rating of 1 indicates a 0.55% potential risk of severe financial distress within the next 12 months.

Key Rating Factors:

- Number of active commercial accounts.
- Risk associated with the company's industry sector.
- Number of commercial derogatory public records.
- Risk associated with the business type.

Financial Stability Risk Ratings range from a low of 1 to high of 5 with this company receiving a rating of 1. 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

This location does not yet have an estimated Days Beyond Terms (DBT), or a Payment Trend Indicator. This is often the result of too few Payment [Tradelines](#).

Lowest 6 Month Balance: \$577
Highest 6 Month Balance: \$16,606
Current Total Account Balance: \$0
Highest Credit Amount \$0
Extended:

Payment Tradelines (see charts):	4
UCC Filings:	0
Businesses Scoring Worse:	60%
✓ Bankruptcies:	0
✓ Liens (see detail):	1
✓ Judgments Filed:	0
✓ Collections:	0

Payment Trend Summary

Insufficient information to produce
Monthly Payment Trends
chart.



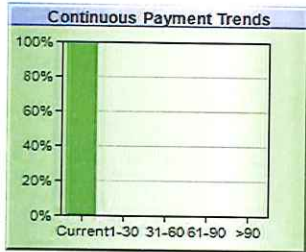
*Percentage of on-time payments by quarter.

Insufficient information to produce
Monthly Payment Trends
table.

Quarterly Payment Trends - Recent Activity

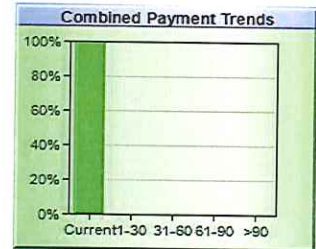
Date	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT
12/20	100%	0%	0%	0%	0%

03/21	100%	0%	0%	0%	0%
06/21	100%	0%	0%	0%	0%
09/21	100%	0%	0%	0%	0%
12/21	100%	0%	0%	0%	0%



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

Insufficient information to produce
Newly Reported Payment Trends
chart.



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

Tax Lien Filings

Date: 09/17/2018
Owner: State Of Indiana
Filing Location: Marion Cnty Circuit/Superior/Municipal C
Legal Type: State Tax
Legal Action: Released
Document Number: 11774771
Liability Amount: \$4,129
Description: Other Tax

Date: 07/17/2018
Owner: State Of Indiana
Filing Location: Marion Cnty Circuit/Superior/Municipal C
Legal Type: State Tax
Legal Action: Lien
Document Number: 11774771
Liability Amount: \$4,129
Description: Other Tax

* The information herein is furnished in confidence for your exclusive use for legitimate business purposes and shall not be reproduced, disclosed, or shared to any third party per the restrictions in the Terms and Conditions that you accepted. Neither Experian nor its sources or distributors warrant such information nor shall they be liable for your use or reliance upon

it. (Ref#:430354)

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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 Electric Service (CRES) Provider Application
ENERGY PROFESSIONALS, LLC

Case Number 12-2090-EL-AGG

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 (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 (877) 343-9044

Competitive Retail Electric Service Affidavit

County of Pinellas :

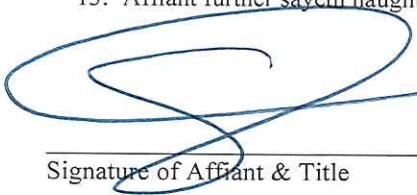
State of Florida :

Jim 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, 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.

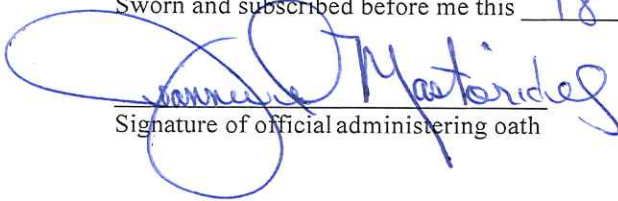
12. The facts set forth above are true and accurate to the best of his/her knowledge, information, and belief and that he/she expects said applicant to be able to prove the same at any hearing hereof.

13. Affiant further sayeth naught.


Signature of Affiant & Title President



Sworn and subscribed before me this 18 day of Aug, 2022
Month Year


Signature of official administering oath

Jeannie D Mastorides
Print Name and Title

My commission expires on Jan 22, 2023

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

8/22/2022 11:40:56 AM

in

Case No(s). 12-2090-EL-AGG

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