

DIS Case Number: 20-1656-GA-AGG

Section A: Application Information

A-1. Provider type:

☒ Retail Natural Gas
Broker

☐ Retail Natural Gas
Aggregator

☐ Retail Natural Gas
Marketer

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

Legal Name: Our Energy Manager, LLC

Country: United States

Phone: 8165500756 **Extension (if applicable):**

Street: 5515 NW 108th Ter

Website (if any): OurEnergyManager.com

City: Kansas City

Province/State: MO

Postal Code: 64154

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
Our Energy Manager LLC	Official Name	5515 NW 108th Ter Kansas City, MO 64154	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
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A-5. Contact person for regulatory matters



Public Utilities Commission

Summer Robbins
5515 NW 108th Ter
Kansas City, MO 64154
US
summer.robbsins@ourenergymanager.com
8165500756

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

Summer Robbins
5515 NW 108th Ter
Kansas City, MO 64154
US
summer.robbsins@ourenergymanager.com
8165500756

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

Phone: 866-258-5140	Extension (if applicable):	Country: United States
Fax:	Extension (if applicable):	Street: 1520 Clay St., Ste. H-17
Email: info@ourenergymanager.com		City: North Kansas City
		Province/State: MO
		Postal Code: 64116

A-8. Applicant's federal employer identification number

81-3059497

A-9. Applicant's form of ownership

Form of ownership: Limited Liability Company (LLC)

A-10. Identify current or proposed service areas

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

Service area selection

Columbia Gas of Ohio

Dominion Energy Ohio
Duke Energy Ohio
CenterPoint Energy Ohio

Class of customer selection

Industrial
Small Commercial
Large Commercial

A-11. Start date

Indicate the approximate start date the applicant began/will begin offering services: 11-01-2019

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
Summer Robbins	summer.robbsins@ourenergymanager.com		5515 NW 108th Ter Kansas City, MO 64154 US

A-13. Company history

Our Energy Manager LLC (OEM) was formed in the state of Missouri on June 27, 2016. OEM provides energy management services to national commercial/industrials customers throughout North America. We provide energy procurement, energy risk management and utility bill management services.

A-14. Secretary of State

Secretary of State Link: <https://businesssearch.ohiosos.gov?=businessDetails/4094588>

A-15. Proof of Ohio Employee and Office

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

Employee Name: Summer Robbins
5515 NW 108th Ter
Kansas City, MO 64154
US
summer.robbins@ourenergymanager.com
8165500756

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..

Jurisdiction of Operation: The applicant is registered as an energy broker in the following states:

MA -Licensed electricity
NJ -Licensed both natural gas and electricity
PA- Licensed both natural gas and electricity
MD- Licensed electricity
IL- Licensed electricity
OH – Licensed electricity
DC - Licensed both natural gas and electricity

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.

Application Experience and Plan Description: OEM collectively has 50 years of Energy Experience. We contract with national industrial/commercial clients throughout North America for energy management services. All of our billing is handled directly with the client in an accounting software solution. All customer inquiries and complaints will be expediently handled by management to resolve the issue.

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..

Liability and Investigations Disclosures: OEM has no existing, pending or past history to report.

B-4. Disclosure of consumer protection violations

Has the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years?

No

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

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

No

Section C: Applicant Financial Capability and Experience

C-1. Financial reporting

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



Does not apply

C-2. Financial statements

Provide copies of the applicant's two most recent years of audited financial statements, including a balance sheet, income statement, and cash flow statement. If audited financial statements are not available, provide officer certified financial statements. If the applicant has not been in business long enough to satisfy this requirement, provide audited or officer certified financial statements covering the life of the business. If the applicant does not have a balance sheet, income statement, and cash flow statement, the applicant may provide a copy of its two most recent years of tax returns with **social security numbers and bank account numbers redacted**.

If the applicant is unable to meet the requirement for two years of financial statements, the Staff reviewer may request additional financial information.

Preferred to file this information confidentially

C-3. Forecasted financial statements

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

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

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

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



Public Utilities Commission

representing Ohio natural gas business activities in the application for the natural gas certificate.

Preferred to file confidentially

C-4. Credit rating

Provide a credit opinion disclosing the applicant's credit rating as reported by at least one of the following ratings agencies: Moody's Investors Service, Standard & Poor's Financial Services, Fitch Ratings or the National Association of Insurance Commissioners. If the applicant does not have its own credit ratings, substitute the credit ratings of a parent or an affiliate organization and submit a statement signed by a principal officer of the applicant's parent or affiliate organization that guarantees the obligations of the applicant. If an applicant or its parent does not have such a credit rating, enter 'Not Rated'.

This does not apply

C-5. Credit report

Provide a copy of the applicant's credit report from Experian, Equifax, TransUnion, Dun and Bradstreet or a similar credit reporting organization. If the applicant is a newly formed entity with no credit report, then provide a personal credit report for the principal owner of the entity seeking certification. At a minimum, the credit report must show summary information and an overall credit score. **Bank/credit account numbers and highly sensitive identification information must be redacted.** If the applicant provides an acceptable credit rating(s) in response to C-4, then the applicant may select 'This does not apply' and provide a response in the box below stating that a credit rating(s) was provided in response to C-4.

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

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

File(s) attached

D-2. Operations Expertise & Key Technical Personnel

Given the operational nature of the applicant's business, provide evidence of the applicant's experience and technical expertise in performing such operations. Include the names, titles, e-mail addresses, and background of key personnel involved in the operations of the applicant's business.

File(s) attached



Public Utilities
Commission

Application Attachments

Our founder, Summer Robbins, has twenty years of energy experience. She started her career working on the trading floor and transitioned into the C&I energy manager space back in 2006.

Summer Robbins, CEO, Summer.Robbins@OurEnergyManager.com, 816-550-0756

Experience



CEO & Founder | Executive Energy & Sustainability Manager

Our Energy Manager

Jun 2016 – Present · 5 yrs 7 mos

North America

Our Energy Manager (OEM) offers a suite of energy management services that can be customized to fit your needs. We are proud to be a certified Woman Owned Business serving national and regional clients throughout North America and we strive to make organizations like yours "energy successful".

What sets us apart?

- Custom Solutions - We know that one size does not fit all, so we sit down with each c ...see more



Director - Energy Supply Management

Brightergy

Aug 2014 – Dec 2016 · 2 yrs 5 mos

Kansas City, Missouri Area

As the Director of Energy Supply Management I'm responsible for the purchasing of nearly a billion dollars of annual electric and natural gas supply for our clients.

My responsibilities include account management, contract negotiations, physical energy supply purchasing, asset management optimization, energy risk management, trading, schedu ...see more



Director, Energy Supply Side Services

Acumen Energy / American Energy

Oct 2012 – Jul 2014 · 1 yr 10 mos

Kansas City, Missouri Area and Remote



Energy Consultant

Energy Consultant

2010 – 2012 · 2 yrs

Remote Office



Energy Manager / Trader

Energy Management Resources

2006 – 2010 · 4 yrs

Kansas City, Missouri Area



Senior Natural Gas Scheduler / Team Lead

Aquila

2000 – 2003 · 3 yrs

Kansas City, Missouri Area

OEM works with industrial and commercial customers. The majority of our clients are typically national accounts. We help our clients make informed energy decisions.

Report as of: 10-29-2020

OUR ENERGY MANAGER LLC

ACTIVE

SINGLE LOCATION

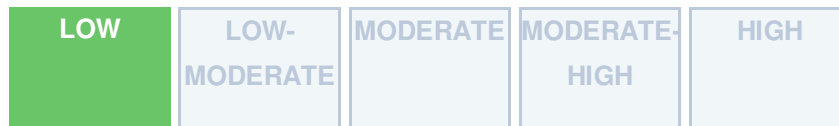
Address: 1520 Clay St., Suite H-17, Moved From: 1201 Nw Briarcliff Pkwy, #200 , Kansas City, Mo, North Kansas City, MO, 64116, UNITED STATES

Alerts:

Risk Assessment

D&B Guidance

Overall Business Risk



Dun & Bradstreet Thinks...

- Overall assessment of this company: **VERY STABLE CONDITION**
- Based on the perceived sustainability of this company: **HIGH LIKELIHOOD OF CONTINUED OPERATIONS**
- Based on the payment behavior of this company: **VERY-LOW-POTENTIAL-FOR-SEVERELY-DELINQUENT-PAYMENTS**

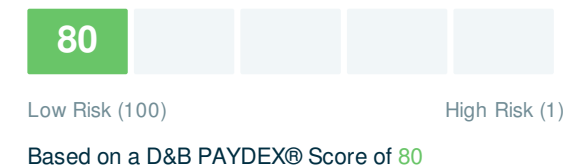
Maximum Credit Recommendation

US\$ 30,000

The recommended limit is based on a low probability of severe delinquency.

PAYDEX® Score

Based on 24 months of data



Risk of Slow Pay
Low

Payment Behavior
Pays on time

Business and Industry Trends



Understand My Score

Payment History


Total Last 24 Months: 4

[View All](#)

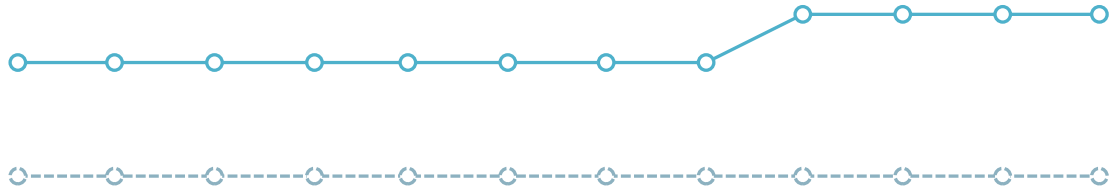
Date of Experience	Payment Status	Selling Terms	High Credit (US\$)	Now Owes (US\$)	Past Due (US\$)	Months Since Last Sale
09/20	-	Cash account	50	0	0	1
09/20	Pays Promptly	-	7,500	7,500	0	1
12/19	-	Cash account	100	-	-	Between 6 and 12 Months
05/19	-	Cash account	50	-	-	Between 6 and 12 Months

Keys

PAYDEX®	Payment Practices
100	Anticipate
90	Discount
80	Prompt
70	15 Days Beyond Terms
60	22 Days Beyond Terms
50	30 Days Beyond Terms
40	60 Days Beyond Terms
30	90 Days Beyond Terms
20	120 Days Beyond Terms
1-19	Over 120 Days Beyond Terms
UN	Unavailable

Delinquency Predictor Score		
<div> <div>95</div> <div></div> <div></div> <div></div> <div></div> </div> <div> <div>Low Risk (100)</div> <div>High Risk (1)</div> </div> <div>Based on a D&B Delinquency Predictor Percentile of 95</div>	<div>Score</div> <div>596 --</div>	<div>Class</div> <div>1</div>
Factors Affecting Your Score: <ul style="list-style-type: none"> Limited time under present management control Higher risk industry based on delinquency rates for this industry 		
<div>Level of risk</div> <div>Low</div>	<div>Probability of Delinquency</div> <div>1.16%</div>	<div>Compared to Businesses in D&B Database</div> <div>10.2%</div>
Business and Industry Trends 		

Financial Stress Score		
<div> <div></div> <div>90</div> <div></div> <div></div> <div></div> </div> <div> <div>Low Risk (100)</div> <div>High Risk (1)</div> </div> <div>Based on a D&B Financial Stress Percentile of 90</div>	<div>Score</div> <div>1552 --</div>	<div>Class</div> <div>2</div>
Factors Affecting Your Score: <ul style="list-style-type: none"> Limited time under present management control 		
<div>Level of risk</div> <div>Low-Moderate</div>	<div>Probability of Failure</div> <div>0.07%</div>	<div>Average Probability of Failure for Businesses in D&B Database</div> <div>0.48%</div>
Business and Industry Trends		



Supplier Evaluation Risk Rating

Based on 24 months of data

4

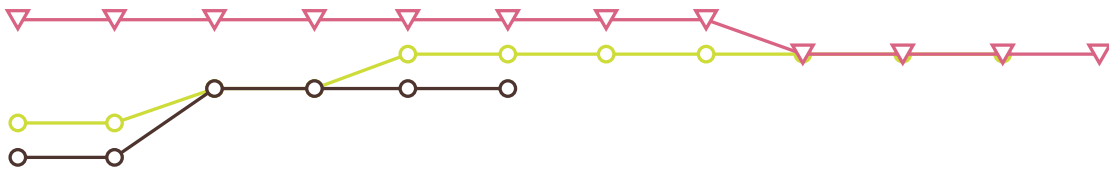
Low Risk (1)

High Risk (9)

Factors Affecting Your Score:

- Limited business activity signals reported in the past 12 months
- Financial statements not reported

Business and Industry Trends



D&B Rating

Current Rating as of 05-02-2017

Special Rating

-- :

Undetermined

D&B Viability Rating

Portfolio Comparison Score



Level of risk

Rating Confidence Level

3

Low Risk (1)High Risk (9)

Low

Decision Support

Probability of becoming no longer viable3%

Percentage of businesses ranked with this score11%

Average probability of becoming no longer viable5%

Viability Score

3

Low Risk(1)High Risk (9)

Level of riskLow

Probability of becoming no longer viable3%

Percentage of businesses ranked with this score14%

Average probability of becoming no longer viable15%

Data Depth Indicator

C

Predictive (A)Descriptive (G)

- Rich Firmographics
- Extensive Commercial Trading Activity
- No Financial Attributes

Company Profile

L

Financial Data

Trade Payments

Company Size

Years in Business

Not Available

Available

Small

Young

Compared to ALL US Businesses within the D&B Database:

- Financial Data : Not Available
- Trade Payments : Available: 3+Trade
- Company Size : Small: Employees: <10 and Sales: <\$10K or Missing
- Years in Business : Young: <5

Trade Payments

Trade Payments Summary		
Overall Payment Behavior 0 Pays on time	% of Trade Within Terms 100%	
	Highest Past Due US\$ 0	

Highest Now Owing: US\$ 7,500	Total Trade Experiences: 4 Largest High Credit: US\$ 7,500 Average High Credit: US\$ 7,500
Total Unfavorable Comments : 0 Largest High Credit: US\$ 0	
Total Placed in Collections: 0 Largest High Credit: US\$ 0	

Trade Payments By Credit Extended		
Range of Credit Extended (US\$)	Number of Payment Experiences	% Within Terms
OVER 100,000	0	0
50,000 - 100,000	0	0
15,000 - 49,999	0	0
5,000 - 14,999	1	100
1,000 - 4,999	0	0
UNDER 1,000	0	0

Trade Payments By Industry			
Industry Category	Number of Payment Experiences	Largest High Credit (US\$)	% Within Terms (Expand to View)
▼ 60 - Depository Institutions	1	7,500	
6021 - Natnl commercial bank	1	7,500	100

Trade Lines						
Dispute Payments						
Date of Experience	Payment Status	Selling Terms	High Credit (US\$)	Now Owes (US\$)	Past Due (US\$)	Months Since Last Sale
09/20	-	Cash account	50	0	0	1
09/20	Pays Promptly	-	7,500	7,500	0	1

12/19	-	Cash account	100	-	-	Between 6 and 12 Months
05/19	-	Cash account	50	-	-	Between 6 and 12 Months

Legal Events

Judgments	Liens	Suits	UCC Filings
0	0	0	0
Latest Filing: -	Latest Filing: -	Latest Filing: -	Latest Filing: -

D&B has not received any Public Filings for this company

Special Events

02-19-2019

Business address has changed from 1201 Nw Briarcliff Pkwy, #200 , Kansas City, MO, 64116 to 1520 Clay St., Suite H-17 , North Kansas City, MO, 64116.

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Ownership

This business, OUR ENERGY MANAGER LLC is not currently part of a family tree.

Company Profile

Company Overview		
D-U-N-S 08-035-3181	Mailing Address United States	Employees 1
Business Form Corporation (US)	Telephone (816) 550-0756	Age (Year Started) 4 years (2016)
Date Incorporated June 27, 2016	Named Principal SUMMER ROBBINS, CEO	
State of Incorporation Missouri	Line of Business Combination utilities	
Ownership Not publicly traded		

Business Registration

Corporate and business registrations reported by the secretary of state or other official source as of: 06-05-2020
This data is for informational purposes only, certification can only be obtained through the Office of the Secretary of State.

Registered Name	OUR ENERGY MANAGER LLC
Corporation Type	Corporation (US)
Business Commenced On	2016
State of Incorporation	MISSOURI
Registration ID	LC001497303
Registration Status	ACTIVE
Filing Date	06-27-2016
Where Filed	SECRETARY OF STATE/CORPORATIONS DIVISION

Registered Agent

Name	JONES, ROBERT C
Address	14604 WICKLOW STREET, SMITHVILLE, MO, 640890000

Principals

Officers

SUMMER ROBBINS, CEO

Directors

DIRECTOR(S): THE OFFICER(S)

Company Events

The following information was reported on: 10-10-2020

The Missouri Secretary of State's business registrations file showed that Our Energy Manager LLC was registered as a Limited Liability Company on June 27, 2016, under file registration number LC001497303.

Business started 2016.

Business address has changed from 5515 Nw 108th Ter, Kansas City, MO, 64154 to 1201 Nw Briarcliff Pkwy, #200 , Kansas City, MO, 64116.

Business address has changed from 1201 Nw Briarcliff Pkwy, #200 , Kansas City, MO, 64116 to 1520 Clay St., Suite H-17 , North

Business Activities And Employees

The following information was reported on: 10-10-2020

Business Information

Description Provides utilities combined (electric, gas or other). Provides natural gas distribution. Provides electric services.

Employees 1 which includes officer(s).

Financing Status Unsecured

SIC/NAICS Information

SIC Codes	SIC Description	Percentage of Business
4939	Combination utilities	-
49390000	Combination utilities, nec	-
49240000	Natural gas distribution	-
49110000	Electric services	-

NAICS Codes	NAICS Description
221118	Other Electric Power Generation
221210	Natural Gas Distribution
221118	Other Electric Power Generation

Government Activity

[Dispute Government Activity](#)

Activity Summary

Borrower(Dir/Guar) No

Administrative Debt No

Contractor No

Grantee No

Party excluded from federal program(s) No

Possible candidate for socio-economic program consideration

8(A) Firm	Yes
Labor Surplus Area	Yes
Small Business	Yes (2020)

Financials

D&B currently has no financial information on file for this company

Inquiries

Inquiries-Summary - 12 Month

Total number of Inquiries

13

Unique Customers

5

Inquiries-Summary

Over the past 12 months ending 10-2020, 13 individual requests for information on your company were received. The 13 inquiries were made by 5 unique customers indicating that some companies have inquired on your business multiple times and may be monitoring you. Of the total products purchased, 7, or 53 % came from the Public Administration; 4, or 30 % came from the Services; 1, or 7 % came from the Manufacturing; 1, or 7 % came from the Finance, Insurance and Real Estate;

SIC/Sector

Type

Date

MANUF - Manufacturing

- Electronic computers	D&B Risk Solution	2020-09-17
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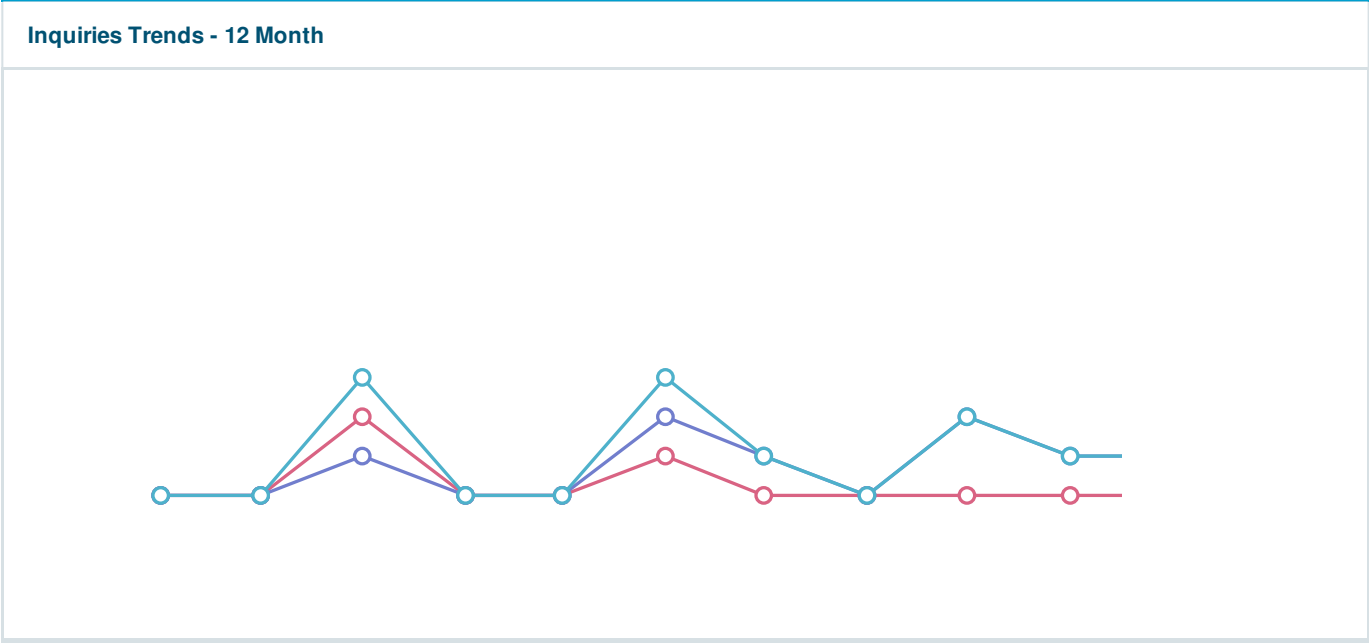
SERV - Services

- Data processing and preparation	D&B Risk Solution	2020-08-06
- Data processing and preparation	D&B Risk Solution	2020-07-17
- Data processing and preparation	D&B Risk Solution	2020-07-17
- Management consulting services	D&B Risk Solution	2020-04-30

PUBADMIN - Public Administration

- General government, nec	D&B Risk Solution	2020-10-12
- General government, nec	D&B Risk Solution	2020-10-12
- General government, nec	D&B Risk Solution	2020-04-13
- General government, nec	Sales & Marketing Solution	2020-04-13
- General government, nec	Sales & Marketing Solution	2020-01-19
- General government, nec	Sales & Marketing Solution	2020-01-06

- General government, nec	D&B Risk Solution	2020-01-06
FIR - Finance, Insurance and Real Estate		
- Insurance agents, brokers, and service	D&B Risk Solution	2020-05-09



Top-Five-Inquiries

By SIC Sector	
Public Administration	7
Services	4
Manufacturing	1
Finance, Insurance and Real Estate	1

By Report Type	
D&B Risk Solution	10
Sales & Marketing Solution	3

All-Inquiries

Industry	Total Inquiries	Last 30 Days	Last 90 Days	Last 180 Days	Last 365 Days
Manufacturing	1	0	1	1	1
Finance, Insurance and Real Estate	1	0	0	1	1

Services	4	0	1	3	4
Public Administration	7	2	2	2	7

Peers Inquiries

Peers Inquiries Summary - 12 Month

Peer Name	Total inquiries	Unique Customers
ENERGY MANAGEMENT RESOURCES OF MISSOURI, INC	5	3
TOTAL UTILITY MANAGEMENT SERVICES, LLC	9	5

Peers Comparison

ENERGY MANAGEMENT RESOURCES OF MISSOURI, INC TOTAL UTILITY MANAGEMENT SERVICES, LLC

Trends

Peer Name	Twelve Month Inquiries	Year over Year Inquiries
ENERGY MANAGEMENT RESOURCES OF MISSOURI, INC	5	3
TOTAL UTILITY MANAGEMENT SERVICES, LLC	9	4

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**This foregoing document was electronically filed with the Public Utilities
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in

Case No(s). 20-1656-GA-AGG

Summary: In the Matter of the Application of Our Energy Manager, LLC