

DIS Case Number: 02-2549-GA-CRS

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: Stand Energy Corporation

Country: United States

Phone: 5136211113 **Extension (if applicable):**

Street: 1077 Celestial Street Suite 110

Website (if any): www.standenergy.com

City: Cincinnati

Province/State: OH

Postal Code: 45202-1629

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
Stand Energy Corporation	Official Name	1077 Celestial Street, Suite 110 Cincinnati, OH 45202-1629	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
Stand Energy Corporation	Official Name	1077 Celestial Street, Suite 110 Cincinnati, OH 45202-1629	Yes	File

A-5. Contact person for regulatory matters



John Dosker
1077 Celestial St Suite 110
Cincinnati, OH 45202-1629
US
jdosker@standenergy.com
5136211113

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

John Dosker
1077 Celestial St Suite 110
Cincinnati, OH 45202-1629
US
jdosker@standenergy.com
5136211113

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

Phone: (800) 598-2046	Extension (if applicable):	Country: United States
Fax: (513) 621-3773	Extension (if applicable):	Street: 1077 Celestial Street, Suite 110
Email: jdosker@standenergy.com	City: Cincinnati	Province/State: OH
	Postal Code: 45202-1629	

A-8. Applicant's federal employer identification number

61-1065157

A-9. Applicant's form of ownership

Form of ownership: Corporation

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: 03-01-1985

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
Judith Phillips	juphillips@standenergy.com	President & Chief Executive Officer	1077 Celestial Street, Suite 110 Cincinnati, OH 45202-1629 US
Matth Toeppen		Chairman of the Board of Directors	1077 Celestial Street, Suite 110 Cincinnati, OH 45202-1629 US

A-13. Company history

Stand Energy Corporation ('SEC') is a privately held Kentucky corporation formed in 1984. One of the original three principals continues to work in the day-to-day operation of the company. Prior to forming SEC, Judith A. Phillips (President & CEO) worked for twenty years at Columbia Hydrocarbons. A second founder, Matth. Toeppen, continues as Chairman of the Board.

SEC initially concentrated on large multi-location industrial customers. Over the years, however, the focus of operations has changed to include small to medium commercial, industrial, educational and governmental customers. More recently, SEC has taken part in various choice programs serving small commercial end users.



Public Utilities Commission

In addition to natural gas marketing, SEC, has constructed several LDC by-pass pipelines and builds propane alternate fuel installations for customers interested in receiving interruptible gas service.

A-14. Secretary of State

Secretary of State Link:

A-15. Proof of Ohio Employee and Office

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

Employee Name: Judith Phillips
1077 Celestial Street, Suite 110
Cincinnati, OH 45202-1629
US
juphillips@standenergy.com
5136211113

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: Currently SEC is providing retail natural gas marketing services in the following jurisdictions: Illinois, Indiana, Kentucky, Tennessee, Maryland, Michigan, New York, Ohio, Pennsylvania, South Carolina, North Carolina, Virginia, West Virginia and Washington D.C. SEC is licensed to provide retail electric services in Illinois, Ohio, Pennsylvania, Texas and Virginia.

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



Public Utilities Commission

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: SEC, with 38 years of experience, has been a hands-on participant in the evolution of natural gas contracting. We have historically used industry standard language in consumer contracts. Typically, SEC has performed the vast majority of billing in-house. SEC also has elected on occasion to utilize LDC billing services. Stand Energy developed computer software insures timeliness and accuracy of invoicing.

Customers may contract with SEC only via written contract at this time. One employee has been assigned the task of responding to customer complaints. Everyone in the Company is tasked with responding to customer inquiries.

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: There are no existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact SEC's financial or operational status or ability to provide the services it is seeking renewal certification to provide.

B-4. Disclosure of consumer protection violations

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

No

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

Has the applicant, affiliate, or a predecessor of the applicant had any certification, license, or application to provide retail natural gas or retail/wholesale electric service denied, curtailed,



suspended, revoked, or cancelled or been terminated or suspended from any of Ohio's Natural Gas or Electric Utility's Choice programs within the past two years?

No

Section C: Applicant Financial Capability and Experience

C-1. Financial reporting

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

Does not apply

C-2. Financial statements

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

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

Preferred to file this information confidentially

C-3. Forecasted financial statements

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



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

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

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

Preferred to file confidentially

C-4. Credit rating

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

This does not apply

C-5. Credit report

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



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

Preferred to file this information confidentially

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

C-9. Financial arrangements

Provide copies of the applicant's financial arrangements to satisfy collateral requirements to conduct retail electric/natural gas business activities (e.g., parental guarantees, letters of credit, contractual arrangements, etc., as described below).



Renewal applicants may provide a current statement from an Ohio local distribution utility (LDU) that shows that the applicant meets the LDU's collateral requirements. The statement or letter must be on the utility's letterhead and dated within a 30-day period of the date the applicant files its renewal application.

First-time applicants or applicants whose certificate has expired must meet the requirements of C-9 in one of the following ways:

1. The applicant itself states that it is investment grade rated by Moody's Investors Service, Standard & Poor's Financial Services, or Fitch Ratings and provides evidence of rating from the rating agencies. If you provided a credit rating in C-4, reference the credit rating in the statement.
2. The applicant's parent company is investment grade rated (by Moody's, Standard & Poor's, or Fitch) and guarantees the financial obligations of the applicant to the LDU(s). Provide a copy of the most recent credit opinion from Moody's, Standard & Poor's or Fitch.
3. The applicant's parent company is not investment grade rated by Moody's, Standard & Poor's or Fitch but has substantial financial wherewithal **in the opinion of the Staff reviewer** to guarantee the financial obligations of the applicant to the LDU(s). The parent company's financials and a copy of the parental guarantee must be included in the application if the applicant is relying on this option.
4. The applicant can provide evidence of posting a letter of credit with the LDU(s) listed as the beneficiary, in an amount sufficient to satisfy the collateral requirements of the LDU(s).

Preferred to file confidentially

Section D: Applicant Technical Capacity

D-1. Operations

Gas Marketers: Describe the operational nature of the applicant's business, specifying whether operations will include the contracting of natural gas purchases for retail sales, the nomination and scheduling of retail natural gas for delivery, and/or the provision of retail ancillary services, as well as other services used to supply natural gas to the natural gas company city gate for retail customers.



Operations Description: SEC has long term commitments for natural gas supply and pipeline transportation services (including storage) to serve its retail commercial, industrial and governmental customers. These long term commitments for supply and transportation tie into the nomination and scheduling function that are handled in-house, on a daily basis. Supply and delivery services are from a mix of sources (Southwest, Mid-Continent, and Appalachian) to insure ongoing reliability. SEC does not currently offer retail ancillary services other than natural gas consulting services supplied to all customers. There is no separate charge for Stand Energy's ancillary services.

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

D-2 Operations Expertise and Key Technical Personnel

Stand Energy Corporation's Technical Qualifications

Stand Energy has been involved in the purchase, sale, transportation and scheduling of natural gas since 1984. Stand Energy has long-standing relationships with a diverse group of gas producers and suppliers, both regional and national that offers a great deal of flexibility in gas sourcing. Included in Stand Energy's transportation mix are primary and secondary firm, plus pipeline storage in addition to some LDC on-system storage and customer gas "banks". In our 38-year history, Stand Energy has never failed to deliver required quantities of gas to end-use customers.

Key Technical Personnel

Larry Freeman

Executive Vice President

(513) 621-1113, lfreeman@standenergy.com

Larry Freeman is a graduate (with honors) of the University of Cincinnati (1994) with a BA in Economics and Xavier University (2016) with an MBA. Larry has been employed by Stand Energy Corporation since 1994 (28 years). Larry was formerly Director of Operations. Larry has extensive knowledge and experience in all aspects of natural gas supply functions, trading and marketing. Larry Freeman has 28 years' experience working with the industry standard rules and practices established by the North American Energy Standards Board (NAESB) and its successor the Gas Industry Standards Board (GISB).

Nan Hamilton

(513) 621-1113, nhamilton@standenergy.com

Vice-President Gas Origination

Nan Hamilton is a graduate of the University of Oklahoma. Nan Hamilton has 30 years of petroleum trading and pipeline experience. Nan has been employed by Stand Energy Corporation since 1995 (27 years). Nan buys most of the gas supplied by Stand Energy and she shares responsibility for financial hedging of Stand Energy's supply portfolio with Larry Freeman in conjunction with an arm of the federally chartered bank that provides Stand Energy financing. Nan Hamilton has 30 years' experience working with the industry standard rules and practices established by the North American Energy Standards Board (NAESB) and its successor the Gas Industry Standards Board (GISB).

Kevin Ralston

Operations Director

(513) 621-1113, kralston@standenergy.com

Kevin Ralston earned a BS degree from the University of Charleston in May 2000. Kevin has been employed by Stand Energy Corporation since 2000 (22 years). Kevin has assumed roles of increasing responsibility and is currently in charge of Stand Energy's Operations Department and oversees the nomination and scheduling of gas. Kevin Ralston has 22 years' experience working with the industry standard rules and practices established by the North American Energy Standards Board (NAESB) and its successor the Gas Industry Standards Board (GISB).

D-2 Operations Expertise and Key Technical Personnel

Matthew Milligan

Vice President of Information Systems

(513) 621-1113, mmilligan@standenergy.com

Matthew earned a Bachelor's of Business Administration in Information Systems/Finance from the University of Cincinnati in 1993. Matthew has been employed by Stand Energy since 2006 (16 years). Matthew is in charge of Stand Energy's IT Department which manages all computer hardware systems; telephone and internet services and develops proprietary software including an internal database; computer operating systems; electronic exchange of data with LDC's, interstate pipelines; etc. Matthew Milligan has 16 years' experience working with rules and practices established by the North American Energy Standards Board (NAESB).

Adam Howard

(513) 621-1113, ahoward@standenergy.com

Gas Control Specialist/ Small Meter (Commercial Choice) Administrator

Adam Howard earned a BS in Economics from the University of Kentucky in May 2007. He has been employed by Stand Energy Corporation since 2007 (15 years). Adam administers Stand Energy's Small Choice account programs which includes responsibility for Ohio Small Commercial accounts. Adam's experience also includes nominating to LDC's and interstate pipelines. Adam Howard has 15 years' experience working with the industry standard rules and practices established by the North American Energy Standards Board (NAESB).

Tom Meier

Gas Control Specialist

(513) 621-1113, tmeier@standenergy.com

Tom Meier earned a BS degree from the University of Cincinnati 1998. Tom Meier has been employed by Stand Energy Corporation since 1998 (24 years). Tom's experience includes nominating gas on numerous LDC's and interstate pipelines. Tom Meier has 24 years' experience working with the industry standard rules and practices established by the North American Energy Standards Board (NAESB) and its successor the Gas Industry Standards Board (GISB).



Entity#: 685018
Filing Type: FOREIGN CORPORATION
Original Filing Date: 09/05/1986
Location: --
Business Name: STAND ENERGY CORPORATION

Status: Active
Exp. Date: -

Agent/Registrant Information

JUDY PHILLIPS
1077 CELESTIAL DRIVESUITE 110
CINCINNATI OH 45202
10/17/2001
Active

Filings

Filing Type	Date of Filing	Document ID
FOREIGN LICENSE/FOR-PROFIT	09/05/1986	F997_1268
FORM 7 FEE ASSESSED	03/30/1990	G836_1265
FORM 7 NO FEE ASSESSED	03/30/1990	G836_1265
FORM 7 NO FEE ASSESSED	03/30/1990	G836_1265
FORM 7 NO FEE ASSESSED	12/31/1989	F924_2524
FORM 7 NO FEE ASSESSED	12/31/1989	F924_2524
FORM 7 NO FEE ASSESSED	12/31/1990	G999_1311
FORM 7 NO FEE ASSESSED	12/31/1991	H005_1744
FORM 7 NO FEE ASSESSED	09/28/1993	H699_1093
FORM 7 FEE ASSESSED	01/17/1995	5031_0546

FORM 7 FEE ASSESSED	02/07/1996	5433_1007
FORM 7 NO FEE ASSESSED	10/02/1996	6186_0113
FORM 7 FEE ASSESSED	12/10/1997	199927801607
DOMESTIC/AGENT RESIGNATION	10/17/2001	200129100094
DOMESTIC AGENT SUBSEQUENT APPOINTMENT	10/17/2001	200129100096
SERVICE MARK/ORIGINAL FILING	11/12/2010	201031601097

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 15th of September, A.D. 2022*

Ohio Secretary of State



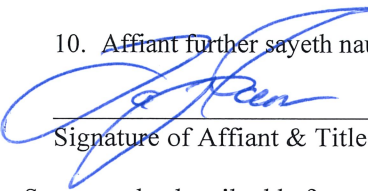
Competitive Retail Natural Gas Service Affidavit

County of Hamilton:

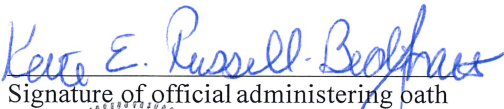
State of Ohio:

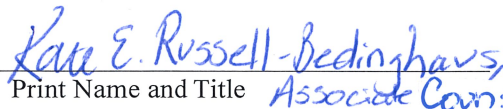
Larry Freeman, Affiant, being duly sworn/affirmed, hereby states that:

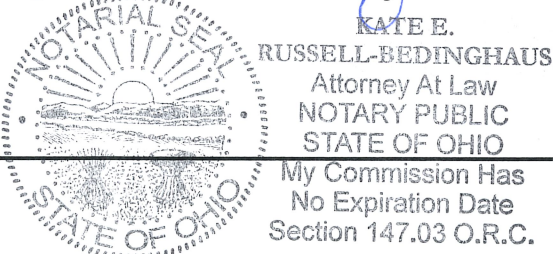
1. The information provided within the certification or certification renewal application and supporting information is complete, true, and accurate to the best knowledge of affiant, and that it will amend its application while it is pending if any substantial changes occur regarding the information provided.
2. The applicant will timely file an annual report of its intrastate gross receipts and sales of hundred cubic feet of natural gas pursuant to Sections 4905.10(A), 4911.18(A), and 4929.23(B), Ohio Revised Code.
3. The applicant will timely pay any assessment made pursuant to Sections 4905.10 and 4911.18(A), Ohio Revised Code.
4. Applicant will comply with all applicable rules and orders adopted by the Public Utilities Commission of Ohio pursuant to Title 49, Ohio Revised Code.
5. Applicant will cooperate fully with the Public Utilities Commission of Ohio and its staff on any utility matter including the investigation of any consumer complaint regarding any service offered or provided by the applicant.
6. Applicant will comply with Section 4929.21, Ohio Revised Code, regarding consent to the jurisdiction of the Ohio courts and the service of process.
7. Applicant will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
8. Applicant will inform the Public Utilities Commission of Ohio of any material change to the information supplied in the application within 30 days of such material change, including any change in contact person for regulatory purposes or contact person for Staff use in investigating consumer complaints.
9. The facts set forth above are true and accurate to the best of his/her knowledge, information, and belief and that he/she expects said applicant to be able to prove the same at any hearing hereof.
10. Affiant further sayeth naught.

 Executive Vice President
Signature of Affiant & Title

Sworn and subscribed before me this 26th day of October, 2022.


Signature of official administering oath


Print Name and Title Associate Counsel



My commission expires on Has No Expiration

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

10/26/2022 12:40:44 PM

in

Case No(s). 02-2549-GA-CRS

Summary: In the Matter of the Application of Stand Energy Corporation