



DIS Case Number: 20-1785-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: Greenlight Energy Inc.
Phone: 8884534427 **Extension (if applicable):**

Country: United States
Street: 46 School Lane

Website (if any):
www.gogreenlightenergy.com

City: Lloyd Harbor **Province/State:**

Postal Code: 11743

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
Greenlight Energy Inc.	Official Name	2608 25th Rd. Astoria, NY 11102	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
Greenlight Energy Inc.	Official Name	2608 25th Rd. Astoria, NY 11102	Yes	File

A-5. Contact person for regulatory matters

John Mingrone
46 School Lane
Lloyd Harbor, NY 11743
US
johnm@gogreenlightenergy.com
8884534427

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

John Mingrone
46 School Lane
Lloyd Harbor, NY 11743
US
johnm@gogreenlightenergy.com
8884534427

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

Phone: (888) 453 - 4427	Extension (if applicable):	Country: United States
Fax:	Extension (if applicable):	Street: 46 School Lane
Email: info@gogreenlightenergy.com		City: Lloyd Harbor
		Province/State: NY
		Postal Code: 11743

A-8. Applicant's federal employer identification number

270318254

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



Public Utilities Commission

Columbia Gas of Ohio
Dominion Energy Ohio
Duke Energy Ohio

Class of customer selection

Residential
Small Commercial

A-11. Start date

Indicate the approximate start date the applicant began/will begin offering services: 12-10-2020

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
John Mingrone	johnm@gogreenlightenergy.com	Director of Operations	46 School Lane Lloyd Harbor, NY 11743 US
Michael Hartofilis	michael@gogreenlightenergy.com	Vice President	46 School Lane Lloyd Harbor, NY 11743 US

A-13. Company history

Greenlight Energy Inc. was founded on April 27, 2009 under the laws of New York as a Corporation. Greenlight Energy Inc.'s principle interest is expanding their markets as a competitive retail electric and natural gas supplier. The company's anticipated principal business interest in Ohio is being a competitive retail electric supplier ('CRES') and competitive retail natural gas supplier ('CRNGS'), serving Residential customers throughout the state of Ohio.

Greenlight Energy Inc. is a member of NYISO and PJM, and is licensed as both a gas and power supplier in NY, NJ, MD and PA. Services include, but are not limited to, supplying retail customers with their expected electric and/or natural gas generation load requirements by purchasing electricity and/or natural gas and related services through wholesale generation suppliers and traders participating in the various wholesale markets.



A-14. Secretary of State

Secretary of State Link: <https://businesssearch.ohiosos.gov?=businessDetails/4487437>

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: Registered Agents Inc.
6545 Market Avenue N. Ste 100
North Canton, OH 44721
US
agent@ohiostatutoryagent.com
2166723705

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: Greenlight Energy Inc. is a licensed retail supplier of electricity in the following states:

- Ohio
- Maryland
- New York
- New Jersey
- Pennsylvania
- Illinois
- Delaware

Greenlight Energy Inc. is a licensed retail supplier of natural gas in the following states:

- Ohio
- Maryland
- New York
- New Jersey



- Pennsylvania
- Illinois
- Michigan

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: Greenlight Energy's leadership team brings with it decades of experience in the retail power and natural gas markets. Greenlight Energy currently serves 8,737 electricity and 7,308 number of gas customers, amounting to 5,300 MWh and 71,000 Dth of load served. Greenlight Energy primarily uses inbound marketing to contact the vast majority of its customer base.

In addition, Greenlight Energy has contracted with V3 Commodities Group to manage all wholesale business processes. V3 Commodities Group acts as an aggregator of retail load, combining the supply needs of its clients and acting as the market interface between retailers and wholesale power generators and natural gas marketers and producers. V3 provides a single point of access to consumers of wholesale energy, managing and compiling a diverse group of retail credits and delivering a credit efficient solution for power and gas marketers to hedge their supply.

Marketing Plans --

Greenlight Energy, Inc. plans to contact the vast majority of its prospective residential customers via direct mail, telemarketing, and social media marketing campaigns. Marketing will mainly be web-based, but third-party vendors may be used for inbound or outbound services.

Billing & Customer Complaint Protocol --

While utilities will bill customers on Greenlight Energy Inc.'s behalf, Greenlight will be able to provide any customer a billing statement upon request which would be created through our customer management system EC Infosystems. All customer inquiries will be directly reviewed and responded to by John Mingrone within 3 days days of receipt.

Compliance --

Greenlight Energy, Inc. will fully comply with any and all Commission rules adopted pursuant to Section 4928.10 and/or 4929.22 of the Ohio Revised Code.

B-3. Disclosure of liabilities and investigations

For the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant, describe all existing, pending or past rulings, judgments, findings, contingent liabilities, revocation of authority, regulatory investigations, judicial actions, or other formal or

informal notices of violations, or any other matter related to competitive services in Ohio or equivalent services in another jurisdiction..

Liability and Investigations Disclosures: There are no existing, pending or past rulings, judgements, 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 that could adversely impact Greenlight Energy Inc.'s financial or operational status or ability to provide the services it is seeking to be certified 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



Public Utilities Commission

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: Greenlight Energy Inc.'s operations, including, but not limited to, the scheduling of retail power, will be managed through direct staff, consultants and service providers. As more fully described Exhibits B-2 and D-2, the expertise of its principals ensures that it can fulfill all requirements of a Competitive Retail Natural Gas Supplier (CRNGS).

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.



Operations Expertise & Personnel Description: Greenlight Energy Inc.'s operations will be managed through direct staff, consultants and service providers. Please also see Exhibit B-2 (Experience & Plans) for more detail regarding Greenlight Energy Inc.'s experience and technical expertise.

Included below is the contact information of the key personnel involved in the operational and technical aspects of Greenlight Energy Inc.'s business (additional information on the individuals is included in Exhibit B-2 (Experience & Plans)).

Name: Michael Hartofilis

Title: Vice President

Phone: (888) 453 – 4427

Email: michael@gogreenlightenergy.com

Name: John Mingrone

Title: Director of Operations

Phone: (888) 453 – 4427

Email: johnm@gogreenlightenergy.com

Additionally, Greenlight Energy Inc. has strategic partnerships with the following:

- EC Infosystems (EDI/Billing)
- V3 Commodities Group



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Application Attachments

Competitive Retail Natural Gas Service Affidavit

County of NY :

State of Queens :

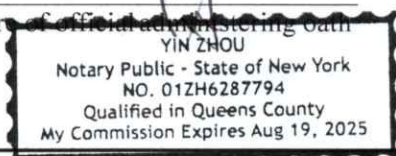
John Mingrone, Affiant, being duly sworn/affirmed, hereby states that:

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.

John Mingrone CGO
Signature of Affiant & Title

Sworn and subscribed before me this 02nd day of Nov, 2022 -
Month Year

Signature of Official administering Oath



Notary
Print Name and Title

My commission expires on 08/19/25

**This foregoing document was electronically filed with the Public Utilities
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11/2/2022 5:05:44 PM

in

Case No(s). 20-1785-GA-CRS

Summary: In the Matter of the Application of Greenlight Energy Inc.