



DIS Case Number: 13-1960-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: Progressive Energy Consultants
LLC

Country: United States

Phone: 8889786445

**Extension (if
applicable):**

Street: 2009 Sunnydale Blvd. Suite 100

Website (if any):

www.progressiveenergyconsultants.com

City: Clearwater

Province/State: FL

Postal Code: 33765

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
Progressive Energy Consultants, LLC	Official Name	2009 Sunnydale Blvd., Suite 100 Clearwater, FL 33765-1202	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
P.E. Consultants	DBA	2009 Sunnydale Blvd., Suite 100 Clearwater, FL 33765	Yes	File



A-5. Contact person for regulatory matters

Yvonne Guevara
2009 Sunnydale Blvd. Suite 100
Clearwater, FL 33765
US
yvonneg@progressiveenergyconsultants.com
7274420111

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

Tiffany Abernathy
2009 Sunnydale Blvd., Suite 100
Clearwater, FL 33765
US
tiffanya@progressiveenergyconsultants.com
8889786445

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

Phone: (888) 978-6445	Extension (if applicable): 1497	Country: United States
Fax: (727) 479-0577	Extension (if applicable):	Street: 2009 Sunnydale Blvd., Suite 100
Email: customerservice@progressiveenergyconsultants.com	City: Clearwater	Province/State: FL
	Postal Code: 33765	

A-8. Applicant's federal employer identification number

46-1811262

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
Residential
Small Commercial
Large Commercial

A-11. Start date

Indicate the approximate start date the applicant began/will begin offering services: 10-20-2013

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
Debbie Joyce	regulatory@progressiveenergyconsultants.com	President	2009 Sunnydale Blvd. Suite 100 Clearwater, FL 33765 US

A-13. Company history

Progressive Energy Consultants began operations on January 1, 2013. We are a small boutique energy brokerage providing services to commercial customers in de-regulated states in the U.S. We partner with multiple energy suppliers to procure competitive rates for our customers in their respective territories. Our



Public Utilities Commission

focus is on offering longer-term fixed-rate contracts from our suppliers (e.g., 12, 24, 36 or 48 month) to provide budget certainty to our clients. Before our customers' supplier agreements expire, we shop and provide renewal quotes. We also have a dedicated customer service team to answer customer and supplier questions and to help with issues that might arise during the term of the customer's supplier agreement.

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: Northwest Registered Agent Service, Inc.
6545 Market Ave. North, STE 100
North Canton, OH 44721
US
support@northwestregisteredagent.com
5097682249

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



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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..

Liability and Investigations Disclosures: Progressive Energy Consultants does not have any 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.

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

Section D: Applicant Technical Capacity

D-1. Operations



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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

Exhibit B-1 Jurisdiction of Operations

Delaware Electric Broker
PSC Docket No. 15-0634

Ohio Natural Gas Broker
Certificate Number 13-327G

District of Columbia Electricity Broker
License Number EA 2015-12-5

Pennsylvania Electric Broker License
Docket # A-2013-2359823

Connecticut Electric Aggregator
Docket No. 23-05-73

Pennsylvania Natural Gas Broker License
Docket # A-2013-2388663

Illinois Electricity Broker Services
License Reference Number 13-0609

Rhode Island Nonregulated Power Broker
Docket No. D-96-6(N7)

Maryland Electricity Broker Services
License Reference Number IR-3128

Texas Electricity Broker
Registration number BR190372

Maryland Natural Gas Broker Services
License Reference Number IR-3193

Massachusetts Electricity Broker
License No. EB-283

Massachusetts Gas Retail Agent
License No. RA-116

New Hampshire Gas Aggregator (Broker)
Registration No. DM 18-160

New Hampshire Electric Aggregator
(Broker)
Registration No. DM 17-111

New Jersey Energy Agent
Registration No. EA-0246

Ohio Power Broker
Certificate Number 13-708E

UNITED STATES OF AMERICA
STATE OF OHIO
OFFICE OF THE SECRETARY OF STATE

I, Frank LaRose, do hereby certify that I am the duly elected, qualified and present acting Secretary of State for the State of Ohio, and as such have custody of the records of Ohio and Foreign business entities; that said records show PROGRESSIVE ENERGY CONSULTANTS, LLC, a Florida Limited Liability Company, Registration Number 2186039, was registered in the State of Ohio on March 26, 2013, is currently authorized to transact business in this state.



*Witness my hand and the seal of the
Secretary of State at Columbus, Ohio
this 31st day of May, A.D. 2023.*

A handwritten signature in blue ink, appearing to read "Frank LaRose", written in a cursive style.

Ohio Secretary of State

Validation Number: 202315103498

Exhibit B-2 Experience and Plans

Progressive Energy Consultants started operations on January 1, 2013 and presently has licensed brokers calling various deregulated territories that we are licensed in. We are partnered with nearly twenty licensed energy suppliers across most de-regulated states to provide competitive rates to our customers.

We manage an existing book of business of close to 3,000 customers under electric and gas supplier agreements and we are constantly reaching out to new customers. Ohio customers currently represent approximately 15% of our total customer load.

Our agents invest a lot of time and consideration into making sure the customer gets a suitable product at the most competitive rate currently available. We always think of the customer first and negotiate on their behalf to provide the best-tailored energy rates the market has to offer. Progressive Energy Consultants has never received a formal complaint, something the entire company is very proud of.

We will continue to reach out to business customers to offer our tailored services, thus providing rate quotes from multiple suppliers and coordination between customers and the supplier of their choice for mutual benefit.

Exhibit D-1 Operations

Progressive Energy Consultants, LLC business operations primarily consists of phone solicitation by our licensed brokers. Our employee agents contact Ohio commercial customers by phone and then provide a side-by-side comparison of the three most competitive supplier fixed rate quotes available to that customer based on the customer's annual usage, load profile, utility, rate class, start date and contract term length. We obtain these rates from our Ohio suppliers through updated matrices or by requesting custom pricing. We are partnered with multiple suppliers and our employee agents shop to find the best fixed rate currently available to that customer in their territory.

Once the customer chooses a particular supplier and contract rate and term length, we then provide the customer with a written contract from the supplier including all terms and conditions, their contracted rate, start date, term length, etc. for the customer to review and sign.

Once the customer has agreed to and signed their chosen supplier agreement, they return it directly to us and then it passes through our own internal Quality Control Unit to verify legitimacy and accuracy before being submitted to the supplier for processing. Our Quality Control Unit reviews the signed contracts and takes additional steps such as listening to call recordings and verifying emails between our agents and the customer.

After signed contracts have been submitted to the supplier, our customer care team follows up with the supplier later to ensure the customer's accounts enroll smoothly and at the contracted rate as per their supplier agreement. Our customer care team also handles any questions from the customer that may arise during the term of the agreement as well as other issues, such as service re-locations or re-enrolling accounts that inadvertently drop mid-term because of utility account number changes.

We have a dedicated Renewal Team that contacts our existing customers with renewal offers in advance of their contract expiration dates. We have many loyal customers that have been with us since our inception due to our care and the services we provide.

Exhibit D-2

Operations Expertise and Key Technical Personnel

All key technical personnel are licensed energy brokers and are familiar with the markets in all de-regulated territories. They have completed training required to do their jobs in addition to attending webinars to advance their knowledge and to stay abreast of current events in the industry. They are well-versed in energy procurement vocabulary.

They are conversant with using supplier matrices to obtain rates and are familiar with procedures to obtain custom price quotes from suppliers. They know how to answer routine customer questions, such as the components of supply pricing, enrollment procedure and product specifications. They know how to successfully guide customers to a product that suits the customers' needs and how to assist with post-enrollment issues that sometimes arise.

Deborah E. Joyce, President and General Manager

DebbieJ@ProgressiveEnergyConsultants.com, 727-479-0581

Deborah Joyce has eleven years of experience in the energy industry as the President and General Manager of Progressive Energy Consultants, LLC. She has thirty-seven years of experience in other sales and in building and running sales teams and general business management.

Ondrei Ronhaar, Sales Manager

OndreiR@ProgressiveEnergyConsultants.com, 727-442-0111

Ondrei has nine years of experience at Progressive Energy Consultants, LLC and has held positions in direct sales, pricing desk, and sales management. For the past six years he has held the position of Sales Manager for new customer acquisitions.

Jamie Gillis, Sales Team Training Supervisor

JamieG@ProgressiveEnergyConsultants.com, 888-978-6445, Ext. 9445

Jamie is a licensed energy broker and has worked in the retail energy space for fourteen years. She has directly helped over 3,000 customers procure competitive rates for their energy supply. Jamie currently trains and apprentices all new sales team hires.

Competitive Retail Natural Gas Service Affidavit

County of Pinellas :

State of Florida :

Deborah E. Joyce, Affiant, being duly sworn/affirmed, hereby states that:

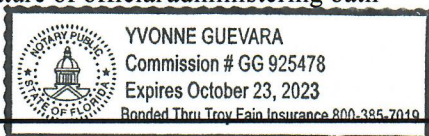
1. The information provided within the certification or certification renewal application and supporting information is complete, true, and accurate to the best knowledge of affiant, and that it will amend its application while it is pending if any substantial changes occur regarding the information 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.

Deborah E. Joyce PRESIDENT
Signature of Affiant & Title

Sworn and subscribed before me this 28th day of August, 2023
Month Year

Yvonne Guevara
Signature of official administering oath

Yvonne Guevara Notary Public
Print Name and Title



My commission expires on 10/23/2023

**This foregoing document was electronically filed with the Public Utilities
Commission of Ohio Docketing Information System on
8/29/2023 12:50:44 PM**

in

Case No(s). 13-1960-GA-AGG

Summary: In the Matter of the Application of Progressive Energy Consultants LLC