

DIS Case Number: 14-0005-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: Early Bird Power LLC

Phone: 6178722384 **Extension (if applicable):**

Website (if any):

Country: United States

Street: 1 Adams Street

City: Milton

Province/State: MA

Postal Code: 02186

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
Early Bird Power, LLC	Official Name	1 Adams Street Old Baker Chocolate Factory Milton, MA 02186	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

Shaun Pandit
1 Adams St, Old Baker Chocolate Factory
Milton, MA 02186
US
shaunpandit@earlybirdpower.com
8887632759

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

Shaun Pandit
1 Adams St, Old Baker Chocolate Factory
Milton, MA 02186
US
shaunpandit@earlybirdpower.com
8887632759

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

Phone: 6178722384	Extension (if applicable):	Country: United States
Fax:	Extension (if applicable):	Street: 1 Adams Street Old Baker Chocolate Factory
Email: shaunpandit@earlybirdpower.com	City: Milton	Province/State: MA
	Postal Code: 02186	

A-8. Applicant's federal employer identification number

270186126

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

Class of customer selection

Large Commercial

A-11. Start date

Indicate the approximate start date the applicant began/will begin offering services: 02-19-2024

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
Shaun Pandit	shaunpandit@earlybirdpower.com	CEO	1 Adams St, Old Baker Chocolate Factory Milton, MA 02186 US

A-13. Company history

Early Bird Power was founded in 2009 as an energy brokerage and consulting firm focused on serving commercial and industrial clients. Based in Milton, MA and licensed in all deregulated markets nationally, Early Bird Power's services include best practice competitive procurement for energy supply, renewable energy sourcing and evaluation, and identifying available grants and incentives for energy efficiency upgrades.

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: Shaun Pandit
1 Adams St, Old Baker Chocolate Factory
Milton, MA 02186
US
shaunpandit@earlybirdpower.com
8887632759

Section B: Applicant Managerial Capability and Experience

B-1. Jurisdiction of operations

List all jurisdictions in which the applicant or any affiliated interest of the applicant is certified, licensed, registered or otherwise authorized to provide retail natural gas service or retail/wholesale electric service as of the date of filing the application..

File Attached

B-2. Experience and plans

Describe the applicant's experience in providing the service(s) for which it is applying (e.g., number and type of customers served, utility service areas, amount of load, etc.). Include the plan for contracting with customers, providing contracted services, providing billing statements and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Sections 4928.10 and/or 4929.22 of the Ohio Revised Code.

Application Experience and Plan Description: Early Bird Power follows all the proper requirements as found in the Commissions Rules pursuant to Sections 4928.10 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: Early Bird Power LLC, has no 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.

File(s) attached

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.

File(s) attached

C-4. Credit rating

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

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.

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.

Operations Description: EarlyBird Power will utilize best practice approach to work with clients on providing retail natural gas supply pricing in a transparent manner. We engage with our customers to understand their needs and natural gas consumption, go out to the competitive supply market for bids through a formal RFP, and then present those options to the customer and help them understand the market offerings. Should they decide to move forward with a competitive supplier, we assist requesting the supply agreement for their signature and review, and ultimately, submit back to the supplier for processing.

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

Application Attachments

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 EARLY BIRD POWER LLC, a Maryland Limited Liability Company, Registration Number 1875140, was registered in the State of Ohio on August 7, 2009, is currently authorized to transact business in this state.



*Witness my hand and the seal of the
Secretary of State at Columbus, Ohio
this 7th day of December, A.D. 2023.*

A handwritten signature in blue ink, appearing to read "Frank LaRose".

Ohio Secretary of State

Validation Number: 202334101130

Jurisdiction	Business Activity	Name of Licensing Body	License/Reg No.	License/Reg No. (if multiple)
Connecticut, USA	Energy Broker	State of Connecticut Public Utilities Regulatory Authority	16-03-44 (Electric Aggregator)	X
Delaware, USA	Electricity/Gas Broker	State of Delaware Public Service Commission	No. 14-0289	X
Illinois, USA	Agent, Broker, Consultant	Illinois Commerce Commission	NO. 10-0632 (Agents, Brokers, and Consultants License pursuant to Public Utilities Act)	X
Massachusetts, USA	Electricity/Gas Broker	Massachusetts Department of Public Utilities	RA-043 (gas retail agent license)	EB-125 (electricity broker license)
Maine, USA	Electricity/Gas Broker	Maine Public Utilities Commission	No. 2009-215 (License to operate as competitive electricity provider)	
Maryland, USA	Electricity/Gas Broker	Maryland Public Service Commission	IR-1798 (Electric License)	IR-2524
New Hampshire, USA	Electricity/Gas Broker	New Hampshire Public Utilities Commission	DM 12-053 (electric aggregation service)	DM 11-032 (gas aggregation services)
New Jersey, USA	Electricity/Gas Broker	New Jersey Board of Public Utilities	EE 16080791L	GE 16080792L
Ohio, USA	Electricity/Gas Broker	Public Utilities Commission of Ohio	14-0004-EL-AGG (aggregation and power broker)	14-338G (2) (Retail Natural Gas Aggregator/Broker Services)
Rhode Island, USA	Electricity/Gas Broker	Rhode Island Public Utilities Commission	D-96-6(A4) Registration as Non Regulated Power Producer	
District of Columbia	Electricity/Gas Broker	Public Service Commission of the District of Columbia	EA 11-23-4	GA 11-7-8
Pennsylvania, USA	Electricity/Gas Broker	Pennsylvania Public Utility Commission	A-2016-2542114	A-2011-2275191

Business Information Report Snapshot

EARLY BIRD POWER LLC

D-U-N-S: 04-212-9834
ADDRESS: 1 Adams St Ste 3, Milton, MA, 02186, United States
Date: 12/12/2023

RISK ASSESSMENT

SCORES AND RATINGS				
Max. Credit Recommendation	PAYDEX® SCORE	Delinquency Predictor Percentile	Financial Stress Percentile	Supplier Evaluation Risk Rating
US\$ 11,500	80 LOW RISK	37 MODERATE RISK	88 LOW-MODERATE RISK	5 MODERATE RISK

MAXIMUM CREDIT RECOMMENDATION

Overall Business Risk

LOW

LOW-MODERATE

MODERATE

MODERATE-HIGH

HIGH

Maximum Credit Recommendation

US\$ 11,500

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

Dun & Bradstreet Thinks...

- Overall assessment of this organization over the next 12 months: STABILITY CONCERNS
- Based on the predicted risk of business discontinuation: LIKELIHOOD OF BUSINESS CLOSURE
- Based on the predicted risk of severely delinquent payments: MODERATE POTENTIAL FOR SEVERELY DELINQUENT PAYMENTS

PAYDEX® SUMMARY

3 Months

20

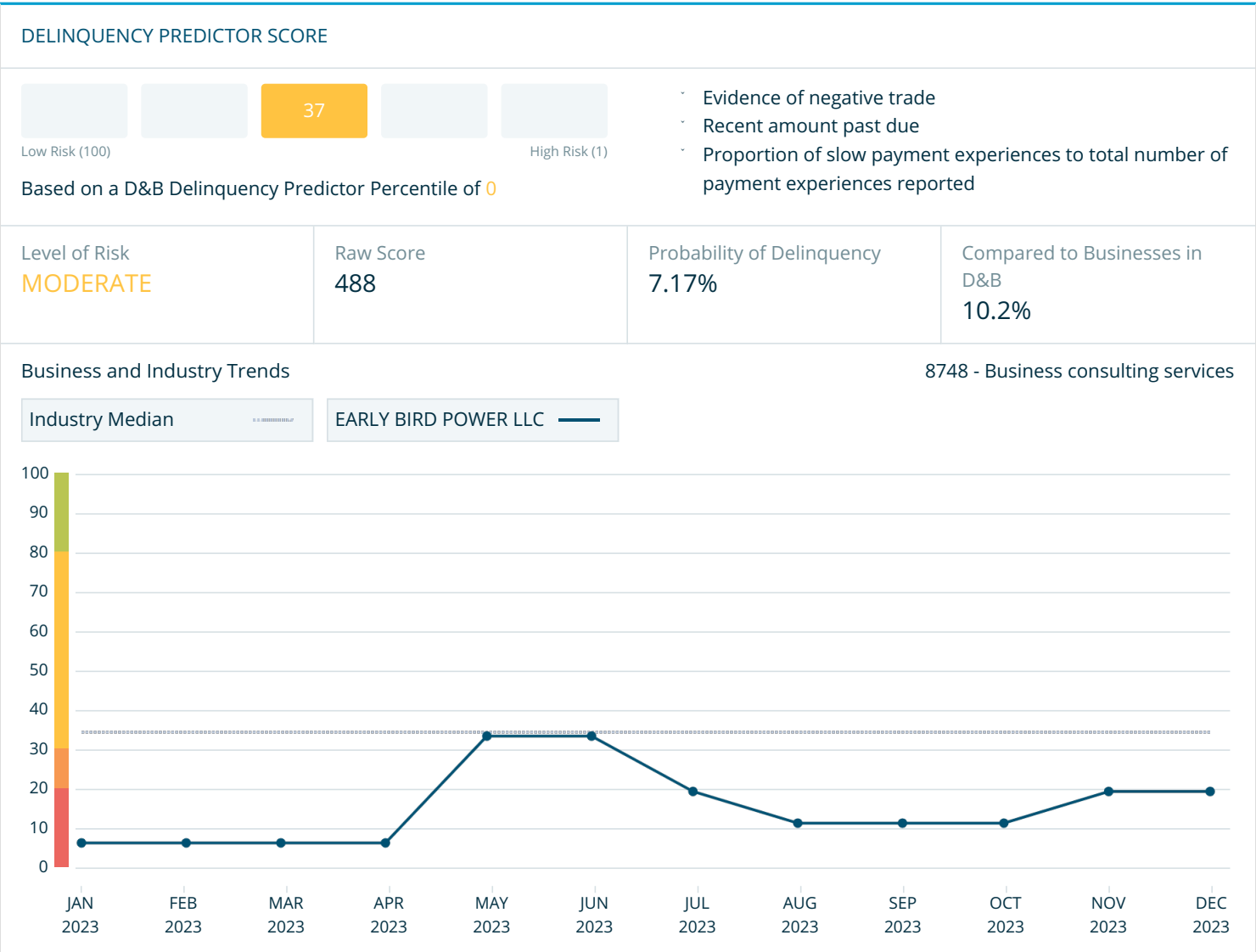
Low Risk (100)High Risk (1)

24 Months

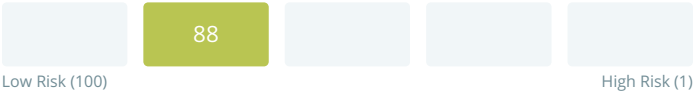
80

Low Risk (100)High Risk (1)

When weighted by dollar amount, payments to suppliers average 120 days beyond terms. Value is based on payments collected over the last **3 months**.



FINANCIAL STRESS SCORE



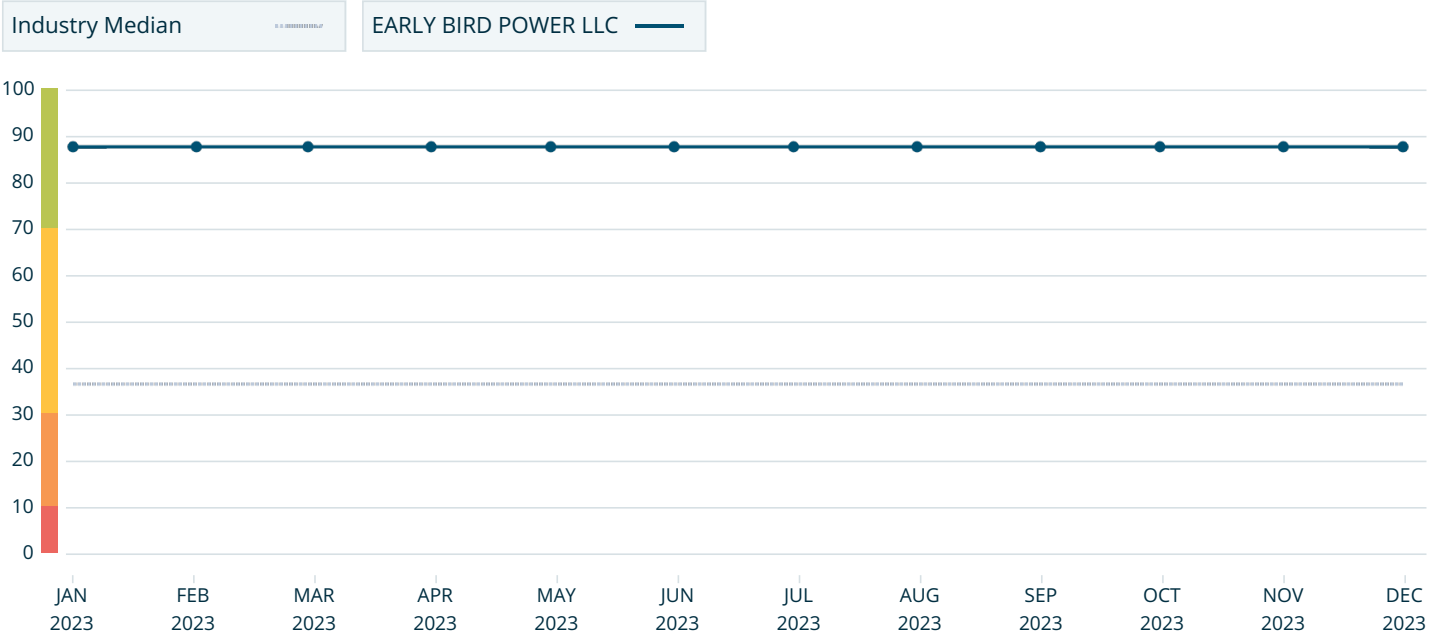
UCC Filings reported

Based on a D&B Financial Stress Percentile of H

Level of Risk LOW-MODERATE	Raw Score 1547	Probability of Failure 0.07%	Compared to Businesses in D&B 0.48%
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Business and Industry Trends

8748 - Business consulting services



SUPPLIER EVALUATION RISK RATING



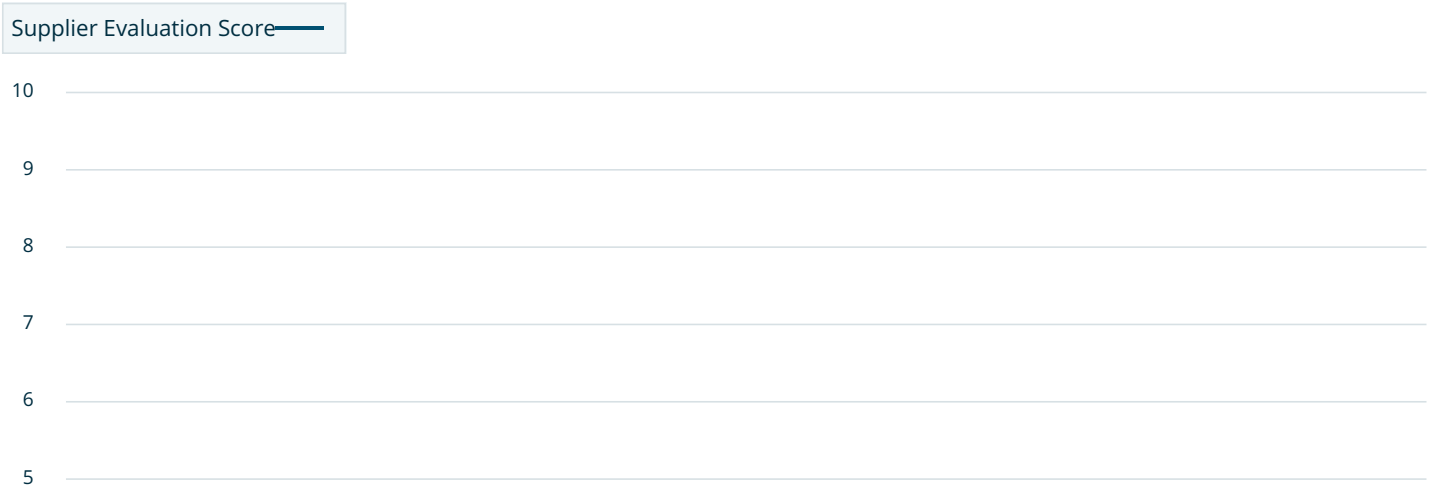
Based on a Supplier Evaluation Risk Rating of I

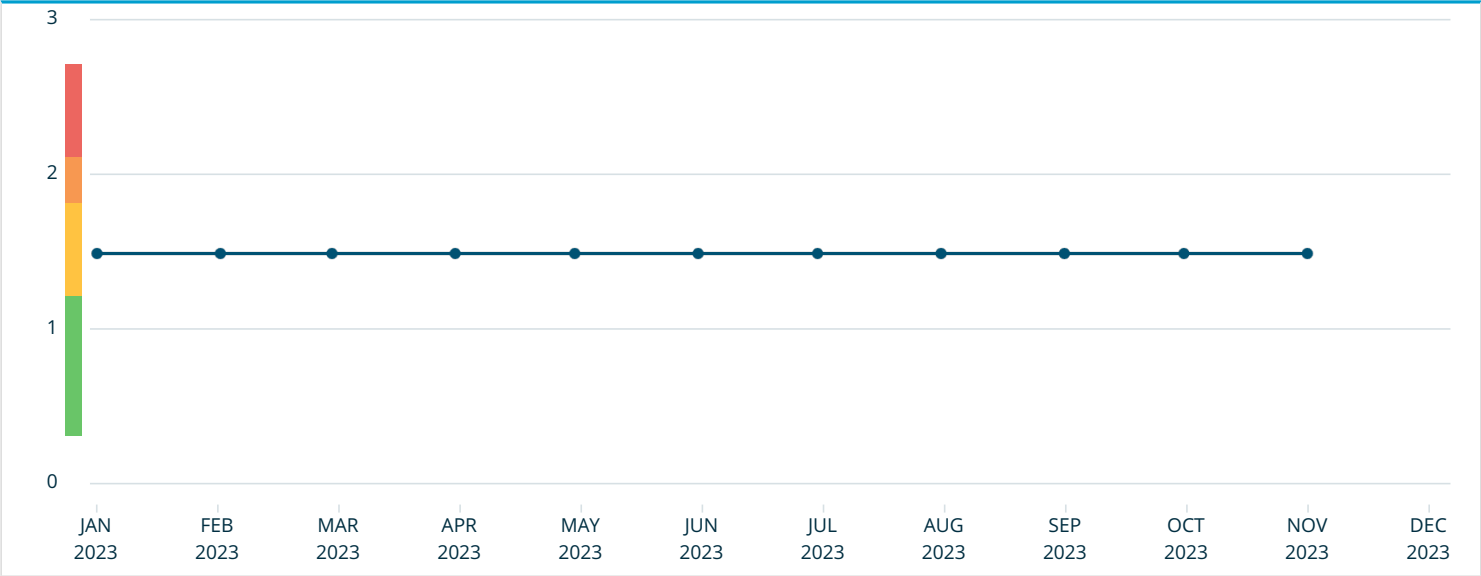
Factors Affecting Your Score

- Proportion of slow payment experiences to total number of payment experiences reported
- Limited business activity signals reported in the past 12 months
- Proportion of past due balances to total amount owing

Business and Industry Trends

8748 - Business consulting services





D&B RATING

Current Rating

Special Rating

DS: Undetermined

TRADE PAYMENTS

TRADE PAYMENTS SUMMARY			Based on 24 months of data
<div>Overall Payment Behavior</div> <div>0</div> <div>Days Beyond Terms</div> <div>Highest Now Owing: US\$ 15,000</div>	<div>% of Trade Within Terms</div> <div>42%</div> <div>Total Trade Experiences: 12</div> <div>Largest High Credit: US\$ 20,000</div> <div>Average High Credit: US\$ 10,025</div>	<div>Highest Past Due</div> <div>US\$ 50</div> <div>Total Unfavorable Comments : 0</div> <div>Largest High Credit: US\$ 0</div> <div>Total Placed in Collections: 0</div> <div>Largest High Credit: US\$ 0</div>	

TRADE PAYMENTS BY CREDIT EXTENDED			
\$ CREDIT EXTENDED	% OF PAYMENTS WITHIN TERMS	# PAYMENT EXPERIENCES	TOTAL & DOLLAR AMOUNT
OVER 100,000	<div><div></div></div> 0%	0	\$0
50,000 - 100,000	<div><div></div></div> 0%	0	\$0
15,000 - 49,999	<div><div></div></div> 100%	1	\$20,000
5,000 - 14,999	<div><div></div></div> 0%	0	\$0
1,000 - 4,999	<div><div></div></div> 0%	0	\$0
UNDER 1,000	<div><div></div></div> 0%	1	\$50

TRADE PAYMENTS BY INDUSTRY			
Collapse All Expand All			
Industry Category	Number of Payment Experiences	Largest High Credit (US\$)	% Within Terms (Expand to View)
▼99 - Nonclassifiable Establishments	1	20,000	
9999 - Nonclassified	1	20,000	100
▼59 - Miscellaneous Retail	1	50	
5999 - Ret Misc Merchandise	1	50	0

TRADE LINES

Date of Experience ▾	Payment Status	Selling Terms	High Credit (US\$)	Now Owes (US\$)	Past Due (US\$)	Months Since Last Sale
11/2023	Slow	-	50	50	50	-
11/2023	-	Cash Account	100	-	-	Between 6 and 12 Months
11/2023	-	Cash Account	100	-	-	1 Month
11/2023	-	Cash Account	50	-	-	1 Month
10/2023	-	Cash Account	-	-	-	1 Month
10/2023	-	Cash Account	250	-	-	Between 4 and 5 Months
09/2023	-	Cash Account	100	-	-	1 Month
08/2023	-	Cash Account	500	-	-	Between 6 and 12 Months
08/2023	-	Cash Account	100	-	-	Between 2 and 3 Months
07/2023	-	Cash Account	50	-	-	1 Month
06/2022	-	Cash Account	50	-	-	Between 4 and 5 Months
12/2021	Prompt	-	20,000	15,000	0	1 Month

EVENTS

LEGAL EVENTS			
The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.			
SUITS	JUDGEMENTS	LIENS	UCC FILINGS
TOTAL0	TOTAL0	TOTAL0	TOTAL2
LAST FILING DATE-	LAST FILING DATE-	LAST FILING DATE-	LAST FILING DATE10/17/2019

General: The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this was reported. This information may not be reproduced in whole or in part by any means of reproduction.

UCC Filings: There may be additional UCC Filings in the D&B file on this company which are available by contacting 1-800-234-3867.

Suits, Liens, Judgements: There may be additional suits, liens, or judgements in D&B's file on this company available in the U.S. Public Records Database that are also covered under your contract. If you would like more information on this database, please contact the Customer Resource Center at 1-800-234-3867.

Lien: A lien holder can file the same lien in more than one filing location. The appearance of multiple liens filed by the same lien holder against a debtor may be indicative of such an occurrence.

EVENTS	
UCC Filing - Original	
Filing Date	2019-10-17
Filing Number	201959244420
Received Date	2019-11-12
Collateral	Inventory including proceeds and products - Accounts receivable including proceeds and products - Account(s) including proceeds and products - Contract rights including proceeds and products - and OTHERS
Secured Party	EAST BOSTON SAVINGS BANK, PEABODY, MA
Debtors	EARLY BIRD POWER LLC
Filing Office	SECRETARY OF STATE/UCC DIVISION, BOSTON, MA
UCC Filing - Original	
Filing Date	2014-07-07
Filing Number	201413083680
Received Date	2014-08-05
Collateral	Negotiable instruments and proceeds - Accounts receivable and proceeds - Inventory and proceeds - Account(s) and proceeds - and OTHERS

Secured Party

MEETINGHOUSE BANK, DORCHESTER, MA

Debtors

EARLY BIRD POWER, LLC

Filing Office

SECRETARY OF STATE/UCC DIVISION, BOSTON, MA

COMPANY EVENTS

The following information was reported on: 10-28-2023

The Massachusetts Secretary of State's business registrations file showed that EARLY BIRD POWER LLC was registered as a Limited Liability Company on April 9, 2009, under file registration number 001001778. Stock ownership not available.

Business started 2009.

SPECIAL EVENTS

There are no special events recorded for this business.

INCOME STATEMENT
Income Statement data is not available for this company.

BALANCE SHEET
Balance Sheet data is not available for this company.

FINANCIAL RATIOS	
Solvency	Fiscal Consolidated 12-31-2019
Current Ratio	3.6
Quick Ratio	3.5
Current Liabilities To Net Worth (%)	32.4
Total Liabilities/Net Worth (%)	32.4
Fixed Assets To Net Worth (%)	16.9
Efficiency	Fiscal Consolidated 12-31-2019
Sales To Working Capital Ratio	43.5
Assets/Sales	3.7
Profitability	Fiscal Consolidated 12-31-2019
Return On Net Worth (%)	974.8
Return On Assets (%)	736.2
Return On Sales (%)	27

COMPANY PROFILE

COMPANY OVERVIEW		
D-U-N-S 04-212-9834	Mailing Address 1 Adams St Ste 3, Milton MA 02186, US	Annual Sales US\$ 1,735,481
Business Form Corporation (US)	Telephone (617) 872-2384	Employees 8
Date Incorporated -	Fax -	Age (Year Started) 14 years (2009)
State of Incorporation -	Website -	Named Principal SHAUN KRISHNA PANDIT, CEO
Ownership -	Line of Business Business consulting services	SIC 8748

OWNERSHIP

FAMILY TREE SUMMARY		
Members in the Tree	Subsidiaries of this Company	Branches of this Company
2	1	0

FAMILY TREE	
<div><div><div><div><div></div><div>HQ</div></div><div>Early Bird Power Llc</div><div>042129834 Milton, MA</div></div></div><div><div><div>S</div><div>Early Bird Power, Llc</div><div>228071398</div></div></div></div>	

Early Bird Power, LLC

Statement of Cash Flows

January - December 2021

	TOTAL
OPERATING ACTIVITIES	
Net Income	597,291.79
Adjustments to reconcile Net Income to Net Cash provided by operations:	
Amazon	0.00
American Express Business Gold Rewards	168.93
American Express Gold Card	0.00
CapitalOne Spark Business	-19,312.05
JetBlue American Express	4,531.96
Payroll Liabilities	0.00
Payroll Liabilities:HSA Withholdings	0.00
Payroll Liabilities:Payroll taxes w/h	0.00
Payroll Liabilities:Retirement Contribution-Employee	0.00
Total Adjustments to reconcile Net Income to Net Cash provided by operations:	-14,611.16
Net cash provided by operating activities	\$582,680.63
INVESTING ACTIVITIES	
Furniture and Equipment:Accumulated Depreciation	35,850.45
Security Deposit	1,000.00
Net cash provided by investing activities	\$36,850.45
FINANCING ACTIVITIES	
Auto Loan	-8,715.33
Members Draw	-37,106.14
Members Draw:Member Draw-Medical	135.00
Members Draw:Partner Distribution-Tax Payments	116,989.32
Members Draw:Partner Distributions	-108,488.28
Members Draw:Partner Distributions-Personal	-6,523.04
Members Equity	-606,376.48
Net cash provided by financing activities	\$ -650,084.95
NET CASH INCREASE FOR PERIOD	\$ -30,553.87
Cash at beginning of period	55,421.61
CASH AT END OF PERIOD	\$24,867.74

Early Bird Power, LLC

Statement of Cash Flows

January - December 2022

	TOTAL
OPERATING ACTIVITIES	
Net Income	601,591.29
Adjustments to reconcile Net Income to Net Cash provided by operations:	
Amazon	0.00
American Express Business Gold Rewards	-3,407.96
American Express Gold Card	0.00
CapitalOne Spark Business	944.75
JetBlue American Express	6,948.60
Payroll Liabilities:HSA Withholdings	0.00
Payroll Liabilities:Payroll taxes w/h	-0.01
Payroll Liabilities:Retirement Contribution-Employee	0.00
Payroll Liabilities:Retirement Liability-ER	48,084.29
Total Adjustments to reconcile Net Income to Net Cash provided by operations:	52,569.67
Net cash provided by operating activities	\$654,160.96
INVESTING ACTIVITIES	
Furniture and Equipment:Accumulated Depreciation	21,338.71
Net cash provided by investing activities	\$21,338.71
FINANCING ACTIVITIES	
Auto Loan	-10,827.38
Members Draw	-18,341.31
Members Draw:Member Draw-Medical	-1,020.00
Members Draw:Partner Distribution-Tax Payments	-172,549.85
Members Draw:Partner Distributions	170,900.00
Members Draw:Partner Distributions-Personal	-7,498.45
Members Equity	-643,642.61
Net cash provided by financing activities	\$ -682,979.60
NET CASH INCREASE FOR PERIOD	\$ -7,479.93
Cash at beginning of period	24,867.74
CASH AT END OF PERIOD	\$17,387.81

Early Bird Power, LLC

Profit and Loss

January - December 2022

	TOTAL		
	JAN - DEC 2022	JAN - DEC 2021 (PY)	CHANGE
Income			
Commission Income	2,082,284.31	2,048,862.11	33,422.20
Hotel Commissions	10,091.01	15,197.33	-5,106.32
Total Commission Income	2,092,375.32	2,064,059.44	28,315.88
Total Income	\$2,092,375.32	\$2,064,059.44	\$28,315.88
Cost of Goods Sold			
Cost of Goods Sold	139,534.57	161,381.03	-21,846.46
Total Cost of Goods Sold	\$139,534.57	\$161,381.03	\$ -21,846.46
GROSS PROFIT	\$1,952,840.75	\$1,902,678.41	\$50,162.34
Expenses			
Advertising and Promotion	25,524.06	25,011.56	512.50
Automobile Expense	5,034.78	15,321.15	-10,286.37
Bank Service Charges	1,697.24	1,709.48	-12.24
Business Licenses and Permits	6,443.89	16,047.97	-9,604.08
Commissions	10,632.63	12,668.00	-2,035.37
Computer and Internet Expenses	2,931.70	2,942.42	-10.72
Contract Labor	24,425.78	19,306.67	5,119.11
Depreciation Expense	21,338.71	35,850.45	-14,511.74
Dues and Subscriptions	6,384.42	6,889.00	-504.58
Entertainment	4,251.36	2,909.73	1,341.63
Gifts	2,843.65	2,995.42	-151.77
Insurance Expense			
Business Owners Insurance	4,120.00	2,864.00	1,256.00
Health Insurance	6,019.62	0.00	6,019.62
Life Insurance	1,425.00	1,425.00	0.00
Total Insurance Expense	11,564.62	4,289.00	7,275.62
Interest Expense	1,117.02	1,419.38	-302.36
Meals and Entertainment	34,003.65	28,028.67	5,974.98
Miscellaneous	0.00	-0.44	0.44
Office Expenses	18,868.57	33,928.62	-15,060.05
Payroll Expenses		412.42	-412.42
401K Plan Contribution	71,473.45	69,875.14	1,598.31
Federal Unemployment	299.04	338.41	-39.37
MA State Unemployment	2,514.34	4,039.61	-1,525.27
Other State Unemployment	460.70		460.70
Payroll Taxes-ER	47,995.48	48,920.96	-925.48
Salary & Wages-Officer	265,000.06	265,000.06	0.00
Salary and Wages	627,034.68	596,434.99	30,599.69
Total Payroll Expenses	1,014,777.75	985,021.59	29,756.16
Postage and Delivery	875.94	103.45	772.49

Early Bird Power, LLC

Profit and Loss

January - December 2022

	TOTAL		
	JAN - DEC 2022	JAN - DEC 2021 (PY)	CHANGE
Professional Fees			
Accountant	8,059.00	6,978.50	1,080.50
Legal & Professional Fees	5,957.97	11,079.81	-5,121.84
Legal Fees	351.65		351.65
Payroll Service Expense	2,775.05	2,667.60	107.45
Research & Analysis	1,018.38		1,018.38
Total Professional Fees	18,162.05	20,725.91	-2,563.86
Rent Expense	22,200.00	23,200.00	-1,000.00
Repairs and Maintenance		150.00	-150.00
Taxes-personal property	286.75	197.87	88.88
Corporate Taxes	35,912.00	456.00	35,456.00
Total Taxes-personal property	36,198.75	653.87	35,544.88
Telephone Expense	6,157.59	5,877.82	279.77
Travel Expense	73,522.19	54,741.91	18,780.28
Total Expenses	\$1,348,956.35	\$1,299,791.63	\$49,164.72
NET OPERATING INCOME	\$603,884.40	\$602,886.78	\$997.62
Other Expenses			
Charitable Contributions	2,293.11	5,594.99	-3,301.88
Total Other Expenses	\$2,293.11	\$5,594.99	\$ -3,301.88
NET OTHER INCOME	\$ -2,293.11	\$ -5,594.99	\$3,301.88
NET INCOME	\$601,591.29	\$597,291.79	\$4,299.50

Early Bird Power, LLC

Balance Sheet

As of December 31, 2022

	TOTAL		
	AS OF DEC 31, 2022	AS OF DEC 31, 2021 (PY)	CHANGE
ASSETS			
Current Assets			
Bank Accounts			
Citizens Bank-Operating Acct.	15,994.54	23,474.47	-7,479.93
Meeting House Bank	1,393.27	1,393.27	0.00
Total Bank Accounts	\$17,387.81	\$24,867.74	\$ -7,479.93
Total Current Assets	\$17,387.81	\$24,867.74	\$ -7,479.93
Fixed Assets			
Artwork	6,400.00	6,400.00	0.00
Furniture and Equipment	-69,237.17	-47,898.46	-21,338.71
Intangible Assets	0.00	0.00	0.00
Vehicle	106,629.41	106,629.41	0.00
Total Fixed Assets	\$43,792.24	\$65,130.95	\$ -21,338.71
Other Assets	\$0.00	\$0.00	\$0.00
TOTAL ASSETS	\$61,180.05	\$89,998.69	\$ -28,818.64
LIABILITIES AND EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
Accounts Payable	0.00	0.00	0.00
Total Accounts Payable	\$0.00	\$0.00	\$0.00
Credit Cards	\$16,662.47	\$12,177.08	\$4,485.39
Other Current Liabilities	\$48,084.28	\$0.00	\$48,084.28
Total Current Liabilities	\$64,746.75	\$12,177.08	\$52,569.67
Long-Term Liabilities			
Auto Loan	31,540.29	42,367.67	-10,827.38
Total Long-Term Liabilities	\$31,540.29	\$42,367.67	\$ -10,827.38
Total Liabilities	\$96,287.04	\$54,544.75	\$41,742.29
Equity			
Common stock	1,000.00	1,000.00	0.00
Member Contributions	0.00	0.00	0.00
Members Draw	-672,152.22	-643,642.61	-28,509.61
Members Equity	34,453.94	80,804.76	-46,350.82
Opening Balance Equity {3}	0.00	0.00	0.00
Net Income	601,591.29	597,291.79	4,299.50
Total Equity	\$ -35,106.99	\$35,453.94	\$ -70,560.93
TOTAL LIABILITIES AND EQUITY	\$61,180.05	\$89,998.69	\$ -28,818.64

Income Statement - Forecast Ohio Natural Gas

	Current - 2023	Forecast-2024	Forecast-2025
Revenues			
Ohio Natural Gas Brokering	\$ 28,000.00	\$ 28,000.00	\$ 28,000.00
Expenses			
Total Expenses	\$ 6,220.00	\$ 6,220.00	\$ 6,220.00
Taxes			
Provision for Income	\$ 150.00	\$ 150.00	\$ 150.00
Net Income	\$ 21,630.00	\$ 21,630.00	\$ 21,630.00

Preparer: Shaun Pandit CEO
Earlybird Power, LLC
One Adams Street
Milton, MA 02186
SHAUNPANDIT@EARLYBIRDPower.COM
phone number: 888-763-2759

CEO & LEAD CONSULTANT



Shaun Pandit

+1 617 872 2384

shaunpandit@earlybirdpower.com



EXPERTISE

Energy & Fuel Procurement

Renewable Energy Sourcing

Onsite Solar & Net-Metering

Emissions Management

Sustainability Strategy

Energy Data Management



IN THE COMMUNITY

Mr. Pandit is a partner with Protect Our Winters, a non-profit organization helping schools install on-site solar generation.

Mr. Pandit is also a Committee Member for the Father Fabretto Foundation, which empowers underserved children and their families in Nicaragua to reach their full potential, improve their livelihoods, and take advantage of economic opportunity through education.



ADDRESS

Old Baker Chocolate Factory
1 Adams Street
Milton, MA 02186
USA



CAPABILITIES

Shaun Pandit brings more than 20 years of experience in the electricity and natural gas markets to the clients of EarlyBird Power and the management of the firm.

Mr. Pandit combines this deep knowledge of the energy markets with a breadth of supplier relationships nationally in order to provide EarlyBird's clients with the lowest energy supply rates and the best strategic guidance on their energy decisions.

In addition to providing expert commodity hedging strategies for a full range of fuels, Mr. Pandit advises clients on sustainability initiatives including sourcing green power, evaluating onsite solar and co-generation, securing regional renewable energy credits, and tracking GHG emissions.

Mr. Pandit has extensive experience with solar net-metering and has structured agreements for some of the largest projects in New England, ensuring that project milestones, contract language, and payment terms are favorable and limit risk to his clients.



SELECTED PROFESSIONAL HIGHLIGHTS

**International Power - America***Vice President, Trading and Marketing*

Responsible for optimizing 6,000 MW's of generation assets by executing gas, power, emissions, and coal trades in forwards, options and basis markets in ERCOT, NEPOOL, PJM, and MISO markets.

**TransCanada Power Marketing***Manager, Risk Management*

Enabled opportunities within TransCanada's extensive asset positions while managing credit and market exposure, instrumental in growing TransCanada's competitive retail energy business.

**Constellation New Energy***Director of Origination and Structuring*

Optimized Constellation/AES Corp's 40,000 MWs of generating assets by originating and structuring non-standard energy products with industrial, retail, and wholesale entities.



EDUCATION

**Loyola University Chicago***M.B.A., Finance*

1990

**Boston College***B.A., Economics*

1988

ENERGY MARKETS
& PRICING MANAGER

Andrew Basler

+1 443 912 7640 andrewbasler@earlybirdpower.com



EXPERTISE

Energy Procurement

Contract Management

Pricing Strategy

Market Analysis

Supplier Relationships

Utility Tariffs

Energy Data Management



IN THE COMMUNITY

Mr. Basler is an active volunteer with Big Brother Big Sister. Matched with a 'little brother' with whom he is developing a close relationship, Mr. Basler organizes activities and events to broaden this young man's experience, and is encouraging his path to college.



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1 Adams Street
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CAPABILITIES

Andrew Basler manages the energy pricing desk at EarlyBird Power, and works closely with electricity, natural gas, and other fuel suppliers throughout the competitive bidding and contracting process.

Leveraging his in-depth knowledge of electricity and natural gas supply products, Mr. Basler develops pricing presentations, market analysis, and client strategy recommendations. His extensive relationships with energy suppliers across the country ensures that EarlyBird Power clients receive a full market view and the most competitive rates available.

Mr. Basler sources renewable energy, carbon offsets, and renewable energy credits to enable EarlyBird Power clients to meet their sustainability goals. His in-depth knowledge of energy products and service contracts allows Mr. Basler to negotiate the most favorable terms and conditions on behalf of clients.

In addition to managing EarlyBird Power's best practice procurement process, Mr. Basler develops and presents monthly and quarterly energy management reports, providing clients with insightful analysis of their usage, spend, anomalies, and year-over-year trends.

PRIOR PROFESSIONAL
HIGHLIGHTS**EarlyBird Power**
Pricing Associate

Joining the EarlyBird Power team in 2014, Mr. Basler prepared customized RFPs to meet client energy procurement objectives. He also prepared market analysis reports and developed a proprietary tracking system for tracking client enrollments.

**Boston College**
Research Fellow

Mr. Basler analyzed the impact of road salt on the water table in Norwell, MA. Performed lab work on water and soil samples to determine environmental impact.



EDUCATION

**Boston College***Bachelor of Science, Environmental Geoscience*

2014

VICE PRESIDENT



Sean Kenney

+1 617 548 3205 seantkenney@earlybirdpower.com



EXPERTISE

Energy Procurement

Renewable Energy Sourcing

Onsite Solar & Net-Metering

Demand Response Programs

Utility Bill Pay

Energy Data Management



IN THE COMMUNITY

Mr. Kenney has held several leadership positions on the Advisory Board of The Salvation Army of Massachusetts Bay, including Vice Chair and Chair of the Human Services Committee.

He has also been an active member of the Employer Advisory Board of the Career Collaborative, a non-profit organization helping low-income people become economically self-sufficient.



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1 Adams Street
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USA



CAPABILITIES

Sean Kenney leads the business development team at EarlyBird Power, and is focused on advising academic institutions, businesses, healthcare organizations, and non-profits on how to maximize the value of their energy spend and meet sustainability objectives.

In addition to providing best practice, competitive procurement of electricity, natural gas, and other fuels, Mr. Kenney keeps clients informed about market and regulatory changes that may impact their procurement strategy. His comprehensive approach includes sourcing renewable energy and evaluating onsite generation and storage as appropriate.

Identifying opportunities for clients to participate in revenue generating demand response programs, he also provides guidance on available grants, rebates, and incentives for efficiency upgrades and energy audits.

Mr. Kenney advises larger clients on proactive energy management including demand and capacity cost reduction, power factor improvement, sub-metering for real-time usage data capture, and energy cost and usage reporting.

Leveraging more than 20 years of experience working with senior executives, business owners, and organizational leaders, Mr. Kenney ensures EarlyBird's clients continue to experience the highest levels of satisfaction.



PRIOR PROFESSIONAL HIGHLIGHTS



Essex Partners

Co-Managing Partner

Prior to joining EarlyBird Power, Mr. Kenney was a Partner with Essex Partners, where he held general management responsibilities and provided career consulting to senior executives and business leaders.



Foresight Science & Technology

Market Research Consultant

Mr. Kenney identified niche markets and designed targeted entry strategies for emerging technologies through strategic partnerships with licensees, developers and manufacturers in the value chain.



EDUCATION



Boston College

Bachelor of Arts

1990

PRICING ANALYST



Matthew Payne

+1 203 856 4020 mattpayne@earlybirdpower.com



EXPERTISE

Energy Procurement

Pricing Analysis

Client Reporting

Market Research

Energy Management Portal



IN THE COMMUNITY

Mr. Payne has tutored children in math and reading at Caroline House, an organization committed to enabling women and children to reach the fullness of their potential through education in language and life skills.

Mr. Payne has also volunteered with Al's Angels, preparing food and presents for lower income families during the holidays.



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USA



CAPABILITIES

As a member of the EarlyBird Power pricing desk, Matthew Payne is engaged in all aspects of the competitive procurement process and servicing the needs of new and existing clients.

Working closely with the business development team, Mr. Payne obtains the necessary utility bills and permission forms to prepare customized supplier bid requests for electricity, natural gas, and other fuels, and prepares customized weighted historical rate analysis for clients and pricing presentations.

Client service is a key component of Mr. Payne's role including resolving utility and supplier billing issues, preparing sales tax exemption documentation and assisting clients in obtaining refunds, and coordinating with suppliers to ensure account enrollments are seamless.

Mr. Payne also conducts market research and monitors regulatory and ISO market changes, ensuring that EarlyBird Power clients are aware and prepared for any impact to their energy strategy.



PRIOR PROFESSIONAL HIGHLIGHTS



Ipsen Pharmaceuticals *Finance Intern*

Improved visibility and usability of the fixed asset inventory system. Enhanced active vendor list to scrub obsolete data and update current information. Presented findings and recommendations to senior management.



Crown Resorts Ltd, Australia *Accounts Payable Intern*

Worked on multiple projects in the accounts payable department. Accurately and efficiently received, coded, and processed hundreds of vendor invoices daily.



EDUCATION



Bentley University *Bachelor of Science, Accounting* 2019

Competitive Retail Natural Gas Service Affidavit

County of Suffolk :

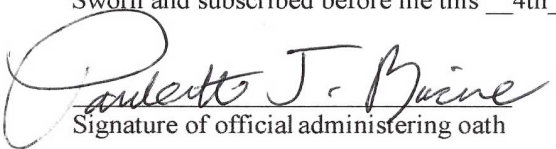
State of MA :

Shaun Pandit, Affiant, being duly sworn/affirmed, hereby states that:

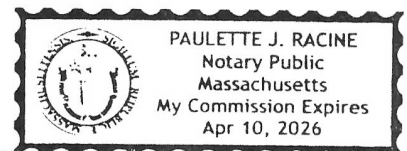
1. The information provided within the certification or certification renewal application and supporting information is complete, true, and accurate to the best knowledge of affiant, and that it will amend its application while it is pending if any substantial changes occur regarding the information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


Signature of Affiant & Title

Sworn and subscribed before me this 4th day of January, 2024
Month Year


Signature of official administering oath

Paulette J Racine
Print Name and Title



My commission expires on April 10, 2026

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

1/3/2024 2:35:44 PM

in

Case No(s). 14-0005-GA-AGG

Summary: In the Matter of the Application of Early Bird Power LLC