

DIS Case Number: 11-5444-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: Energy Professionals LLC

Phone: 7272863076 **Extension (if applicable):**

Website (if any):

Country: United States

Street: 1315 Cleveland Street

City: Clearwater

Province/State: FL

Postal Code: 33755

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
Energy Professionals, LLC	Official Name	1315 Cleveland Street Clearwater, FL 33755	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
Energy Professionals, LLC	Official Name	1315 Cleveland Street Clearwater, FL 33755	Yes	File

A-5. Contact person for regulatory matters

Jeannie D Mastorides
1315 Cleveland Street
Clearwater, FL 33755
US
jmastorides@energyprofessionals.com
7272789020

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

Jeannie D Mastorides
1315 Cleveland Street
Clearwater, FL 33755
US
jmastorides@energyprofessionals.com
7272789020

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

Phone: 844-674-5465	Extension (if applicable):	Country: United States
Fax: 727-233-0847	Extension (if applicable):	Street: 1315 Cleveland Street
Email: customerservice@energyprofessionals.com		City: Clearwater Province/State: FL
		Postal Code: 33755

A-8. Applicant's federal employer identification number

26-1539589

A-9. Applicant's form of ownership

Form of ownership: Limited Liability Company (LLC)

A-10. Identify current or proposed service areas

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

Service area selection

Columbia Gas of Ohio
Dominion Energy Ohio
Duke Energy Ohio
CenterPoint Energy Ohio

Class of customer selection

Industrial
Small Commercial
Large Commercial

A-11. Start date

Indicate the approximate start date the applicant began/will begin offering services: 11-13-2011

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
Jim Mathers	jmathers@energyprofessionals.com	President / Owner	1315 Cleveland Street Clearwater, FL 33755 US
Jeannie D Mastorides	jmastorides@energyprofessionals.com	Sr Vice President Admin - Regulatory & Compliance	1315 Cleveland Street Clearwater, FL 33755 US

A-13. Company history

Energy Professionals, LLC, was formed in 2007 for the purpose of being a broker in the deregulated energy market, specifically, natural gas and electricity. Energy Professionals is a full-service energy consulting firm that assists its clients in securing the best possible energy prices for their business. Through an easy, straightforward process, it educates its clients on

their options and rights under deregulation, provides fast and accurate analysis of their existing energy services, and negotiates on their behalf with energy suppliers for the best possible rates and solutions to meet their energy needs.

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
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

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..

File Attached

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.
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

Application Attachments

Competitive Retail Natural Gas Service Affidavit

County of Pinellas :

State of Florida :

Albert James Mathers, 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.

President / Owner

[Signature]
Signature of Affiant & Title

Sworn and subscribed before me this 11 day of March 2024
Month Year

[Signature]
Signature of official administering oath

Print Name and Title



JEANNIE D. MASTORIDES
Notary Public
State of Florida
Comm# HH349644
Expires 1/22/2027

My commission expires on _____

OHIO PUBLIC UTILITIES COMMISSION

Competitive Retail Natural Gas Service (CRNGS) Provider Application (Renewal)

ENERGY PROFESSIONALS, LLC

Case Number **11-5444-AG-AGG**

Certificate Number: 11-229G

Effective Date: April 01, 2022

Expiration Date: April 01, 2024

A-14 - Secretary of State

"Provide evidence that the applicant is currently registered with the Ohio Secretary of State."

See enclosed Office of the Secretary of State – Division of Corporations Certificate of Status Verification - which shows that Applicant is an active LLC in Good Standing

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 ENERGY PROFESSIONALS, LLC, a Florida Limited Liability Company, Registration Number 1927880, was registered in the State of Ohio on April 8, 2010, is currently authorized to transact business in this state.



*Witness my hand and the seal of the
Secretary of State at Columbus, Ohio
this 13th day of February, A.D. 2024.*

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

Ohio Secretary of State

Validation Number: 202404403868

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B. Managerial Capability

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 service in another jurisdiction."

As of the date of this filing, there are no rulings, judgements, contingent liabilities, revocations of authority, regulatory investigations or any other matters that could adversely impact the applicant's financial or operational status or ability to provide the services for which it is seeking renewed certification since applicant last filed for certification.

OHIO PUBLIC UTILITIES COMMISSION

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B. Managerial Capability

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 customers inquiries and complaints in accordance with Commission rules adopted pursuant to Sections [4928.10](#) and/or [4929.22](#) of the Ohio Revised Code."

Energy Professionals, LLC, was formed in 2007 for the purpose of being a broker in natural gas and electricity. Energy Professionals is a full-service energy consultant who assists its clients in securing the best possible energy rates for their business. Through an easy, straight forward process, it educates its clients on their options and rights under deregulation, provides fast and accurate analysis of their existing energy services, and negotiates on their behalf with energy suppliers and does not take title to the commodity or traditional "aggregating" and/or combining load.

Any and all customer inquiries and/or complaints would be handled in full accordance with Commission Rules Section 4928.10 of the Ohio Revised Code.

Energy Professionals represents the end user in identifying the best retail suppliers for that particular end-user. Energy Professionals focuses mainly on commercial and industrial accounts in the State of Ohio, with the anticipation of bringing the customers lower rates than what they are now paying with their current suppliers. At no time will Energy Professionals, LLC be taking title to the commodity.

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C. Financial Capability

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 ratings) 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."

Enclosed, filed under seal.

CreditScoreSM Report

as of: 03/01/24 13:07 ET

Energy Professionals, LLC

Address: 1315 Cleveland Street
Clearwater, FL 33755
United States
Phone: 888-870-1933
Website: www.energyprofessionals.com
Experian [BIN](#): 880705014
Agent: Mastorides Jeannie D
Agent Address: 1315 Cleveland ST
Clearwater, FL

Also is (or has been) operating as:
Energy Professionals LLC

Family Linkage:
Ultimate Parent Energy Professionals, LLC
1315 Cleveland Street
Clearwater, FL 33755

Branches / Alternative Locations none

Key Personnel: President: Jim Mathers
President: Albert J Mathers
Officer: Jeannie Mastorides
SIC Code: 1711-Plumbing, Heating & A/C Contractors
8742-Management Consulting Services
8748-Business Consulting Services, Nec
NAICS Code: 238220-Plumbing, Heating, And Air-
Conditioning Contractors
541613-Marketing Consulting Services
541690-Other Scientific And Technical
Consulting Services

Business Type: Corporation
Experian [File Established](#): January 2008
Experian Years on File: 16 Years
Years in Business: More than 16 Years

Total Employees: 51
Sales: \$21,380,000
Filing Data Provided by: Florida
Date of Incorporation: 12/07/2007

Experian Business Credit Score

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Business Credit Score

Low-Medium Risk

The objective of the Experian Business Credit Score is to predict payment behavior. High Risk means that there is a significant probability of delinquent payment. Low Risk means that there is a good probability of on-time payment.

Key Score Factors:

- Number of commercial accounts with net 1-30 days term.
- Number of derogatory commercial legal items.
- Nbr of active commercial accts within the last 12 mos.
- Number of recently active commercial accounts.

Business Credit Scores range from a low of 1 to high of 100 with this company receiving a score of 53. Higher scores indicate lower risk. This score predicts the likelihood of serious credit delinquencies within the next 12 months. This score uses tradeline and collections information, public filings as well as other variables to predict future risk.

Experian Financial Stability Risk Rating

[Back to top](#)

1



Financial Stability Risk Rating

Low Risk

A Financial Stability Risk Rating of 1 indicates a 0.55% potential risk of severe financial distress within the next 12 months.

Key Rating Factors:

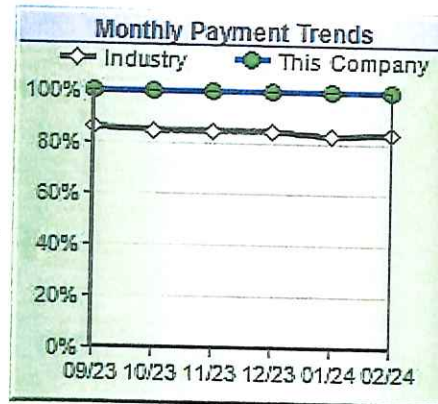
- Number of active commercial accounts.
- Risk associated with the company's industry sector.
- Number of commercial derogatory public records.
- Balance to high credit ratio for commercial accounts.

Financial Stability Risk Ratings range from a low of 1 to high of 5 with this company receiving a rating of 1. Lower ratings indicate lower risk. Experian categorizes all businesses to fit within one of the five risk segments. This rating predicts the likelihood of payment default and/or bankruptcy within the next 12 months. This rating uses tradeline and collections information, public filings as well as other variables to predict future risk.

Credit Summary[Back to top](#)

Current Days Beyond Terms (DBT):	0	
Predicted DBT for 04/24/2024:	1	
Average Industry DBT:	6	
Payment Trend Indicator:	Stable	
Lowest 6 Month Balance:	\$1,863	
Highest 6 Month Balance:	\$3,158,231	
Current Total Account Balance:	\$0	
Highest Credit Amount Extended:	\$0	
Payment Tradelines (see charts):		5
UCC Filings :		1
■ Businesses Scoring Worse:		52%
✓ Bankruptcies:		0
■ Liens (see detail):		1
✓ Judgments Filed:		0
✓ Collections:		0

Payment Trend Summary[Back to top](#)



*Percentage of on-time payments by month.

Monthly Payment Trends - Recent Activity

Date	<u>Current</u>	Up to 30 <u>DBT</u>	31-60 DBT	61-90 DBT	>90 DBT
09/23	100%	0%	0%	0%	0%
10/23	100%	0%	0%	0%	0%
11/23	100%	0%	0%	0%	0%
12/23	100%	0%	0%	0%	0%
01/24	100%	0%	0%	0%	0%
02/24	100%	0%	0%	0%	0%

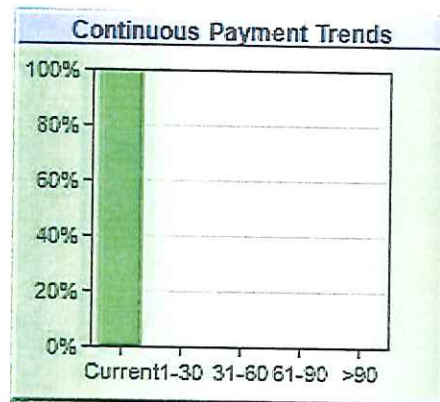


*Percentage of on-time payments by quarter.

Quarterly Payment Trends - Recent Activity

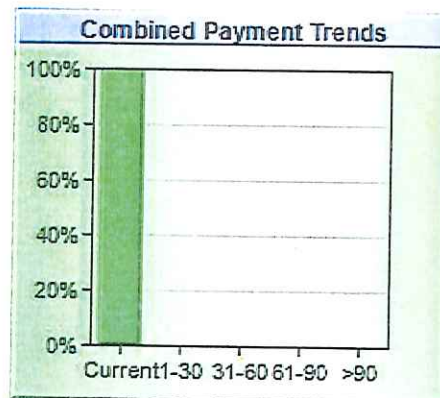
Date	<u>Current</u>	Up to 30 <u>DBT</u>	31-60 DBT	61-90 DBT	>90 DBT
12/22	100%	0%	0%	0%	0%
03/23	100%	0%	0%	0%	0%
06/23	100%	0%	0%	0%	0%

09/23	100%	0%	0%	0%	0%
12/23	100%	0%	0%	0%	0%



* Continuous distribution with DBT.

Insufficient information to produce
Newly Reported Payment Trends
chart.



* Combined distribution with DBT.

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C. Financial Capability

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 revenue 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.”

Filed under seal, enclosed.

Prepared by:

Brigitta Deigner, Financial Manager
Energy Professionals, LLC
1315 Cleveland Street
Clearwater, FL 33755
(727) 286-3076
BDeigner@EnergyProfessionals.com

Energy Professionals, LLC
Profit & Loss

For the Years 2022 - 2024

	Acutal 2022	FORECAST 2023	FORECAST 2024
Revenue			
Ohio Gas Brokerage Revenue	290,483.00	275,329.00	305,295.00
Expenses	264,339.53	253,302.68	277,818.00
Total Expenses	264,339.53	253,302.60	277,818.00
Net Income	26,143.47	22,026.40	27,477.00

Energy Professionals, LLC
Profit & Loss

For the Years 2022 - 2024

	Acutal 2022	FORECAST 2023	FORECAST 2024
Revenue			
Ohio Electric Brokerage R	\$627,223.00	\$713,503.00	\$695,350.00
Expenses	\$573,368.72	\$642,152.70	\$639,722.00
Total Expenses	\$573,368.72	\$642,152.70	\$639,722.00
Net Income	\$53,854.28	\$71,350.30	\$55,628.00

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B. Managerial Capability

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."

See enclosed list of states that Applicant is registered in.

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Jurisdiction of Operations

ENERGY PROFESSIONALS, LLC

STATE	REGISTRATION DATE
D. C.	11/24/2009
DELAWARE	2/22/2012
FLORIDA	12/7/2007
ILLINOIS	7/14/2010
MASSACHUSETTES	7/14/2012
MARYLAND	11/25/2009
MAINE	1/4/2012
NEW HAMPSHIRE	7/12/2010
NEW JERSEY	11/9/2010
OHIO	2/8/2010
PENNSYLVANIA	8/4/2011
TEXAS	8/16/2012

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C. Financial Capability

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."

Filed under seal, enclosed.

Prepared by:

Brigitta Deigner, Financial Manager
Energy Professionals, LLC
1315 Cleveland Street
Clearwater, FL 33755
(727) 286-3076
BDeigner@EnergyProfessionals.com

2:05 PM

Energy Professionals, LLC

02/13/2023

Balance Sheet

accrual Basis

As of December 31, 2023

	Dec 31,2022	Dec 31, 23
ASSETS		
Current Assets		
Checking/Savings		
Operating Account	661636.71	384,268.30
Payroll Account	11,442.24	8,493.47
Petty Cash	786.91	1,208.37
Total Checking/Savings	673,865.86	393,970.14
Accounts Receivable		
Accounts Receivable	-56,112.16	-56,112.16
Total Accounts Receivable	-56,112.16	-56,112.16
Other Current Assets		
NAEA/CASA Receivable	45,000.00	45,000.00
Employee Advances	12,791.27	13,020.27
Commission Rec - Recurring	97,500.00	97,500.00
Prepaid Employee Commission	316,882.00	316,882.00
Ppd Brokerage - Michael Seaborn	7,500.00	7,500.00
Prepaid Insurance	0.00	7,497.56
Prepaid Brokerage	460,895.04	434,187.14
Total Other Current Assets	940,568.31	921,586.97
Total Current Assets	1,558,322.01	1,259,444.95
Fixed Assets		
Fixed Assets		
Leasehold Improvements	50,800.40	50,800.40
Computers	37,811.97	42,781.21
Furniture and Fixtures	125,082.50	130,907.24
Total Fixed Assets	213,694.87	224,488.85
Accumulated Depreciation	-177,684.18	-179,216.00
Total Fixed Assets	36,010.69	45,272.85
Other Assets		
Intangible Assets		
Intangible Assets	1,148,000.00	1,148,000.00
Accumulated Amortization	-1,090,599.85	-1,109,733.18
Total Intangible Assets	57,400.15	38,266.82
Total Other Assets	57,400.15	38,266.82
TOTAL ASSETS	1,651,732.85	1,342,984.62
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
Accounts Payable	24,792.16	235,002.60
Broker Deferred Commission	395,309.70	382,893.97

	Dec 31,2022	Dec 31, 23
Total Accounts Payable	420,101.86	617,896.57
Credit Cards		
AMEX CC	17,904.72	0.00
BOA EPROS 1710	0.00	29,997.57
CITI Casa 7444	0.00	20,948.76
Total Credit Cards	17,904.72	50,946.33
Total Current Liabilities	17,904.72	50,946.33
Long Term Liabilities		
SBA Loan Ameris Bank	0.00	2,847,037.00
Total Long Term Liabilities	0.00	2,847,037.00
Total Liabilities	0.00	2,897,983.33
Other Current Liabilities		
Accrued Expenses	0.00	17,717.02
Accrued Brokerage	27,300.00	27,300.00
Unclaimed Property	1,793.69	1,793.69
Deferred Rev - Upfront Pymts	4,746,630.47	4,727,836.25
Total Other Current Liabilities	4,775,724.16	4,774,646.96
Total Current Liabilities	5,213,730.74	8,341,473.19
Total Liabilities	5,213,730.74	8,341,473.19
Equity		
Capital-Quantum Energy		
AGR expenses from EPROS account	0.00	-265,454.54
Contributions-Quantum	44,915.70	44,915.70
Deposits to CASA Regions	0.00	-312,092.47
Distributions-Quantum P/M	-4,047,568.31	-4,047,568.31
Distributions-Quantum	-3,433,876.31	-3,433,876.31
Distribution - Jim Mathers	0.00	-246,232.37
Capital-Quantum Energy - Other	140,065.85	140,065.85
Opening Balance Equity	0.00	-2,513,483.09
Total Capital-Quantum Energy	-7,296,463.07	-10,633,725.54
Capital - CASA		
Contribution - CASA	1,327,341.00	1,327,341.00
Distribution - CASA	-1,175,100.33	-1,175,100.33
Total Capital - CASA	152,240.67	152,240.67
Retained Earnings	2,637,832.72	3,085,408.35
Minority Interest Equity	496,816.16	510,720.21
Net Income	447,575.63	576,106.79
Total Equity	-3,561,997.89	-6,309,249.52
TOTAL LIABILITIES & EQUITY	1,651,732.85	2,032,223.67

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Energy Professionals, LLC

Profit & Loss

02/13/2023

Accrual Basis

January 2022 through December 2023

	Jan - Dec 22	Jan - Dec 23
Ordinary Income/Expense		
Income		
Epros Gross Revenue	6,086,024.01	6,159,434.66
Epros Upfront Deferred	-3,623,949.09	-298,680.98
Epros Upfront Recognized	3,481,807.31	291,831.62
Deferred Rev Chargebacks	402,302.72	-905,572.44
Allowance for Chargebacks	-1,250,542.03	-79,446.21
Total Income	5,095,642.92	5,167,566.65
Cost of Goods Sold		0.00
Leads Cost	20,009.68	21,169.01
Payroll Variable		0.00
Reg	570,528.35	670,190.72
OT	0.00	0.00
PTO H	33,617.90	37,240.50
Bonus - Hourly	59,635.31	43,109.47
Commission	312,529.39	363,264.67
Spiff Hourly	29,567.50	31,467.80
Tax	86,356.21	97,692.31
Total Payroll Variable	1,092,234.66	1,242,965.47
Payroll Fixed		
Salary	853,089.64	882,735.91
Bonus - Salary	86,598.90	90,574.79
Commission	122,990.14	147,877.78
Tax	80,786.89	89,066.19
Total Payroll Fixed	1,143,465.57	1,210,254.67
Medical Net		0.00
Medical Premium	113,780.09	131,325.69
Health Insurance	-80,279.53	-90,667.52
Total Medical Net	33,500.56	40,658.17
Spiff Funding	1,128.00	-304.00
Workers Comp	4,525.58	4,977.44
Brokerage Expense	599,458.07	799,817.53
Brokerage - Upfront Pymts	-27,596.49	0.00
Brokerage - Recognized	480,696.87	26,707.90
Subcontractors	38,630.92	0.00
Temporary Labor	320.00	0.00
Total COGS	3,386,373.42	3,346,246.19
Gross Profit	1,709,269.50	1,821,320.46
Expense		
Advertising	36,703.80	46,661.69
Employee Recognition	4,132.76	4,994.29

Bank Charge	587.80	4,651.15
Building Repair & Maintenance	21,128.59	189,902.29
Business Meeting	1,041.95	4,987.66
Business Tax	18,031.93	4,607.01
Cleaning Expense	22,649.84	22,796.35
Contract Labor	0.00	16,336.69
Computers	8,589.49	4,324.48
Donation	0.00	2,029.96
Dues & Subscriptions	867.98	0.00
Equipment Lease	0.00	8,307.21
Florida Sales Tax	0.00	1.05
Gas & Electric Water	41,760.61	46,176.87
Interest Expense	0.00	972.91
Insurance	17,066.04	27,004.20
IT - Network	60,950.00	74,873.24
IT - Software	53,776.44	122,426.18
Late Fees	0.00	157.74
Membrship	0.00	680.00
Office Supplies	19,639.13	20,612.45
Postage and Freight	2,324.03	3,588.26
Reconciliation Discrepancies	0.00	-0.01
Recruitment	1,500.00	0.00
Rent	153,792.00	153,600.00
Security	603.48	487.92
Seminar	277.58	3,137.00
State Taxes		
Tangible Personal Property Tax	0.00	1,351.68
Telephone and Internet	28,794.26	36,669.67
Travel Expenses	-1,253.57	5,817.08
Professional Fees		
Finance Audit & Tax	45,700.00	8,575.00
ERTC Fee		7,000.00
Payroll Processing Fees	27,219.54	30,830.74
Lawyer Fees	0.00	94,603.80
Legal	3,205.00	1,860.00
USM	143,885.79	28,581.64
Total Professional Fees	220,010.33	171,451.18
Management Consulting	139,999.92	489,284.64
Licenses & Permits	18,315.85	16,473.69
Amortization Expense	229,599.96	19,133.33
Depreciation	30,862.35	1,531.82
Total Expense	1,131,752.55	1,505,029.68
Net Ordinary Income	577,516.95	316,290.78
Other Income/Expense		
Other Income		
Other Income	0.00	271,264.05

Travel Credit Bank of America	0.00	2,455.99
Total Other Income	0.00	273,720.04
Other Expense		0.00
Other Expense		0.00
Net Income (Loss)-Minority Int	129,941.32	13,904.05
Total Other Expense	129,941.32	13,904.05
Total Other Expense	129,941.32	13,904.05
Net Other Income	-129,941.32	259,815.99
Net Income	447,575.63	576,106.77

Energy Professionals, LLC
Statement of Cash Flows
January through December 2022

	<u>Jan - Dec 22</u>
OPERATING ACTIVITIES	
Net Income	447,575.63
Adjustments to reconcile Net Income to net cash provided by operations:	
Accounts Receivable	-20,259.76
Employee Advances	-3,155.29
Prepaid Expenses	16,666.67
Prepaid Brokerage	453,100.38
Accounts Payable	5,902.22
Broker Deferred Commission	-188,805.73
AMEX CC	7,330.74
Accrued Expenses	-18,900.00
Deferred Rev - Upfront Pymts	-260,160.94
Net cash provided by Operating Activities	<u>439,293.92</u>
INVESTING ACTIVITIES	
Accumulated Depreciation	30,862.35
Intangible Assets:Accumulated Amortization	<u>229,599.96</u>
Net cash provided by Investing Activities	260,462.31
FINANCING ACTIVITIES	
Capital-Quantum Energy:Distributions-Quantum P/M	-531,616.00
Capital - CASA:Distribution - CASA	-154,340.00
Minority Interest Equity	<u>129,941.32</u>
Net cash provided by Financing Activities	<u>-556,014.68</u>
Net cash increase for period	143,741.55
Cash at beginning of period	<u>530,124.31</u>
Cash at end of period	<u><u>673,865.86</u></u>

Energy Professionals, LLC
Statement of Cash Flows
January through December 2023

	<u>Jan - Dec 23</u>
OPERATING ACTIVITIES	
Net Income	576,106.79
Adjustments to reconcile Net Income to net cash provided by operations:	
Accounts Payable	-210,210.44
BOA EPROS 1710	-29,997.57
CITI Casa 7444	-20,948.76
AMEX CC	-17,904.72
Employee Advances	-229.00
Prepaid Insurance	-7,497.56
Prepaid Brokerage	26,707.90
Broker Deferred Commission	-12,415.73
Accrued Expenses	17,717.02
Deferred Rev - Upfront Pymts	-18,794.22
Net cash provided by Operating Activities	<u>302,533.71</u>
INVESTING ACTIVITIES	
Accumulated Depreciation	1,531.82
Intangible Assets: Accumulated Amortization	229,599.96
Net cash provided by Investing Activities	<u>231,131.78</u>
FINANCING ACTIVITIES	
SBA Loan Ameris Bank	-2,829,339.28
Capital Quantum Energy Distribution-Quantum P/M	-265,454.54
Capital CASA Distribution - CASA	-315,041.47
Minority Interest Equity	-243,700.27
Opening Balance Equity	746,516.91
Net cash provided by Financing Activities	<u>-2,907,018.65</u>
Net cash increase for period	<u>-2,373,353.16</u>
Cash at beginning of period	673,865.86
Cash at end of period	<u><u>-1,699,487.30</u></u>

OHIO PUBLIC UTILITIES COMMISSION

Competitive Retail Natural Gas Service (CRNGS) Provider Application (Renewal)

ENERGY PROFESSIONALS, LLC

Case Number **11-5444-AG-AGG**

Certificate Number: 11-229G

Effective Date: April 01, 2022

Expiration Date: April 01, 2024

D. Technical Capability

D-1 – Operations

“Power Brokers/Aggregators: Include details of the applicant’s business operations and plans for arranging and/or aggregating for the supply of electricity to retail customers.”

Energy Professionals, LLC is an energy brokerage company that organizes and presents complex energy information in an objective, easy to understand format, enabling retail customers to make energy decisions that best meet their needs. Energy Professionals is not a third-Party Supplier (“TPS”) and/or Marketer and does not purchase the commodity but advised the clients concerning their energy needs. Energy Professionals works with various TPS companies and its customers concerning various product offerings, including but not limited to variable and fixed price rates.

Energy Professionals offers its brokering services to all areas of Ohio in which it is legally permitted to do so and does not limit itself to any specific geographic area of the state.

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D. Technical Capability

D-2 – Operations Expertise and Key Technical Personnel

“Provide evidence of the applicants experience and technical expertise in performing the operations described in this application. Include the names, titles, email addresses, telephone numbers and background of key personnel involved in the operational aspects of the applicant’s business.”

Operational Expertise

Energy Professionals assists its clients in securing the best possible energy prices for their business. Through an easy, straightforward process, it educates its clients on their options and rights under deregulation, provides fast and accurate analysis of their existing energy service, and negotiates on their behalf with energy suppliers in search of a better deal. The Executive team brings a combined 30 years’ experience in the energy industry.

Energy Professionals is not a Third-Party Supplier and does not purchase or deliver the commodity but will be advising clients concerning their energy needs. We work with various Third-Party Supplier companies and their customers concerning various product offerings, including but not limited to variable and fixed price offerings.

Energy Professionals is currently in Good Standing with the Secretary of State and carries the appropriate licenses as required by the Public Utility Commission for Electric and Natural Gas Broker Marketing in each of the following States/Territories: D.C., Delaware, Illinois, Massachusetts, Maryland, Maine, New Hampshire, New Jersey, Ohio, Pennsylvania, Rhode Island & Texas

OHIO PUBLIC UTILITIES COMMISSION

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ENERGY PROFESSIONALS, LLC

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Key Technical Personnel

1) Jim Mathers, President

Jim is an entrepreneurial visionary whose efforts have shaped retail sales and consultancy since the earliest days of energy deregulation. Most recently he served as President of North American Energy Advisory prior to its merger with Energy Professionals.

He co-founded Customer Acquisition Specialists of America, Inc (CASA) and Consumer Energy Solutions (CES) in 1999 and helped build one of the most respected and successful energy consulting companies, with over 200,000 commercial energy customers across the United States and Canada. In July 2014 Jim acquired sole ownership of CASA, Inc. and began doing business as North American Energy Advisory (NAEA).

After receiving a degree in Nuclear Engineering from the U.S. Naval Academy in 1983, Jim served in that capacity aboard U.S. Fast-Attack Submarines until 1988. He was licensed as a Professional engineer in the State of Maryland in 1989. He worked for Booz-Allen as a Nuclear Engineering consultant and then for the U.S. Government Naval Sea Systems Command, managing the U.S. Navy's Trident Submarine new construction program until 1991. Jim's contact information is: JMathers@EnergyProfessionals.com (727) 286-3076

2) Mark Hoover, Vice President of Operations

Currently the VP of Operations, Mark oversees developing and maintaining successful energy management strategies for large Commercial and Industrial organizations. Over 30 years of marketing and management experience to include developing the organizations team in 2004 that has transformed into Energy Professionals.

Responsibilities include maintaining Energy Professionals' existing clientele through continued development of our staff utilizing his extensive industry knowledge and experience. Over the past decade he developed multiple pricing and product strategies for numerous energy service companies that Energy professionals works with.

Mark worked with company President, Jim Mathers to create and develop the Commercial and Industrial Sales Division of Energy Professionals. He attended the University of Akron where he earned a B.A. in Business Administration. Marks contact information is: MHoover@EnergyProfessionals.com (727) 286-3076

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

Case No(s). 11-5444-GA-AGG

Summary: In the Matter of the Application of Energy Professionals LLC