



August 31, 2018

Pennsylvania Public Utility Commission
Secretary
P.O. Box 3265
Harrisburg, PA 17105-3265

RECEIVED

AUG 31 2018

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

Subject: Applications to be a Broker/Marketer for Electricity and Natural Gas in the Commonwealth of Pennsylvania

Dear Honorable Secretary:

Enclosed, please find Statistical Energy LLC's two application submissions to be a **BROKER/MARKETER** of ~~electricity~~ and natural gas. Listed below are the official names of these two applications as posted on the Pennsylvania Public Utility Commission's website:

- **Natural Gas**: "Application Form for Parties Wishing to Offer, Render, Furnish, or Supply Natural Gas Supply Services to the Public in the Commonwealth of Pennsylvania"
- **Electricity**: "Application Form for Parties Wishing to Offer, Render, Furnish, or Supply Electricity or Electric Generation Services to the Public in the Commonwealth of Pennsylvania"

As required in Appendix C of the for both the electricity and natural gas applications, I am copying the appropriate agencies and/or utilities on this cover letter as well.

Please let me know if you have any questions and, on behalf of our team at Statistical Energy LLC, thank you for considering and processing our application.

Warmest Regards,

A handwritten signature in black ink that reads "Jim Risk".

Jim Risk
CFO & Partner
Statistical Energy LLC
4967 Countryside Road
Lyndhurst, OH 44124
216-536-2582
www.statisticalenergy.com
Jim.Risk@statisticalenergy.com

CC: _____

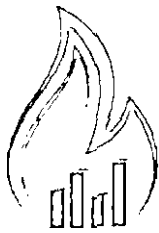
August 31, 2018

**Application to the Pennsylvania Public Utilities Commission to
be a Broker/Marketer Engaged in the Business of Supplying
Electricity Services**

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PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU



STATISTICAL ENERGY
OPTIMIZE YOUR ENERGY COSTS

Submitted By:

Jim Risk

Partner & CFO

Statistical Energy LLC

4967 Countryside Road

Lyndhurst, OH 44124

216-536-2582

Jim.Risk@StatisticalEnergy.Com

BEFORE THE PENNSYLVANIA PUBLIC UTILITY COMMISSION

Application of Statistical Energy LLC, d/b/a Statistical Energy LLC, for approval to offer, render, furnish, or supply electricity or electric generation services as a(n) [as specified in item #4b below] to the public in the Commonwealth of Pennsylvania (Pennsylvania).

To the Pennsylvania Public Utility Commission:

1. IDENTIFICATION AND CONTACT INFORMATION

- a. **IDENTITY OF THE APPLICANT:** Provide name (including any fictitious name or d/b/a), primary address, web address, and telephone number of Applicant (Note: all responses to this application in Blue):

Name: Statistical Energy LLC
Address: 6605 Longshore Street, Suite 240, Dublin, OH 43017
Website: www.statisticalenergy.com
Phone: 888-632-6914
Primary Contact: Jim Risk, Partner/CFO, 216-536-2582

- b. **PENNSYLVANIA ADDRESS / REGISTERED AGENT:** If the Applicant maintains a primary address outside of Pennsylvania, provide the name, address, telephone number, and fax number of the Applicant's secondary office within Pennsylvania. If the Applicant does not maintain a physical location within Pennsylvania, provide the name, address, telephone number, and fax number of the Applicant's Registered Agent within Pennsylvania.

Name: Statistical Energy LLC
Registered Agent: Harbor Business Compliance Corporation
Address: 1830 Colonial Village Lane, Lancaster, PA, 17601, Lancaster County
Phone: 888-995-5895
Fax: 717-202-2576

- c. **REGULATORY CONTACT:** Provide the name, title, address, telephone number, fax number, and e-mail address of the person to whom questions about this Application should be addressed.

Name: Jim Risk
Title: Partner/CFO
Company: Statistical Energy LLC
Email: Jim.Risk@statisticalenergy.com
Address: 4967 Countryside Road, Lyndhurst, OH 44124
Phone: 216-536-2582
Fax: 888-632-6914

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SECRETARY'S BUREAU

- d. **ATTORNEY:** Provide the name, address, telephone number, fax number, and e-mail address of the Applicant's attorney. If the Applicant is not using an attorney, explicitly state so.

Name: Jon Groza
Title: Partner
Firm: Kohnman Jackson & Krantz, LLP
Address: One Cleveland Center, 1375 East Ninth Street, 29th Floor, Cleveland, OH 44114-1793
Email: JWG@KJK.com
Office: 216-736-7255
Mobile: 440-785-3371

- e. **CONTACTS FOR CONSUMER SERVICE AND COMPLAINTS: (Required of ALL Applicants)** Provide the name, title, address, telephone number, FAX number, and e-mail **OF THE PERSON AND AN ALTERNATE PERSON (2 REQUIRED)** responsible for addressing customer complaints. These persons will ordinarily be the initial point(s) of contact for resolving complaints filed with the Applicant, the Electric Distribution Company, the Pennsylvania Public Utility Commission, or other agencies. The main contact's information will be listed on the Commission website list of licensed EGSs.

Primary Contact

Name: Jim Risk

Title: Partner/CFO

Company: Statistical Energy LLC

Email: Jim.Risk@statisticalenergy.com

Address: 4967 Countryside Road, Lyndhurst, OH 44124

Phone: 216-536-2582

Alternate Contact

Name: Michael Jackson

Title: Partner/CEO

Company: Statistical Energy LLC

Email: Michael@statisticalenergy.com

Address: 6605 Longshore Street, Suite 240, Dublin, OH 43017

Phone: 614-301-3748

2. BUSINESS ENTITY FILINGS AND REGISTRATION

a. **FICTITIOUS NAME:** *(Select appropriate statement and provide supporting documentation as listed.)*

The Applicant will be using a fictitious name or doing business as ("d/b/a")

Provide a copy of the Applicant's filing with Pennsylvania's Department of State pursuant to 54 Pa. C.S. §311, Form PA-953.

or

The Applicant will not be using a fictitious name.

b. **BUSINESS ENTITY AND DEPARTMENT OF STATE FILINGS:**

(Select appropriate statement and provide supporting documentation. As well, understand that Domestic means being formed within Pennsylvania and foreign means being formed outside Pennsylvania.)

The Applicant is a sole proprietor.

- If the Applicant is located outside the Commonwealth, provide proof of compliance with 15 Pa. C.S. §4124 relating to Department of State filing requirements.

or

The Applicant is a:

- domestic general partnership (*)
- domestic limited partnership (15 Pa. C.S. §8511)
- foreign general or limited partnership (15 Pa. C.S. §4124)
- domestic limited liability partnership (15 Pa. C.S. §8201)
- foreign limited liability general partnership (15 Pa. C.S. §8211)
- foreign limited liability limited partnership (15 Pa. C.S. §8211)

- Provide proof of compliance with appropriate Department of State filing requirements as indicated above.
- Give name, d/b/a, and address of partners. If any partner is not an individual, identify the business nature of the partner entity and identify its partners or officers.
- Provide the state in which the business is organized/formed and provide a copy of the Applicant's charter documentation.
- * If a corporate partner in the Applicant's domestic partnership is not domiciled in Pennsylvania, attach a copy of the Applicant's Department of State filing pursuant to 15 Pa. C.S. §4124.

or


- The Applicant is a:
- domestic corporation (15 Pa. C.S. §1308)
 - foreign corporation (15 Pa. C.S. §4124)
 - domestic limited liability company (15 Pa. C.S. §8913)
 - foreign limited liability company (15 Pa. C.S. §8981)
 - Other (Describe):

Provide proof of compliance with appropriate Department of State filing requirements as indicated above.

Please see Exhibit 1 for the complete foreign limited liability registration with the State of Pennsylvania (Entity # 6755624) – below is a partial image of the Foreign Registration Statement for Statistical Energy LLC:

Entity# : 6755624 Date Filed : 08/09/2018 Pennsylvania Department of State
--

**PENNSYLVANIA DEPARTMENT OF STATE
BUREAU OF CORPORATIONS AND CHARITABLE ORGANIZATIONS**

Document will be returned to the name and address entered below. Harbor Compliance			Foreign Registration Statement DSCB: 15-412 (rev. 2/2017)		
Name 1830 Colonial Village Lane,					
Address Lancaster PA 17601					
City	State	Zip Code			
			412		

Read all instructions prior to completing. This form may be submitted online at <https://www.corporations.pa.gov/>.

Fee: \$250.00 I qualify for a veteran/reservist-owned small business fee exemption (see instructions)

In compliance with the requirements of the applicable provisions of 15 Pa.C.S. § 412 (relating to foreign registration statement), the undersigned foreign association hereby states that:

1. The type of association is (check only one):

- Business Corporation
- Nonprofit Corporation
- Limited Liability Company
- Limited Partnership
- Limited Liability (General) Partnership
- Limited Liability Limited Partnership
- Business Trust
- Professional Association

- Provide the state in which the business is incorporated/organized/formed and provide a copy of the Applicant's charter documentation.

Statistical Energy LLC is incorporated in Ohio and please see the Exhibit 9 (confidential document) for Statistical Energy LLC's charter Operating Agreement, dated January 21, 2016. Please see State of Ohio certificate document below:

**STATE OF OHIO
CERTIFICATE**

Ohio Secretary of State, Jon Husted

3853080

It is hereby certified that the Secretary of State of Ohio has custody of the business records for

STATISTICAL ENERGY, LLC

and, that said business records show the filing and recording of:

Document(s)

DOMESTIC FOR PROFIT LLC - ARTICLES OF ORG

Effective Date: **01/21/2016**

Document No(s):

201602100846



United States of America
State of Ohio
Office of the Secretary of State

Witness my hand and the seal of the
Secretary of State at Columbus, Ohio this
22nd day of January, A.D. 2016.

Jon Husted
Ohio Secretary of State

- Give name and address of officers.
- Michael Jackson, CEO & Partner, 6605 Longshore Street, Suite 240, Dublin, OH 43017
- Ron Cantlie, President & Partner, 6605 Longshore Street, Suite 240, Dublin, OH 43017
- Jim Risk, CFO and Partner, 4967 Countryside Road, Lyndhurst, OH 44124

3. AFFILIATES AND PREDECESSORS

(both in state and out of state)

- a. **AFFILIATES:** Give name and address of any affiliate(s) currently doing business and state whether the affiliate(s) are jurisdictional public utilities. If the Applicant does not have any affiliates doing business, explicitly state so. Also, state whether the applicant has any affiliates that are currently applying to do business in Pennsylvania.

Statistical Energy LLC does not have any affiliates.

- b. **PREDECESSORS:** Identify the predecessor(s) of the Applicant and provide the name(s) under which the Applicant has operated within the preceding five (5) years, including address, web address, and telephone number, if applicable. If the Applicant does not have any predecessors that have done business, explicitly state so.

Statistical Energy LLC does not have any predecessors.

4. OPERATIONS

a. APPLICANT'S PRESENT OPERATIONS: *(select and complete the appropriate statement)*

Definitions

- Supplier – an entity that sells electricity to end-use customers utilizing the jurisdictional transmission and distribution facilities of an EDC.
- Aggregator - an entity that purchases electric energy and takes title to electric energy as an intermediary for sale to retail customers.
- Broker/Marketer - an entity that acts as an intermediary in the sale and purchase of electric energy but does not take title to electric energy.

- The Applicant is presently doing business in Pennsylvania as a
- municipal electric corporation
 - electric cooperative
 - local gas distribution company
 - provider of electric generation, transmission or distribution services
 - broker/marketer engaged in the business of supplying electricity services
 - Other; Identify the nature of service being rendered.

or

- The Applicant is not presently doing business in Pennsylvania.

b. APPLICANT'S PROPOSED OPERATIONS: The Applicant proposes to operate as a *(may check multiple)*:

- Generator of electricity
- Supplier of electricity
- Aggregator engaged in the business of supplying electricity
- Broker/Marketer engaged in the business of supplying electricity services
 - Check here to verify that your organization will not be taking title to the electricity nor will you be making payments for customers.
- Electric Cooperative and supplier of electric power
- Other (Describe):

- c. **PROPOSED SERVICES:** Describe in detail the electric services or the electric generation services which the Applicant proposes to offer.

Statistical Energy LLC ("Statistical") is applying to become a licensed electric broker in the state of Pennsylvania. Statistical has clients in other States who also have operations in Pennsylvania – we would like to assist these sites with our broker services. We also have relationships with companies in Pennsylvania we would like to do business with as well. We have relationships with numerous suppliers, including Direct Energy/Centrica, Constellation, ENGIE, Champion, Dynegy/VISTRA and others who do business in Pennsylvania and who would be willing to allow Statistical the opportunity to broker electricity in Pennsylvania should we approved for a license by the PAPUC. We are currently a licensed electric broker in Ohio and New Jersey.

- d. **PROPOSED SERVICE AREA:** Check the box of each Electric Distribution Company for which the Applicant proposes to provide service.

- | | |
|---|---|
| <input type="checkbox"/> Citizens' Electric | <input type="checkbox"/> Pike |
| <input type="checkbox"/> Duquesne Light | <input type="checkbox"/> PPL |
| <input type="checkbox"/> Met-Ed | <input type="checkbox"/> UGI Utilities |
| <input type="checkbox"/> PECO | <input type="checkbox"/> Wellsboro |
| <input type="checkbox"/> Penelec | <input type="checkbox"/> West Penn |
| <input type="checkbox"/> Penn Power | <input checked="" type="checkbox"/> Entire Commonwealth of PA |

- e. **CUSTOMERS:** Applicant proposes to provide services to:

- Residential Customers
- Small Commercial Customers - (25 kW and Under)
- Residential and Small Commercial as Mixed Meter ONLY (**CANNOT BE TAKEN WITH RESIDENTIAL AND/OR SMALL COMMERCIAL ABOVE**)
- Large Commercial Customers - (Over 25 kW)
- Industrial Customers
- Governmental Customers
- All of above (Except Mixed Meter)
- Other (Describe):

- f. **START DATE:** Provide the approximate date the Applicant proposes to actively market within the Commonwealth.

Statistical Energy LLC would like to begin to broker electric supply services on 10/1/18 or as soon as this application is approved, whichever is sooner.

5. COMPLIANCE

- a. **CRIMINAL/CIVIL PROCEEDINGS:** State specifically whether the Applicant, an affiliate, a predecessor of either, or a person identified in this Application, has been or is currently the defendant of a criminal or civil proceeding within the last five (5) years.

Statistical Energy LLC has not been a defendant in the last 5 years of a criminal or civil proceeding.

Identify all such proceedings (active or closed), by name, subject and citation; whether before an administrative body or in a judicial forum. If the Applicant has no proceedings to list, explicitly state such.

Statistical Energy LLC has not been a defendant in the last 5 years of a criminal or civil proceeding.

- b. **SUMMARY:** If applicable; provide a statement as to the resolution or present status of any such proceedings listed above.

Not applicable per Statistical Energy's responses to question 5(a).

- c. **CUSTOMER/REGULATORY/PROSECUTORY ACTIONS:** Identify all formal or escalated actions or complaints, in the Commonwealth of Pennsylvania or any state, filed with or by a customer, regulatory agency, or prosecutory agency against the Applicant, an affiliate, a predecessor of either, or a person identified in this Application, for the prior five (5) years, including but not limited to customers, Utility Commissions, and Consumer Protection Agencies such as the Offices of Attorney General. **Applicant should also include if it had a Pennsylvania PUC EGS or NGS license previously cancelled by the Commission.** If the Applicant has no actions or complaints to list, explicitly state such.

Statistical Energy LLC has not had any such actions or complaints in the last 5 years nor have we had a license (EGS/NGS/electric or gas broker license) previously cancelled by the commission.

- d. **SUMMARY:** If applicable; provide a statement as to the resolution or present status of any actions listed above.

Not applicable because no such customer/regulatory/prosecutory actions have been filed against Statistical Energy LLC since we were founded in January of 2016.

6. PROOF OF SERVICE

Required of ALL Applicants regardless of operating as a supplier, broker, marketer, or aggregator.
(Example Certificate of Service is attached at Appendix C)

- a. **STATUTORY AGENCIES:** Pursuant to Section 5.14 of the Commission's Regulations, 52 Pa. Code §5.14, provide proof of service of a signed and verified Application with attachments on the following:

Bureau of Investigation & Enforcement
Pennsylvania Public Utility Commission
Commonwealth Keystone Building
400 North Street, 2 West
Harrisburg, PA 17120

Office of the Attorney General
Bureau of Consumer Protection
Strawberry Square, 14th Floor
Harrisburg, PA 17120

Office of Consumer Advocate
5th Floor, Forum Place
555 Walnut Street
Harrisburg, PA 17120

Commonwealth of Pennsylvania
Department of Revenue
Bureau of Compliance
Harrisburg, PA 17128-0946

Office of the Small Business Advocate
Commerce Building, Suite 202
300 North Second Street
Harrisburg, PA 17101

- b. **EDCs:** Pursuant to Sections 1.57 and 1.58 of the Commission's Regulations, 52 Pa. Code §§1.57 and 1.58, provide Proof of Service of the Application and attachments upon each of the Electric Distribution Companies the Applicant proposed to provide service in. Upon review of the Application, further notice may be required pursuant to Section 5.14 of the Commission's Regulations, 52 Pa. Code §5.14. Contact information for each EDC is as follows.

Pike County Light & Power Company:
Vice President – Energy Supply
Corning Natural Gas Holding Corporation
330 West William Street
Corning, NY 14830

West Penn:
Legal Department
West Penn Power d/b/a Allegheny Power
800 Cabin Hill Drive
Greensburg, PA 15601-1689

PECO:
Manager Energy Acquisition
PECO Energy Company
2301 Market Street
Philadelphia, PA 19101-8699

Duquesne Light:
Regulatory Affairs
Duquesne Light Company
411 Seventh Street, MD 16-4
Pittsburgh, PA 15219

PPL:
Office of General Counsel
Attn: Kimberly A. Klock
PPL
Two North Ninth Street (GENTW3)
Allentown, PA 18101-1179

Met-Ed, Penelec, and Penn Power:

Legal Department First Energy
2800 Pottsville Pike
Reading PA, 19612

UGI:

UGI Utilities Inc.
Attn: Rates Dept.
Choice Coordinator 2525 N. 12th Street, Suite 360
Post Office Box 12677
Reading, Pa 19612-2677

Citizens' Electric Company: Citizens' Electric Company, Attn: EGS Coordination, 1775 Industrial Boulevard
Lewisburg, PA 17837

Wellsboro Electric Company: Wellsboro Electric Company Attn: EGS Coordination, 33 Austin Street, P. O. Box
138 Wellsboro, PA 16901

Please see Exhibit 10 for signed Certificate of Service document.

7. FINANCIAL FITNESS

- a. **BONDING:** In accordance with 66 Pa. C.S. Section 2809(c)(1)(i), the Applicant is required to file a bond or other instrument to ensure its financial responsibilities and obligations as an EGS. Therefore, the Applicant is...

- Furnishing the **ORIGINAL** of an initial bond, letter of credit or proof of bonding to the Commission in the amount of \$250,000.
- Furnishing the **ORIGINAL** of another initial security for Commission approval, to ensure financial responsibility, such as a parental guarantee, in the amount of \$250,000.
- For Marketers and Brokers** - Filing for a modification to the \$250,000 requirement and furnishing the **ORIGINAL** of an initial bond, letter of credit or proof of bonding to the Commission in the amount of \$10,000. Applicant is required to provide information supporting an amount less than \$250,000. Such supporting information must include indication that the Applicant will not take title to electricity and will not pay electricity bills on behalf of its customers. Further details for modification may be described as well.

Statistical Energy LLC is applying to the PAPUC to be an electricity broker/marketer. Statistical Energy LLC will not take title to electricity and Statistical Energy LLC will not pay electricity bills on behalf of its customers. As a broker and marker, Statistical Energy LLC has contractual relationships to broker electricity for licensed electric suppliers who generate and/or take title to the electricity which is sold to customers.

Please see Exhibit 3 for Statistical Energy LLC's \$10,000 Continuous Bond paperwork.

CRITICAL BONDING NOTES:

Applicant is required to maintain a bond or other financial instrument the entire time it maintains an EGS license with the Commonwealth of Pennsylvania. If Applicant's security instrument is not continuous, Applicant **MUST** submit a Rider, Amendment, or Continuation Certificate annually based on the expiration date of its security instrument.

At least sixty days (60) prior to the security instrument's expiration date, Applicant should contact Stephen Jakab at sjakab@pa.gov to determine the appropriate bonding amount based on a percentage of Applicant's gross receipts resulting from the sale of generated electricity consumed in Pennsylvania. Once the amount has been determined, Applicant should overnight the updated security instrument(s) at least thirty (30) days prior to the expiration date to ensure adequate time for staff review and approval of the security instrument(s).

Template versions of a continuous bond, fixed-term bond, continuous letter of credit, and parental guarantee are attached at Appendix E, F, G, & H, respectively. Applicant's security must follow language from these examples, and must include the unmodified language outlined in Appendix D. Any deviation from these examples must be identified in the application and may not be acceptable to the Commission.

- b. **FINANCIAL RECORDS, STATEMENTS, AND RATINGS:** Applicant must provide sufficient information to demonstrate financial fitness commensurate with the service proposed to be provided. Examples of such information which may be submitted include the following:

- Actual (or proposed) organizational structure including parent, affiliated or subsidiary companies.

Statistical Energy LLC currently has four representatives who represent Statistical Energy LLC as follows:

Michael Jackson, CEO & Partner/Shareholder
Ronald Cantlie, President & Partner/Shareholder
Jim Risk, CFO & Partner/Shareholder
Robert Short, Vice President of Sales (Independent Contractor)

- Published Applicant or parent company financial and credit information (i.e. 10Q or 10K). (SEC/EDGAR web addresses are sufficient)

Statistical Energy LLC does not have any published financial data.

- Applicant's accounting statements, including balance sheet and income statements for the past two years.
 - Please see Exhibit 4 for the 2018 YTD P&L statement as well as the Schedule C's for 2016 and 2017 – please note all of these documents have been marked as confidential.
 - In 2016 and 2017, Statistical Energy LLC was a sole proprietorship and was therefore required to file a Schedule C with the IRS.
 - On January 25, 2018, Statistical Energy LLC became a limited liability partnership, by allowing two additional partners, Michael Jackson and Ronald Cantlie, to purchase an ownership percentage in Statistical Energy LLC. The 2018 tax documents which will be filed with the IRS are a Schedule C for January 1, 2018 to January 24, 2018 and K-1's for January 25, 2018 to December 31, 2018.
- Evidence of Applicant's credit rating. Applicant may provide a copy of its Dun and Bradstreet Credit Report and Robert Morris and Associates financial form, evidence of Moody's, S&P, or Fitch ratings, and/or other independent financial service reports.

Statistical Energy LLC is registered with D&B but they do not report on our creditworthiness. None of the other credit reporting agencies report on our company. Statistical Energy LLC does have a \$50,000 line of credit with Key Bank, Cleveland, Ohio.

- A description of the types and amounts of insurance carried by Applicant which are specifically intended to provide for or support its financial fitness to perform its obligations as a licensee.

Statistical Energy LLC does carry a \$1,000,000 professional liability policy with CNA Insurance as noted below:

CNA **Epack** Extra
 Professional Liability Coverage Part Declarations

NOTICE

BANY OF THE PROFESSIONAL LIABILITY COVERAGE PARTS ARE WRITTEN ON A CLAIMS MADE BASIS AND AS SUCH, TO ALL PROVIDERS, APPLIES ONLY TO ANY CLAIM FIRST MADE DURING THE POLICY PERIOD. NO COVERAGE EXISTS FOR CLAIMS FIRST MADE AFTER THE END OF THE POLICY PERIOD UNLESS, AND TO THE EXTENT THAT, THE EXTENDED REPORTING PERIOD APPLIES. DEFENSE COSTS REDUCE THE LIMIT OF LIABILITY AND ARE SUBJECT TO THE RETENTION. PLEASE REVIEW THE POLICY CAREFULLY AND OBTAIN THE COVERAGE WITH YOUR INSURANCE AGENT OR BROKER.

Insured: **Statistical Energy LLC** Policy Period: **1/23/2018 to 1/26/2019**
 Policy Number: **688759142**

Part 1 Policy Year Limits of Liability, and Retentions (relative to Deductible Co-insurance). Regardless of the Option selected as indicated by a checked box, please refer to the Coverage Schedule below for applicable Coverage Parts.

The Coverage Parts designated below are applied with the Limits of Liability and Retention Option selected below:

Single Level of Liability and Scheduled Retentions
 Single Limit of Liability: **\$1,000,000 / \$1,000,000**
 Scheduled Retention: **Refer to Column 3 below**

Scheduled Levels of Liability and Scheduled Retentions
 Scheduled Limits of Liability: **Refer to Column 2 below**
 Scheduled Retentions: **Refer to Column 3 below**

Coverage Part	Scheduled Limits of Liability Per Claim or Primary/Contributing Limit	Scheduled Retention Per Claim	Renewal Date	Policy Year Premium	Policy Period Premium
Manufacturers Professional Liability	\$2,500	\$1,250	01/28/2017	\$2,346	\$2,346

* Single Limit applies to claims made coverage parts only. If an occurrence coverage part is selected the limit for that coverage part is a separate scheduled limit.

NOTE: The premium shown on this Declarations page does not include surcharges at Taxes, if applicable.

Authorized Representative: *John S. Brand*
 Date: 12/15/2017

- Audited financial statements exhibiting accounts over a minimum two year period.

In 2016 and 2017, Statistical Energy LLC was a sole proprietorship and filed a Schedule C (Jim Risk's individual return) with the IRS. Please see Exhibit 4 for Schedule C's for 2016 and 2017

- Bank account statement, tax returns from the previous two years, or any other information that demonstrates Applicant's financial fitness.

Please see Exhibit 5 for the last 2 years of bank statements from Key Bank. These statements are confidential.

- c. **SUPPLIER FUNDING METHOD:** If Applicant is operating as anything other than **Broker/Marketer only**, explain how Applicant will fund its operations. Provide all credit agreements, lines of credit, etc., and elaborate on how much is available on each item.

Statistical Energy is applying to be a broker/marketer so this question is not applicable.

- d. **BROKER PAYMENT STRUCTURE:** If applicant is a broker/marketer, explain how your organization will be collecting your fees.

Statistical Energy LLC will be paid a commission by the energy suppliers we have contractual broker relationships with. The suppliers quote us a price and we add a small adder which is paid to us in the form of a commission each month. The suppliers collect the commission(s) from the customer(s) and pay us monthly via ACH payment. Typically there is a one to two month delay from when the payments are received by the suppliers until we are paid our commissions by these suppliers.

- e. **ACCOUNTING RECORDS CUSTODIAN:** Provide the name, title, address, telephone number, FAX number, and e-mail address of Applicant's custodian for its accounting records.

Currently, Bober Markey Fedorich (CPA's) does our taxes (Schedule C's and K-1's) for the IRS each year.

Name: Madalina Avram

Title: Senior Accountant

Company: Bober Markey Fedorich

Email: mavram@bmfcpa.com

Address: 600 Superior Ave. East, Suite 925, Cleveland, OH 44114

Phone: 216-373-2527

Fax: 216-373-2501

- f. **TAXATION:** Complete the TAX CERTIFICATION STATEMENT attached as Appendix I to this application.

All sections of the Tax Certification Statement must be completed. Absence (submitting N/A) of any of the TAX identifications numbers (items 7A through 7C) shall be accompanied by supporting documentation or an explanation validating the absence of such information.

Items 7A and 7C on the Tax Certification Statement are designated by the Pennsylvania Department of Revenue. Item 7B on the Tax Certification Statement is designated by the Internal Revenue Service.

Please see Exhibit 6 for a signed Appendix I as part of this application.

8. TECHNICAL FITNESS:

To ensure that the present quality and availability of service provided by electric utilities does not deteriorate, the Applicant shall provide sufficient information to demonstrate technical fitness commensurate with the service proposed to be provided.

a. **EXPERIENCE, PLAN, STRUCTURE:** such information may include:

- Applicant's previous experience in the electricity industry.

Statistical Energy LLC, which was founded in January of 2016, currently manages a book of business of 400 million kWh for our Clients in New Jersey and Ohio. Statistical Energy LLC also works as a sub-broker for a larger brokerage firm which is licensed in other states beyond Ohio and New Jersey. Statistical also operates in other states, such as New York, which do not require a broker license to broker electricity.

Statistical Energy LLC's founder, Jim Risk, started working for Ohio Edison in 1997, so he has been involved with the electricity business for over 20 years. As an employee of FirstEnergy Solutions (FES), Mr. Risk participated in the Pennsylvania electricity deregulation pilot back in 1998. Once the 1998 pilot was over, Mr. Risk also sold energy for FirstEnergy Solutions in Pennsylvania and other states for FirstEnergy Solutions beginning in 1999. In fact, Mr. Risk was the first full-time sales employee for FES. Mr. Risk was also a founding business development executive for The E Group, which was the energy consulting business owned by FirstEnergy Solutions. Mr. Risk also helped re-engineer the State of Ohio gas aggregation program for DAS (Department of Administrative Services). The program which was developed by Mr. Risk back in the early 2000's is still in place today for the State of Ohio Agencies (ODOT, Prisons, etc.).

Besides Mr. Risk, Statistical Energy LLC also has two other principles as follows:

- Michael Jackson, CEO
- Ronald Cantlie, President

Mr. Cantlie and Mr. Jackson have over 30 years of combined energy experience. Both have worked for competing energy brokerage firms while Mr. Jackson has also purchased energy (large industrial user) and worked for a bank (Cass Information Systems) which owns a large utility bill payment division. Mr. Cantlie and Mr. Jackson along with our VP of Sales work out of our office in Columbus with the following address: 6605 Longshore Street, Suite 240, Dublin, OH 43017.

- Summary and proof of licenses as a supplier of electric services in other states or jurisdictions.

The following are the Licenses for Statistical Energy LLC in Ohio (16-1142E & 16-556G) and New Jersey (EA-0456):

Ohio Public Utilities Commission

PUBLIC UTILITIES COMMISSION OF OHIO

1. Applicant: **Statistical Energy LLC**

2. License System: **15-12556-00**

3. License Period: **12 Months**

4. Licensee Name: **Statistical Energy LLC**

5. Licensee Address: **10000 Woodloch Forest Dr., Columbus, OH 43240**

6. Licensee Contact: **James D. Brown, Acting Secretary**

7. Licensee Description: **Statistical Energy LLC is a limited liability company organized under the laws of the State of Ohio. It is a subsidiary of Statistical Energy LLC, a limited liability company organized under the laws of the State of Ohio. It is a subsidiary of Statistical Energy LLC, a limited liability company organized under the laws of the State of Ohio.**

8. Licensee Description: **Statistical Energy LLC is a limited liability company organized under the laws of the State of Ohio. It is a subsidiary of Statistical Energy LLC, a limited liability company organized under the laws of the State of Ohio. It is a subsidiary of Statistical Energy LLC, a limited liability company organized under the laws of the State of Ohio.**

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The Public Utilities Commission of Ohio

Ohio Competitive Retail Natural Gas Aggregator/Broker Certificate

1. Applicant: **Statistical Energy LLC**

2. License System: **15-12556-00**

3. License Period: **12 Months**

4. Licensee Name: **Statistical Energy LLC**

5. Licensee Address: **10000 Woodloch Forest Dr., Columbus, OH 43240**

6. Licensee Contact: **James D. Brown, Acting Secretary**

7. Licensee Description: **Statistical Energy LLC is a limited liability company organized under the laws of the State of Ohio. It is a subsidiary of Statistical Energy LLC, a limited liability company organized under the laws of the State of Ohio. It is a subsidiary of Statistical Energy LLC, a limited liability company organized under the laws of the State of Ohio.**

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STATE OF NEW JERSEY

Office of Public Utilities

Public Utilities Commission

Statistical Energy LLC

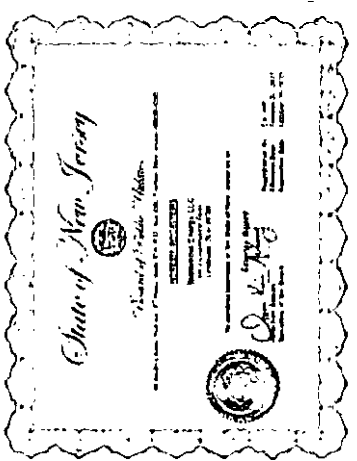
Application for License

Statistical Energy LLC is a limited liability company organized under the laws of the State of New Jersey. It is a subsidiary of Statistical Energy LLC, a limited liability company organized under the laws of the State of New Jersey. It is a subsidiary of Statistical Energy LLC, a limited liability company organized under the laws of the State of New Jersey.

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- Type of customers and number of customers Applicant currently serves in other jurisdictions. Statistical Energy LLC currently has over 75 multi-state clients in the real estate, manufacturing, public utility segments.
- Staffing structure and numbers as well as employee training commitments. **Michael Jackson**, CEO & Partner/Shareholder
Ronald Cantlie, President & Partner/Shareholder
Jim Risk, CFO & Partner/Shareholder
Robert Short, Vice President of Sales (Independent Contractor)
- Business plans for operations within the Commonwealth. Statistical Energy LLC regularly attends training sessions offered by our supplier partners.
- Business plans for operations within the Commonwealth. Statistical Energy LLC plans to market primarily to companies with operations in Pennsylvania where we have established relationships at sites in other states. We will also market to customers where we have a

prior relationship with, either a client's current or prior employer. Statistical Energy LLC has relationships with numerous suppliers, including Direct Energy/Centrica, Constellation, ENGIE, Champion, Dynegy/VISTRA and others who do business in Pennsylvania and who would be willing to allow Statistical the opportunity to broker electricity in Pennsylvania should we approved for a license by the PAPUC.

- Documentation of membership in PJM, ECAR, MAAC, other regional reliability councils, or any other membership or certification that is deemed appropriate to justify competency to operate as an EGS within the Commonwealth.

Statistical Energy LLC is applying to be a broker/marketer and not as an EGS.

- Any other information appropriate to ensure the technical capabilities of the Applicant.

Please see answers to prior questions.

b. PROPOSED MARKETING METHOD (check all that apply)

- Internal – Applicant will use its own internal resources/employees for marketing
- External EGS – Applicant will contract with a PUC **LICENSED EGS** broker/marketer
- Affiliate – Applicant will use a **NON-EGS** affiliate marketing company and or individuals.
- External Third-Party – Applicant will contract with a **NON-EGS** third party marketing company and or individuals
- Other (Describe):

c. DOOR TO DOOR SALES: Will the Applicant be implementing door to door sales activities?

- Yes
- No

If yes, will the Applicant be using verification procedures?

- Yes
- No

If yes, describe the Applicant's verification procedures.

d. OVERSIGHT OF MARKETING: Explain all methods Applicant will use to ensure all marketing is performed in an ethical manner, for both employees and subcontractors.

Statistical Energy LLC strives to conduct our daily business endeavors in an honest and ethical manner. A majority of our marketing is performed via relationships where a personal or business relationship already exists. We also have a CRM system, SparkPlug (which is a CRM system designed specifically for Power Brokers) where the shareholders of Statistical Energy LLC review all marketing efforts made by Statistical Energy LLC. This includes all documents and correspondence. Periodic audits are performed by each of the shareholders to make sure all marketing is performed in an ethical manner.

- e. **OFFICERS:** Identify Applicant's chief officers, and include the professional resumes for any officers directly responsible for operations. All resumes should include date ranges and job descriptions containing actual work experience.

Michael Jackson, CEO & Partner/Shareholder
Ronald Cantlie, President & Partner/Shareholder
Jim Risk, CFO & Partner/Shareholder

Please see Exhibit 2 for the resumes for these 3 partners of Statistical Energy LLC

- f. **FERC FILING:** Applicant has:

- Filed an Application with the Federal Energy Regulatory Commission to be a Power Marketer.
- Received approval from FERC to be a Power Marketer at Docket or Case Number _____.
- Not applicable

9. **DISCLOSURE STATEMENTS:**

Disclosure Statements: If proposing to serve Residential and/or Small Commercial (under 25 kW) Customers, provide a Residential and/or Small Commercial disclosure statement. A sample disclosure statement is provided as Appendix J to this Application.

- Electricity should be priced in clearly stated terms to the extent possible. Common definitions should be used. All consumer contracts or sales agreements should be written in plain language with any exclusions, exceptions, add-ons, package offers, limited time offers or other deadlines prominently communicated. Penalties and procedures for ending contracts should be clearly communicated.

Not applicable for an applicant applying for a license exclusively as a broker/marketer.

Not applicable as Statistical is applying for a license as a broker/marketer.

10. VERIFICATIONS, ACKNOWLEDGEMENTS, AND AGREEMENTS

- a. **PJM LOAD SERVING ENTITY REQUIREMENT:** As a prospective EGS, the applicant understands that those EGSs which provide retail electric supply service (i.e. takes title to electricity) must provide either:
- proof of registration as a PJM Load Serving Entity (LSE), or
 - proof of a contractual arrangement with a registered PJM LSE that facilitates the retail electricity services of the EGS.

The Applicant understands that compliance with this requirement must be filed within 120 days of the Applicant receiving a license. As well, the Applicant understands that compliance with this requirement may be filed with this instant application.

(Select only one of the following)

- AGREED - Applicant has included compliance with this requirement in the instant application, labeled in correspondence with this section (10).
- AGREED - Applicant will provide compliance with this requirement within 120 days of receiving its license
- ACKNOWLEDGED** - Applicant is not proposing to provide retail electric supply service at this time, and therefore is not presently obligated to provide such information

- b. **STANDARDS OF CONDUCT AND DISCLOSURE:** As a condition of receiving a license, Applicant agrees to conform to any Uniform Standards of Conduct and Disclosure as set forth by the Commission. Further, the Applicant agrees that it must comply with and ensure that its employees, agents, representatives, and independent contractors comply with the standards of conduct and disclosure set out in Commission regulations at 52 Pa. Code § 54.43, as well as any future amendments.

AGREED

- c. **REPORTING REQUIREMENTS:** Applicant agrees to provide the following information to the Commission or the Department of Revenue, as appropriate:
- **Retail Electricity Choice Activity Reports:** The regulations at 52 Pa. Code §§ 54.201--54.204 require that all active EGSs report sales activity information. An EGS will file an annual report reporting for customer groups defined by annual usage. Reports must be filed using the appropriate report form that may be obtained from the PUC's Secretary's Bureau or the forms officer, or may be down-loaded from the PUC's internet web site.
 - **Reports of Gross Receipts:** Applicant shall report its Pennsylvania intrastate gross receipts to the Commission on a quarterly and year to date basis no later than 30 days following the end of the quarter.
 - The Treasurer or other appropriate officer of Applicant shall transmit to the Department of Revenue by March 15, an annual report, and under oath or affirmation, of the amount of gross receipts received by Applicant during the prior calendar year.

- Net Metering Reports: Applicant shall be responsible to report any Net Metering per the Standards on http://www.puc.pa.gov/consumer_info/electricity/alternative_energy.aspx. Scroll down to the Net Metering Standards Section.
- Applicant shall report to the Commission the percentages of total electricity supplied by each fuel source on an annual basis per 52 Pa. Code § 54.39(d).
- Applicant will be required to meet periodic reporting requirements as may be issued by the Commission to fulfill the Commission's duty under Chapter 28 pertaining to reliability and to inform the Governor and Legislature of the progress of the transition to a fully competitive electric market.

AGREED

- d. **TRANSFER OF LICENSE:** The Applicant understands that if it plans to transfer its license to another entity, it is required to request authority from the Commission for permission prior to transferring the license. See 66 Pa. C.S. Section 2809(D). Transferee will be required to file the appropriate licensing application.

AGREED

- e. **ANNUAL FEES:** The Public Utility Code authorizes the PUC to collect an annual fee of \$350 from suppliers, brokers, marketers, and aggregators selling electricity in the Commonwealth of PA, and an annual supplemental fee based on annual gross intrastate revenues, applicable to suppliers only.

ACKNOWLEDGED

- f. **FURTHER DEVELOPMENTS:** Applicant is under a continuing obligation to amend its application if substantial changes occur to the information upon which the Commission relied in approving the original filing. See 52 Pa. Code § 54.34.

AGREED

- g. **FALSIFICATION:** The Applicant understands that the making of false statement(s) herein may be grounds for denying the Application or, if later discovered, for revoking any authority granted pursuant to the Application. This Application is subject to 18 Pa. C.S. §§4903 and 4904, relating to perjury and falsification in official matters.

AGREED

- h. **NOTIFICATION OF CHANGE:** If your answer to any of these items changes during the pendency of your application or if the information relative to any item herein changes while you are operating within the Commonwealth of Pennsylvania, you are under a duty to so inform the Commission, within twenty (20) days, as to the specifics of any changes which have a significant impact on the conduct of business in Pennsylvania. See 52 Pa. Code § 54.34.

AGREED

- i. **CEASING OF OPERATIONS:** Applicant is also required to officially notify the Commission if it plans to cease doing business in Pennsylvania, 90 days prior to ceasing operations.

AGREED

- j. **Electronic Data Interchange:** The Applicant acknowledges the Electronic Data Interchange (EDI) requirements and the relevant contacts for each EDC, as listed at Appendix M.

AGREED

- k. **FILING FEE:** The Applicant has enclosed or paid the required, non-refundable filing fee by CERTIFIED CHECK OR MONEY ORDER in the amount of \$350.00 payable to the Commonwealth of Pennsylvania. The Commission does not accept corporate or personal checks for filing fees.

PAYMENT ENCLOSED

11. AFFIDAVITS

Must be notarized before filing.

- a. **APPLICATION AFFIDAVIT:** Complete and submit with your filing an officially notarized Application Affidavit stating that all the information submitted in this application is truthful and correct. An example copy of this Affidavit can be found at Appendix A.

Please see Exhibit 7 for signed application Affidavit.

- b. **OPERATIONS AFFIDAVIT:** Provide an officially notarized affidavit stating that you will adhere to the reliability protocols of the North American Electric Reliability Council, the appropriate regional reliability council(s), and the Commission, and that you agree to comply with the operational requirements of the control area(s) within which you provide retail service. An example copy of this Affidavit can be found at Appendix B.

Please see Exhibit 7 for signed Operation Affidavit.

12. NEWSPAPER PUBLICATIONS

Required of ALL Applicants regardless of operating as a supplier, broker, marketer, or aggregator.

Notice of filing of this Application must be published in newspapers of general circulation covering each county in which the applicant intends to provide service. The newspapers in which proof of publication are required is dependent on the service territories the applicant is proposing to serve.

The chart below dictates which newspapers are necessary for each EDC. For example, an applicant that wants to operate in Penn Power would need to run ads in both The Erie Times-News and the Pittsburgh Post-Gazette. If the applicant is proposing to serve the entire Commonwealth, please file proof of publication in all seven newspapers.

The only acceptable verification of this requirement is with Notarized Proofs of Publication, which may be requested from each newspaper and must be supplied with this application. Applicants do not need a docket number in their publication. Docket numbers will be issued when all criteria on the item 14 checklist (see below) are satisfied.

Please see Exhibit 8 for Proof of Publication.

	Erie Times-News	Harrisburg Patriot-News	Philadelphia Daily News	Pittsburgh Post-Gazette	Scranton Times-Tribune	Williamsport Sun-Gazette	Johnstown Tribune-Democrat
Citizens' Electric						X	
Duquesne				X			
Met Ed		X	X		X		
PECO			X				
Penelec	X	X			X	X	X
Penn Power	X			X			
Pike					X		
PPL		X	X		X	X	
UGI					X		
Wellsboro						X	
West Penn		X		X		X	X
Entire Commonwealth	X	X	X	X	X	X	X

(Example Publications are provided at Appendices K and L)

13. SIGNATURE

Applicant: Jim Risk
 By: Jim Risk
 Title: Partner & CFO

RECEIVED

AUG 31 2018

PA PUBLIC UTILITY COMMISSION
 SECRETARY'S BUREAU

14. CHECKLIST

For the applicant's convenience, please use the following checklist to ensure all relevant sections are complete. The Commission Secretary's Bureau will not accept an application unless each of the following sections are complete.

Applicant: Statistical Energy LLC

✓	Signature	
✓	Filing Fee (CERTIFIED CHECK OR MONEY ORDER ONLY)	
✓	Application Affidavit	
✓	Operations Affidavit	
	Proof of Publication	
✓	Bond, Letter of Credit, or Parental/Affiliate Guarantee	
✓	Tax Certification Statement	
✓	Commonwealth Department of State Verification	
✓	Certificate of Service	

Applicant's Use

PUC Secretary's Bureau Use



Exhibits Summary

Exhibit 1 - Foreign Registration Statement

Exhibit 2 - Statistical Energy LLC Partner Resumes

Exhibit 3 - Continuous Bond Paperwork

Exhibit 4 - 2018 YTD P&L and Schedule C's

Exhibit 5 - Bank Statements

Exhibit 6 – Completed Appendix I

Exhibit 7 - Application & Operation Affidavits

Exhibit 8 - Proof of Publication

Exhibit 9 - Statistical Energy LLC Charter Paperwork

Exhibit 10 - Certificate of Service

RECEIVED

AUG 31 2018

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU



Exhibit 1 - Foreign Registration Statement

RECEIVED

AUG 31 2018

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

EXHIBIT 1

Entity# : 6755624
Date Filed : 08/09/2018
Pennsylvania Department of State

**PENNSYLVANIA DEPARTMENT OF STATE
BUREAU OF CORPORATIONS AND CHARITABLE ORGANIZATIONS**

Document will be returned to the name and address entered below.

Harbor Compliance

Name
1830 Colonial Village Lane,

Address
Lancaster PA 17601

City State Zip Code

Foreign Registration Statement
DSCB: 15-412
(rev. 2/2017)



412

Read all instructions prior to completing. This form may be submitted online at <https://www.corporations.pa.gov/>.

Fee: \$250.00

I qualify for a veteran/reservist-owned small business fee exemption (see instructions)

In compliance with the requirements of the applicable provisions of 15 Pa.C.S. § 412 (relating to foreign registration statement), the undersigned foreign association hereby states that:

1. The type of association is (check only one):

- Business Corporation Limited Partnership Business Trust
 Nonprofit Corporation Limited Liability (General) Partnership Professional Association
 Limited Liability Company Limited Liability Limited Partnership

2. The full and proper name of the foreign association as registered in its jurisdiction of formation is:

Statistical Energy, LLC

2A. If the name in 2 does not contain a required designator or if the name in 2 is not available for use in the Commonwealth, the alternate name under which the association is registering in this Commonwealth is:

3. The jurisdiction of formation: OK

4. The street and mailing address of the association's principal office.

4967 Countryside Rd, Lyndhurst OH 44124

Number and street City State Zip

4A. The street and mailing address of the office, if any, required to be maintained by the law of the association's jurisdiction of formation in that jurisdiction:

4967 Countryside Rd, Lyndhurst OH 44124

Number and street City State Zip

5. The (a) address of the association's registered office in this Commonwealth or (b) name of its commercial registered office provider and the county of venue is:

Complete part (a) OR (b) – not both:

(a) _____
Number and street City OR State Zip County

(b) c/o: Harbor Business Compliance Corporation Lancaster
Name of Commercial Registered Office Provider County

6. Check one of the following:

- The association may not have series.
 The association may have one or more series.

7. Effective date of registration of foreign association (check, and if appropriate complete, one of the following):

- The Foreign Registration Statement shall be effective upon filing in the Department of State.
 The Foreign Registration Statement shall be effective on: _____ at _____
Date (MM/DD/YYYY) Hour (if any)

8. To be completed by Limited Liability Companies only. Check, and if appropriate complete, one of the following:

- The association is a limited liability company which is not organized to render any of the below professional service(s).
 The association is a restricted professional limited liability company organized to render one or more of the following professional service(s): (If this box is checked, one or more of the fields below must be checked.)
___ Chiropractic ___ Dentistry ___ Law ___ Medicine and surgery
___ Optometry ___ Osteopathic medicine and surgery ___ Podiatric medicine ___ Public accounting
___ Psychology ___ Veterinary medicine

IN TESTIMONY WHEREOF, the undersigned association has caused this Foreign Registration Statement to be signed by a duly authorized representative thereof this 9th day of August, 2018

Statistical Energy, LLC
Name of Association
Jim Risk
Signature
Member
Title



Exhibit 2 - Statistical Energy LLC Partner Resumes

RECEIVED

AUG 31 2018

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

JAMES A. RISK
4967 Countryside Road
Lyndhurst, OH 44124
Jim.risk@statisticalenergy.com

EXHIBIT 2

PROFESSIONAL EXPERIENCE

CFO, PARTNER & OWNER (2016-Present)

Statistical Energy, LLC

Provide energy brokerage and consulting services to mid-market employers. Develop forward thinking cost strategies for clients with complex energy portfolios to improve the effectiveness of these portfolios and mitigate cost increases. Services include electric and natural gas energy procurement services, demand response and peak shaving, solar, battery storage, regulated tariff reviews and energy bill auditing services.

- Operated as a sole proprietorship until partnership merger on January 25, 2018
- Achieved (Forecast) over \$1.2 Million in sales in 2018, with current client contractual commitments through 2023.
- Provide energy brokerage (electric and natural gas) services to clients in Ohio, Pennsylvania, Quebec (Canada), Ontario (Canada), New York, Maryland, California, Illinois, Texas, Oregon, and Massachusetts
- Licensed (electric and gas brokerage) currently in Ohio and New Jersey

AREA VICE PRESIDENT (2008-Present)

Gallagher Benefit Services

Provide employee benefit brokerage and consulting services to mid-market employers. Develop forward-thinking benefit strategies for clients with complex health and welfare plans to improve effectiveness and mitigate cost increases. Provide enhanced resources for C-suite and HR level financial monitoring, compliance, administration and employee education/communication.

- Achieved almost \$2.3 Million in total "sourced" production in seven plus years in the employee benefits industry
- Developed personal business portfolio of over 40 new clients
- Learned more about the brokerage business model

NATIONAL ACCOUNT EXECUTIVE (2001 to 2008)

FirstEnergy Solutions d/b/a The E group, Fairlawn, Ohio

Developed new relationships with executive level decision makers in Fortune 2000 companies, acquiring contractual commitments to provide outsourced energy consulting, utility accounts payable and auditing services

- Achieved ranking of number one all-time National Account Executive by prospecting, developing and negotiating annuity agreements which will generate approximately forty-seven percent (47%) of The E Group's \$8.5 million in 2008 revenue
- Achieved ranking of number one National Account Executive while accomplishing ninety-seven percent of \$750,000 new business goal for 2006, acquiring new clients including TravelCenters of America as well as significant incremental business with Norfolk Southern Corp.
- Attained ranking of number one National Account Executive by accomplishing one-hundred percent of \$725,000 new business development goal for 2005, acquiring new clients that included CSX Transportation, OmniCare, Penn Traffic, Progressive, Rent-Way, and The City of Barberton, Ohio
- Achieved ranking of number two National Account Executive by accomplishing one hundred and forty-eight percent ("148%") of \$887,000 target goal for gross margin sales during 2003, acquiring new clients that included The State of Ohio, ICI Americas, National Water & Power, and Norfolk Southern Corp.
- Attained ranking of first out of approximately fifty National Account Executives while accomplishing one hundred and forty-four percent (144%) of \$1,000,000 target goal for gross margin sales during 2002, acquiring new clients that included RPM, Inc.
- Achieved Ranking of second out of approximately sixty National Account Executives by generating \$4.9 million in gross margin in 2001, resulting in year end performance of 493 percent of target goal
- Negotiated the largest ever Master Energy Services Agreement in 2001 with Sherwin-Williams, establishing this new client as the firm's first national energy consulting client

NATIONAL ACCOUNT EXECUTIVE (1997-2000)

FirstEnergy Solutions Corporation (FES), Brecksville, Ohio

Developed new relationships with corporate level decision makers at targeted accounts, acquiring contractual commitments to provide new deregulated energy products and services

- Achieved impressive sales performance levels each year, averaging two hundred seventy-one percent of target goal
- Developed and negotiated eighty-five new energy services and supply contracts that generated \$900,000 in margin in 2000, resulting in a year-end performance level of 78 percent of target goal
- Developed and negotiated new contracts that generated \$10.5 million in electric and gas commodity margin and \$750,000 in Value Added Sales (“VAS”) margin in 1999, exceeding commodity and VAS goals by 192 percent and 607 percent respectively
- Developed firm’s largest deregulated electricity customer by negotiating electric supply agreement for five Owens-Illinois’ glass plants in Pennsylvania in 1999, the first year of the State’s new deregulated electricity program
- Negotiated a seven year “dark” fiber-optic contract with Goodyear in 1999, generating \$900,000 in annual new revenue for FirstEnergy Telecom subsidiary
- Negotiated twenty-one new contracts in 1998, generating \$18 million in revenue and resulting in a year-end performance level of five hundred eighty-seven percent of target goal
- Negotiated firm’s first-ever gas sales agreement in 1998 with BFGoodrich
- Promoted to the highest sales position, National Account Executive

SENIOR ACCOUNT EXECUTIVE (1996-1997)

Vital Resources, Inc., Rocky River, Ohio

Developed new relationships with corporate level Information Technology decision makers at Fortune 2000 companies in northeast Ohio, acquiring contractual commitments to place temporary informational technology consulting personnel

- Increased annual overall revenue by \$300,000 to \$2.8 million
- Exceeded sales and new business growth goals by 105 percent per month
- Diversified overall business portfolio by increasing number of active accounts from four to seven
- Helped company achieve a ranking of 275 out of 500 on the 1996 Inc. 500 and 3 out of 100 on the 1996 Weatherhead 100, lists that recognize with awards the fastest growing companies in the USA and Ohio

ACCOUNT EXECUTIVE, PETROCHEMICALS AND MINERALS (1989-1996)

Consolidated Rail Corporation (Conrail), North Olmsted, Ohio

Developed relationships with corporate level decision makers at seven (7) account, \$40 million per year strategic account base, acquiring contractual commitments to increase rail services tonnage

- Negotiated rail transportation agreements which increased overall account revenue by an average of \$1.65 million per year or \$11.55 million in total, exceeding annual goals by an average of over one hundred and fifty percent
- Increased overall account responsibility, measured in revenue, by over fifty percent
- Gained Dow Chemical’s support of Conrail’s proposed 1.5 billion Southern Pacific Railroad acquisition, an accomplishment featured in Wall Street Journal
- Negotiated a four-year, eight million-dollar contract extension with Wexford Sand, justifying Conrail’s continued investment in their \$7.5 million covered hopper asset
- Promoted to the highest Account Executive position

SALES TRAINEE, STEEL & CHEMICAL SALES (1988 -1989)

Consolidated Rail Corporation (Conrail), Pittsburgh, Pennsylvania

EDUCATION & LICENSE

CASE WESTERN RESERVE UNIVERSITY (Cleveland, Ohio), 1995

WEATHERHEAD SCHOOL OF MANAGEMENT

- Masters of Business Administration in Operations Management

INDIANA UNIVERSITY (Bloomington, Indiana), 1988

- Bachelor of Science in Business Marketing

STATE OF OHIO LIFE & HEALTH LICENSE

- License Type: Resident Major Lines
- Line(s) of Authority: Accident, Health, Life Variable

MICHAEL R. JACKSON
6605 Longshore Street, Suite 240
Dublin, OH 43017
Michael@statisticalenergy.com

PROFESSIONAL EXPERIENCE

CEO, PARTNER & OWNER (2018-Present)

Statistical Energy, LLC

Provide energy brokerage and consulting services to mid-market employers. Develop forward thinking cost strategies for clients with complex energy portfolios to improve the effectiveness of these portfolios and mitigate cost increases. Services include electric and natural gas energy procurement services, demand response and peak shaving, solar, battery storage, regulated tariff reviews and energy bill auditing services.

- Achieved (Forecast) over \$1.2 Million in sales in 2018, with current client contractual commitments through 2023.
- Provide energy brokerage (electric and natural gas) services to clients in Ohio, Pennsylvania, Quebec (Canada), Ontario (Canada), New York, Maryland, California, Illinois, Texas, Oregon, and Massachusetts
- Licensed (electric and gas brokerage) currently in Ohio and New Jersey

CEO, PARTNER & OWNER (2016-Present)

WOR HQ LTD

Provide renewable solutions to companies in the USA.

MAJOR ACCOUNTS MANAGER (2010 to 2016)

Energy Brokerage Firm

- Managed team of 30 to 40 people who brokered electric and gas as well as energy related solutions to clients and prospects in the East Coast and Midwest

NORTH AMERICAN ENERGY MANAGER

Sanimax, Inc. (2007-2010)

- Managed \$50 million energy portfolio for all North American biodiesel manufacturing locations

SENIOR ENERGY ANALYST

National Water & Power (2004-2007)

- Managed energy management needs for client base

NATIONAL ACCOUNT MANAGER

Cass Information Systems (2000-2004)

- Managed energy costs and energy bill pay deliverables for 10-15 Fortune 100 Companies

EDUCATION & LICENSE

THE OHIO STATE UNIVERSITY (Columbus, Ohio), 1995

- Bachelors of Science in Biochemistry

RONALD W. CANTLIE Jr.

2168 W. 6th Street • Cleveland, Ohio 44113 • (216) 870-6716 • ronnoj@yaho.com

Objective: Obtain a management or sales position with an organization that will utilize my experience in client relations, organizational growth, time management and leadership.

Work

Experience: Stay At Home Dad

Tremont, Ohio

December 2005 -- Present

- Maintained a household while raising two babies born ten months apart.
- Excellent multitasking skills.
- Assumed multiple responsibilities including accounting, nursing, chef, chauffeur, environmental services, disciplinarian and educator while consistently exceeding 100 hour work weeks all on a pro bono basis.

Territory Sales Manager

Regency Windows, Twinsburg, Ohio

May 2004 – November 2005

- Exceeded monthly targets by achieving 150K in sales within first 180 days by cultivating strong client relationships within highly competitive, fully commissioned environment.
- Created and maintained an average monthly close ratio of 77.8%, surpassing industry norms of 30-50% by 28-48%
- Aggressively increased average sales to 200k per month within the first year by developing sales territory through overall product knowledge, accurate assessment of client needs and matching these needs to particular products.
- Received the title of salesman of the month 3 times and was promoted to manager.

Area Manager

Athlon Sports, Westlake, Ohio

July 2003 – May 2004

- Outside Sales Representative responsible for territory growth and development through high-impact sales presentations to C-level executives.
- Built area from 0 to \$190K in sales within the first 6 months by promoting sales and marketing initiatives.
- Initiated and maintained entire sales process, from obtaining appointments via cold calling, presenting and selling the program, and managing client needs to insure program success.

Technical Sales Representative

Amresco Inc., Solon, Ohio

August 2002 – July 2003

- Inside Sales Representative responsible for cultivating and generating accounts within various universities, government agencies, laboratories, and pharmaceutical companies.
- Duties include promoting molecular biology and ultra pure chemicals and reagents for research to scientists, doctors, lab/graduate students, and purchasing agents.
- Consistently exceeded monthly sales goal by an average of 10% utilizing product knowledge and understanding relevant applications.

President

The DeckGuy, Gates Mills, Ohio

April 2002 -- August 2004

- Started company on a grass roots level generating sales of 50K in the first five months of operation.
- Designed and implemented business and marketing plan to reach desired goals.
- Achieved superior customer service by maintaining a 24 hour turn around time on customer calls, an excellent product, and hiring congenial staff.

Account Executive

US Office Products/Corporate Express

August 1999 – July 2002

- Built account base from 500K to 1 million dollars annually by consistently exceeding budget.
- Utilized comprehensive product knowledge to increase account penetration and earn client's trust.
- Developed and implemented a plan for gaining share in retail market.

Education:

Bachelor of Arts in Economics, Minor in Chemistry
Richmond College, University of Richmond, May 1992. GPA, Major: 3.0



Exhibit 3 - Continuous Bond Paperwork

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Exhibit 4 - 2018 YTD P&L and Schedule C's

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Please see confidential envelope of this application submission for these documents specified in this exhibit



Exhibit 5 - Bank Statements

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Exhibit 6 – Completed Appendix I

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Exhibit 7 - Application & Operation Affidavits

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Appendix A
APPLICATION AFFIDAVIT

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[Commonwealth/State] of Ohio

ss.

County of Cuyahoga

Jim Risk, Affiant, being duly [sworn/affirmed] according to law, deposes and says that: [He is the CFO
& Partner _____ (Office of Affiant) of Statistical Energy LLC (Name of Applicant);] [That he/she
is authorized to and does make this affidavit for said Applicant;]

That the Applicant herein, Statistical Energy LLC, has the burden of producing information and supporting documentation demonstrating its technical and financial fitness to be licensed as an electric generation supplier pursuant to 66 Pa. C.S. § 2809 (B).

That the Applicant herein, Statistical Energy LLC, has answered the questions on the application correctly, truthfully, and completely and provided supporting documentation as required.

That the Applicant herein, Statistical Energy LLC, acknowledges that it is under a duty to update information provided in answer to questions on this application and contained in supporting documents.

That the Applicant herein, Statistical Energy LLC, acknowledges that it is under a duty to supplement information provided in answer to questions on this application and contained in supporting documents as requested by the Commission.

That the facts above set forth are true and correct 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 hearing.

Jim Risk

Signature of Affiant

Sworn and subscribed before me this 27th day of August, 2018.

Carol L. Builder

Signature of official administering oath

My commission expires _____



CAROL L. BUILDER
NOTARY PUBLIC
STATE OF OHIO
Recorded in
Cuyahoga County
My Comm. Exp. 10/11/2021

OPERATIONS AFFIDAVIT

[Commonwealth/State] of Ohio:

: ss.

County of Cuyahoga :

Jim Risk, Affiant, being duly [sworn/affirmed] according to law, deposes and says that:

[He/she is the CFO & Partner (Office of Affiant) of Statistical Energy LLC (Name of Applicant);]

[That he/she is authorized to and does make this affidavit for said Applicant;]

That Statistical Energy LLC, the Applicant herein, acknowledges that [Applicant] may have obligations pursuant to this Application consistent with the Public Utility Code of the Commonwealth of Pennsylvania, Title 66 of the Pennsylvania Consolidated Statutes; or with other applicable statutes or regulations including Emergency Orders which may be issued verbally or in writing during any emergency situations that may unexpectedly develop from time to time in the course of doing business in Pennsylvania.

That Statistical Energy LLC, the Applicant herein, asserts that [he/she/it] possesses the requisite technical, managerial, and financial fitness to render electric service within the Commonwealth of Pennsylvania and that the Applicant will abide by all applicable federal and state laws and regulations and by the decisions of the Pennsylvania Public Utility Commission.

That Statistical Energy LLC, the Applicant herein, certifies to the Commission that it is subject to , will pay, and in the past has paid, the full amount of taxes imposed by Articles II and XI of the Act of March 4, 1971 (P.L. 6, No. 2), known as the Tax Reform Act of 1971 and any tax imposed by Chapter 28 of Title 66. The Applicant acknowledges that failure to pay such taxes or otherwise comply with the taxation requirements of Chapter 28, shall be cause for the Commission to revoke the license of the Applicant. The Applicant acknowledges that it shall report to the Commission its jurisdictional Gross Receipts and power sales for ultimate consumption, for the previous year or as otherwise required by the Commission. The Applicant also acknowledges that it is subject to 66 Pa. C.S. §506 (relating to the inspection of facilities and records).

As provided by 66 Pa. C.S. §2810 (C)(6)(iv), Applicant, by filing of this application waives confidentiality with respect to its state tax information in the possession of the Department of Revenue, regardless of the source of the information, and shall consent to the Department of Revenue providing that information to the Pennsylvania Public Utility Commission.

Appendix B (Continued)

That Statistical Energy LLC, the Applicant herein, acknowledges that it has a statutory obligation to conform with 66 Pa. C.S. §506, §2807 (C), §2807(D)(2), §2809(B) and the standards and billing practices of 52 PA. Code Chapter 56.

That the Applicant agrees to provide all consumer education materials and information in a timely manner as requested by the Bureau of Public Liaison or other Commission bureaus. Materials and information requested may be analyzed by the Commission to meet obligations under applicable sections of the law.

That the facts above set forth are true and correct/true and correct to the best of his/her knowledge, information, and belief.

Jim Rish

Signature of Affiant

Sworn and subscribed before me this 27th day of AUGUST, 2018.

Carol L. Builder

Signature of official administering oath

My commission expires _____



CAROL L. BUILDER
NOTARY PUBLIC
STATE OF OHIO
Recorded in
Cuyahoga County
My Comm. Exp. 10/11/2021



Exhibit 8 - Proof of Publication

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As noted in the trailing email message as well as the attached bill of sale from Harbor Compliance, Statistical Energy has hired Harbor Compliance to publish the dual electric and gas brokerage advertisement for Statistical Energy LLC. As noted in the trailing email, Statistical Energy expects the notarized proof of publications to be sent to the Pennsylvania Public Utilities Commission (at the address in application) no later than 9/7/18.

On Aug 28, 2018, at 12:04 PM, Sherry Amspacher <sampacher@harborcompliance.com> wrote:

Hi Jim,

All the publications were ordered on Thursday the 24th; however, I have not received any proofs of publication yet. It usually takes about a week or two after running the ad to receive the notarized proof. I believe you will need to submit the original proofs to the PUC, so kindly forward an address and I'll be happy to send them to you. Most of the ads were scheduled to run yesterday or today.

Sherry

Sherry Amspacher
Compliance Specialist
HARBOR
COMPLIANCE®
Web | [Home](#) | [Login](#)
Direct | 717-431-9404
Main | 888-995-5895

INVOICE DUE

BILL TO:
Statistical Energy LLC
4967 countryside road
Cleveland, OH 44124

Invoice #: 38191
Unpaid
Due date: Work will commence upon payment.
Notes: -

Description	Amount
Publishing 7 Counties - Gas & Electric for Statistical Energy LLC Pennsylvania	\$5,232.00
Service Fees	\$2,016.00
Filing Fees Due 1	\$3,216.00
Total	\$5,232.00

¹Filing fees depend on your individual situation. We do our best to calculate your filing fees upfront and collect those fees today so we can get started. Your specialist will determine your exact filing fees and invoice additional fees if required. When processing government applications or disbursing filing fees, we may add an order processing fee to cover our administrative expenses.

Harbor Compliance is not an accounting or law firm and does not provide tax, financial, or legal advice.
[Contact Us](#) • [Terms of Service](#) • [Privacy Policy](#)



Exhibit 9 - Statistical Energy LLC Charter Paperwork

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Exhibit 10 - Certificate of Service

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Appendix C

Required of ALL Applicants regardless of operating as a supplier, broker, marketer, or aggregator.

Example CERTIFICATE OF SERVICE

On this the 25th day of August 2018, I certify that a true and correct copy of the foregoing application form for licensing within the Commonwealth of Pennsylvania as an Electric Broker and all **NON-CONFIDENTIAL** attachments have been served, as either a hardcopy or a searchable PDF version on a cd-rom, upon the following:

Bureau of Investigation & Enforcement
Pennsylvania Public Utility Commission
Commonwealth Keystone Building
400 North Street, 2 West
Harrisburg, PA 17120

Office of the Attorney General
Bureau of Consumer Protection
Strawberry Square, 14th Floor
Harrisburg, PA 17120

Office of Consumer Advocate
5th Floor, Forum Place
555 Walnut Street
Harrisburg, PA 17120

Commonwealth of Pennsylvania
Department of Revenue
Bureau of Compliance
Harrisburg, PA 17128-0946

Small Business Advocate
Commerce Building, Suite 202
300 North Second Street
Harrisburg, PA 17101

Vice President – Energy Supply
Corning Natural Gas Holding Corporation
330 West William Street
Corning, NY 14830

Legal Department
West Penn Power d/b/a Allegheny Power
800 Cabin Hill Drive
Greensburg, PA 15601-1689

Manager Energy Acquisition
PECO Energy Company
2301 Market Street
Philadelphia, PA 19101-8699

Regulatory Affairs
Duquesne Light Company
411 Seventh Street, MD 16-4
Pittsburgh, PA 15219

Office of General Counsel
Attn: Kimberly A. Klock
PPL
Two North Ninth Street (GENTW3)
Allentown, PA 18101-1179

Legal Department
First Energy
2800 Pottsville Pike
Reading PA, 19612

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UGI Utilities, Inc.
Attn: Rates Dept. – Choice Coordinator
2525 N. 12th Street, Suite 360
Post Office Box 12677
Reading, Pa 19612-2677

PA PUBLIC UTILITY COMMISSION
Citizens' Electric Company SECRETARY'S BUREAU
Attn: EGS Coordination
1775 Industrial Boulevard
Lewisburg, PA 17837

Wellsboro Electric Company
Attn: EGS Coordination
33 Austin Street
P. O. Box 138
Wellsboro, PA 16901


Jim Risk, Partner & CFO of Statistical Energy LLC