

Attachment 1

Managerial Licensing Requirements (Section 454.50)

Pursuant to Section 454.60, an applicant shall be deemed to possess sufficient managerial capacity to provide agency, brokering, or consulting services if the applicant has had at least one year of management experience. Applicant's and its principal's experiences far exceed such one year requirement.

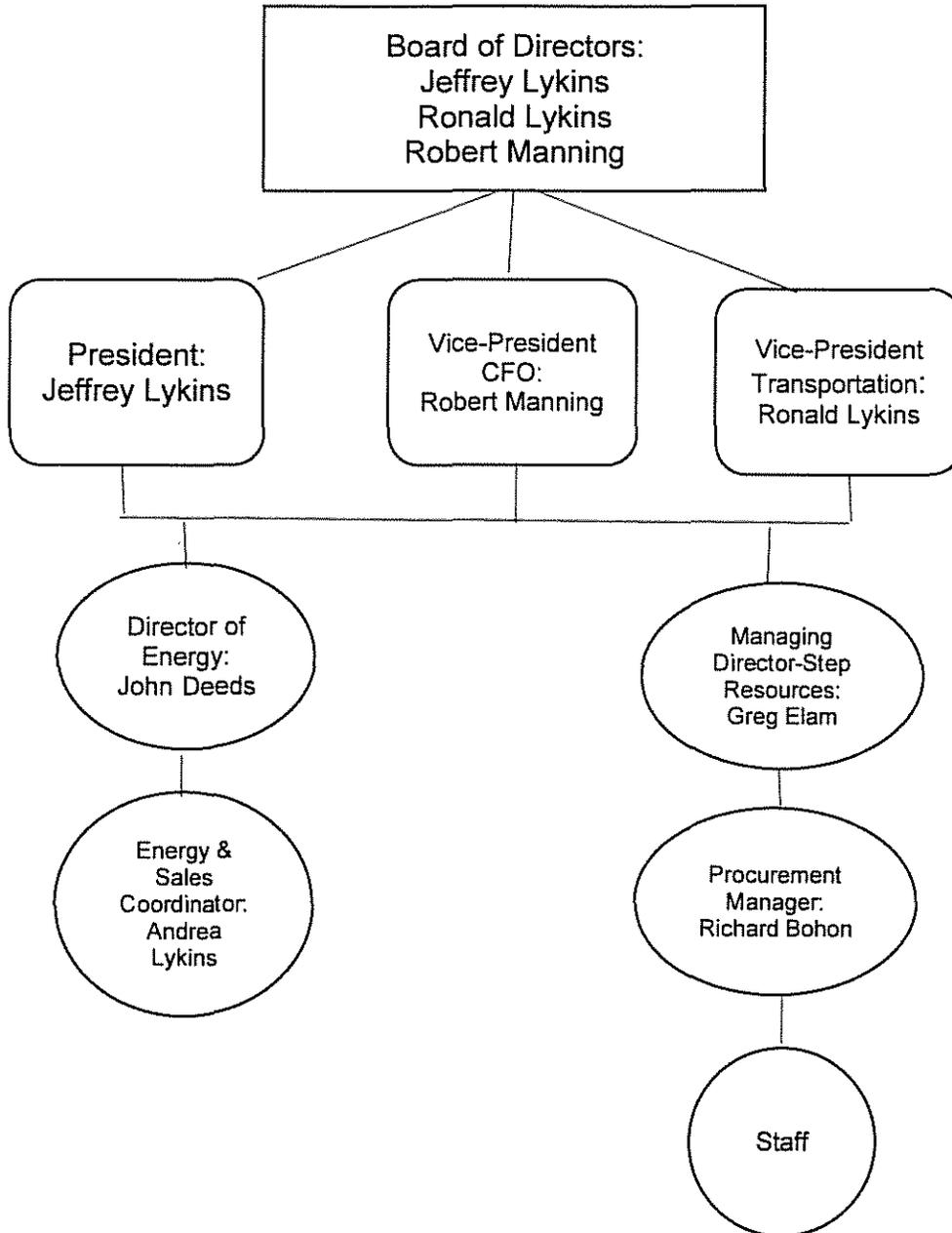
The Applicant is an Ohio corporation which has been in business since 1948. The Applicant has been serving commercial and residential customers with petroleum products since its inception and expanded its service offerings to include arranging for electric service and natural gas service on behalf of its customers in 2012 and supplying electricity to its customer in 2014.

Since 2012, the Applicant has developed a dedicated team of energy professionals who lead the Applicant's energy related activities and at the end of 2015, the Applicant acquired certain assets of Step Resources, LLC, a company which was licensed in the State of Illinois to provide energy brokerage and consulting services. The organizational chart below and the occupational background of the leaders of the energy services of the Applicant are set forth below.

Relying upon this team, the Applicant has the managerial experience and expertise to expand its services into Illinois and has a well-trained, dedicated customer service group in place to deal with any consumer issues that may arise. In addition, the Applicant has an extensive advertising and customer relations network that will enable it to market the service effectively, keep customers informed of their electric service options as circumstances change over time and advise potential customers of the savings they may achieve by permitting the Applicant to arrange for electric service and or natural gas service on their behalf.

Relying upon its almost 70 years of history in the energy industry and its more recent history in brokering and supplying electricity and natural gas in Ohio, the Applicant has the managerial experience and expertise to expand its service into the State of Illinois.

Organizational Chart of Lykins Oil Company



Occupational Background Information of Officers:

President/CEO: Jeffrey Lykins. Mr. Lykins is a 3rd generation family member of the Applicant and he describes himself as “an energy marketer.” Mr. Lykins is an active member of the energy industry and has served in a management capacity for a number of years within the industry. Mr. Lykins served on the Board of Directors of the Ohio Petroleum Marketers and C-Stores Association (“OPMCA”) and also served for 2 years as OPMCA Chairman as well as on the OPMCA nominating committee. Mr. Lykins has also served as Chairman, Vice-Chairman and Treasurer of the Petroleum Marketers of America and as Chairman of the Brands Committee. Mr. Lykins also served as the Chairman of the Board of Directors of the BP Amoco Marketers Association and as Chairman of the Strategic Advisory Group. Mr. Lykins will continue to bring this leadership to the Applicant and its expanding business into Illinois.

Vice-President/CFO: Robert J Manning. Prior to joining the Applicant, Mr. Manning worked in public accounting for 10 years. Since joining the Applicant, Mr. Manning has led the financing team of the Applicant. Mr. Manning currently serves as the vice President/CFO of the Applicant.

Vice President of Transportation: Ronald Lykins. Mr. Lykins has been a part of the industry all of his life and has a hands-on approach to his position that at the Applicant. Mr. Lykins will continue his hands-on management approach with the applicant's expansion of its business into Illinois.

Director of Energy: John Deeds. Mr. Deeds has been in the electric and natural gas industry for over 25 years serving as the Dir. of Regulatory Initiatives focusing on the PJM RTO, Director of Wholesale Market Origination and Manager of Electric Transaction Structuring among several other duties at Duke Energy (formerly Cinergy and CG&E). Since 2013, Mr. Deeds has overseen the Applicant's natural gas and electric brokering business as well as the Applicant's electric supply business which commenced in 2014. Mr. Deed's experience contributes to the deep understanding of wholesale, retail, and regulatory issues associated with the provision of natural gas and electricity energy services in the regulated states.

Energy and Sales Coordinator: Andrea Lykins. Ms. Lykins has served as the energy and sales coordinator for the Applicant since 2012. In such capacity, she has assisted in the development of marketing plans and the designated timeline for the Applicant's natural gas and electric brokering business. She has also assisted in the implementation of such plans based on the timelines. In that capacity she has conducted extensive research to ensure that the Applicant has up-to-date information and knowledge with regard to the retail sales of natural gas and electric brokerage services. Miss Lykins has developed point-of-sale materials and is responsible for all residential customer inquiries, enrollments and account changes. She also develops management reports and other tracking records for the purpose of monitoring the

applicant's business and implements various promotions and advertising methods to enhance each business area.

Managing Director of Step Resources Division: Greg Elam. See attached resume

Procurement Manager of Step Resources Division: Richard Bohon. See attached resume

For additional information regarding that the Applicant and or its employees, please go to the applicant's website at www.lykinsenergy.com

Attachment 2

Technical Licensing Requirements (Section 454.70)

Pursuant to Section 454.70, an applicant shall be deemed to possess sufficient technical capacity to provide agency, brokering, or consulting services if the applicant has had at least one year of experience in the electric industry. Applicant and its principal's experiences far exceed such one year requirement.

Applicant has been engaged in the natural gas and electric brokerage business since 2012 and expanded into the electric supply business in 2014. Attachment 1 contains the organizational chart of the Applicant and its principal's experience. With over 3 years in the natural gas and electric brokerage business and an additional one year in the electric supply industry, the Applicant meets the technical licensing requirements of Section 454.70.



Gregory E. Elam

gelam@stepresources.com

Greg Elam is currently Managing Director of STEP Resources. He has more than 25 years of experience as an executive and consultant in utility operations, large deal structuring, strategic planning, contract negotiations, and utility infrastructure.

Greg has completed more than \$2 billion in transactions and has developed and implemented strategic advice for a variety of companies including such Fortune 100 companies—Oracle, Boeing, Sprint, Rubicon Technologies, and Lehman Brothers—saving these companies millions of dollars. In addition to having expertise in the procurement of commodities, he leads the company's efforts on site selection, where he has assisted in locating more than \$500 million in real estate assets.

He began his career in the utility business, and after spending more than twelve years with the Cincinnati Gas & Electric Company, managing both short and long term bulk power transactions. He has also managed the utility system operations, which included such life safety tasks as switching and tagging.

He then began his entrepreneurial trek and expanded his horizons by serving as President of Energy Exchange of Chicago, which was the #2 marketer developed in the country. He performed some of the first electricity transactions done by an independent, and was hired by Enron in its embryonic stage to launch its electric trading business, including the development and use of many of the transactions/products that are used today. He departed in late 1995 to continue his entrepreneurial work by representing customer's interest in energy matters.

Prior to STEP Resources, he was co-founder and CEO of American Energy, an energy consulting and management firm, which was developed in 1996. Under his leadership, STEP Resources has grown to manage more than \$200 million in Annual energy spend, but more importantly, has become the trusted advisor of the companies they serve.



Gregory E. Elam (Continued)

WORK HISTORY:

- Cincinnati Gas & Electric (Cincinnati, OH) 1979 – 1991
Power Supervisor – Responsible for utility operating systems including life safety, switching, substation management and other operational duties. This position also included bulk power sales responsibilities.
Bulk Power Sales Coordinator – Responsible for all facets of short and long term wholesale bulk power transactions.
- Energy Exchange (Chicago, IL) 1991 – 1993
President – Responsible for the establishment, and operation of trading/brokering of wholesale electricity transactions.
- Enron (Houston, TX) 1993 – 1995
Director – Responsible for the formation and operation of the electric trading business, including implementation of swaps, options, banking and tolling deals. Also, led team of regulatory personnel to introduce the tools into the market.
- American Energy (Kansas City, MO) 1996 – 2007
Chief Executive Officer – Responsible for all business operations including sales, financial management and fiduciary responsibilities.
- STEP Resources Consulting (Cincinnati, OH) 2007 - 2015
Chief Executive Officer – Founded and is responsible for all operations of the company including natural gas and electricity procurement, advisory services, financial and fiduciary activities.
- Lykins Oil d.b.a STEP Resources Consulting (Cincinnati, OH) 2016 - Present
Managing Director – Responsible for all electric and natural gas consulting for STEP Resources Consulting

Richard Bohon

Objective

I am looking for a position that will allow me to use the organizational, managerial, and practical skills I have acquired to achieve difficult goals and objectives which will result in an improved organization.

Experience

1/20/1991-4/4/2000

Ford Motor Company

Dearborn, MI

Manufacturing Manager

- FCG (Ford College Graduate) Training
 - Lead engineer for HVAC on Electric Vehicle – Overall system responsibility
 - Production responsibility of Sheldon Rd plant for midnight shift.
 - Responsible for production output – Increased output of Explorer parts by 30%
 - Delegated skill trades – removed need for superintendent
 - Monitored all quality control systems
 - Head Design Engineer for third generation controls – Established and implemented testing fixtures and processes to achieve reduced product failures at 10yr, 250k miles
 - Worked with fixture supplier to implement automated functional cycle testing
 - Trained Quality Control team on use of system and new testing specification
 - Testing resulted in design changes that reduced system failures by 25%
- MLP (Manufacturing Leadership Program)
 - Top 10 % of all Ford Engineers interviewed for 24 positions
 - Powertrain Resident Engineer Manager at Wixom Assembly plant
 - Removed Fuel system error and subsequent customer dissatisfaction on Town Car
 - Redesigned assembly process for LS Steering column and improved cycle time
 - Found and removed source of silicon contamination in paint facility
 - Foreign Service Role
 - Engineering liaison with Kia and Hyundai on their electric vehicle
 - Removed 16 weeks from design and testing timing by using common components
 - Trained and educated their engineers on current trend for HVAC in E/V
 - Advanced Manufacturing Design group
 - Leadership role in designing next generation Instrument Panel Substrate for modular design and construction
 - Reduced design time by 12 weeks
 - Improved Customer Satisfaction by 20%

5/1/2000-8/3/2012

Armstrong's Coffee and Vending Service

Cincinnati, OH

Operations Manager

- Improved Profits by 50% in 6 years
 - Reduced front office costs by \$130,000 annually using competitive bidding solutions
 - Increased Vending sales by 4 % with better sales support and improved installation timing
 - Removed 80% of waste due to transportation by improving vehicle storage
- Discovered new Technologies
 - Increased Coffee Division sales by 29% with the introduction of Single Cup Brewers and rentals
 - Implemented new inventory tracking software to reduce shrink to 1% from 7%
 - Implemented hand held computers to track individual item sales leading to 35% reduction in waste

Richard Bohon

- Reduced High Cost labor
 - Out sourced 3 full time HR positions to save \$60,000 annually
 - Put training program together to reduce training cycle of service technicians
 - Used lower cost warehouse personnel with mechanical aptitude
 - Lowered turn over
 - Improved Cross training
 - Removed Vehicle Repair Department by using Full Service Leases that saved \$20,000 annually

8/10/2012 - Present

STEP Resources

West Chester, OH

Procurement Manager

- Manage a Department of 5 Specialists
- Responsible for all procurement contracts that generate over 1 million dollars in revenue
- Responsible for setting up tracking procedures and processes for contract renewal
- Improved account retention to over 97%% in the last 24 months.
 - Implemented new customer service guidelines
 - Improved contract tracking and renewal policies
 - Increased customers visits
- Designed a graphical reporting strategy based on customer feedback
 - Surveyed customers on KPI for their business
 - Revised our software to present information in a graphical form
 - Streamlined Data storage to make application work faster
- Manage all RFP activity for major accounts including implementation
 - Lead RFP for several large cities and universities
 - Negotiated bi-lateral terms into supply contracts
 - Organized and facilitated team meetings between customers and suppliers
 - Have successfully managed projects that span 700 accounts, 8 unique contracts, and \$10,000,000 annual spend from RFP through multiple renewals

Education

1987-1991

The Ohio State University

Columbus, OH

BS, MS Mechanical Engineering

Specialized in Thermal Dynamics and Two Phase Flow

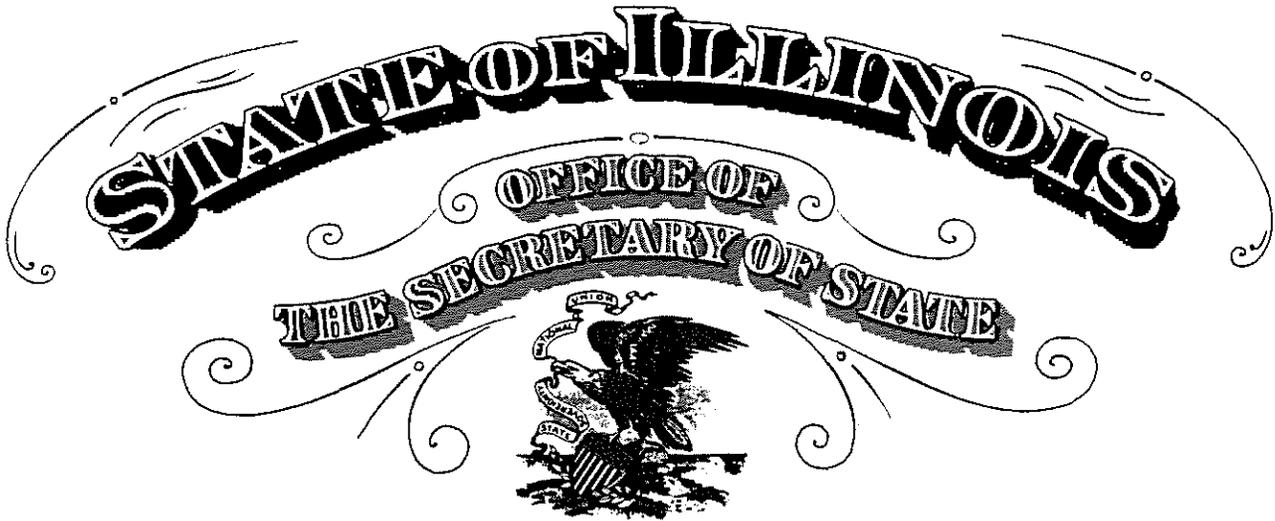
1983-1987

University of Colorado

Boulder, CO

Electrical Engineering

Specialized in Digital Circuits and Integrated Circuit design



To all to whom these Presents Shall Come, Greeting:

I, Jesse White, Secretary of State of the State of Illinois, do hereby certify that I am the keeper of the records of the Department of Business Services. I certify that

LYKINS OIL COMPANY, INCORPORATED IN OHIO AND LICENSED TO TRANSACT BUSINESS IN THIS STATE ON FEBRUARY 09, 2016, APPEARS TO HAVE COMPLIED WITH ALL THE PROVISIONS OF THE BUSINESS CORPORATION ACT OF THIS STATE RELATING TO THE PAYMENT OF FRANCHISE TAXES, AND AS OF THIS DATE, IS A FOREIGN CORPORATION IN GOOD STANDING AND AUTHORIZED TO TRANSACT BUSINESS IN THE STATE OF ILLINOIS.



In Testimony Whereof, I hereto set my hand and cause to be affixed the Great Seal of the State of Illinois, this 2ND day of MARCH A.D. 2016 .

Jesse White

SECRETARY OF STATE