

ORIGINAL

OFFICIAL FILE
ILLINOIS COMMERCE COMMISSION

STATE OF ILLINOIS
ILLINOIS COMMERCE COMMISSION

RECEIVED
MAY 09 2016

INTL FCStone Financial Inc.

:

ILLINOIS COMMERCE COMMISSION
CHIEF CLERK'S OFFICE

Application for Licensure of
Agents, Brokers, and Consultants
under Section 16-115C
of the Public Utilities Act.

:
:
:
:
:

Docket No.

16-0307

APPLICATION

INTL FCStone Financial Inc. ("Applicant"), hereby requests that the Illinois Commerce Commission ("Commission") grant it a license pursuant to Section 16-115C of the Public Utilities Act ("Act"). In support of its application, Applicant states as follows:

GENERAL [454.40, 454.50, 454.100]

1. Applicant's name and street address.

INTL FCStone Financial Inc.
230 South LaSalle – Suite 10-500
Chicago, IL 60604

2. Related Information:

- Type of business entity: corporation
- Jurisdiction in which and under whose laws business entity was created: INTL FCStone Financial Inc. was incorporated under the laws of Florida.
- Other names under which Applicant does business (D/B/A): RMI Division of INTL FCStone Financial Inc.; FCM Division of INTL FCStone Financial Inc.; IFFI; IFCF; FCStone, LLC (as an entity merged into INTL FCStone Financial Inc.).

3. Contact Persons for the following:

- a) issues related to processing this application [454.130]

David A. Bolte
Corporate Counsel and Secretary
2829 Westown Parkway – Suite 100

West Des Moines, IA 50266
Phone: 515-223-3797 Fax: 515-864-0294
e-mail address: david.bolte@intlfcstone.com

- b) issues related to complaint resolution [454.130]

Dan Conrath
Senior Vice President
230 South LaSalle – Suite 10-500
Chicago, IL 60604
Phone: 312-373-8259
e-mail address: dan.conrath@intlfcstone.com

4. Description of Applicant's business. [454.40(c)(1)]

INTL FCStone Financial Inc. ("IFCF") is applying for an electric broker license in Illinois to provide procurement plan consulting and electricity brokerage services to commercial and industrial corporations. IFCF will be carrying on the business and services provided by FCStone, LLC (Docket No. 12-0096) as successor through a merger of affiliates under common ownership which occurred in 2015.

To clarify, the current ABC license is held in the name of FCStone, LLC. Since a result of the affiliate merger was the organizational structure of the entity changed from an Iowa limited liability company to a Florida corporation, a new ABC application is being submitted in the name of INTL FCStone Financial Inc. in order to carry on the services presently provided under the license of FCStone, LLC. A concurrent petition to relinquish the ABC license of FCStone, LLC is also being filed at this time.

5. A statement in support of application (including supporting documents and schedules if necessary) certifying the applicant meets the requirements of Section 16-115C of the Act. [454.40(d)(1)]

As noted above, IFCF will be carrying on the business and services provided by FCStone, LLC under Docket No. 12-0096. The management team and staff members providing those services for FCStone, LLC are now providing the same services for INTL FCStone Financial Inc., including the following:

- IFCF has facilitated the development and execution of over 80 risk management programs on behalf of utility and corporate customers.
- IFCF executes approximately \$16 billion in energy contracts for its clients each year.
- IFCF customers purchase over 2 TCF of natural gas annually.
- IFCF customers have an excess of 80,000 MW of electric generation.

- IFCF has provided expert testimony and presentations on behalf of utility risk management programs to 12 state commissions and 7 city commissions.
 - IFCF or FCStone, LLC is currently a licensed electricity broker in the states of Maryland (License No. IR-2906), Massachusetts (License No. EB-081), Ohio (License No. 14-0446-EL-AGG) and Pennsylvania (License No. A-2013-2365597).
6. The name, address, telephone number, any facsimile number and any e-mail address of the agent registered with the Illinois Secretary of State. This information shall be kept current and any change regarding the licensee shall be reported within 15 days after the change occurs. The required information shall be filed with the Chief Clerk of the Commission at its Springfield office. [454.40(c)(3)]

Snezana Rajsic
231 South LaSalle – Suite 10-500
Chicago, IL 60604
Phone: 312-780-6794 Fax: 312-780-7087
e-mail address: Snezana.rajsic@intlfcstone.com

7. A statement to disclose whether the Applicant operates as an agent, broker, or consultant in any other jurisdictions in a manner similar to that contemplated under Section 16-115C of the Act. Additionally, regardless of whether Applicant operates as an agent, broker, or consultant in Illinois or any other jurisdiction, the Applicant is directed to disclose whether it has had any complaints filed against it for its provision of any services in the electric or gas industry in this or any other jurisdiction. If any such complaints exist, the Applicant is directed to include in its response the nature of the complaint, the jurisdiction, and the ultimate resolution.
- IFCF or FCStone, LLC is currently a licensed electricity broker in the states of Maryland (License No. IR-2906), Massachusetts (License No. EB-081), Ohio (License No. 14-0446-EL-AGG) and Pennsylvania (License No. A-2013-2365597).
 - IFCF (and FCStone, LLC as its predecessor firm) has not had any complaints filed against it for provision of any services in the electric or gas industry in this or any other jurisdiction.
8. Applicant certifies that it:
- a) is licensed to do business in the State of Illinois and is in compliance with all other applicable laws, regulations and Commission rules and orders; [454.40(c)(2)]

- b) shall comply with all terms and conditions required by Section 16-115C of the Act; [454.40(d)(2)]
- c) shall ensure any person who acts on behalf of the entity will comply with all sections of Part 454 applicable to the function or functions to be performed; [454.40(d)(3)]
- d) shall remain in compliance with the provisions of the Act and Part 454; [454.50]
- e) shall ensure that authorizations received from customers, and all other applicable records are retained for a period of not less than three calendar years after the calendar year in which they were created; and [454.100(a)]
- f) shall preserve the confidentiality of its customers' data. [454.100(b)]

MANAGERIAL LICENSING QUALIFICATIONS [Section 454.60]

- 9. Applicant meets the managerial qualifications set forth in Part 454.60, as demonstrated in Attachment A. Attachment A includes an exhibit containing a corporate organizational chart and identifying the persons who are being used to meet the requirements of Part 454.60(a). Attachment A includes an exhibit containing occupational background information on the person or persons who are being used to meet the requirements of Part 454.60(a).

TECHNICAL LICENSING QUALIFICATIONS [Section 454.70]

- 10. Applicant meets the technical qualifications set forth in Part 454.70, as demonstrated in Attachment A. Attachment A includes an exhibit containing occupational background information on the person or persons who are being used to meet the requirements of Part 454.70(a).

FINANCIAL LICENSING REQUIREMENTS [SECTION 454.80]

- 11. Applicant is required to execute and maintain a license or permit bond in the name of the People of the State of Illinois issued by a qualifying surety or insurance company authorized to transact business in the State of Illinois. The amount of the bond shall equal \$5,000.

CODE OF CONDUCT [SECTION 454.90]

- 12. Applicant certifies that it shall:
 - a) Disclose in plain language in writing the nature of the services offered by the ABC;

- b) Prior to the customer signing a contract, disclose that they are not employed by the electric utility operating in the applicable service territory;
- c) Disclose in plain language in writing to all persons it solicits the total price per kilowatt-hour, and the total anticipated cost, inclusive of all fees or commissions received by the licensee, to be paid by the customer over the period of the proposed underlying customer contract. In the event a person or entity required to be licensed pursuant to this Part uses an electric supply usage estimate for a particular customer, the person or entity required to be licensed pursuant to this Part must use the same electric supply usage estimate for all service offers it presents to that particular customer;
- d) Any disclosure required by subsection (c) must be made prior to entering into the contract and signed by the customer;
- e) Disclose if applicable, to all customers, prior to the customer signing a contract the fact that they will be receiving compensation from the supplier;
- f) Not hold itself out as independent or unaffiliated with any RES, or both, or use words calculated to give that impression, unless the person or entity offering service under Section 16-115C of the Act has no contractual relationship with any RES or its affiliates regarding retail electric service in Illinois;
- g) Not utilize false, misleading, materially inaccurate, defamatory or otherwise deceptive language or materials in the soliciting or providing of its services;
- h) Maintain copies of all marketing materials disseminated to third parties for a period of not less than three years;
- i) Maintain copies of all disclosure statements required in subsections (a) and (b) for a period of not less than three years;
- j) Not present electricity pricing information in a manner that favors one supplier over another, unless a valid pricing comparison is made utilizing all relevant costs and terms; and
- k) Comply with the requirements of Sections 2EE, 2FF, 2GG and 2HH of the Consumer Fraud and Deceptive Business Practices Act [815 ILCS 505/2EE, 2FF, 2GG and 2HH].

REPORTING REQUIREMENTS [SECTION 454.110]

13. Applicant agrees to submit reports in accordance with annual reporting requirements. [454.110]

WHEREFORE, Applicant requests that the Commission grant its application for licensure as an agent, broker, or consultant to engage in the procurement or sale of retail electricity supply for third parties.

Respectfully submitted,

David A. Bolte

By: 
Secretary and Corporate Counsel
INTL FCStone Financial Inc.
2829 Westown Parkway
Suite 100
West Des Moines, IA 50266
Phone: (515) 223-3797
Fax: (515) 864-0294
Email: david.bolte@intlfcstone.com

VERIFICATION

STATE OF IOWA)

COUNTY OF POLK)

David A. Bolte, being first duly sworn, deposes and says that he is the Secretary and Corporate Counsel of INTL FCStone Financial Inc.; that he has read the foregoing Application of INTL FCStone Financial Inc., and all of the attachments accompanying and referred to within the Application; and that the statements contained in the Application and the attachments are true, correct and complete to the best of his knowledge, information and belief.

David A. Bolte

David A. Bolte, Secretary and Corporate Counsel

To be completed by a Notary Public

Subscribed and sworn to before me

this 5 day of May, 2016

Mindi J. Slaybaugh

Notary Public

[Stamp of Notary]

