

**Exhibit B-1 “Jurisdictions of Operation,”** provide a list of all jurisdictions in which the applicant or any affiliated interest of the applicant is, at the date of filing the application, certified, licensed, registered, or otherwise authorized to provide retail or wholesale electric services.

REALGY'S JURISDICTIONS OF OPERATIONS as of the date of filing.

Electric:

- PJM Interconnection
- Midwest Independent System Operator
- Commonwealth Edison Company (Illinois)
- Ameren Illinois (Illinois)
- MidAmerican Energy Company (Illinois service territory)
- Duke Energy (Ohio)

Natural Gas:

- Nicor Gas (Illinois)
- Peoples Gas Light and Coke Company (Illinois)
- North Shore Gas Company (Illinois)
- Citizens Gas and Coke Utility (Indiana)
- Northern Indiana Public Service Company (Indiana)
- Consumers Energy Company (Michigan)
- DTE Energy (Michigan)
- Michigan Gas Utilities (Michigan)
- Semco Energy Gas Company (Michigan)
- Duke Energy (Ohio)

Realgy has no interest in any other entity providing retail or wholesale electric or natural gas services.

**Exhibit B-2 "Experience & Plans,"** provide a description of the applicant's experience and plan for contracting with customers, providing contracted services, providing billing statements, and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4928.10 of the Revised Code.

### REALGY'S EXPERIENCE & PLANS

As documented within this Application, Realgy has experience as an energy marketer.

Our approach in entering a new utility market is as follows;

1. Model the utility tariffs to determine their costs structure and service requirements.
2. Review our wholesale purchase options and cost of service throughout the utility service area.
3. Create Realgy's service plan based on competing with the utility tariff structure and costs.
4. Create a pricing comparison between the utility and Realgy's service plan offering.

Examples can be seen at our web site: [www.realgyenergyservices.com](http://www.realgyenergyservices.com)

The above process results in a specific offering for use throughout the utility territory or specific offers to residential, commercial and industrial.

Realgy's sales plan includes direct agents, telemarketers, referral services and employees.

Realgy will use both recorded third party verification and paper contracts to enroll customers.

Realgy will supply energy (as it has since 2010 for customers in the Commonwealth Edison footprint in Illinois) by purchasing wholesale supplies via PJM Interconnection's day ahead and balancing (real time) markets and using PJM's network integrated transmission service. Realgy plans to become an authorized supplier with the various distribution utilities listed in Part A-10 of this application for delivery of said supplies.

Realgy prefers to utilize utility consolidated billing (UCB) where available and that would be the case in Ohio. Where UCB is not available, Realgy has experience providing supply-only invoices in the MidAmerican Energy Company (Illinois) area since 2014 and we plan to provide that as needed in Ohio. Our invoices include service period dates, metered quantities, price, and monthly billing amounts.

Additional information would be added to comply with Ohio requirements or provide additional detail.

Customer service is provided using online access to customer specific information, call center messaging, employee based customer service, agent directly and through online chat.

Realgy trains all sales and customer service employee and agents. Customer complaint resolution is a top priority. Customer service has discretion to resolve all matters within given parameters and they are encouraged to seek approval from management where circumstances warrant. Realgy always informs customers of their rights to file complaints with the utility and regulatory authority.

Realgy has reviewed Section 4928.10 of the Revised Code and will comply.

**Exhibit B-3 "Summary of Experience,"** provide a concise summary of the applicant's experience in providing the service(s) it is seeking to be certified to provide (e.g. number and types of customers served, utility service areas, amount of load, etc.).

### REALGY'S SUMMARY OF EXPERIENCE

Realgy is an experienced electrical energy trader, marketer and developer. A summary of experience has been previously provided in this application. A summary of our operating experience is provided below:

Realgy began serving load in the Commonwealth Edison Company's service territory (Illinois) in 2010. We currently have 4,013 customers and provided 80,747 MWH of retail supply in 2017.

Realgy began serving load in the Ameren Illinois service territory (Illinois) in 2013. We currently have 18,134 customers and provided 222,146 MWH of retail supply in 2017.

Realgy began serving load in the MidAmerican Energy Company service territory (Illinois) in 2014. We currently have 328 customers and provided 69,915 MWH of retail supply in 2017.

Realgy began serving load in the Duke Energy Ohio service territory (Ohio) in 2017. We currently have 51 customers and provided 114 MWH of retail supply in 2017.

Realgy owns and operates 6 photovoltaic solar projects in Illinois totaling about 276 kW of capacity.



**Exhibit B-4 "Environmental Disclosure,"** provide a detailed description of how the applicant intends to determine its (a) generation resource mix, and (b) environmental characteristics, including air emissions and radioactive waste. This information shall include sufficient discussion so as to detail both the annual projection methodology and the proposed approach to compiling the quarterly actual environmental disclosure data. Additional details on this requirement may be obtained by referring to 4901:1-21-09.

### REALGY'S ENVIRONMENTAL DISCLOSURE

Applicant intends to purchase its wholesale power supply from PJM Interconnection. As required, unless ISO or PJM provides regional generation resource mix, Realgy will rely on the supply makeup and emission reports published by PJM for service into their western territory.

Realgy will comply as required with any and all renewable standards imposed on retail energy suppliers by the State of Ohio.

Realgy does invest in solar projects in the states where we are an electric energy marketer. As of June 2018; Realgy owns and operates 6 solar PV plants in Illinois with additional projects under development. Each project is at least roughly 40kw.

Realgy intends to invest in and develop solar projects within Ohio as part of our energy marketing.

Realgy has reviewed the requirements of 4901:1-21-09 and will comply.

**Exhibit B-5 "Disclosure of Liabilities and Investigations,"** provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational status or ability to provide the services it is seeking to be certified to provide.

### REALGY'S DISCLOSURE OF LIABILITIES AND INVESTIGATIONS

As of June 2018, Applicant has no liabilities, rulings, judgements or investigations that could adversely impact Realgy financial or operational status.