The Public Utilities Commission of Ohio

RETAIL NATURAL GAS SUPPLIER/GOVERNMENTAL AGGREGATOR FILING COVER FORM POST INITIAL CERTIFICATION

| In the Matter of the Application of Integrys Energy Services - Natural Gas, LLC |) Case No. 10 - 396 -GA- CRS |
|---|--|
| to: |) |
| Name of Applicant: Integrys Energy Services Applicant's Address: 1716 Lawrence Drive, De Contact Person or Counsel: Amy Klaviter | ePere, WI 54115 Telephone Number: 312-681-1855 |
| main categories. Use separate copies of this form | and supporting information. Check <u>only</u> one of the six for each type of application. |
| | filed 30 to 120 days prior to expiration of current 01:1-27-04 of the Ohio Administrative Code. |
| docket and within 30 days of the material | ss (to be filed in the initial or most recent certification change occurring) per Rule 4901:1-27-10 of the Ohio ollowing material change(s) that is(are) involved with |
| [] Retirement or other long-term changes [] Revocation, restriction, or termination company or natural gas company [] Fall of bond rating below BBB- [] Fall of bond rating below Baa3 [] Filed or intend to file for some form of | e in affiliation with a public utility in this state s to supply sources of interconnection or service agreement with pipeline |
| 3. [] Certificate Transfer Application per Rule 4 | 901:1-27-11 of the Ohio Administrative Code. |
| | at least 90 days prior the effective date of the ne Ohio Administrative Code. Please indicate which of proposed abandonment: |
| [] Seek to abandon operations with no ex[] Seek to abandon operations with exists | - |
| 5. [] Name/Address/Telephone Change [] Reg | gulatory Contact Change (See Item 3 above if ownership has changed.) |
| 6. [X] Other application (please describe): The Assault and large commercial customers | Applicant intends to begin serving residential and in the VEDO service area on July 1, 2012. Please |

see the updated renewal application pages depicting revised Exhibits A-11 and A-12.



| NLY – Version 1.07 Renewal Certification | ORIGI | NAL CRS |
|---|---------|----------|
| Number | | Number |
| | 10 -396 | - GA-CRS |

RENEWAL CERTIFICATION APPLICATION COMPETITIVE RETAIL NATURAL GAS SUPPLIERS

Please type or print all required information. Identify all attachments with an exhibit label and title (*Example: Exhibit A-16 - Company History*). All attachments should bear the legal name of the Applicant. Applicants should file completed applications and all related correspondence with the Public Utilities Commission of Ohio, Docketing Division, 13th Floor, 180 East Broad Street, Columbus, Ohio 43215-3793.

This PDF form is designed so that you may directly input information onto the form. You may also download the form by saving it to your local disk.

SECTION A - APPLICANT INFORMATION AND SERVICES

A-1 Applicant intends to renew its certificate as: (check all that apply)

☑ Retail Natural Gas Aggregator ☑ Retail Natural Gas Broker

☑ Retail Natural Gas Marketer

A-2 Applicant information:

Legal Name

Integrys Energy Services - Natural Gas, LLC

Address

1716 Lawrence Drive, DePere, WI 54115

Telephone No.

920-617-6100

Web site Address

www.integrysenergy.com

Current PUCO Certificate No.

10-186G(1)

Effective Dates

4/25/10 through 4/25/12

A-3 Applicant information under which applicant will do business in Ohio:

Name

Integrys Energy Services - Natural Gas, LLC

Address

1716 Lawrence Drive, DePere, WI 54115

Web site Address

www.integrysenergy.com

Telephone No.

920-617-6100

A-4 List all names under which the applicant does business in North America:

Integrys Energy Services - Natural Gas, LLC

A-5 Contact person for regulatory or emergency matters:

Name

Amy Klaviter

Title

Regulatory Compliance Analyst

Business Address

20 N. Wacker Drive, Suite 2100, Chicago, IL 60606

Telephone No.

312-681-1855

Fax No. 312-681-1999

Email Address

AKlaviter@integrysenergy.com

(CRNGS Supplier Renewal)

Page 1 of 7

| A-6 | Contact person for Commission Staff use in investigating customer complaints: | | | | | | | | |
|------------|---|------------------------------------|---------------------------------|-----------------------|---------------------------------|-------------------------|-----------------------------|--|--|
| | Name Glenda O'Bannor | ı | | Title | Call Center C | Operations Coordinator | | | |
| | Business address 20 N. Wacker Drive, Suite 2100, Chicago, IL 60606 | | | | | | | | |
| | Telephone No. 312-681-1866 | Fax No. | 312-681-1999 | | Email Address | Commissioncomplaint | s@integr | | |
| A-7 | Applicant's address and toll-free number for customer service and complaints | | | | | | | | |
| | Customer service address | 300 W. Wilson Brid | lge Road, Suite 35 | 50, Worthi | ngton, OH 4308 | 35 | | | |
| | Toll-Free Telephone No. 888 | 8-367-4493 | Fax No. 614-844 | 4305 | Email Ad | dress columbus@integrys | energy.c | | |
| A-8 | Provide "Proof of an Ohio Office and Employee," in accordance with Section 4929.22 of the Ohio Revised Code, by listing name, Ohio office address, telephone number, and Web site address of the designated Ohio Employee | | | | | | | | |
| | Name David George | | | Title | le DMM Indirect Channel Manager | | | | |
| | Business address 300 W. Wilson Bridge Road, Suite 350, Worthington, OH 43085 | | | | | | | | |
| | Telephone No. 614-844-432 | 8 Fax No. 6 | 14-844-4305 | Ema | il Address DL | .George@integrysenergy. | .com | | |
| A-9 | Applicant's federal emp | ployer identific | ation number | 27-11 | 58190 | | | | |
| A-10 | Applicant's form of ow | nership: (Chec | k one) | | | | | | |
| | ☐ Sole Proprietorship | | | Partne | rship | | | | |
| | Limited Liability Par | tnership (LLP) | V | Limite | d Liability Co | ompany (LLC) | • | | |
| | Corporation | | | Other | | | | | |
| A-11 | (Check all that apply) currently providing ser class that the applican | vice or intends it is currently | to provide ser serving or in | rvice, in tends to | cluding ider serve, for | ntification of each cu | ustomer ıl, <i>small</i> | | |

currently providing service or intends to provide service, including identification of each customer class that the applicant is currently serving or intends to serve, for example: residential, small commercial, and/or large commercial/industrial (mercantile) customers. (A mercantile customer, as defined in Section 4929.01(L)(1) of the Ohio Revised Code, means a customer that consumes, other than for residential use, more than 500,000 cubic feet of natural gas per year at a single location within the state or consumes natural gas, other than for residential use, as part of an undertaking having more than three locations within or outside of this state. In accordance with Section 4929.01(L)(2) of the Ohio Revised Code, "Mercantile customer" excludes a not-for-profit customer that consumes, other than for residential use, more than 500,000 cubic feet of natural gas per year at a single location within this state or consumes natural gas, other than for residential use, as part of an undertaking having more than three locations within or outside this state that has filed the necessary declaration with the Public Utilities Commission.)

| L If an | plic | ant or an affiliate | d interes | – t previous | ly p | articipated in | any of Ohio's Natural Gas |
|------------|----------------|---|------------|------------------|-------|----------------|----------------------------------|
| | | s, for each service nat the applicant b | | | | | oproximate start date(s) and es. |
| V (| Colun | nbia Gas of Ohio | J | | | | |
| | V | Residential | Beginning | Date of Ser | vice | 4/97 | End Date |
| | V | Small Commercial | Beginning | Date of Ser | vice | 4/97 | End Date |
| | ~ | Large Commercial | Beginning | Date of Ser | vice | 5/86 | End Date |
| | ~ | Industrial | Beginning | Date of Ser | vice | 5/86 | End Date |
| v | Domi | nion East Ohio | | | | | |
| | V | Residential | Beginning | Date of Ser | vice | 10/00 | End Date |
| | V | Small Commercial | Beginning | Date of Ser | vice | 10/00 | End Date |
| | V | Large Commercial | Beginning | Date of Ser | vice | 12/95 | End Date |
| | ~ | Industrial | Beginning | Date of Ser | rvice | 12/95 | End Date |
| V | Duke | Energy Ohio | | | | | |
| | V | Residential | Beginning | Date of Sei | rvice | 2/99 | End Date |
| | ~ | Small Commercial | Beginning | Date of Sei | rvice | 2/99 | End Date |
| | ~ | Large Commercial | Beginning | Date of Sei | rvice | 9/98 | End Date |
| | ~ | Industrial | Beginning | Date of Sei | rvice | 12/92 | End Date |
| V | Vecti | en Energy Delivery (| of Ohio | | | | |
| | Γ _ν | Residential | | Date of Se | rvice | 7/12 | End Date |
| | | INCHIGAL | To Simming | , 22 44 5 01 5 6 | | | |

A-13 If not currently participating in any of Ohio's four Natural Gas Choice Programs, provide the approximate start date that the applicant proposes to begin delivering services:

| Vectren Energy Delivery of Ohio | Intended Start Date |
|---------------------------------|---------------------|
| Duke Energy Ohio | Intended Start Date |
| Dominion East Ohio | Intended Start Date |
| Columbia Gas of Ohio | Intended Start Date |

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

- A-14 Exhibit A-14 "Principal Officers, Directors & Partners," provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.
- A-15 <u>Exhibit A-15 "Corporate Structure,"</u> provide a description of the applicant's corporate structure, including a graphical depiction of such structure, and a list of all affiliate and subsidiary companies that supply retail or wholesale natural gas or electricity to customers in North America.
- A-16 Exhibit A-16 "Company History," provide a concise description of the applicant's company history and principal business interests.
- A-17 <u>Exhibit A-17 "Articles of Incorporation and Bylaws</u>, provide the articles of incorporation filed with the state or jurisdiction in which the applicant is incorporated and any amendments thereto, only if the contents of the originally filed documents changed since the initial application.
- A-18 Exhibit A-18 "Secretary of State," provide evidence that the applicant is still currently registered with the Ohio Secretary of the State.

SECTION B - APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED

- **B-1** Exhibit B-1 "Jurisdictions of Operation," provide a current 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 natural gas service, or retail/wholesale electric services.
- **B-2** Exhibit B-2 "Experience & Plans," provide a current 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 4929.22 of the Revised Code and contained in Chapter 4901:1-29 of the Ohio Administrative Code.
- **B-3** Exhibit B-3 "Summary of Experience," provide a concise and current summary of the applicant's experience in providing the service(s) for which it is seeking renewed certification (e.g., number and types of customers served, utility service areas, volume of gas supplied, etc.).
- **B-4** Exhibit B-4 "Disclosure of Liabilities and Investigations," provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocations 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 for which it is seeking renewed certification since applicant last filed for certification.

B-5 <u>Exhibit B-5 "Disclosure of Consumer Protection Violations</u>," disclose whether the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant has been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws since applicant last filed for certification.

| 1 | No | , | П | Yes | : |
|---|----|---|---|-----|---|
| | | | | | |

If Yes, provide a separate attachment labeled as <u>Exhibit B-5</u> "<u>Disclosure of Consumer Protection Violations</u>," detailing such violation(s) and providing all relevant documents.

B-6 Exhibit B-6 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation," disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail natural gas or retail/wholesale electric service denied, curtailed, suspended, or revoked, or whether the applicant or predecessor has been terminated from any of Ohio's Natural Gas Choice programs, or been in default for failure to deliver natural gas since applicant last filed for certification.

✓ No □Yes

If Yes, provide a separate attachment, labeled as <u>Exhibit B-6 "Disclosure of Certification Denial</u>, <u>Curtailment, Suspension, or Revocation,"</u> detailing such action(s) and providing all relevant documents.

SECTION C - APPLICANT FINANCIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED

- C-1 Exhibit C-1 "Annual Reports," provide the two most recent Annual Reports to Shareholders. If applicant does not have annual reports, the applicant should provide similar information, labeled as Exhibit C-1, or indicate that Exhibit C-1 is not applicable and why.
- C-2 Exhibit C-2 "SEC Filings," provide the most recent 10-K/8-K Filings with the SEC. If applicant does not have such filings, it may submit those of its parent company. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 whether the applicant is not required to file with the SEC and why.
- C-3 <u>Exhibit C-3 "Financial Statements</u>," provide copies of the applicant's two most recent years of audited financial statements (balance sheet, income statement, and cash flow statement). If audited financial statements are not available, provide officer-certified financial statements. If the applicant has not been in business long enough to satisfy this requirement, it shall file audited or officer-certified financial statements covering the life of the business.
- C-4 <u>Exhibit C-4 "Financial Arrangements</u>," provide copies of the applicant's current financial arrangements to conduct competitive retail natural gas service (CRNGS) as a business activity (e.g., guarantees, bank commitments, contractual arrangements, credit agreements, etc.)
- C-5 Exhibit C-5 "Forecasted Financial Statements," provide two years of forecasted financial statements (balance sheet, income statement, and cash flow statement) for the applicant's CRNGS operation, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer.

- C-6 Exhibit C-6 "Credit Rating," provide a statement disclosing the applicant's current credit rating as reported by two of the following organizations: Duff & Phelps, Dun and Bradstreet Information Services, Fitch IBCA, Moody's Investors Service, Standard & Poors, or a similar organization. In instances where an applicant does not have its own credit ratings, it may substitute the credit ratings of a parent or affiliate organization, provided the applicant submits a statement signed by a principal officer of the applicant's parent or affiliate organization that guarantees the obligations of the applicant.
- C-7 <u>Exhibit C-7 "Credit Report,"</u> provide a copy of the applicant's current credit report from Experion, Dun and Bradstreet, or a similar organization.
- C-8 Exhibit C-8 "Bankruptcy Information," provide a list and description of any reorganizations, protection from creditors, or any other form of bankruptcy filings made by the applicant, a parent or affiliate organization that guarantees the obligations of the applicant or any officer of the applicant in the current year or since applicant last filed for certification.
- C-9 <u>Exhibit C-9 "Merger Information</u>," provide a statement describing any dissolution or merger or acquisition of the applicant since applicant last filed for certification.

SECTION D - APPLICANT TECHNICAL CAPABILITY

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

- **D-1** Exhibit D-1 "Operations," provide a current written description of the operational nature of the applicant's business. Please include whether the applicant's operations will include the contracting of natural gas purchases for retail sales, the nomination and scheduling of retail natural gas for delivery, and the provision of retail ancillary services, as well as other services used to supply natural gas to the natural gas company city gate for retail customers.
- **D-2** Exhibit D-2 "Operations Expertise," given the operational nature of the applicant's business, provide evidence of the applicant's current experience and technical expertise in performing such operations.
- D-3 <u>Exhibit D-3 "Key Technical Personnel,"</u> provide the names, titles, email addresses, telephone numbers, and background of key personnel involved in the operational aspects of the applicant's current business.

Applicant Signature and Title

Sworn and subscribed before me this

day of March

Month 2012

Year

Richard J. Bissing, Senior Vice President

Signature of official administering oath

Print Name and Title

My commission expires on



The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service Affidavit Form

| 10 | OHO OHO | (Versio | n 1.07) | | | | |
|---|---|---------|--------------------|----------|-------------|--------------------------|--|
| In the Matter of the Application of Integrys Energy Services - Natural Gas, LLC for a Certificate or Renewal Certificate to Provide Competitive Retail Natural Gas Service in Ohio. | | | Case No. | 10 | _ 396 | -GA-CRS | |
| | anty of Brown te of Wisconsin | | | | | | |
| | Richard J. Bissing | | [Affiant], being o | luly swo | orn/affirm | ned, hereby states that: | |
| (1) | The information provided within the certification or certification renewal application and supporting information is complete, true, and accurate to the best knowledge of affiant. | | | | | | |
| (2) | The applicant will timely file an annual report of its intrastate gross receipts and sales of hundred cubic feet of natural gas pursuant to Sections 4905.10(A), 4911.18(A), and 4929.23(B), Ohio Revised Code. | | | | | | |
| (3) | The applicant will timely pay any assessment ma Revised Code. | ide pur | suant to Section | 4905.10 | or Sect | ion 4911.18(A), Ohio | |
| (4) | Applicant will comply with all applicable rules and orders adopted by the Public Utilities Commission of Ohio pursuant to Title 49, Ohio Revised Code. | | | | | | |
| (5) | Applicant will cooperate with the Public Utilities | | | | taff in the | e investigation of any | |

- ny consumer complaint regarding any service offered or provided by the applicant.
- (6) Applicant will comply with Section 4929.21, Ohio Revised Code, regarding consent to the jurisdiction of the Ohio courts and the service of process.
- (7) Applicant will inform the Public Utilities Commission of Ohio of any material change to the information supplied in the certification or certification renewal application within 30 days of such material change, including any change in contact person for regulatory or emergency purposes or contact person for Staff use in investigating customer complaints.
- (8) Affiant further sayeth naught.

Affiant Signature & Title

Sworn and subscribed before me this

day of March

Month

2012

Year

Richard J. Bissing, Senior Vice President

Signature of Official Administering Oath

Print Name and Title

My commission expires on

(CRNGS Supplier Renewal)

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This foregoing document was electronically filed with the Public Utilities

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5/18/2012 2:19:57 PM

in

Case No(s). 10-0396-GA-CRS

Summary: Amended Application Post Initial Certification Form electronically filed by Mr. Stephen M Howard on behalf of Integrys Energy Services - Natural Gas, LLC