



PUCG USE ONLY - Version 1.07		ORIGINAL CRS Case Number
Date Received	Renewal Certification Number	02 -1683 - 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	Interstate Gas Supply, Inc.		
Address	6100 Emerald Parkway		
Telephone No.	(614) 659-5000	Web site Address	www.igsenergy.com
Current PUCO Certificate No.	02-002G(5)	Effective Dates	July 24, 2010-July 24, 2012

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

Name	Interstate Gas Supply, Inc. dba IGS Energy		
Address	6100 Emerald Parkway, Dublin, OH 43016		
Web site Address	www.igsenergy.com	Telephone No.	(614) 659-5000

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

Interstate Gas Supply, Inc.	IGS Energy
Interstate Gas Supply of Illinois, Inc.	Columbia Retail Energy

A-5 Contact person for regulatory or emergency matters:

Name	Vincent A. Parisi	Title	General Counsel/Regulatory Affairs Officer
Business Address	6100 Emerald Parkway, Dublin, OH 43016		
Telephone No.	(614) 659-5055	Fax No.	(614) 659-5073
Email Address	vparisi@igsenergy.com		

(CRNGS Supplier Renewal)

Page 1 of 7

This is to certify that the images appearing are an accurate and complete reproduction of a case file document delivered in the regular course of business.

A-6 Contact person for Commission Staff use in investigating customer complaints:

Name Tara Chapman Title Quality Assurance Manager
Business address 6100 Emerald Parkway, Dublin, OH 43016
Telephone No. (614) 659-5058 Fax No. (614) 659-5066 Email Address tchapman@igsenergy.com

A-7 Applicant's address and toll-free number for customer service and complaints

Customer service address 6100 Emerald Parkway, Dublin, OH 43016
Toll-Free Telephone No. (800) 280-4474 Fax No. (614) 659-5005 Email Address choice@igsenergy.com

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 Vincent Parisi Title General Counsel/Regulatory Affairs Officer
Business address 6100 Emerald Parkway, Dublin, OH 43016
Telephone No. (614) 659-5055 Fax No. (614) 659-5073 Email Address vparisi@igsenergy.com

A-9 Applicant's federal employer identification number 31-1286758

A-10 Applicant's form of ownership: (Check one)

- | | |
|--------------------------------------------------------------|----------------------------------------------------------|
| <input type="checkbox"/> Sole Proprietorship | <input type="checkbox"/> Partnership |
| <input type="checkbox"/> Limited Liability Partnership (LLP) | <input type="checkbox"/> Limited Liability Company (LLC) |
| <input checked="" type="checkbox"/> Corporation | <input type="checkbox"/> Other |

A-11 (Check all that apply) Identify each natural gas company service area in which the applicant is 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.)

<input checked="" type="checkbox"/>	Columbia Gas of Ohio	<input checked="" type="checkbox"/>	Residential	<input checked="" type="checkbox"/>	Small Commercial	<input checked="" type="checkbox"/>	Large Commercial / Industrial
<input checked="" type="checkbox"/>	Dominion East Ohio	<input checked="" type="checkbox"/>	Residential	<input checked="" type="checkbox"/>	Small Commercial	<input checked="" type="checkbox"/>	Large Commercial / Industrial
<input checked="" type="checkbox"/>	Duke Energy Ohio	<input checked="" type="checkbox"/>	Residential	<input checked="" type="checkbox"/>	Small Commercial	<input checked="" type="checkbox"/>	Large Commercial / Industrial
<input checked="" type="checkbox"/>	Vectren Energy Delivery of Ohio	<input checked="" type="checkbox"/>	Residential	<input checked="" type="checkbox"/>	Small Commercial	<input checked="" type="checkbox"/>	Large Commercial / Industrial

A-12 If applicant or an affiliated interest previously participated in any of Ohio's Natural Gas Choice Programs, for each service area and customer class, provide approximate start date(s) and/or end date(s) that the applicant began delivering and/or ended services.

☒ **Columbia Gas of Ohio**

<input checked="" type="checkbox"/>	Residential	Beginning Date of Service	6/1/1998	End Date	
<input checked="" type="checkbox"/>	Small Commercial	Beginning Date of Service	1992	End Date	
<input checked="" type="checkbox"/>	Large Commercial	Beginning Date of Service	6/1/1994	End Date	
<input checked="" type="checkbox"/>	Industrial	Beginning Date of Service	1994	End Date	

☒ **Dominion East Ohio**

<input checked="" type="checkbox"/>	Residential	Beginning Date of Service	11/1/2000	End Date	
<input checked="" type="checkbox"/>	Small Commercial	Beginning Date of Service	1992	End Date	
<input checked="" type="checkbox"/>	Large Commercial	Beginning Date of Service	11/1/2000	End Date	
<input checked="" type="checkbox"/>	Industrial	Beginning Date of Service	1992	End Date	

☒ **Duke Energy Ohio**

<input checked="" type="checkbox"/>	Residential	Beginning Date of Service	8/1/2001	End Date	
<input checked="" type="checkbox"/>	Small Commercial	Beginning Date of Service	3/1/1996	End Date	
<input checked="" type="checkbox"/>	Large Commercial	Beginning Date of Service	9/1/2001	End Date	
<input checked="" type="checkbox"/>	Industrial	Beginning Date of Service	3/1/1998	End Date	

☒ **Vectren Energy Delivery of Ohio**

<input checked="" type="checkbox"/>	Residential	Beginning Date of Service	12/1/1992	End Date	
<input checked="" type="checkbox"/>	Small Commercial	Beginning Date of Service	1998	End Date	
<input checked="" type="checkbox"/>	Large Commercial	Beginning Date of Service	12/1/1992	End Date	
<input checked="" type="checkbox"/>	Industrial	Beginning Date of Service	1998	End Date	

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:

<input type="checkbox"/>	Columbia Gas of Ohio	Intended Start Date
<input type="checkbox"/>	Dominion East Ohio	Intended Start Date
<input type="checkbox"/>	Duke Energy Ohio	Intended Start Date
<input type="checkbox"/>	Vectren Energy Delivery 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 **Exhibit A-15 "Corporate Structure,"** 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 **Exhibit A-17 "Articles of Incorporation and Bylaws,"** 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 Exhibit B-5 "Disclosure of Consumer Protection Violations,"** 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.

☒ No ☐ Yes

If Yes, provide a separate attachment labeled as Exhibit B-5 "Disclosure of Consumer Protection Violations," 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 Exhibit B-6 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation," 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 Exhibit C-3 "Financial Statements,"** 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 Exhibit C-4 "Financial Arrangements,"** 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 **Exhibit C-7 "Credit Report,"** provide a copy of the applicant's current credit report from Experian, 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 **Exhibit C-9 "Merger Information,"** 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 **Exhibit D-3 "Key Technical Personnel,"** 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

[Handwritten Signature] Ex VP.

Sworn and subscribed before me this 21st day of June Month 2012 Year

[Handwritten Signature]

Helen Sweeney, Notary Public

Signature of official administering oath

Print Name and Title

My commission expires on September 26, 2015



Helen A. Sweeney
Notary Public, State of Ohio
My Commission Expires 09-26-2015



The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service
Affidavit Form
(Version 1.07)

In the Matter of the Application of)

Interstate Gas Supply, Inc.)

for a Certificate or Renewal Certificate to Provide)

Competitive Retail Natural Gas Service in Ohio.)

Case No. 02 - 1683 -GA-CRS

County of Franklin
State of Ohio

Doug Austin

[Affiant], being duly sworn/affirmed, 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 made pursuant to Section 4905.10 or Section 4911.18(A), Ohio Revised Code.
- (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 Commission of Ohio and its staff in the investigation of any 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

[Signature] Ex VA.

Sworn and subscribed before me this

21st

day of

June

Month

2012

Year

[Signature]

Signature of Official Administering Oath

Helen Sweeney, Notary Public

Print Name and Title



Helen A. Sweeney
Notary Public, State of Ohio
My Commission Expires 09-26-2015

My commission expires on September 26, 2015

(CRNGS Supplier Renewal)

Page 7 of 7

PUBLIC VERSION

TRADE SECRETS, CONFIDENTIAL AND PROPRIETARY INFORMATION
REDACTED

Docketing Division
Public Utilities Commission of Ohio
180 E. Broad Street, 13th Floor
Columbus, OH 43215-3793

Re: Case No. 02-1683-GA-CRS-Summary of material changes since the renewal competitive retail natural gas certification of Interstate Gas Supply, Inc.

Dear Commission:

Pursuant to Ohio Administrative Code §4901:1-27-09(B), the following is a summary of the material changes that have occurred since the renewal of Interstate Gas Supply, Inc.'s ("IGS") original certificate to operate as a retail natural gas supplier. The information is more fully set forth in the Renewal Certification for Retail Natural Gas Supplier filed in this docket.

1. None.

PUBLIC VERSION

TRADE SECRETS, CONFIDENTIAL AND PROPRIETARY INFORMATION
REDACTED

RENEWAL CERTIFICATION FOR RETAIL GAS SUPPLIER

Exhibits

Section A – Applicant Information and Services, Attachments and Explanations.

A-14 Exhibit A-14 “Principal Officers, Directors & Partners,” provide the names, titles, addresses and telephone number of the applicant’s principal officers, directors, partners, or other similar officials.

Response: Scott White, President,
6100 Emerald Parkway, Dublin, OH 43016
Work phone number: (614) 659-5000
Doug Austin, Executive Vice President,
6100 Emerald Parkway, Dublin, OH 43016
Work phone number: (614) 659-5000
Laurie Kruppa, Shareholder,
6100 Emerald Parkway, Dublin, OH 43016
Work phone number: (614) 659-5000
Cathy Conner, Shareholder,
6100 Emerald Parkway, Dublin, OH 43016
Work phone number: (614) 659-5000
Vince Parisi, General Counsel,
6100 Emerald Parkway, Dublin, OH 43016
Work phone number: (614) 659-5000
David Warner, Chief Financial Officer,
6100 Emerald Parkway, Dublin, OH 43016
Work phone number: (614) 659-5000
Jim Baich, Chief Operations Officer,
6100 Emerald Parkway, Dublin, OH 43016
Work phone number: (614) 659-5000
Thom Reichelderfer, Vice President, Marketing,
6100 Emerald Parkway, Dublin, OH 43016
Work phone number: (614) 659-5000
Ray Hamman, Chief Supply and Risk Officer,
6100 Emerald Parkway, Dublin, OH 43016
Work phone number: (614) 659-5000
Larry Friedeman, Vice President, Choice Markets,
6100 Emerald Parkway, Dublin, OH 43016
Work phone number: (614) 659-5000

Steve White, Shareholder, 378 Knollwood Dr., Charleston, WV 35302
Work phone number: (304) 546-4584

A-15 Exhibit A-15 “Corporate Structure,” provide a description of the applicant’s corporate structure, including a graphical description 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.

Response: IGS is a privately held corporation with no parent. In Illinois, it transacts business exclusively through its 100%-owned subsidiary, Interstate Gas Supply of Illinois, Inc. In New York, it also transacts business through its 100% owned affiliates, Accent Energy Midwest Gas, LLC and Accent Energy Midwest II LLC. In Texas, it transacts business through its 100% owned affiliate, Accent Energy Texas LP. In California it transacts business through its 100% owned affiliate, Accent Energy California, LLC.

A-16 Exhibit A-16 “Company History,” provide a concise description of the applicant’s company history and principal business interest.

Response: IGS is a privately held company founded in 1989 by Marv and Scott White. Co-founder Marv White was President and CEO of the Columbia Gas Distribution Companies when the first unregulated or “self help” natural gas program in the United States was implemented behind Columbia Gas of Ohio. Scott White has been intimately involved in the natural gas industry since the inception of the company, for over 23 years, and is one of the leaders in natural gas deregulation.

IGS has pursued a deliberate and precise marketing and management strategy since its inception. IGS has worked diligently over the past few years to improve the Ohio natural gas market to bring additional benefits to Choice and Commercial and Industrial customers. IGS believes that controlled growth achieves the most positive and lasting results, and provides the greatest stability. As such, IGS has slowly expanded its participation in choice programs throughout the Midwest and East coast over the past several years and will continue to pursue a controlled growth strategy. IGS has built its business on putting the customer first and will continue that strategy in the future.

A-17 Exhibit A-17 “Articles of Incorporation and Bylaws,” 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.*

Response: There have been no material changes to the Articles or other governing documents of IGS since the original filing.

A-18 Exhibit A-18 “Secretary of State,” provide evidence that the applicant is still currently registered with the Ohio Secretary of State.

Response: See Exhibit A-18, certificate of good standing for IGS.

Section B – Applicant’s Managerial Capability and Experience

B-1 Exhibit B-1 “Jurisdiction 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 natural gas services or retail wholesale electric services.

Response: IGS is currently certified, licensed, registered or otherwise authorized to supply natural gas, either as IGS or through one of its affiliated companies in Ohio, Michigan, Illinois, Indiana, New York, Pennsylvania, Kentucky, Virginia, Maryland, and California. IGS is currently certified, licensed, registered or otherwise authorized to supply electricity, either as IGS or through one of its affiliated companies in Ohio, Pennsylvania, Illinois, Maryland, New York, and Texas.

B-2 Exhibit B-2 “Experience and 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 the Commission rules adopted pursuant to Section 4949.22 of the Revised Code and contained in Chapter 4901:1-29 of the Ohio Administrative code.

Response: IGS has over 20 years of experience supplying natural gas to customers in multiple states behind multiple utilities. IGS has invested significantly over the past several years to continue to improve its IT infrastructure, call center capabilities, and employee development. IGS employs dozens of full time personnel tasked with responding to customer inquiries. IGS believes that it has one of the most responsive and timely call centers in the industry, focused on first call resolution. Billing functions continue to be handled by the LDCs. IGS continues to have a dedicated compliance manager devoted to responding to inquiries from Staff, OCC and other organizations.

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.).

Response: IGS has over 20 years experience in the natural gas supply and marketing industry, has a dedicated staff for risk management, supply, contract administration, operations and accounting and serves hundreds of thousands of residential and small commercial customers in Ohio. IGS has active customer base behind all four of the Ohio utilities with choice programs, including Columbia Gas of Ohio, Duke Energy, Dominion East Ohio and Vectren.

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, financial or operational status or ability to provide the services for which it is seeking renewed certification since applicant last filed for certification.

Response: IGS has no existing, pending or past rulings, judgments, contingent liabilities, revocations of authority, financial or operational status or inability to provide services since its inception. IGS has and continues to be a financially sound company with a strong balance sheet, and has never had a judgment against it or a license threatened or revoked.

Section C – Applicants Financial Capability and Experience

C-1 Exhibit C-1 “Annual Reports,” provide the two most recent Annual reports to Shareholders. If the applicant does not have annual reports, the applicant should provide similar information, labeled as Exhibit C-1, or indicate that Exhibit C-1 does not apply and why.

Response: IGS is not a publicly traded company and, therefore does not prepare annual reports. However, see response to C-3.

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.

Response: IGS is not a publicly traded company and as such is not required to file any documents with the SEC, including but not limited to 10-K/8-K filings. However, see response to C-3.

C-3 Exhibit C-3 “Financial Statements,” 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 filed audited or officer-certified financial statements covering the life of the business.

Response: The response to C-3 requires disclosure of information about IGS that is PRIVILEGED AND CONFIDENTIAL. SUCH RESPONSES ARE FILED UNDER SEAL.

C-4 Exhibit C-4 “Financial Arrangements,” provide copies of the applicant’s current financial arrangements to conduct competitive retail natural gas services (CRNGS) as a business activity (e.g., guarantees, bank commitments, contractual arrangements, credit agreements, etc.).

Response: The response to C-4 requires disclosure of information about IGS that is PRIVILEGED AND CONFIDENTIAL. SUCH RESPONSES ARE FILED UNDER SEAL.

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 operations, along with a list of assumptions, and the name, address, email address and telephone number of the preparer.

Response: The response to C-5 requires disclosure of information about IGS that is PRIVILEGED AND CONFIDENTIAL. SUCH RESPONSES ARE FILED UNDER SEAL.

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 affiliated organization, provided the applicant submits a statement signed by the principal officer of the applicant's 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.

Response: IGS is a privately held company and does not have an independent credit rating from any of the aforementioned organizations. IGS does not have a parent company.

C-7 Exhibit C-7 "Credit Report," provide a copy of the applicant's current credit report from Experion, Dun and Bradstreet, or a similar organization.

Response: See Exhibit C-7, Experian credit report, attached and incorporated herein by reference.

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.

Response: None.

C-9 Exhibit C-9 "Merger Information," provide a statement describing any dissolution or merger or acquisition of the applicant since applicant last filed for certification.

Response: Effective January 1, 2012, Applicant acquired Accent Energy Group, LLC, and its wholly-owned subsidiaries ("Accent"). Accent is a natural gas and/or electric supplier in the territories identified above in this renewal certification.

Section D – Applicant Technical Capabilities

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 for natural gas purchases for retail sales, the nominations 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.

Response: IGS is a natural gas marketing company and as such IGS contracts for the supply of natural gas for ultimate delivery to its end use customers. IGS has over 50 relationships with producers of natural gas outside of Ohio, as well as a number of relationships with local producers. IGS also has a risk management department that deals primarily with matching contracts with risk avoidance programs, including hedge, fixed price matches. IGS contracts for

upstream pipeline capacity and storage in order to ensure that its firm customer's gas is delivered. Also, where appropriate, IGS also takes an assignment of assets to ensure deliverability for its firm supply customers. IGS has supply and risk management teams with significant experience in natural gas procurement and supply dedicated to ensuring that its customers receive their natural gas from IGS.

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.

Response: IGS has a team of ten supply professionals dedicated to the daily task of procuring the needed quantities of natural gas from our various supply sources, both in and out of Ohio, and making nominations on inter and intra state pipelines consistent with the various utility tariff guidelines. Those detailed in response to D-3, below, have been with IGS for over 35 years collectively, and brought with them supply, nomination and procurement expertise from previous employment experiences. IGS has also developed a team of 4 additional people dedicated to risk management, dealing both with local supply procurement, and contract risk management.

D-3 Exhibit D-3 "Key Technical Personnel" provide the names, titles, email addresses, telephone numbers, and background of key personnel involved in the operations aspects of the applicant's current business.

Response:

Tom Scarpitti	Supply Manager (614) 659-5000	tscarpitti@igsenergy.com
Paul Leanza	Supply Manager (614) 659-5000	pleanza@igsenergy.com
Laurie Kruppa	Dir. of Transportation (614) 659-5000	lkruppa@igsenergy.com
Emily Kauffman	Operations Analyst (614) 659-5000	ekauffman@igsenergy.com

Tom Scarpitti joined IGS in 2002 and has been a supply manager for over 7 years, Tom worked for several years with Excelon prior to joining IGS, primarily with the Chicago natural gas market. Tom has a BS from The Ohio State University in Business Administration, with a focus in Transportation and Logistics.

Paul Leanza joined IGS in 2003, and has been a supply manager for 7 years. Paul worked for AEP prior to joining IGS, primarily as a trader. Paul has a BS in Business from The Ohio State University.

Laura Kruppa joined IGS in 1993 in the gas nominations capacity. Her experience includes nominating gas on all four major Ohio LDCs, as well as numerous interstate pipelines.

Emily Kauffman has worked with IGS since 1998 in the Customer Choice operations department. Her areas of expertise include communication with and data transfer to and from all utilities currently with Choice programs in place in Ohio, as well as analysis of customer data.

EXHIBIT A-18

**OHIO SECRETARY OF STATE
CERTIFICATE OF GOOD
STANDING**

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

I, Jon Husted, do hereby certify that I am the duly elected, qualified and present acting Secretary of State for the State of Ohio, and as such have custody of the records of Ohio and Foreign business entities; that said records show INTERSTATE GAS SUPPLY, INC., an Ohio corporation, Charter No. 754636, having its principal location in Columbus, County of Franklin, was incorporated on August 09, 1989 and is currently in GOOD STANDING upon the records of this office.



*Witness my hand and the seal of the
Secretary of State at Columbus, Ohio
this 20th day of June, A.D. 2012*

Jon Husted

Ohio Secretary of State

Validation Number: V2012171JBF335

EXHIBIT C-3

REDACTED

EXHIBIT C-4

REDACTED

EXHIBIT C-5

REDACTED

EXHIBIT C-7

CREDIT REPORT

Intelliscore Plus and BPR - INTERSTATE GAS SUPPLY INC

Subcode: 372266

Transaction number: C606913709

Search Inquiry: Interstate Gas Supply / Dublin / OH

Ordered: 06/20/2012 08:48:29 CDT



Intelliscore PlusSM and BPR

Identifying Information

This information is the primary name and address for the business you inquired on. All data in this report pertains to the business.

INTERSTATE GAS SUPPLY INC
6100 EMERALD PKWY
DUBLIN, OH 43016-3246
(614) 923-1000

Business Identification Number:

748152923

Years on File:

15 (FILE ESTABLISHED 08/1997)

Date of Incorporation:

08/23/2004

SIC Code:

NATURAL GAS DISTRIBUTION - 4924

Matching Name and Address

Every business may have multiple variations of name and address. This variation most closely matched your inquiry.

INTERSTATE GAS SUPPLY
5020 BRADENTON AVE
DUBLIN, OH 43017-3580

Commercial Model

Intelliscore Plus predicts the likelihood of serious credit delinquency within the next 12 months based on business and/or owner/guarantor risk factors. Higher scores indicate lower risk.

Intelliscore Plus: 81



Factors Lowering the Score

- ◆ PERCENT OF DELINQUENT COMMERCIAL ACCOUNTS
- ◆ NBR OF COMMERCIAL ACCTS WITH TERMS OTHER THAN NET 1-30 DAYS
- ◆ HIGH COMMERCIAL ACCOUNT BALANCE

All Industry Risk Comparison

When compared to all businesses, 80% of businesses indicate a higher likelihood of severe delinquency than this business.

Based on your company's action or risk threshold, this business falls within the following category:

LOW RISK

Business Information - INTERSTATE GAS SUPPLY INC

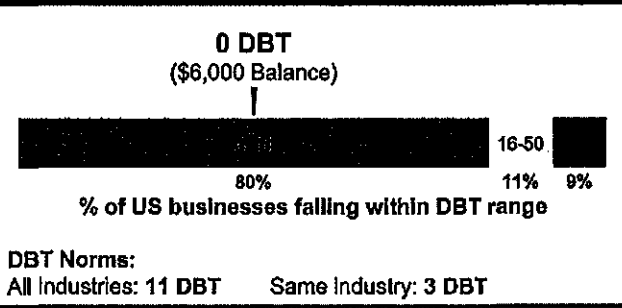
Business Credit Information

Current Days Beyond Terms (DBT):	0
Monthly average DBT:	0
Highest DBT previous 6 months:	0
Highest DBT previous 5 quarters:	0
Total continuous trades:	3
Current continuous trade balance:	\$6,000
Trade balance of all trades (9):	\$14,100
Average balance previous 5 quarters:	\$1,840
Highest credit amount extended: details	\$5,500
6 month balance range:	\$2,100 - \$8,400

Business Legal Filings and Collections

Bankruptcy filings:	0
Tax lien filings:	0
Judgment filings:	0
Total collections:	0
Sum of legal filings:	\$0
UCC filings: details (FILED 02/03-05/12)	25
Cautionary UCC filings present?	Yes**

Current DBT range compared to all industries*



Performance Analysis

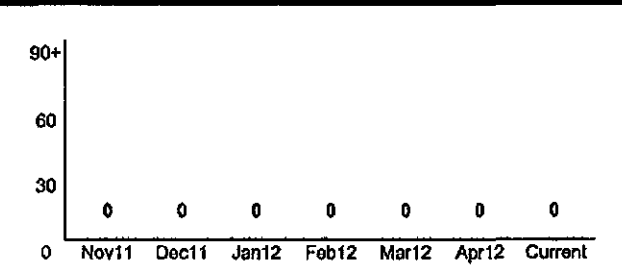
Predicted DBT for 08/15/2012: 1 DBT

Payment Trend Indication:
Are Stable

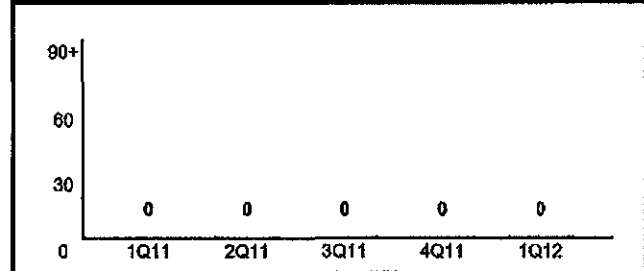
Industry payment comparison:
Has paid sooner than 50% of similar firms

Most Frequent Industry Purchasing Terms:
NET 30, CONTRCT, and REVOLVE

7 month DBT trends



Quarterly DBT trends (previous 5 quarters)



* Days Beyond Terms (DBT) is a dollar weighted calculation of the average number of days that payment was made beyond the invoice due date based on trades on file that have been updated in the previous 3 months.

** Cautionary UCC Filings include one or more of the following collateral:
Accounts, Accounts Receivables, Contract Rights, Hereafter Acquired Property, Inventory, Leases, Notes Receivable or Proceeds.

Trade Payment Information

Trade Payment Experiences (Trade Lines With an (*) after date are newly reported)						Account Status Days Beyond Terms					
Business Category	Date Reported	Last Sale	Payment Terms	Recent High Credit	Balance	Cur	1-30	31-60	61-90	91+	Comments
AIR TRANS	05/2012		OTHER	\$5,500	\$3,300	100%					
BUS SERVCS	05/2012		VARIED	\$2,000	\$2,000	100%					
COMMUNICTN	04/2012		VARIED	\$700	\$700	100%					

Trade Payment Totals

Trade Payment Experiences					Account Status Days Beyond Terms					
Type	Lines Reported	Recent High Credit	Balance	Cur	1-30	31-60	61-90	91+	Comments	
Continuously Reported	3	\$8,200	\$6,000	100%					DBT: 0	
Newly Reported	0								DBT:	
Trade Lines Totals	3	\$8,200	\$6,000	100%					DBT: 0	

Additional Payment Experiences

Trade Payment Experiences (Trade Lines With an (*) after date are newly reported)					Account Status Days Beyond Terms						
Business Category	Date Reported	Last Sale	Payment Terms	Recent High Credit	Balance	Cur	1-30	31-60	61-90	91+	Comments
CHEMICALS	08/2010		NET 30	\$100	\$100		100%				
COMPUTERS	05/2011	09/2005	NET 30		\$0						
LEASING	02/2012		CONTRCT		\$0						
OFFC EQUIP	07/2010	06/2010	REVOLVE	\$10,000	\$8,000	100%					
PACKAGING	09/2010	12/2007	NET 30		\$0						CUST 5 YR
PLUMBING	12/2011	09/2003	NET30		\$0						CUST 12 YR

Monthly Payment Trends

Payment Trends Analysis NATURAL GAS DISTRIBUTION INDUSTRY SIC: 4924					Account Status Days Beyond Terms					
Date Reported	Industry	Business			Balance	Cur	1-30	31-60	61-90	91+
	Cur	DBT	DBT							
CURRENT	N/A	N/A	0		\$6,000	100%				
APR12	92%	3	0		\$5,900	100%				
MAR12	90%	3	0		\$3,700	100%				
FEB12	92%	3	0		\$8,400	100%				
JAN12	93%	2	0		\$2,600	100%				
DEC11	90%	3	0		\$2,100	100%				
NOV11	90%	3	0		\$2,200	100%				

Quarterly Payment Trends

Payment History - Quarterly Averages					Account Status Days Beyond Terms			
Quarter	Months	DBT	Balance	Cur	1-30	31-60	61-90	91+
Q1 - '12	JAN-MAR	0	\$4,800	100%				
Q4 - '11	OCT-DEC	0	\$1,800	100%				
Q3 - '11	JUL-SEP	0	\$1,300	100%				
Q2 - '11	APR-JUN	0	\$600	100%				
Q1 - '11	JAN-MAR	0	\$700	100%				

Inquiries

Summary of Inquiries									
Business Category	JUN12	MAY12	APR12	MAR12	FEB12	JAN12	DEC11	NOV11	OCT11
ELEC DISTR						1	1		
LEASING					1				
Totals					1	1	1		

UCC Profile

The number of UCC Filings is summarized with the 10 most recent listed below.

A full UCC detail report is available the same business day by entering UCC-748152923-C606913709 into the Business ID Number field on the BizApps order page.

UCC Summary				Filings		
Date Range	Year	Cautionary UCCs**	Total Filed	Released/Term'd	Cont	Amended/Assigned
JAN - PRESENT	2012		4			
JUL - DEC	2011			1		
JAN - JUN	2011		4			
JUL - DEC	2010	2	6			2
JAN - JUN	2010		1	1	3	
PRIOR TO JAN	2010	2	10	1	2	3
Total		4	25	3	5	5

** Cautionary UCC Filings include one or more of the following collateral:

Accounts, Accounts Receivables, Contract Rights, Hereafter Acquired Property, Inventory, Leases, Notes Receivable or Proceeds.

UCC Filings

UCC FILED Date: 05/11/2012
Filing Number: OH00158307049
Jurisdiction: SEC OF STATE OHIO
Secured Party: COLUMBIA GAS OF OHIO, INC. OH COLUMBUS 43215 200 CIVIC CENTE
Collateral:

UCC FILED Date: 03/21/2012
Filing Number: OH00156952640
Jurisdiction: SEC OF STATE OHIO
Secured Party: COLUMBIA GAS OF PENNSYLVANIA, INC. OH COLUMBUS 43215 200 CIV
Collateral:

UCC FILED Date: 05/04/2011
Filing Number: OH00149930392
Jurisdiction: SEC OF STATE OHIO
Secured Party: NATIONAL FUEL GAS DISTRIBUTION CORPORATI NY WILLIAMSVILLE 14
Collateral:

UCC FILED Date: 03/22/2012
Filing Number: 20120830118
Jurisdiction: SEC OF STATE OHIO

Secured Party: VECTREN ENERGY DELIVERY OF OHIO, INC. IN EVANSVILLE 47708 ON
Collateral:

UCC FILED Date: 04/01/2011
Filing Number: OH00149172152
Jurisdiction: SEC OF STATE OHIO
Secured Party: VECTREN ENERGY DELIVERY OF OHIO, INC. IN EVANSVILLE 47708 ON
Collateral:

UCC FILED Date: 04/28/2011
Filing Number: 20111180274
Jurisdiction: SEC OF STATE OHIO
Secured Party: NATIONAL FUEL GAS DISTRIBUTION CORPORATI NY WILLIAMSVILLE 14
Collateral:

UCC FILED Date: 02/22/2011
Filing Number: OH00148313686
Jurisdiction: SEC OF STATE OHIO
Secured Party: NATIONAL FUEL GAS DISTRIBUTION CORPORATI NY WILLIAMSVILLE 14
Collateral:

UCC FILED Date: 10/26/2010
Filing Number: OH00145807498
Jurisdiction: SEC OF STATE OHIO
Secured Party: FIFTH THIRD BANK, AS AGENT OH CINCINNATI 45263 38 FOUNTAIN S
Collateral:

UCC FILED Date: 10/26/2010
Filing Number: 015709626
Jurisdiction: ILLINOIS SECRETARY O
Secured Party: FIFTH THIRD BANK, AS AGENT OH CINCINNATI 45263 38 FOUNTAIN S
Collateral: EQUIP, FURN & FIX, INVENTORY, HEREAFTER AQUIRED PROP, UNDEFINED

UCC FILED Date: 10/26/2010
Filing Number: 201000009088591
Jurisdiction: INDIANA SECRETARY OF
Secured Party: FIFTH THIRD BANK, AS AGENT OH CINCINNATI 45263 38 FOUNTAIN S
Collateral:

Commercial Finance Relationships

Banking Relationships

Financial Institution: HUNTINGTON NATIONAL BANK
Address: 41 S. HIGH STREET COLUMBUS OH43215
Phone: (317) 237-2518
Account Type: BORROWER
Date Opened: 08/02/2001
Account Rating: NO COMMENT AS OF 05/19/2012

Company Background Information

Corporate Registration

THE FOLLOWING INFORMATION WAS PROVIDED BY THE STATE OF INDIANA.

State of Origin: IN
Date of Incorporation: 08/23/2004
Current Status: Active

Business Type: Profit
Charter Number: 2004082300

Agent: NATIONAL REGISTERED AGENTS, INC.
Agent Address: 320 N MERIDIAN ST INDIANAPOLIS, IN

Additional Company Background Information

Key Personnel

Principal(s): SCOTT WHITE

Operating Information

Primary SIC Code: NATURAL GAS DISTRIBUTION - 4924

Secondary SIC Code: MANAGEMENT CONSULTING SERVICES - 8742

Additional SIC Code: 1311 - 4925

Years In Business: 32

Number of Employees: 40

Sales: \$219,757,000

CREDIT LIMIT: _____

TERMS: _____

COMMENTS: _____

SIGNATURE: _____

Experian prides itself on the depth and accuracy of the data maintained on our databases. Reporting your customer's payment behavior to Experian will further strengthen and enhance the power of the information available for making sound credit decisions. Give credit where credit is due. Call 1-800-520-1221, option #4 for more information.

End of report

1 of 1 report

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