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PRCO USE ONLY Version: 1.07		ORIGINAL CRS Case Number 02 - 1683 - GA-CRS
Date Received	Renewal Certification Number	

RENEWAL CERTIFICATION APPLICATION COMPETITIVE RETAIL NATURAL GAS SUPPLIERS

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

☐ Retail Natural Gas Aggregator ☐ Retail Natural Gas Broker ☒ Retail Natural Gas Marketer

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(6)

Effective Dates	July 27, 2012-July 27, 2014
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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

Interstate Gas Supply, Inc.

IGS Energy

Name **Matthew White**

Title Senior Regulatory Attorney

Business Address 6100 Emerald Parkway, Dublin, OH 43016

Telephone No. (614) 659-5049

Fax No. (614) 659-5070

Email Address **mswhite@igsenergy.com**

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.

(CRNGS Supplier Renewal) Page 1 of 7

Technician

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

Name Tara Chapman Title Compliance 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 Matthew White Title Senior Regulatory Attorney
Business address 6100 Emerald Parkway, Dublin, OH 43016
Telephone No. (614) 659-5049 Fax No. (614) 659-5070 Email Address mswhite@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	6/1/2001	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

Samia Wilson, CFO

Sworn and subscribed before me this 17th day of June Month 2014 Year

Helen A. Sweeney
Signature of official administering oath

Helen A. Sweeney, Notary Public
Print Name and Title



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

My commission expires on 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

Tamara Wilson

[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

Tamara Wilson, CFO

Sworn and subscribed before me this 17th day of June Month 2014 Year

Helen A. Sweeney
Signature of Official Administering Oath

Helen A. 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 09-26-2015

(CRNGS Supplier Renewal)

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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. The Regulatory Contact has changed from Vincent Parisi to Matthew White. The contact information for Matthew White is given in the attached renewal application.

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
Cathy Conner, Shareholder,
6100 Emerald Parkway, Dublin, OH 43016
Work phone number: (614) 659-5000
Tamara Wilson, Chief Finance and Regulatory Officer
6100 Emerald Parkway, Dublin, OH 43016
Work phone number: (614) 659-5000

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. In New York, it 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 25 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 of Incorporation 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 25 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 for natural gas 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 25 years of 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.

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.

Response: See Exhibit C-7, Dun and Bradstreet 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: None.

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 natural gas 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	Supply & Schedule Analyst (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 9 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 9 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 9, 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 6th day of June, A.D. 2014.*

Jon Husted

Ohio Secretary of State

Validation Number: 201415700589

EXHIBIT C-3

REDACTED

EXHIBIT C-4

REDACTED

EXHIBIT C-5

REDACTED

EXHIBIT C-7

CREDIT REPORT



Live Report : INTERSTATE GAS SUPPLY, INC.

D-U-N-S® Number: 62-605-8655

Trade Names: INTERSTATE GAS SUPPLY - IGS ENERGY

Endorsement/Billing Reference: jmorris@igsenergy.com

Address 6100 Emerald Pkwy Dublin, OH - 43016		Location Type Single Location
Phone 614 659-5000	Web www.igsenergy.com	
Fax		

Added to Portfolio: 04/21/2014

Last View Date: 06/05/2014

Endorsement : jmorris@igsenergy.com

Company Summary

Currency: Shown in USD unless otherwise indicated

Score Bar

PAYDEX®		78	Paying 3 days past due
Commercial Credit Score Class		2	Low to Moderate Risk of severe payment delinquency.
Financial Stress Score Class		2	Low to Moderate Risk of severe financial stress.
Commercial Credit Score		562	Low to Moderate Risk of severe payment delinquency.

D&B Company Overview

Do not confuse with interstate gas marketing, inc. columbus, oh and Interstate Gas Supply of Indiana, Inc which is out of business.

This is a single location

Chief Executive	SCOTT L WHITE, PRES
Year Started	1989
Employees	170
Financing	SECURED
SIC	1311
Line of business	Crude petroleum/ natural gas production
NAICS	211111
History Status	CLEAR

Public Filings

The following data includes both open and closed filings found in D&B's database on this company.

Record Type	Number of Records	Most Recent Filing Date
Bankruptcies	0	-
Judgments	0	-
Liens	0	-
Suits	1	04/28/14
UCCs	27	03/28/14

The public record items contained herein may have been paid, terminated, vacated or released prior to today's date.

Company News



Today: Friday, June 06, 2014



This company is not currently tracked for Company News.

Predictive Scores

Currency: Shown in USD unless otherwise indicated 

D&B Viability Rating Summary

The D&B Viability Rating uses D&B's proprietary analytics to compare the most predictive business risk indicators and deliver a highly reliable assessment of the probability that a company will go out of business, become dormant/inactive, or file for bankruptcy within the next 12 months.

	Viability Score	Lowest Risk:1	Highest Risk:9		
Compared to All US Businesses within the D&B Database:					
<ul style="list-style-type: none">• Level of Risk: Low Risk• Businesses ranked 4 have a probability of becoming no longer viable: 5 %• Percentage of businesses ranked 4: 14 %• Across all US businesses, the average probability of becoming no longer viable: 14 %					
5	Portfolio Comparison	Lowest Risk:1	Highest Risk:9		
Compared to All US Businesses within the same MODEL SEGMENT:					
<ul style="list-style-type: none">• Model Segment : Established Trade Payments• Level of Risk: Moderate Risk• Businesses ranked 5 within this model segment have a probability of becoming no longer viable: 5 %• Percentage of businesses ranked 5 with this model segment: 11 %• Within this model segment, the average probability of becoming no longer viable: 5 %					
	Data Depth Indicator	Predictive Data:A	Descriptive Data:G		
Data Depth Indicator:					
<ul style="list-style-type: none">✓ Rich Firmographics✓ Extensive Commercial Trading Activity✓ Basic Financial Attributes					
Greater data depth can increase the precision of the D&B Viability Rating assessment.					
	Company Profile	Financial Data	Trade Payments	Company Size	Years in Business
		Not Available	Available (3+ Trade)	Large	Established
Company Profile Details:					
<ul style="list-style-type: none">• Financial Data: Not Available• Trade Payments: Available (3+ Trade)• Company Size: Large (Employees: 50+ or Sales: \$500K+)					

Credit Capacity Summary

This credit rating was assigned because of D&B's assessment of the company's creditworthiness. For more information, see the D&B Rating Key

D&B Rating : **1R2**

Number of employees: 1R indicates 10 or more employees
Composite credit appraisal: 2 is good

The 1R and 2R ratings categories reflect company size based on the total number of employees for the business. They are assigned to business files that do not contain a current financial statement. In 1R and 2R Ratings, the 2, 3, or 4 creditworthiness indicator is based on analysis by D&B of public filings, trade payments, business age and other important factors. 2 is the highest Composite Credit Appraisal a company not supplying D&B with current financial information can receive.

Below is an overview of the company's rating history since 07-13-1994

Number of Employees Total: 170

D&B Rating	Date Applied
1R2	04-16-2013
1R3	01-10-2013
1R2	04-17-2007
5A1	11-03-2004
5A2	11-26-2003
4A2	06-18-2003
4A3	10-04-2000
3A2	07-28-1995
--	07-26-1995
3A2	07-13-1994

Payment Activity:

(based on 53 experiences)

Average High Credit:

17,920

Highest Credit:

400,000

Total Highest Credit:

772,700

D&B Credit Limit Recommendation

Conservative credit Limit

85,000

Aggressive credit Limit:

200,000

Risk category for this business :

LOW

The Credit Limit Recommendation (CLR) is intended to serve as a directional benchmark for all businesses within the same line of business or industry, and is not calculated based on any individual business. Thus, the CLR is intended to help guide the credit limit decision, and must be balanced in combination with other elements which reflect the individual company's size, financial strength, payment history, and credit worthiness, all of which can be derived from D&B reports.

Risk is assessed using D&B's scoring methodology and is one factor used to create the recommended limits. See Help for details.

Financial Stress Class Summary

The Financial Stress Score predicts the likelihood of a firm ceasing business without paying all creditors in full, or reorganization or obtaining relief from creditors under state/federal law over the next 12 months. Scores were calculated using a statistically valid model derived from D&B's extensive data files.

The Financial Stress Class of 2 for this company shows that firms with this class had a failure rate of 0.09% (9 per 10,000), which is lower than the average of businesses in D & B's database

Financial Stress Class : 2 (Lowest Risk:1; Highest Risk:5)

Lower than average risk of severe financial stress, such as a bankruptcy or going out of business with unpaid debt, over the next 12 months.

Probability of Failure:

Risk of Severe Financial Stress for Businesses with this Class: **0.09 %** (9 per 10,000)

Financial Stress National Percentile : **94** (Highest Risk: 1; Lowest Risk: 100)

Financial Stress Score : **1569** (Highest Risk: 1,001; Lowest Risk: 1,875)
Average Risk of Severe Financial Stress for Businesses in D&B database: **0.48 %** (48 per 10,000)

The Financial Stress Class of this business is based on the following factors:

UCC Filings reported.
High number of inquiries to D & B over last 12 months.
High proportion of slow payment experiences to total number of payment experiences.

Notes:

The Financial Stress Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience financial stress.
The Probability of Failure shows the percentage of firms in a given Class that discontinued operations over the past year with loss to creditors. The Probability of Failure - National Average represents the national failure rate and is provided for comparative purposes.
The Financial Stress National Percentile reflects the relative ranking of a company among all scorable companies in D&B's file.
The Financial Stress Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

Norms	National %
This Business	94
Region: EAST NORTH CENTRAL	50
Industry: NATURAL RESOURCES	61
Employee range: 100-499	75
Years in Business: 11-25	68

This Business has a Financial Stress Percentile that shows:

Lower risk than other companies in the same region.
Lower risk than other companies in the same industry.
Lower risk than other companies in the same employee size range.
Lower risk than other companies with a comparable number of years in business.

Credit Score Summary

The Commercial Credit Score (CCS) predicts the likelihood of a business paying its bills in a severely delinquent manner (91 days or more past terms), obtaining legal relief from its creditors or ceasing operations without paying all creditors in full over the next 12 months.
The Credit Score class of 2 for this company shows that 2.5% of firms with this class paid one or more bills severely delinquent, which is lower than the average of businesses in D & B's database.

Credit Score Class : 2  Lowest Risk:1; Highest Risk :5

Incidence of Delinquent Payment

Among Companies with this Classification: **2.50 %**
Average compared to businesses in D&B's database: **10.20 %**
Credit Score Percentile : **84** (Highest Risk: 1; Lowest Risk: 100)
Credit Score : **562** (Highest Risk: 101; Lowest Risk:670)

The Credit Score Class of this business is based on the following factors:

Proportion of past due balances to total amount owing
Evidence of open suits
Proportion of slow payments in recent months

Notes:

The Commercial Credit Score Risk Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience severe delinquency.
The Incidence of Delinquent Payment is the percentage of companies with this classification that were reported 91 days past due or more by creditors. The calculation of this value is based on D&B's trade payment database.
The Commercial Credit Score percentile reflects the relative ranking of a firm among all scorable companies in D&B's file.
The Commercial Credit Score offers a more precise measure of the level of risk than the Risk Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

Norms	National %
This Business	84
Region: EAST NORTH CENTRAL	54
Industry: NATURAL RESOURCES	72
Employee range: 100-499	89
Years in Business: 11-25	66

This business has a Credit Score Percentile that shows:


Lower risk than other companies in the same region.

Lower risk than other companies in the same industry.

Higher risk than other companies in the same employee size range.

Lower risk than other companies with a comparable number of years in business.

Public Filings

Currency: Shown in USD unless otherwise indicated 

Summary

The following data includes both open and closed filings found in D&B's database on this company.

Record Type	# of Records	Most Recent Filing Date
Bankruptcy Proceedings	0	-
Judgments	0	-
Liens	0	-
Suits	1	04/28/14
UCCs	27	03/28/14

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

Suits

Suit Amount 9,500
Status Pending
DOCKET NO. 14MI 12897
Plaintiff SUMMERS VANESSA
Defendant IGS ENERGY
Where filed COOK COUNTY CIRCUIT COURT/1ST MUNICIPAL DIVISION, CHICAGO, IL

Date status attained 04/28/14

Date filed 04/28/14

Latest Info Received 05/06/14

If it is indicated that there are defendants other than the report subject, the lawsuit may be an action to clear title to property and does not necessarily imply a claim for money against the subject.

Government Activity

Activity summary

Borrower (Dir/Guar)	NO
Administrative Debt	NO
Contractor	NO
Grantee	NO
Party excluded from federal program(s)	NO

Possible candidate for socio-economic program consideration

Labour Surplus Area	N/A
Small Business	YES (2014)
8(A) firm	N/A

The details provided in the Government Activity section are as reported to Dun & Bradstreet by the federal government and other sources.

History & Operations

Currency: Shown in USD unless otherwise indicated 

Company Overview

Company Name:	INTERSTATE GAS SUPPLY, INC.
Doing Business As :	INTERSTATE GAS SUPPLY , IGS ENERGY
Street Address:	6100 Emerald Pkwy Dublin , OH 43016
Phone:	614 659-5000
URL:	http://www.igsenergy.com
History	1s clear
Present management control	25 years

History

The following information was reported: **04/25/2014**

Officer(s):	SCOTT L WHITE, PRES DOUG AUSTIN, EXEC V PRES JIM BAICH, COO LARRY FRIEDEMANN, V PRES NICOLE SHIRING, V PRES
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DIRECTOR(S) : THE OFFICER(S)

The Ohio Secretary of State's business registrations file showed that Interstate Gas Supply, Inc., was registered as a Corporation on August 9, 1989.

Business started 1989 by Scott L White. 100% of capital stock is owned by officers.

SCOTT L WHITE born 1964. 1989-present active here.

DOUG AUSTIN. Antecedents are unknown.

JIM BAICH. Antecedents are unknown.

LARRY FRIEDEMANN. Antecedents are unknown.

NICOLE SHIRING. Antecedents are unknown.

Business Registration

CORPORATE AND BUSINESS REGISTRATIONS REPORTED BY THE SECRETARY OF STATE OR OTHER OFFICIAL SOURCE AS OF May 23 2014

Registered Name:	INTERSTATE GAS SUPPLY, INC.
Business type:	CORPORATION
Corporation type:	PROFIT
Date incorporated:	Aug 09 1989
State of incorporation:	OHIO
Filing date:	Aug 09 1989
Registration ID:	754636

Status: ACTIVE
Where filed: SECRETARY OF STATE/CORPORATIONS DIVISION , COLUMBUS , OH
CWS AGENCY CORPORATION , 65 E STATE ST; SUITE 1000 , COLUMBUS , OH , 432150000
Registered agent: Agent appointed: Oct 28 2003
AgentStatus: ACTIVE
Principals: SCOTT L WHITE , INCORPORATOR

Operations

04/25/2014

Produces natural gas (100%).

Description: Terms are Net 30 days. Sells to commercial concerns. Territory : United States.
Nonseasonal.

Employees: 170 which includes officer(s).

Facilities: Owns 100,000 sq. ft. in a single story building.

Location: Suburban business section on side street.

SIC & NAICS

SIC:

Based on information in our file, D&B has assigned this company an extended 8-digit SIC. D&B's use of 8-digit SICs enables us to be more specific about a company's operations than if we use the standard 4-digit code.

The 4-digit SIC numbers link to the description on the Occupational Safety & Health Administration (OSHA) Web site. Links open in a new browser window.

1311 0102 Natural gas production

NAICS:

211111 Crude Petroleum and Natural Gas Extraction

Banking

12/13

Loans granted to moderate 8 figures on a secured basis. Now owing nothing. Collateral consists of accounts receivable and inventory, fixtures and equipment. Matures in 1 to 5 years.

(Same bank)Loans granted to moderate 8 figures on a secured basis. Now owing nothing. Collateral consists of accounts receivable and inventory, fixtures and equipment. Matures in 1 to 5 years.

(Same bank)Loans granted to low 8 figures on a secured basis. Now owing low 8 figures. Collateral consists of Matures in 1 to 5 years.

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