

BEFORE  
THE PUBLIC UTILITIES COMMISSION OF OHIO

In the Matter of the Application of ) Case No: 11-5326-EL-CRS  
Interstate Gas Supply, Inc. for )  
Certification as a Retail Electric Supplier )

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MOTION FOR PROTECTIVE ORDER,  
MOTION TO EXTEND PROTECTIVE ORDER, AND  
MOTION FOR WAIVER AND MEMORANDUM IN SUPPORT OF IGS ENERGY

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**BEFORE  
THE PUBLIC UTILITIES COMMISSION OF OHIO**

In the Matter of the Application of       )  
Interstate Gas Supply, Inc. for       )     Case No: 11-5236-EL-CRS  
Certification as a Retail Energy Supplier   )

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**MOTION FOR PROTECTIVE ORDER,  
MOTION TO EXTEND PROTECTIVE ORDER**

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Pursuant to Ohio Administrative Code ("OAC") 4901-1-24(D), Interstate Gas Supply Inc. ("IGS" or "IGS Energy") respectfully moves to the Public Utilities Commission of Ohio ("Commission") for an Order protection from disclosure certain confidential, proprietary and trade secret documents filed concurrently with this motion in the above-captioned docket. The documents for which protective treatment is sought are Exhibits C-3 Financial Statements, C-4 Financial Arrangements, and C-5 Forecasted Financial statements (collectively "Confidential Documents") contained in IGS's 2015 Renewal Certification Application for a Certified Retail Electric Supplier ("Renewal Application"), filed simultaneously with this Motion. The information in the Confidential Documents is competitively sensitive and proprietary business and financial information comprising of trade secrets and granting protective treatment to these documents is not

inconsistent with the purposes of Title 49 of the Revised Code. In accordance with OAC 4901-1-24(D), the Confidential Documents have been clearly marked as confidential, and are filed under seal, separate from the remainder of the materials that comprise IGS's Renewal Application.

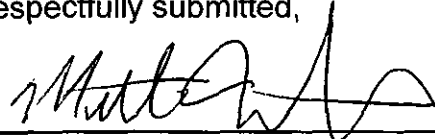
IGS respectfully moves the Commission for an order extending protective treatment of certain confidential, proprietary and trade secret documents filed in the above-captioned docket related to its 2011 and 2013 Renewal Applications. To the extent it is necessary, IGS moves for a waiver of the requirement under Rule 4901-1-24(F), OAC, that a party moved for an extension of a protective order 45 days in advance of its expiration. Because no order has addressed IGS' prior Motion for Protection Order, IGS does not believe this rule is applicable. Regardless, under Rule 4901-1-38, OAC, "[t]he commission may, upon its own motion or for good cause shown, waive any requirement, standard, or rule set forth in this chapter or prescribe different practices or procedures to be followed in a case." As discussed in Memorandum in Support, good cause exists for granting a waiver for the 45 day requirement.

The documents for which an extension of protective treatment is sought are Confidential Documents (described above as Exhibits C-3, C-4 and C-5) filed with IGS's 2011 and 2013 Renewal Applications. The information in the Confidential Documents is competitively sensitive and proprietary business and financial information comprising of trade secrets, and the Commission granting protective treatment to these documents is not inconsistent with the purposes of Title 49 of the Revised Code. In accordance with

Rule 4901-1-24(D), OAC, the Confidential Documents have been clearly marked as confidential, and were filed under seal, separate from the remainder of the materials that comprise IGS's 2011 and 2013 Renewal Applications.

The grounds for this motion are set forth in the memorandum in support.

Respectfully submitted,

A handwritten signature in black ink, appearing to read 'Matthew White', is written over a horizontal line.

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**BEFORE  
THE PUBLIC UTILITIES COMMISSION OF OHIO**

In the Matter of the Application of     )  
Interstate Gas Supply, Inc. for     )     Case No: 11-5326-EL-CRS  
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**MEMORANDUM IN SUPPORT**

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The Commission's rules allow for protective treatment of certain confidential information filed at the Commission in order to prevent disclosure of such information.

OAC 4901-1-24(D) states in part:

"(D) Upon motion of any party or person with regard to the filing of a document with the commission's docketing division relative to a case before the commission, the legal director, the deputy legal director, or an attorney examiner may issue any order which is necessary to protect the confidentiality of information contained in the document, to the extent that state or federal law prohibits release of the information, including where the information is deemed by the commission, the legal director, the deputy legal director, or the attorney examiner to constitute a trade secret under Ohio law, and where nondisclosure of the information is not inconsistent with the purposes of Title 49 of the Revised Code. Any order issued under this paragraph shall minimize the amount of information protected from public disclosure."

Ohio Law recognizes the need to provide protection treatment to information such as the Confidential Documents. Ohio Revised Code ("R.C") 4929.23(A) specifically permits the Commission to grant protective treatment to confidential information provided by a certificated Electric supplier. Further, under R.C. 1333.61(D), "Trade Secret" means:

[I]nformation, including the whole or any portion or phase of any scientific or technical information, design, process, procedure, formula, pattern, compilation, program, device, method, technique, or improvement, or any business information or plans, financial information, or listing of names, addresses, or telephone numbers, that satisfies both of the following:

(1) It derives independent economic value, actual or potential, from

not being generally known to, and not being readily ascertainable by proper means by, other persons who can obtain economic value from its disclosure or use.

- (2) It is the subject of efforts that are reasonable under the circumstances to maintain its secrecy.

The Confidential Documents consist of financial statements, financial arrangements, and forecasted financial statements that are proprietary, confidential and that constitute trade secrets. Public disclosure of this information would jeopardize IGS's business position in negotiations with other parties and its ability compete. By examining the Confidential Documents, competitors could reasonably estimate IGS's growth rate, market share and margins. Competitors could use the Confidential Documents to make strategic decisions whether to enter or exit the markets in the geographic regions in which IGS operates. Therefore, the Confidential Documents derive independent economic value from not being generally known to, and not being readily ascertainable by proper mean by other persons. Public disclosure of the Confidential Documents will cause substantial harm to IGS's business and competitive interests.

Moreover, the Confidential Documents previously filed in this docket remain competitively sensitive and proprietary. Although Rule 4901-1-24(F), OAC, provides that a motion to extend a protective order should be filed 45 day in advance of the expiration date of the order, the Commission may approve a request to extend protective treatment filed after that date. The rule does not specifically require disclosure if a motion is not filed 45 days in advance, and Rule 4901-38, OAC, states that "[t]he commission may, upon its own motion or for good cause shown, waive any

requirement, standard, or rule set forth in this chapter or prescribe different practices or procedures to be followed in a case.” Good cause exists for a waiver.

IGS did not move to extend the protective order 45 days in advance due to an administrative oversight. IGS’s renewal for its CRES certificate is not due until 30 days prior to the expiration of the previous certificate, and because the motion for protective treatment and the CRES renewal certificate application are filed concurrently, IGS mistakenly believed the motion for renewal of previous protection orders was due at the same time. Despite the oversight, the motion was filed more than 30 days prior to the expiration of the existing protective order. Thus, no party will be prejudiced by the delay in filing this motion. As discussed further below, good cause also exists to grant a waiver and continue to provide protective treatment because disclosure of Confidential Documents will cause substantial harm to IGS and its business and competitive interests.

IGS’s business model, including margins, pricing and relationship with creditors had not changed significantly since 2011. In addition, by comparing IGS’s financial results from year to year, competitors could determine the areas in which IGS’s business is expanding and contrasting. Accordingly, the Confidential Documents derive independent economic value from not being generally known to, and not being readily ascertainable by proper means by other persons.

The information contained in the Confidential Documents described in this motion is not generally known by the public and is kept in confidence in the normal course of business. The Confidential Documents sought to be protected is disclosed to only a few key personnel at IGS. Also, IGS only makes the Confidential Documents available to

parties outside of IGS for business purposes and under the protection of a confidentiality agreement.

IGS is a privately-held company, and therefore, would be especially vulnerable if protective treatment were not granted. Indeed, the Commission has previously found the need for protective treatment to be especially “persuasive for the privately held companies.”<sup>1</sup>

Lastly, granting confidential treatment to the information will not impair the purposes of the Ohio Revised Code Title 49, because the documents filed under seal will allow the Commission and Staff to have full access to the information. IGS is also filing a public version of its 2015 Renewal Application that contains a great deal of public, non-proprietary information about IGS. And, IGS has previously filed public versions of its 2011 and 2013 Renewal Applications that contain a great deal of public, non-proprietary information about IGS.

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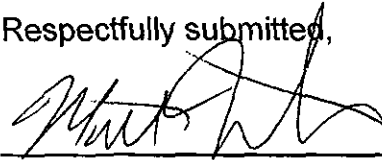
<sup>1</sup> See *In the Matter of the Applications of the Following Entities for a Certificate to Provide Competitive Retail Natural Gas Service in Ohio: NICOR Energy L.L.C, Vectren Retail LLC d.b.a. Vectren Source, Shell Energy Services Co. L.L.C, Volunteer Energy Services Inc., ACN Energy Inc., Energy America LLC, FirstEnergy Solutions Corp., AEP Ohio Retail Energy LLC, Energy Cooperative of Ohio, MidAmerican Energy Company, ProLiance Energy LLC, Metromedia Energy Inc., and UGI Energy Services Inc., d.b.a. GASMARK*, Case Nos. 02-1654-GACRS, 02-1668-GA-CRS, 02-1680-GA-CRS, 02-1786-GA-CRS, 02-1828-GA-CRS, 02-1829-GA-CRS, 02-1864-GA-CRS, 02-1889-GA-CRS, 02-1891-GA-CRS, 02-1893-GA-CRS, 02-1909-GA-CRS, 02-1926-GA-CRS, 02-1968-GA-CRS, Entry, (June 14, 2003); See *Id.*, at para. 3, p. 2. See also *In the Matter of the Applications of Vectren Retail, LLC, d/b/a Vectren Source, Interstate Gas Supply, Inc., Shell Energy Services Co., L.L.C, and FirstEnergy Solutions Corp. for Certification as Retail Natural Gas Suppliers in the State of Ohio; In the Matter of the Application of Direct Energy Services, LLC for Renewal of Certification as a Competitive Retail Natural Gas Supplier and for Approval to Transfer that Certification*, Case Nos. 02-1668-GA-CRS, 02-1683-GA-CRS, 02-1680-GA-CRS, 02-1864-GA-CRS, 02-1829-GA-CRS, Entry (Aug. 11, 2004).

The reasons set forth above demonstrate that the information contained in the Confidential Documents has actual, substantial independent economic value from not being generally known, and not being ascertainable by proper means by persons who would derive economic value from disclosure. Public disclosure of the Confidential



Documents will cause substantial harm to IGS's business and competitive interests. Thus, IGS respectfully urges the Commission to grant an order to protect the confidentiality of the Confidential Documents filed herein under seal, and to extend the order of protection related to the Confidential Documents filed as part of the IGS's 2011 and 2013 Renewal Applications.

Respectfully submitted,

A handwritten signature in black ink, appearing to read 'Matthew White', is written over a horizontal line.

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