

FILE



# Public Utilities Commission

PUCO USE ONLY - Version 1.08 May 2016		
Date Received	Renewal Certification Number	ORIGINAL CRS Case Number
		02 - 1828 - 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-15 - 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, 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 Commerce Energy, Inc. d/b/a Just Energy  
Address 8345 Dixie Road, Suite 200, Mississauga, ON, L5T 2E6, Canada  
Telephone No. 905-670-4440 Web site Address www.justenergy.com  
Current PUCO Certificate No. Effective Dates

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

Name Commerce Energy, Inc. d/b/a Just Energy  
Address 4753 Northfield Rd Suite 1&2, North Randall, OH 44128  
Web site Address www.justenergy.com Telephone No. 1-877-760-0994

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

Commerce Energy, Inc. Tara Energy  
Just Energy  
Amigo Energy

#### A-5 Contact person for regulatory or emergency matters:

Name John Patrick Keegan Title Manager, Regulatory Affairs & Government Relations  
Business Address 4753 Northfield Rd Suite 1&2, North Randall, OH 44128  
Telephone No. 614.307.7838 Fax No. 905.564.6069 Email Address jKeegan@justenergy.com

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

Name Vanessa Anesetti-Parra Title Sr. Manager, Compliance & Regulatory Admin.  
Business address 6345 Dixie Road, Suite 200, Mississauga, ON, L5T 2E6, Canada  
Telephone No. 905-795-3574 Fax No. 905-670-4585 Email Address vanesetti@justenergy.com

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

Customer service address P.O. Box 2210 Buffalo, New York 14240-2210  
Toll-Free Telephone No. 1-866-587-8674 Fax No. 905-564-6069 Email Address OH\_customerfeedback@justenergy.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 John Patrick Keegan Title Manager, Regulatory Affairs & Government Relations  
Business address 4753 Northfield Rd Suite 1&2, North Randall, OH 44128  
Telephone No. 614.307.7838 Fax No. 905.564.6069 Email Address jKeegan@justenergy.com

**A-9 Applicant's federal employer identification number 33-0769555**

**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	7/20/05	End Date
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	7/20/05	End Date
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	7/20/05	End Date
<input type="checkbox"/> Industrial	Beginning Date of Service		End Date

☒ **Dominion East Ohio**

<input checked="" type="checkbox"/> Residential	Beginning Date of Service	7/20/05	End Date
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	7/20/05	End Date
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	7/20/05	End Date
<input type="checkbox"/> Industrial	Beginning Date of Service		End Date

☒ **Duke Energy Ohio**

<input checked="" type="checkbox"/> Residential	Beginning Date of Service	7/1/11	End Date
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	7/1/11	End Date
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	7/1/11	End Date
<input type="checkbox"/> Industrial	Beginning Date of Service		End Date

☒ **Vectren Energy Delivery of Ohio**

<input checked="" type="checkbox"/> Residential	Beginning Date of Service	10/1/12	End Date
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	10/1/12	End Date
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	10/1/12	End Date
<input type="checkbox"/> Industrial	Beginning Date of Service		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	N/A
<input type="checkbox"/>	Dominion East Ohio	Intended Start Date	N/A
<input type="checkbox"/>	Duke Energy Ohio	Intended Start Date	N/A
<input type="checkbox"/>	Vectren Energy Delivery of Ohio	Intended Start Date	N/A

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 "Company History,"** provide a concise description of the applicant's company history and principal business interests.
- A-16 **Exhibit A-16 "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-17 **Exhibit A-17 "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.  
(This is generally only applicable to publicly traded companies who publish annual reports.)
- 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. An applicant may submit a current link to the filings or provide them in paper form. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 that 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. If the applicant does not have a balance sheet, income statement, and cash flow statement, the applicant may provide a copy of its two most recent years of tax returns (with social security numbers and account numbers redacted).
- 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.)

Renewal applicants can fulfill the requirements of Exhibit C-4 by providing a current statement from an Ohio local distribution utility (LDU) that shows that the applicant meets the LDU's collateral requirements.

First time applicants or applicants whose certificate has expired as well as renewal applicants can meet the requirement by one of the following methods:

1. The applicant itself stating that it is investment grade rated by Moody's, Standard & Poor's or Fitch and provide evidence of rating from the rating agencies.
2. Have a parent company or third party that is investment grade rated by Moody's, Standard & Poor's or Fitch guarantee the financial obligations of the applicant to the LDU(s).
3. Have a parent company or third party that is not investment grade rated by Moody's, Standard & Poor's or Fitch but has substantial financial wherewithal in the opinion of the Staff reviewer to guarantee the financial obligations of the applicant to the LDU(s). The guarantor company's financials must be included in the application if the applicant is relying on this option.
4. Posting a Letter of Credit with the LDU(s) as the beneficiary.

If the applicant is not taking title to the electricity or natural gas, enter "N/A" in Exhibit C-4. An N/A response is only applicable for applicants seeking to be certified as an aggregator or broker.

**C-5 Exhibit C-5 "Forecasted Financial Statements,"** provide two years of forecasted income statements for the applicant's **NATURAL GAS related business activities in the state of Ohio Only**, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer. The forecasts should be in an annualized format for the two years succeeding the Application year.

**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, Fitch IBCA, Moody's Investors Service, Standard & Poor's, 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 an 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. If an applicant or its parent does not have such a credit rating, enter "N/A" in Exhibit C-6.

- 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. An applicant that provides an investment grade credit rating for Exhibit C-6 may enter "N/A" for Exhibit C-7.
- 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 within the two most recent years preceding the application.
- C-9 Exhibit C-9 "Merger Information,"** provide a statement describing any dissolution or merger or acquisition of the applicant within the two most recent years preceding the application.
- C-10 Exhibit C-10 "Corporate Structure,"** provide a description of the applicant's corporate structure, not an internal organizational chart, including a graphical depiction of such structure, and a list of all affiliate and subsidiary companies that supply retail or wholesale electricity or natural gas to customers in North America. If the applicant is a stand-alone entity, then no graphical depiction is required and applicant may respond by stating that they are a stand-alone entity with no affiliate within the two most recent years preceding the application.

## **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]*, SVP/6M

Sworn and subscribed before me this

4th

day of

NOVEMBER

Month

2016

Year

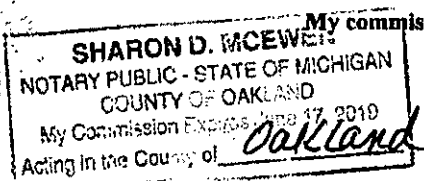
*[Handwritten Signature: Sharon D. McEwen]*

Signature of official administering oath

Fred Polenz, SVP and General Manager

Print Name and Title

06/17/2019



- 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. An applicant that provides an investment grade credit rating for Exhibit C-6 may enter "N/A" for Exhibit C-7.
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- 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.

Approved  
By  
Legal

gsk

Applicant Signature and Title

*[Signature]*, SVP/GM

Sworn and subscribed before me this

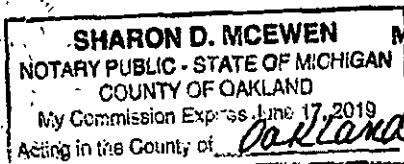
4<sup>th</sup> day of NOVEMBER Month 2016 Year

*[Signature]* Sharon D McEwen

Fred Poenz, SVP and General Manager

Signature of official administering oath

Print Name and Title



My commission expires on

06/17/2019





# The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service  
Affidavit Form  
(Version 1.07)

In the Matter of the Application of )

Commerce Energy, Inc. d/b/a Just Energy )

for a Certificate or Renewal Certificate to Provide )  
Competitive Retail Natural Gas Service in Ohio. )

Case No. 02 - 1828 -GA-CRS

County of

State of

Fred Polenz

[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

Sworn and subscribed before me this

4th

day of

NOVEMBER

Month

2016

Year

*Sharon D. McEwen*

Signature of Official Administering Oath

Fred Polenz, SVP and General Manager

Print Name and Title

SHARON D. MCEWEN  
NOTARY PUBLIC - STATE OF MICHIGAN  
COUNTY OF OAKLAND  
My Commission Expires June 17, 2019  
Acting in the County of *Oakland*

My commission expires on

06/17/2019

(CRNGS Supplier Renewal) - Version 1.08

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**Commerce Energy, Inc. d/b/a Just Energy- RENEWAL CERTIFICATION APPLICATION  
COMPETITIVE RETAIL NATURAL GAS – CASE NUMBER 02-1828-GA-CRS**

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**Exhibit A-14 “Principal Officers, Directors and Partners”**

<b>Directors</b>	<b>Name of Officer</b>	<b>Position</b>	<b>Business Address</b>
Deb Merrill	Deb Merrill	Co-CEO and President	Suite 1000 – 5251 Westheimer Road, Huston, Texas, U.S. 77056
James Lewis	James Lewis	Co-CEO and President	Suite 1000 – 5251 Westheimer Road, Huston, Texas, U.S. 77056
	Patrick McCullough	Chief Financial Officer	Suite 1000 – 5251 Westheimer Road, Huston, Texas, U.S. 77056
	Jonah Davids	EVP, General Counsel and Corporate Secretary	Suite 200 – 6345 Dixie Road Mississauga, Ontario, Canada L5T 2E6
	James Brown	EVP, Commercial Division	Suite 1000 – 5251 Westheimer Road, Huston, Texas, U.S. 77056
	Jason Herod	EVP, Consumer Division, North America	Suite 200 – 6345 Dixie Road Mississauga, Ontario, Canada L5T 2E6
	Krishnan Kasiviswanathan	SVP of Supply	Suite 1000 – 5251 Westheimer Road, Huston, Texas, U.S. 77056
	Fred Polenz	SVP and General Manager, US Midwest	Suite 1000 – 5251 Westheimer Road, Huston, Texas, U.S. 77056
	Charlie Iannello	VP, Regulatory Affairs – US	Suite 1000 – 5251 Westheimer Road, Huston, Texas, U.S. 77056
	Margaret Munnely	SVP and Associate General Counsel	Suite 1000 – 5251 Westheimer Road, Huston, Texas, U.S. 77056

**Commerce Energy, Inc. d/b/a Just Energy- RENEWAL CERTIFICATION APPLICATION  
COMPETITIVE RETAIL NATURAL GAS – CASE NUMBER 02-1828-GA-CRS**

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**Exhibit A-15 “Company History”**

The applicant’s parent company, Just Energy Group Inc., is a leading independent Canadian electricity and natural gas marketing company, operating through wholly owned subsidiaries in Canada and U.S. The applicant is licensed by the Federal Energy Regulatory Commission and by the state regulatory agencies in thirteen (13) states as an unregulated retail marketer of natural gas and electricity to homeowners, commercial and industrial consumers.

For over seventeen years, the applicant has been delivering to its customers competitively priced and innovative energy products and personalized customer care in addition to quality gas and electric services. It continues to focus on superior customer service and providing customers with product choices that allow them to buy energy in ways that fit their business or personal budget requirements.

**Commerce Energy, Inc. d/b/a Just Energy- RENEWAL CERTIFICATION APPLICATION  
COMPETITIVE RETAIL NATURAL GAS – CASE NUMBER 02-1828-GA-CRS**

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**Exhibit A-16 “Articles of Incorporation and Bylaws”**

Not Applicable.

**Commerce Energy, Inc. d/b/a Just Energy- RENEWAL CERTIFICATION APPLICATION  
COMPETITIVE RETAIL NATURAL GAS – CASE NUMBER 02-1828-GA-CRS**

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**Exhibit A-17 “Secretary of State”**

Commerce Energy d/b/a Just Energy is currently registered with the Secretary of State.

Certificate attached.

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 COMMERCE ENERGY OF OHIO, INC. (COMMERCE ENERGY, INC.), a California corporation, having qualified to do business within the State of Ohio on November 27, 2000 under License No. 1195068 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 11th day of November, A.D. 2014.*

A handwritten signature in black ink that reads "Jon Husted".

Ohio Secretary of State

Validation Number: 201431500736

**Commerce Energy, Inc. d/b/a Just Energy- RENEWAL CERTIFICATION APPLICATION  
COMPETITIVE RETAIL NATURAL GAS – CASE NUMBER 02-1828-GA-CRS**

**Exhibit B-1 “Jurisdictions of Operation”**

<b>Affiliate</b>	<b>Province/State</b>	<b>License Type</b>	<b>License Order/Docket #</b>
Hudson Energy Canada Corp.	Alberta	Electric	331458
Hudson Energy Canada Corp.	Alberta	Gas	331459
Just Energy Alberta L.P.	Alberta	Gas	325637
Just Energy Alberta L.P.	Alberta	Electricity	325638
Just Energy (B.C.) Limited Partnership	British Columbia	Gas	A-16-15
Commerce Energy, Inc.	California	Electric	1092
Commerce Energy, Inc.	California	Gas	CTA0010
Hudson Energy Services, LLC	Connecticut	Gas	12-04
Commerce Energy, Inc.	Delaware	Electric	Order No. 7330
Just Solar Holdings Corp.	Delaware		File number: 5666263
Commerce Energy, Inc.	Georgia	Gas	GM-30
Just Energy Illinois Corp.	Illinois	Gas	Docket 03-0720
Commerce Energy, Inc.	Illinois	Electric	Docket 06-0723
Commerce Energy, Inc.	Illinois	Gas	Docket 07-0501
Hudson Energy Services, LLC	Illinois	Electric	Docket 07-0455
Just Energy Indiana Corp.	Indiana	Gas	No license requirement
Just Energy Manitoba L.P.	Manitoba	Gas	622
Commerce Energy, Inc.	Maryland	Electric	IR-639
Commerce Energy, Inc.	Maryland	Gas	IR-737
Hudson Energy Services, LLC	Maryland	Electric	IR-1114
Hudson Energy Services, LLC	Maryland	Gas	IR-1120
Just Energy Massachusetts Corp.	Massachusetts	Electric	CS-069
Hudson Energy Services, LLC	Massachusetts	Electric	CS-061
Hudson Energy Services, LLC	Massachusetts	Gas	GS-034
Commerce Energy, Inc.	Michigan	Electric	U-13203

**Commerce Energy, Inc. d/b/a Just Energy- RENEWAL CERTIFICATION APPLICATION  
COMPETITIVE RETAIL NATURAL GAS – CASE NUMBER 02-1828-GA-CRS**

<b>Affiliate</b>	<b>Province/State</b>	<b>License Type</b>	<b>License Order/Docket #</b>
Just Energy Michigan Corp.	Michigan	Gas	U-15980
Commerce Energy, Inc.	Nevada	Gas	G-13
Commerce Energy, Inc.	New Jersey	Gas	GSL-0116
Commerce Energy, Inc.	New Jersey	Electric	ESL-0046
Hudson Energy Services, LLC	New Jersey	Gas	GSL- 0069
Hudson Energy Services, LLC	New Jersey	Electric	ESL - 0083
Fulcrum Retail Energy New York, LLC	New York	Electric	Approved ESCO
Fulcrum Retail Energy New York, LLC	New York	Gas	Approved ESCO
Just Energy New York Corp.	New York	Electricity	Approved ESCO
Just Energy New York Corp.	New York	Gas	Approved ESCO
Commerce Energy, Inc.	New York	Electricity	Approved ESCO
Commerce Energy, Inc.	New York	Gas	Approved ESCO
Hudson Energy Services, LLC	New York	Gas	Approved ESCO
Hudson Energy Services, LLC	New York	Electric	Approved ESCO
Commerce Energy, Inc.	Ohio	Electric	Certificate 01-74E (8)
Commerce Energy, Inc.	Ohio	Gas	Certificate 02-023
Hudson Energy Services, LLC	Ohio	Gas	Certificate 12-271G (2)
Hudson Energy Services, LLC	Ohio	Electric	Certificate 12-538 E (3)
Universal Energy Corporation	Ontario	Electricity	ER-2012-0037
Universal Energy Corporation	Ontario	Gas	GM-2011-0410
Just Energy Ontario L.P.	Ontario	Gas	GM-2015-0119
Just Energy Ontario L.P.	Ontario	Electricity	ER-2015-0118
Hudson Energy Canada Corp.	Ontario	Electricity	ER-2015-0125
Hudson Energy Canada Corp.	Ontario	Gas	GM-2015-0124
Just Energy New York Corp.	Ontario	Electric Wholesaler	EW-2014-0229
Commerce Energy, Inc.	Ontario	Electric Wholesaler	EW-2016-0149
Commerce Energy, Inc.	Pennsylvania	Electric (PECO)	A-110117



**Commerce Energy, Inc. d/b/a Just Energy- RENEWAL CERTIFICATION APPLICATION  
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<b>Affiliate</b>	<b>Province/State</b>	<b>License Type</b>	<b>License Order/Docket #</b>
Commerce Energy, Inc.	Pennsylvania	Gas (PECO)	A-125138
Just Energy Pennsylvania Corp.	Pennsylvania	Gas (Columbia)	A-2009-2098011
Just Energy Pennsylvania Corp.	Pennsylvania	Electric (Duquesne)	A-2009-2097544
Hudson Energy Services, LLC	Pennsylvania	Electric	A-2010-2192137
Just Energy Quebec L.P /Juste Energie Quebec S.E.C	Quebec	Gas	No license requirement
Hudson Energy Canada Corp./Energie Hudson Canada	Quebec	Gas	No license requirement
Hudson Energy Canada Corp.	Saskatchewan	Gas	No license requirement
Just Energy Prairies L.P.	Saskatchewan	Direct Seller	Direct Sellers license # 328505
Fulcrum Retail Energy , LLC	Texas	Electric	REP Certification No. 10081
Just Energy Texas L.P.	Texas	Electric	REP Certification No. 10052
Hudson Energy Services, LLC	Texas	Electric	REP Certification No. 30061
Tara Energy, LLC	Texas	Electric	REP Certification No. 10052
Commerce Energy, Inc.	Virginia	Gas	G-30
Commerce Energy, Inc.	Virginia	Electric	E-26
Just Energy U.S. Corp	US Federal	Electricity	FERC - ER10-379
Commerce Energy, Inc	US Federal	Electricity	FERC - ER97-4253
Just Energy New York Corp.	US Federal	Electricity	FERC - ER13-1081-000
Just Energy Illinois Corp.	US Federal	Electricity	FERC - ER13-1104-000

## **Exhibit B-2 “Experience & Plans”**

### **Our Experience**

The applicant has over fifteen years of experience offering competitively priced gas and electric service. In those fifteen years it has provided varied offerings to residential and commercial customers. In addition, it has the ability to invoice its own customers and provide direct customer contact through its in-house customer service department. In many states, the applicant acts as the direct contact with the customer for switching service providers, customer complaints, billing, and other services. The applicant has been providing gas service to customers in Ohio since 2005.

### **Our Customers**

The applicant generally markets to small commercial customers and residential customers. We market through several sales channels including telemarketing, door to door, mail and internet sales methods. We have internal customer service departments that are located in several North American locations, including Michigan and Texas. Products offered to customers can range from standard fixed offerings, to flat monthly rates to variable rate offerings, which are tailored to meet the customer's specific needs. The products normally have terms of five years or less. Just Energy's internal legal department reviews and approves all customer contracts.

### **Our Plans & Services**

In Ohio, the applicant wishes to continue to grow its book of customers and serve both natural gas and electricity customers in all utility service territories. The applicant utilizes utility consolidated billing in a bill ready format, when available, and rate ready in other situations. Customer account management and billing will be performed through an internally developed IT system. Direct billing will be made available to select customers where appropriate given the applicant's business rules and permitted according to regulatory requirements and specific utility practices.

### **Complaint Handling**

The applicant has an internal Customer Service Department that handles all incoming calls from our customers. They answer telephone calls Monday through Friday. Most calls received are recorded digitally to ensure the accuracy of our records and calls are also monitored and reviewed by our internal Quality Assurance department. If a Customer Service representative is unable to resolve a customer issue, the issue is escalated to our Compliance Department. The Compliance Department is a team of Corporate & Consumer Relations (“CCR”) specialists dedicated to responding to concerns or inquiries made by consumers in Ohio. They are responsible for resolving all issues brought to their attention by Customer Service or any informal or formal complaint filed through regulatory bodies, utilities and other third party groups. The Compliance Department is also committed to:

- Regularly reviewing complaint activity in order to identify trends and problem areas;
- Ensure that compliance continues to remain as a compulsory component of contractor sales and orientation process;
- Continue to ensure that contractor marketing activity is conducted in accordance with company guidelines and regulatory rules; and
- Review marketing and training materials on a regular basis.

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As in the past, the applicant will always comply with PUCO and OCC guide lines when handling complaints filed through their Consumer Services Division.

**Our People**

High levels of customer satisfaction are achieved through rapid and accurate responses to customer questions that come in via telephone and/or electronic mail. Our customer service representatives are supported by strong training in our product, and the energy market as well as by a robust database system. Additionally the CCR department is trained and kept up to date concerning local and State regulations and/or guidelines.

**Exhibit B-3 “Summary of Experience”**

The applicant is a retail marketer of natural gas and electricity licensed and operating in 13 states. In Ohio, the applicant serves in both the competitive gas and electricity markets. It has been a competitive retail energy supplier since 1997 when it was originally founded as Commonwealth Energy Corporation.

In Ohio the applicant serves gas customers with competitive retail natural gas service in the Columbia of Ohio (COH), Dominion East Ohio (DEO), Duke Energy of Ohio (Duke), and Vectren Energy Delivery of Ohio (VEDO) service areas. In the COH service area, the applicant serves over 31,000 customers. In the DEO service area, it serves over 24,000 customers. In the Duke service area, the applicant serves over 5,000 customers. In the VEDO service area, the applicant currently serves 6,000 customers. The applicant focuses on residential and small commercial customers in each service area. The applicant also serves Ohio power customers in American Electric Power (AEP), Duke Power, Dayton Power and Light, and the First Energy service territories. The applicant currently has 10,000 active customers in AEP, 7,000 customers in Duke, 3,000 customers in Dayton, and 18,000 active customers in the First Energy utilities.

The applicant provides consolidated billing in a rate ready format through each natural gas utility (except in Columbia gas where the bill ready format is also provided) and the bill ready format through each electric utility.

**Exhibit B-4 “Disclosure of Liabilities and Investigations”**

Commerce Energy, Inc. does not believe there are any matters that could adversely impact its financial or operational status or its ability to provide services to customers. But in the interest of full disclosure the following are particulars of penalties, fines, and voluntary payments for the applicant, its parent company and U.S. and Canadian affiliates or predecessors resulting from proceedings by name, subject and citation, dealing with business operations, in the last five (5) years, whether before an administrative body or in a judicial forum, in which an affiliate, a predecessor or either, has been a defendant or a respondent.

**U.S. jurisdictions:**

**Ohio**

**Case No. 16-2006-GE-UNC: In the Matter of Commerce Energy, Inc dba Just Energy:**

On October 11, 2016, Just Energy and the Staff of the Public Utilities Commission of Ohio entered into a joint stipulation resolving all matters identified by staff in a November Notice of Probable Non-Compliance. The matter is currently pending before the Commission.

**Case No. 1:12-CV-00758: Davina Hurt, et al. v. Commerce Energy, Inc. et al.; in the United States District Court for the Northern District of Ohio, Eastern Division.**

Certified class action filed by former sales representatives claiming violations of federal and state minimum wage and overtime statutes for failure to pay. Trial on liability took place from September 29 to October 6, 2014. Jury found defendants failed to satisfy burden of demonstrating that plaintiffs qualified as outside salespeople. Defendants filed post-trial motions to disregard jury findings and sought permission to file interlocutory appeal on liability. These motions remain pending. Trial on damages is not yet scheduled.

**Massachusetts**

**Just Energy Massachusetts Corp. – Assurance of Discontinuance with Massachusetts Attorney General**

On December 31, 2014, Just Energy Massachusetts Corp. and certain related affiliates (collectively “Just Energy”) entered into an Assurance of Discontinuance with the Massachusetts Attorney General. Allegations included: failing to disclose complete and accurate pricing information to its customers, promising savings, inducing elderly and non-native English speaking consumers to enter a contract, slamming, and charging high termination fees to small business owners. Just Energy is required to pay a total of \$4 million, including \$3.8 million to an independent trust fund for purposes of making restitution to the Commonwealth of Massachusetts. Just Energy also agreed to waive all early termination fees for all residential customers on variable rate contracts, except those that are on introductory rates at the time of early termination. Just Energy is required to no longer make false representations in its marketing materials claiming that consumers will save money on electricity bills as a result of switching to its services. Just Energy has also agreed not to enroll

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low-income customers unless it guarantees savings to those customers, and will engage an independent monitor to ensure compliance and appropriate door-to-door sales operations in Massachusetts.

**The State of Texas**

The Staff of the Public Utility Commission of Texas ("Staff") routinely issues requests for information to licensed entities and audits Retail Electric Providers in the State of Texas. Such requests for information ("RFIs") and audits are not conducted pursuant to any official direction from the Public Utility Commission of Texas ("PUCT") and, therefore, are considered to be informal. These Staff-initiated RFIs and audits, which are fairly common and sometimes directed toward all market participants in a particular segment, could potentially lead to a formal docketed PUCT investigation or other type of formal proceeding. However, no Staff-initiated RFI or audit of a Just Energy Group, Inc. affiliate has ever led to any official sanction or formal action by the PUCT. Informal investigations may also lead to settlements between Staff and Retail Electric Providers, which would ultimately be recognized by the PUCT itself. Below is information regarding RFIs and audits of Just Energy Group, Inc. affiliates that led to settlement agreements between Staff and the Retail Electric Provider in question.

Just Energy Texas LP ("Just Energy") - On May 16, 2014, Commissioners approved a settlement agreement related to allegations by PUCT Staff of 11 areas of non-compliance with consumer protections, including: (1) failure to complete the entire enrollment process in the same language, (2) completing a verification of authorization from a person other than the named applicant, (3) failing to maintain a copy of the applicant's authorization and verification of enrollment, (4) failing to provide a copy of the authorization of verification requested by Commission Staff within the required time frame, (5) failing to obtain or confirm the proper ESI-ID number, (6) failing to submit a move-in or switch as agreed to with the customer or applicant, (7) failing to issue a bill no later than 30 days after receiving the usage data, (8) providing electronic billing without the customer's agreed consent, (9) issuing a disconnection order despite the customer paying the outstanding balance or making deferred payment arrangements by the first day after the disconnection date, (10) authorizing disconnection of service without notice for reasons other than the reasons provided for in the rule, and (11) authorized disconnection of service over disputed amounts prior to a final determination. In the settlement, there was no finding of wrong doing and Just Energy agreed to pay an administrative penalty of \$164,000.

**Canadian Jurisdictions**

Hudson Energy Canada Corp. ("Hudson Energy") – Ontario Energy Board ("Board") EB 2012-0281– Following the enactment of the Energy Consumer Protection Act 2010, the Board initiated a series of compliance inspections of all electricity and natural gas retailers in Ontario. The Board found minor deficiencies in Hudson Energy's retention of training records, use of Price Comparison forms, and telephone verification of contracts. Hudson Energy received an Order for Compliance and the payment of an Administrative Penalty from the Board on July 31st, 2012 and paid an \$11,000 administrative penalty. This matter has been closed.

Just Energy Ontario L.P. EB-2013-0392 I EB-2013-0393 Assurance of Voluntary Compliance Filed: April 3, 2014. In April 2014, Just Energy agreed to pay \$450,000 under an Assurance of

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Voluntary Compliance ("AVC") accepted by the Ontario Energy Board. During a review, it was discovered that there was a system calculating error that resulted in inaccuracies in approximately 1% of letters delivered to customers between January 1, 2011 and October 2012 in Ontario. Just Energy VOLUNTARILY agreed to pay a penalty to the OEB for this inadvertent system error that occurred during a system upgrade in regards to early termination fees. Customers directly affected have been contacted and reimbursed as necessary.

Just Energy Ontario L.P. ("Just Energy")

Ontario Energy Board ("Board") EB 2012-0443, on January 2, 2013 Just Energy entered into an Assurance of Voluntary Compliance and paid a \$80,000 administrative penalty. The assurance pertained to two independent contractors who engaged in conduct which breached the Energy Consumer Protection Act, Regulation 389/10 and the Electricity Retailer Code of Conduct. The breaches related to providing false or misleading statements, not immediately stating the name and retailer represented, failing to prominently display a valid identification badge and failing to offer a business card. Both independent contractors were terminated. This matter has been closed.

Hudson Energy Canada Corp. ("Hudson Energy") — Ontario Energy Board ("Board") EB 2012-0281— Following the enactment of the Energy Consumer Protection Act 2010, the Board initiated a series of compliance inspections of all electricity and natural gas retailers in Ontario. The Board found minor deficiencies in Hudson Energy's retention of training records, use of Price Comparison forms, and telephone verification of contracts. Hudson Energy received an Order for Compliance and the payment of an Administrative Penalty from the Board on July 31st, 2012 and paid an \$11,000 administrative penalty. This matter has been closed.

**Exhibit C-1 “Annual Reports”**

Attached are Just Energy’s two most recent Annual Reports filed with the Canadian Securities and Exchange Commission. Financial data is maintained on a consolidated company basis and therefore cannot be produced to reflect Commerce Energy, Inc. business only.

Just Energy’s Annual Report can be found in electronic format on their investor relations website at:  
<http://justenergygroup.com/FinancialReports/QuarterlyAnnualReports.aspx>

All of Just Energy’s financial reports and public disclosures can be found at:  
<http://justenergygroup.com/>



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**Exhibit C-2 “SEC Filings”**

Please refer to Exhibit C-1 “Annual Reports” of this application.

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**Exhibit C-3 “Financial Statements”**

Please refer to Exhibit C-1 “Annual Reports” of this application.

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**Exhibit C-4 "Financial Arrangements"**

This exhibit contains confidential and proprietary information and is being submitted under seal.

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**Exhibit C-5 “Forecasted Financial Statements”**

This exhibit contains confidential and proprietary information and is being submitted under seal.

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**Exhibit C-6 “Credit Rating”**

Neither the applicant nor its parent or affiliate organization is rated by Duff & Phelps, Dun and Bradstreet Information Services, Fitch IBCA, Moody’s Investors Service, Standard & Poors, or a similar organization.

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**Exhibit C-7 “Credit Report”**

Enclosed is a copy of Commerce Energy, Inc. credit report from Dun and Bradstreet DNBi Risk Management.



Printed By: Brian Chandler  
Date Printed: October 04, 2016

## Live Report : COMMERCE ENERGY, INC.

D-U-N-S® Number: 17-634-3341

Trade Names: (FOREIGN PARENT IS JUST ENERGY GROUP INC., ONTARIO, CANADA.) - JUST ENERGY

Endorsement/Billing Reference: agayle@justenergy.com

<b>D&amp;B Address</b>				<b>Added to Portfolio:</b> 11/12/2013	
<b>Address</b>	5251 Westheimer Rd Ste 1000	<b>Location Type</b>	Single (Subsidiary)	<b>Last View Date:</b> 05/25/2015	
	Houston, TX, US - 77056			<b>Endorsement :</b> agayle@justenergy.com	
	<b>Phone</b> 905 670-4440	<b>Web</b>	m		
	<b>Fax</b>				

## Company Summary

Currency: Shown in USD unless otherwise indicated

### Score Bar

PAYDEX®		Unavailable	
Commercial Credit Score Percentile		28	Moderate to High Risk of severe payment delinquency.
Financial Stress Score National Percentile		5	Moderate to High Risk of severe financial stress.
D&B Viability Rating		E	View More Details
Bankruptcy Found		No	
D&B Rating		--	Unavailable.

### Detailed Trade Risk Insight™

Days Beyond Terms Past 3 Months  
There is not sufficient reporting trading activity to generate 3 months  
Days Beyond Terms (a minimum of 3 trade experiences from at least 2 suppliers)

Recent Derogatory Events

Oct-15

Placed for Collection -- -  
Bad Debt Written Off -- -

### Corporate Linkage

This is a **Single (Subsidiary)** location

COMMERCE ENERGY, INC.  
Houston, TX  
D-U-N-S® Number 17-634-3341

### D&B Viability Rating

	<b>Viability Score : 4</b>
	<b>Portfolio Comparison : 2</b>
	<b>Data Depth Indicator : E</b>
	<b>Company Profile : Z</b> <b>Subsidiary</b>

The Parent Company is  
Just Energy Group Inc  
ONTARIO  
D-U-N-S® Number 25-193-0624

#### Commercial Credit Score Class

#### Commercial Credit Score Class: 4

Lowest Risk:1;Highest Risk :5

#### Financial Overview



Based on your financial statement preference setting and the availability of financial data from the sources, no financial statements are available.

#### FirstRain Company News



This Company is not currently tracked for Company News

Powered by FirstRain

#### 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	3	11/07/13
Suits	0	-

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

#### D&B Company Overview

This is a single (subsidiary) location

Chief Executive	KEN HARTWICK, CEO
Year Started	1997
Management Control	2009
Employees	20
Financing	SECURED
SIC	4911
Line of business	Electric services
NAICS	221122
History Status	CLEAR

#### Financial Stress Score Class

#### Financial Stress Score Class: 4

Lowest Risk:1;Highest Risk :5

#### 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/insolvency within the next 12 months. The D&B Viability Rating is made up of 4 components:

4	<b>Viability Score</b>	Lowest Risk:1      Highest Risk:9
<p><b>Compared to All US Businesses within the D&amp;B Database:</b></p> <ul style="list-style-type: none"> <li>• Level of Risk: <b>Low Risk</b></li> <li>• Businesses ranked 4 have a probability of becoming no longer viable: <b>5 %</b></li> <li>• Percentage of businesses ranked 4: <b>14 %</b></li> <li>• Across all US businesses, the average probability of becoming no longer viable: <b>14 %</b></li> </ul>		
2	<b>Portfolio Comparison</b>	Lowest Risk:1      Highest Risk:9
<p><b>Compared to All US Businesses within the same MODEL SEGMENT:</b></p> <ul style="list-style-type: none"> <li>• Model Segment : <b>Firmographics and Business Activity</b></li> <li>• Level of Risk: <b>Low Risk</b></li> <li>• Businesses ranked 2 within this model segment have a probability of becoming no longer viable: <b>5 %</b></li> <li>• Percentage of businesses ranked 2 with this model segment: <b>14 %</b></li> <li>• Within this model segment, the average probability of becoming no longer viable: <b>16 %</b></li> </ul>		
E	<b>Data Depth Indicator</b>	Predictive Data:A      Descriptive Data:G
<p><b>Data Depth Indicator:</b></p> <ul style="list-style-type: none"> <li>✓ Rich Firmographics</li> <li>✓ Sparse Commercial Trading Activity</li> <li>✗ No Financial Attributes</li> </ul> <p>Greater data depth can increase the precision of the D&amp;B Viability Rating assessment.</p>		
1	<b>Company Profile</b>	<b>Subsidiary</b>

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**Exhibit C-8 "Bankruptcy Information"**

Commerce Energy, Inc. has never filed and/or reported reorganizations, protection from creditors, or any other form of bankruptcy filings.

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**Exhibit C-9 “Merger Information”**

Not Applicable.

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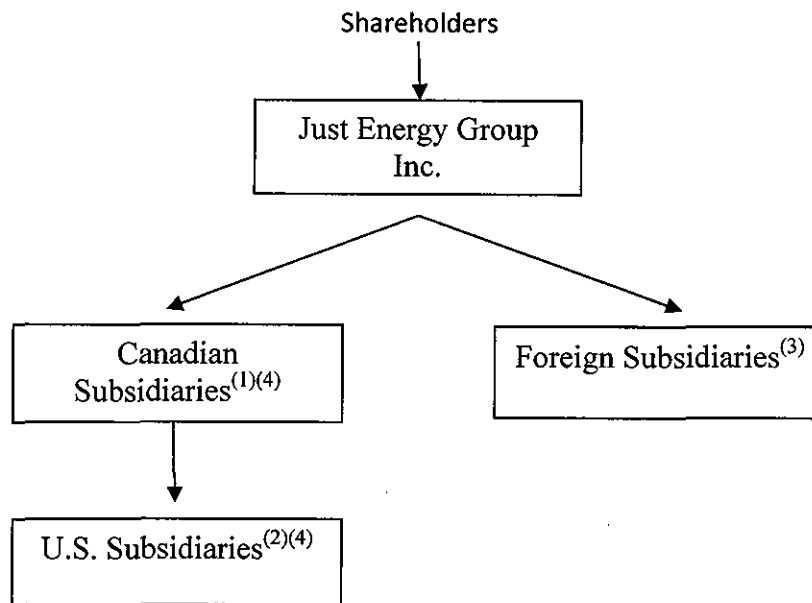
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**Exhibit C-10 “Corporate Structure”**

Commerce Energy, Inc. d/b/a Just Energy is a California corporation and a subsidiary Just Energy Group Inc. In Ohio, the company is operating under the name Just Energy. Below see a summary organizational chart depicting the applicant’s parent company’s corporate structure and a list of all affiliated companies. The applicant is not affiliated with any utility distribution company.

**Organizational Structure of the Company**

The following diagram sets forth the simplified organizational structure of the Company.



**Notes:**

- (1) The Canadian Subsidiaries are corporations, limited partnerships, and unlimited liability companies directly or indirectly wholly-owned by the Company. The Canadian operating Subsidiaries are Just Energy Ontario L.P. (Ontario); Just Energy Alberta L.P. (Alberta); Just Green L.P. (Alberta); Just Energy Manitoba L.P. (Manitoba); Just Energy (B.C.) Limited Partnership (British Columbia); Just Energy Québec L.P. (Quebec); Just Energy Prairies L.P. (Manitoba); Just Energy Trading L.P. (Ontario); and Hudson Energy Canada Corp. (Canada). Just Energy Corp. is the general partner of each of the Canadian operating limited partnerships. Additionally, the Company indirectly holds an approximate 10% fully diluted interest in ecobee Inc., a manufacturer and distributor of smart thermostats located in Toronto, Ontario.
- (2) The U.S. Subsidiaries are corporations, limited liability companies and limited partnerships indirectly wholly-owned by the Company and are incorporated or formed, as applicable, under the laws of the State of Delaware, unless otherwise noted. The U.S. operating Subsidiaries are Just Energy (U.S.) Corp.; Just Energy Illinois Corp.; Just Energy Indiana Corp.; Just Energy Massachusetts Corp.; Just Energy New York Corp.; Just Energy Texas I Corp.; Just Energy Texas LP (Texas); Just Energy Pennsylvania Corp.; Commerce Energy, Inc. (California); Just Energy Marketing Corp.; Just Energy Michigan Corp.; Hudson Energy Services LLC (New Jersey); Just Energy Limited; Fulcrum Retail Energy LLC d/b/a Amigo Energy (Texas); Tara Energy, LLC (Texas); and Just Solar Holdings Corp.
- (3) Hudson Energy Holdings UK Limited and Hudson Energy Supply UK Limited are direct and indirect wholly owned subsidiaries of the Company operating in the United Kingdom. Just Insurance Limited, a Barbadian company, an indirect wholly owned subsidiary of the Company, provides self-insurance to the Company and its subsidiaries.
- (4) The Company also indirectly owns a 50% interest in Just Ventures L.P. (Ontario) and Just Ventures LLC (Delaware) (collectively, “Just Ventures”), which operate as internet marketing companies for the Company’s subsidiaries. The other 50% interest of Just Ventures is directly or indirectly held by a third party, Red Ventures, LLC (North Carolina).

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**Exhibit D-1 “Operations”**

The applicant is a third party electricity and natural gas supplier that provides customer choice and competitive pricing of energy to retail customers. The operations department contracts bilaterally with other energy suppliers to serve our retail load and to fulfill other company requirements, such as filling storage facilities and balancing supply pools. The applicant utilizes these facilities and pools to fulfill delivery requirements to various local distribution companies and their city gates. Contract purchases range from daily spot structures to yearly supply acquisitions.

**Exhibit D-2 “Operations Expertise”**

The applicant’s operations department handles all nominations and scheduling of the purchases referenced in Exhibit D-1, retail load and other company requirements. The analysts monitor the individual markets and the marketplace closely. They are on call 24 hours a day to ensure that all necessary pipeline and utility requirements are met. The operations department is responsible for nominations, balancing, scheduling and purchasing requirements in-house for over 510,000 customers in several gas markets around the country.

**Exhibit D-3 “Key Technical Personnel”**

**JAMES LEWIS**

*President and Co-Chief Executive Officer*

James Lewis brings to his position as President and co-CEO of Just Energy more than 16 years of experience in the retail energy industry. Before assuming his latest role, James served as Chief Operating Officer (COO) for the company with accountability for corporate-wide strategic planning, policy and program development. Prior to his role as COO, he led Just Energy’s Eastern U.S. residential and small business division with accountability for all aspects of the residential business including Customer Service, Operations and Sales. James also served as Senior Vice President for all of Just Energy’s North American Operations, which included a range of business functions from Contract Fulfillment and Revenue Assurance to Customer Retention and Renewals.

Before joining Just Energy, James led the Risk Management, Structuring, and Trading portfolios for a large U.S.-based energy company, as well as Information Management and Internal Audit functions for a large multi-national corporation.

James earned a Bachelor and Master’s degree of Engineering from the Stevens Institute of Technology in New Jersey, as well as a Master’s of Business Administration degree from New York University.

*Email: [jlewis@justenergy.com](mailto:jlewis@justenergy.com)*

*Address: Suite 1000 – 5251 Westheimer Road, Houston, Texas, U.S. 77056*

*Phone: 713-544-8129*

**DEBORAH D. MERRIL**

*President and Co-Chief Executive Officer*

With more than 17 years of experience in the retail energy industry, Deborah Merrill was appointed to her current role of President and Co-Chief Executive Officer of Just Energy in April, 2014. Prior to this, Deborah led the organization’s commercial business as President of Hudson Energy Services with responsibility for Hudson as well as the Commerce Energy brand. Earlier leadership functions include her role as Vice President of Marketing from 2002 to 2007. Deborah was a founding partner of Houston-based Just Energy LP, now owned and operating under Just Energy Group Inc. Previous industry experience includes accountability in several business portfolios ranging from operations, to physical and financial risk management, and deal structuring at Enron Energy Services. Deborah gained a Bachelor of Arts degree in Economics at The College of Wooster in Ohio, and earned her Master’s degree in Business Administration (MBA) at Texas A&M University.

*Email: [dmerril@justenergy.com](mailto:dmerril@justenergy.com)*

*Address: Suite 1000 – 5251 Westheimer Road, Houston, Texas, U.S. 77056*

*Phone: 713-544-8125*

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**PATRICK McCULLOUGH**

Chief Financial Officer

Patrick McCullough was appointed Chief Financial Officer of Just Energy Group Inc. in August 2014. Prior to this, Mr. McCullough was Chief Executive Officer and Chief Financial Officer of Amonix, a California based designer and manufacturer of concentrated photovoltaic (CPV) solar power systems. Earlier roles include CFO with IMI Severe Service, Division CFO for Johns Manville, a Berkshire Hathaway Company, as well as various roles with Ford Motor Company as Deputy General Manager and CFO of a \$1+ billion joint venture in Shanghai China. Mr. McCullough has his MBA and Bachelor's Degree in Science, Mechanical Engineering, both from the University of Notre Dame. He also completed Executive Education, Visteon Leadership Program at the IESE Business School, University of Navarra.

Email: [pmccullough@justenergy.com](mailto:pmccullough@justenergy.com)

Address: Suite 1000 – 5251 Westheimer Road, Houston, Texas, U.S. 77056

Phone: 713.933.0895

**JONAH DAVIDS**

Executive Vice President Legal and Regulatory and General Counsel

Jonah is currently the Executive Vice President, Legal & Regulatory and General Counsel of Just Energy, marketers of natural gas and electricity to residential and commercial customers in Canada and the United States. Prior to joining Just Energy, Jonah practiced with McMillan LLP in the corporate and natural resources groups. Jonah received his LLB from the University of Western Ontario in 2000 and an LLM in Natural Resources from the University of Dundee, Scotland in 2005. He is admitted to the bar in the Province of Ontario.

Email: [jdavids@justenergy.com](mailto:jdavids@justenergy.com)

Address: Suite 200, 6345 Dixie Road, Mississauga, ON, L5T 2E6

Phone: 905-795-3563

**MARK REESE**

Vice President, U.S. Supply

Mark joined the company in July 2015. He is responsible for the overall management of the US natural gas portfolio for Just Energy, including financial hedging, gas supply, transportation, and storage optimization. Prior to joining Just Energy he was Director of Retail Gas Operations for Dominion Resources. Prior to that he held various roles, ranging from portfolio management, to project finance, and deal structuring at Enron. Mark began his career at Sonat Marketing and has over 19 years of experience in the energy industry. Mark earned a Bachelor of Arts degree in Finance from Morehouse College in Atlanta, GA and earned his Master's degree in Business Administration (MBA) from The Darden School at the University of Virginia.



**Commerce Energy, Inc. d/b/a Just Energy- RENEWAL CERTIFICATION APPLICATION  
COMPETITIVE RETAIL NATURAL GAS – CASE NUMBER 02-1828-GA-CRS**

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**KRISHNAN KASIVISWANATHAN**

SVP Supply

Krishnan Kasiviswanathan is Senior Vice President of Supply of Just Energy and he is responsible for the enterprise-wide risk management of Just Energy's electric power and natural gas retail businesses across US, Canada and UK regions.

Krishnan has 18 years of experience in wholesale and retail energy markets with expertise in portfolio management, trading and risk management. Prior to Just Energy, he was with NRG Energy in leadership roles including Chief Risk Officer and Vice President of Commercial Operations. He started his energy career at Select Energy, the unregulated subsidiary of Northeast Utilities, where he had held several front and middle office positions of increasing responsibilities. He has Master of Science and MBA degrees from University of Connecticut, Storrs.


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## CERTIFICATE OF SERVICE

The Public Utilities Commission of Ohio's e-filing system will electronically serve notice of the filing of this document on the parties referenced on the service list of the docket card who have electronically subscribed to the case. In addition, the undersigned hereby certifies that a copy of the foregoing document is also being served (via electronic mail) on the 18<sup>th</sup> day of November 2016 upon the person listed below.

  
Stephen M. Howard

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