Ohio Public Utilities Commission

Original CRS Case Number	Version
13 - 1205-EL-CRS	May 2016

RENEWAL APPLICATION FOR RETAIL GENERATION PROVIDERS AND POWER MARKETERS

Please print or type all required information. Identify all attachments with an exhibit label and title (Example: Exhibit C-10 Corporate Structure). 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 input information directly onto the form. You may also download the form, by saving it to your local disk, for later use.

A. <u>RENEWAL INFORMATION</u>

A-1 Applicant intends to be renewed as: (check all that apply)

□Retail Generation Provider □Power Marketer □Power Broker □Aggregator

A-2 Applicant's legal name, address, telephone number, PUCO certificate number, and web site address

Legal Name Alpha Gas and Electric, LLC Address 971 Route 45 Suite 202, Pomona, NY 10970 PUCO Certificate # and Date Certified 13-701E(1) June 16,2013 Telephone #(845) 810-0088 Web site address (if any) www.alphagasandelectric.com

A-3 List name, address, telephone number and we b site address under which Applicant does business in Ohio

Address 971 Route 45 Suite		2017	
Felephone # <u>(845) 810-0088</u>	Web site address (if any) www.alphagasandelectric.com,	-	
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A-4	List all names under which the applicant does business in North Americ	a
	Alpha Gas and Electric, LLC	

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A-5 Contact person for regulatory or emergency matters

Name Dina Freedma	n		
Title Office Manage	r		
Business address 97	1 Route 45 suite 202 Pome	ona, NY 10970	
Telephone #(845) 81	0-0088	Fax # (845) 501-0633	
E-mail address	dina@alpahgne.com		

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

Name David Wanou	nou		
Title CEO			
Business address 97	71 Route 45 Suite 202 Pomo	ona, NY 10970	
Telephone #(845) 8		Fax # (845) 501-0633	
E-mail address	david@alphagne.com		

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

Customer Service address 971 Route 45 Suite 202, Pomona, NY 10970Toll-free Telephone #(888) 636-3749Fax # (845) 501-0633E-mail addressall@alphagne.com

A-8 Applicant's federal employer identification number # 27-3718690

A-9 Applicant's form of ownership (check one)

□Sole Proprietorship □Limited Liability Partnership (LLP) □Corporation □Partnership □Limited Liability Company (LLC) □ Other

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

A-10 <u>Exhibit A10 "Principal Officers, Directors & Partners"</u> provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.

B. <u>MANAGERIAL CAPABILITY AND EXPERIENCE</u>

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- **B-1** <u>Exhibit B-1 "Jurisdictions of Operation,"</u> 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 or wholesale electric services.
- **B-2** <u>Exhibit B-2 "Experience & Plans,"</u> provide a 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 4928.10 of the Revised Code.
- **B-3** <u>Exhibit B-3 "Disclosure of Liabilities and Investigations,"</u> provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocation 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 it is seeking to be certified to provide.
- B-4 Disclose whether the applicant, a predecessor of the applicant, or any principal officer of the applicant have ever been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years.
 ☑ No
 ☑ Yes

If yes, provide a separate attachment labeled as **Exhibit B-4 "Disclosure of Consumer Protection Violations"** detailing such violation(s) and providing all relevant documents.

B-5 Disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail or wholesale electric service denied, curtailed, suspended, revoked, or cancelled within the past two years.
 ☑ No □ Yes

If yes, provide a separate attachment labeled as <u>Exhibit B-5</u> "Disclosure of <u>Certification Denial</u>, <u>Curtailment</u>, <u>Suspension</u>, <u>or Revocation</u>" detailing such action(s) and providing all relevant documents.

C. <u>FINANCIAL CAPABILITY AND EXPERIENCE</u>

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

C-1 <u>Exhibit C-1 "Annual Reports,"</u> provide the two most recent Annual Reports to Shareholders. If applicant does not have annual reports, the applicant should provide similar information in 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-5 <u>Exhibit C-5 "Forecasted Financial Statements,"</u> provide two years of forecasted income statements for the applicant's ELECTRIC 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 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 <u>Exhibit C-7 "Credit Report,"</u> provide a copy of the applicant's 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 <u>Exhibit C-9 "Merger Information,"</u> 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 or subsidiary companies.

D. TECHNICAL CAPABILITY

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- **D-1** Exhibit D-1 "Operations" provide a written description of the operational nature of the applicant's business. Please include whether the applicant's operations include the generation of power for retail sales, the scheduling of retail power for transmission and delivery, the provision of retail ancillary services as well as other services used to arrange for the purchase and delivery of electricity to retail customers.
- **D-2** Exhibit D-2 "Operations Expertise," given the operational nature of the applicant's business, provide evidence of the applicant's experience and technical expertise in performing such operations.
- Exhibit D-3 "Key Technical Personnel," provide the names, titles, e-mail addresses, **D-3** telephone numbers, and the background of key personnel involved in the operational aspects of the applicant's business.
- **D-4** Exhibit D-4 "FERC Power Marketer License Number," provide a statement disclosing the applicant's FERC Power Marketer License number. (Power Marketers only)

Signature of Applicant and Title

Sworn and subscribed before me this _____ day of ___ Month

Signature of official Alministering oath

My commission expires on

Print Name and Title RENEE LEVINE Notary Public, State of New York No.-02LE6127285 Qualified in Rockland County Commission Expires May 23, 2017

<u>AFFIDAVIT</u>

State of

County of Reckland:

<u>0110102</u>ss. (Town)

<u>Dowid</u> Waycon, Affiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the <u>CEO</u>. (Office of Affiant) of <u>Apra Gast Electic</u> (Name of Applicant);

That he/she is authorized to and does make this affidavit for said Applicant,

- 1. The Applicant herein, attests under penalty of false statement that all statements made in the application for certification renewal are true and complete and that it will amend its application while the application is pending if any substantial changes occur regarding the information provided in the application.
- The Applicant herein, attests it will timely file an annual report with the Public Utilities Commission of Ohio of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Division (A) of Section 4905.10, Division (A) of Section 4911.18, and Division (F) of Section 4928.06 of the Revised Code.
- 3. The Applicant herein, attests that it will timely pay any assessments made pursuant to Sections 4905.10, 4911.18, or Division F of Section 4928.06 of the Revised Code.
- 4. The Applicant herein, attests that it will comply with all Public Utilities Commission of Ohio rules or orders as adopted pursuant to Chapter 4928 of the Revised Code.
- 5. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, and its Staff on any utility matter including the investigation of any consumer complaint regarding any service offered or provided by the Applicant.
- 6. The Applicant herein, attests that it will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
- 7. The Applicant herein, attests that it will fully comply with Section 4928.09 of the Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
- 8. The Applicant herein, attests that it will use its best efforts to verify that any entity with whom it has a contractual relationship to purchase power is in compliance with all applicable licensing requirements of the Federal Energy Regulatory Commission and the Public Utilities Commission of Ohio.
- 9. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, the electric distribution companies, the regional transmission entities, and other electric suppliers in the event of an emergency condition that may jeopardize the safety and reliability of the electric service in accordance with the emergency plans and other procedures as may be determined appropriate by the Commission.
- 10. If applicable to the service(s) the Applicant will provide, the Applicant herein, attests that it will adhere to the reliability standards of (1) the North American Electric Reliability Council (NERC), (2) the appropriate regional reliability council(s), and (3) the Public Utilities Commission of Ohio. (Only applicable if pertains to the services the Applicant is offering)

11. The Applicant herein, attests that it will inform the Commission of any material change to the information supplied in the renewal application within 30 days of such material change, including any change in contact person for regulatory purposes or contact person for Staff use in investigating customer complaints.

...

That the facts above set forth are true and correct to the best of his/her knowledge, information, and belief and that he/she expects said Applicant to be able to prove the same at any hearing hereof.

6, 2,0,

Signature of Affiant & Title

Sworn and subscribed before me this $\underline{\mathcal{H}}^{\mathsf{m}}$ day of April Month Year 2 vine Signature of official administering oath Print Name RENEE LEVINE

My commission expires on

Notary Public, State of New York No. 02LE6127285 Qualified in Rockland County Commission Expires May 23, 2017



April 26, 2017

Public Utilities Commission of Ohio Docketing Division 180 East Broad Street Columbus, OH 43215-3793

RE: Renewal Certification_Alpha Gas and Electric, LLC Original CRS Case Number 13-1205-EL-CRS

4.

To whom it may concern,

Enclosed please find Alpha Gas and Electric's renewal certification application for CRS Case Number 13-1205-EL-CRS.

As required, I have included the original notarized and signed application as well as three additional copies.

Any confidential information that we are filing under seal is enclosed in a separate envelope marked as confidential.

Thank you.

Sincerely,

Dina Freedman Office Manager <u>dina@alphagne.com</u> 845.810.0088 x200

PRINCIPAL OFFICERS, DIRECTORS, AND PARTNERS OF ALPHA GAS AND ELECTRIC, LLC. EXHIBIT A-10

4.

Israel Orzel, Chairman

12 College Road

Monsey NY 10952

845-406-9100

iorzel@homeforadults.com

Harvey Klein, Officer

12 College Road

Monsey, NY 10952

845-406-9100 x 11

hklein@hikoenergy.com

David Wanounou, CEO

971 Route 45, Suite 202

Pomona, NY 10970

845-810-0088 x 222

david@alphagne.com

ALPHA GAS AND ELECTRIC, LLC.

1.

EXHIBITS B-1 through B-3

.

JURISDICTIONS OF OPERATION

Exhibit B-1

Current market of Alpha Gas and Electric, LLC

- New York Public Service Commission
 - o Con Edison
 - o Keyspan NY
 - o Keyspan Ll
 - o Orange and Rockland
 - o Niagara Mohawk
 - o NYSEG
 - Rochester Gas and Electric
 - o Central Hudson
 - o National Fuel Gas
- New Jersey Board of Public Utilities
 - o PSE&G
 - o Rockland Electric Company
 - o Jersey Central Power and Light
 - o South Jersey Gas
 - o New Jersey Natural Gas
 - o Atlantic City Electric
 - o Elizabeth Town Gas
- Ohio Public Utilities Commission
 - o Dayton Power and Light
 - o Duke
 - o Cleveland Illuminating
 - o Ohio Edison
 - o Toledo Edison
 - o Columbia Gas
 - o Vectren
- Pennsylvania Public Utilities Commission
 - o Duquesne
 - o PPL Electric
 - o West Penn Power
 - o Penn Power
 - o UGI Utilities
 - o Penelec
 - o Met Ed
 - o PECO
 - o Columbia Gas
- Illinois Commerce Commission
 - o Gas and Electric licenses

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EXPERIENCE AND PLANS Exhibit B-2

BACK END FUNCTIONS

Alpha Gas and Electric, LLC. uses EC Info Systems to manage the back end of enrollments and customer accounts. We work with larger pipelines, such as Transco, Tetco, Columbia Gulf, Columbia Gas, Tennessee Pipeline, and Algonquin.

GP Renewables & Trading are our aggregators and provide back-office support.

FRONT END FUNCTIONS

Alpha Gas and Electric, LLC. aims to keep the level of customer service at a high level. Every call is monitored and recorded. We listen to these recordings at random, to ensure that each customer service representative is treating our customers with respect, and helping to resolve all issues they may have. We take our customer service very seriously, and it is our goal to have only positive feedback from our growing number of customers.

Alpha works with very reputable, first class marketing companies for all marketing campaigns. Our marketing coordinators keep the quality control under a very careful watch. Supervisors monitor and listen to calls to ensure that our quality and integrity remains at the level we expect it. We have multiple promotion programs that we implemented in Ohio. We offer customers exciting programs and incentives, as well as great customer service.

DISCLOSURE OF LIABILITIES AND INVESTIGATIONS EXHIBIT B-3

. .

Alpha Gas and Electric, LLC. does not have any existing, pending, or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matters that could adversely impact the financial or operational status or ability to provide the services we are seeking to be certified to provide.

Alpha Gas and Electric LLC

David Wanounou, CEO

ALPHA GAS AND ELECTRIC, LLC.

1,

EXHIBITS C-1 through C-9

ANNUAL REPORTS EXHIBIT C-1

1.

Alpha Gas and Electric, LLC. does not have annual reports because we are not publicly traded.

SEC FILINGS EXHIBIT C-2

1.

Exhibit C-2 of the PUC of Ohio Application for CRES requests the most recent SEC filings. However, Alpha Gas and Electric, LLC. is not publicly traded; therefore, we are not required to file with the SEC.

ALPHA GAS AND ELECTRIC, LLC.

1.

EXHIBIT C-3: FINANCIAL STATEMENTS

This Exhibit (Exhibit C-3) requests confidential information regarding Alpha Gas and Electric, LLC.s financials. Since this application is available to the public, a copy with the confidential information will be filed separately and will be marked "Exhibit C-3: Confidential".

ALPHA GAS AND ELECTRIC, LLC.

4.

EXHIBIT C-4: FINANCIAL ARANGEMENTS

FINANCIAL ARRANGEMENTS

1.

EXHIBIT C-4

Alpha Gas and Electric, LLC. would like our financial arrangements to be kept confidential, and therefore filed this Exhibit under seal.

- C-2 <u>Exhibit C-2 "SEC Filings,"</u> provide the most recent 10-K/8-K Filings with the SEC. If the 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 <u>Exhibit C-4 "Financial Arrangements,"</u> provide copies of the applicant's financial arrangements to conduct CRES 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.

4

ALPHA GAS AND ELECTRIC, LLC

1.

EXHIBIT C-5: FORECASTED FINANCIAL STATEMENTS

This Exhibit (Exhibit C-5) requests confidential information regarding Alpha Gas and Electric's financials. Since this application is available to the public, a copy with the confidential information will be filed separately and will be marked "Exhibit C-5: Confidential".

CREDIT REPORT / CREDIT RATINGS

1.

EXHIBITS C-6 AND C-7

Being that Alpha Gas and Electric, LLC is a fairly new company, we do not have a credit report or credit ratings.

Alpha gives authorization to the State of OH to contact our bank in regards to our financial information.

M&T Bank 66 Route 59 Monsey, NY 10977

Contact: Timothy Brosnan, tbrosnan@mtb.com

845.352.9300

BANKRUPTCY INFORMATION EXHIBIT C-8

1.

There have been no reorganizations, protection from creditors, or any other form of bankruptcy filings made by Alpha Gas and Electric, LLC. within the past two years.

MERGER INFORMATION EXHIBIT C-9

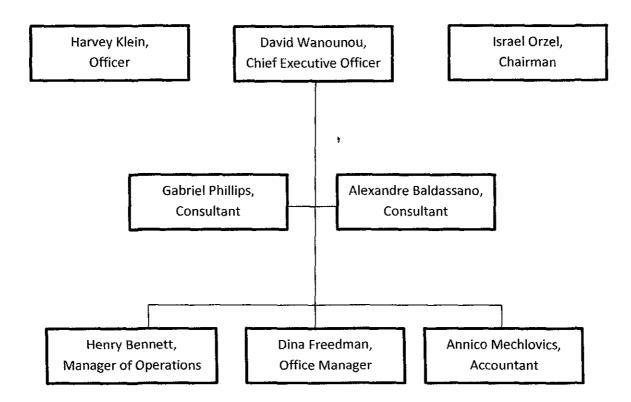
1.

Alpha Gas and Electric, LLC. (originally known as Pan American Energy) was originally owned by Shoshana Mueller and Eva Seitler. As of July 25, 2012, the ownership transferred to Alpha Partners, LLC. (Currently known as Alpha Holdings NY, LLC.) and David Wanounou. CORPORATE STRUCTURE EXHIBIT C-10

1.

CORPORATE STRUCTURE OF ALPHA GAS AND ELECTRIC, LLC.

1.



ALPHA GAS AND ELECTRIC, LLC.

4.

EXHIBITS D-1 through D-4

OPERATIONS EXHIBIT D-1

BACK END FUNCTIONS

Alpha Gas and Electric, LLC. uses EC Info Systems to manage all of the back end functions. ECI provides all EDI, CIS, and Billing functions. Alpha Gas and Electric works with larger pipelines, such as Transco, Tetco, Columbia Gulf, Columbia Gas, Tennessee and Algonquin.

MID END FUNCTIONS

Alpha Gas and Electric, LLC. has a Revolving line of Credit with M and T Bank for all collateral postings and power procurement functions, as well as other functions.

Alpha Gas and Electric has contracted with GP Renewables & Trading, LLC ("GP") to help with load forecasting, scheduling, risk management, market expansion, and etcetera. Our primary consultants are Alexandre Baldassano, Managing Director of GP Renewables, and Gabriel Phillips, president of GP. Their resumes/biographies are attached.

FRONT END FUNCTIONS

Alpha Gas and Electric, LLC. aims to keep the level of customer service at a high level. *Every* call is monitored and recorded. We listen to these recordings at random, to ensure that each customer service representative is treating our customers with respect, and helping to resolve all issues they may have. We take our customer service very seriously, and it is our goal to have only positive feedback from our growing number of customers.

Alpha Gas and Electric works with very reputable, first class marketing companies for all marketing campaigns. Our marketing coordinators keep the quality control under a very careful watch. Supervisors monitor and listen to calls; to ensure our quality remains at the level we expect it. We have multiple promotion programs that we implemented in Ohio. We offer customers exciting programs and incentives, as well as great customer service.

Gabriel Phillips- President, GP Renewables & Trading

gabe@gprenew.com 212-255-8050

Professional History:

GP Renewables & Trading; Founder & CEO- June 2010 - Present; New York, NY

- Managed the daily forecasting, bidding, and scheduling for over 4 ARES with over S00 MW load portfolios in the NYISO, ISO-NE, PJM.
- Created financial hedging strategies for ARES customers.
- Executed financial hedging strategies with a variety of counterparties
- Managed daily collateral and P&L for ARES customer with counterparties and iSOs
- Procured RECs to satisfy ARES customer RPS needs

Sempra Energy Trading; Term Power Trader/Assistant Trader- September 2007 - May 2010; Stamford, CT

- Traded a portfolio of short and long term financial and physical power and natural gas positions spanning four ISO territories, the NYISO, ISO-NE, PJM and the Ontario IMO.
- Priced deals to service customer flow business with an average duration of less than 2 years.
- Managed basis risk to 75 different locations using over the counter basis markets and Financial Transmission rights (FTR) markets to hedge exposure.
- Utilized the virtual market to diversify risk between the day ahead and real time as well as take incremental risk.
- Managed financial tolling deals for two NY power plants totaling 600mws modeled as options driven by various fuel prices and internal
 option models.
- Utilized the virtual market to diversify risk between the day ahead and real time as well as take incremental risk.
- Gained proficiency in managing and mitigating the financial impact of doing physical and financial direct customer and cleared speculative business in various regions by initiating transactions to reduce anciliary services costs generated by carrying large physical positions and to reduce Original Margin requirements with various exchanges including NYMEX and ICE.
- Built various stack and transmission models for Day Ahead and Term trading; including calibrating the model DAYZER to run in conjunction
 with internal systems for PIM, and two excel based stack models for NYISO and ISO-NE respectively.

Sempra Energy Trading; Real Time Power Trader- September 2006 - September 2007; Stamford, CT

- Traded day-ahead and hour-ahead financial and physical power in the WECC region, including California Independent System Operator (CAISO) and the Alberta Electric System Operator (AESO).
- Built and capitalized on customer relationships in taking advantage of arbitrage and spread opportunities.
- Took day-ahead transmission positions to be utilized in real time.
- Gained proficiency in creating NERC required tags to represent the flow of energy in Real Time.
- Studied the fundamentals of the power industry as they relate Hour Ahead and Day Ahead trading; including the affect of the generation stack, transmission constraints, congestion, load forecasts and weather on prices at the various trading hubs in the WECC.

Sempra Energy Trading; Day-Ahead Power Scheduler- July 2006-September 2006; Stamford, CT

- Coordinated the flow of long term and day-ahead physical power transactions for the West Coast Power Desk in the WECC region.
- Communicated with a large number of customers daily to search for Bookout opportunities in order to reduce overhead in each of the profit centers on the desk.
- Provided the desk with market intelligence gathered during communication with customers and scheduling/tagging process.
- Learned to make NREC required tags to represent the flow of energy from generator to sink anywhere in the WECC region.

Sempra Energy Trading; Collateral Analyst- December 2005- July 2006; Stamford, CT

- Processed and executed all collateral requests made by and on Sempra Energy Trading Corp, Sempra Energy Europe Ltd and Sempra Oil Trading SarL, covering all counter parties worldwide.
- Assisted in managing basic liquidity needs by coordinating with CCO and 'I reasury department in the deployment of cash collateral and letters of credit.
- Reconciled the value of all types of transactions in all of SET's portfolios against the counter parties for the purpose of increasing the
 coverage of our credit exposure during a margin call dispute resolution. This process must be accomplished in a timely fashion without
 divulging sensitive information.
- Consistently work towards improved process efficiency and accuracy by increasing automation and enhancing the features of the Java
 application used as the Margin System.

Sempra Energy Trading; Business Analyst- September 2005-Decembere 2005; Stamford, CT

- Supported the trading floor by interpreting the intricacies of how SE I's internal trading and reporting system (Affinity) calculates the value
 of various deals and stores/displays information for the entire trading staff in Stamford, CT alongside only two other Business Analysts.
- Translated elements of the trading business from settlements and trade entry to P&L calculation to aid the development staff in creating more efficient and accurate systems.

 Coordinated and ensured the accuracy of pricing feeds and reporting updated our systems' information feeds from the nation's ISO's as well as maintained connectivity with data providers such as Reuters and LIM.

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Alexandre Baldassano- Managing Director, GP Renewables & Trading

alex@gprenew.com 212-255-8050

EXPERIENCE

GP Renewables & Trading - New York, NY, CT

11/10 - Present

Managing Director, Renewables & environmental Services

- Analyze federal and regional renewable energy and environmental policy
- · Create and market compliance and voluntary environmental credit products
- Expand renewable generation project pipeline
- Analyze state Renewable Portfolio Standard market fundamentals
- Develop spot and futures environmental credit trading strategies for managed accounts and proprietary portfolios

Natsource Asset Management LLC - New York, NY

04/08 - 10/10

Contract Manager

10/09 - 10/10

- · Manage all worldwide institutional relationships for \$500mm carbon commodity fund
- Compose monthly and quarterly investor reports for all hedge funds, managed accounts, and commodity funds
- Supervise ongoing contractual commitments between institutional investors, investment manager, and underlying investment

Operations, Sales, and Risk Associate

04/08-10/09

- Determined end of month beta exposures and asset allocation breakdowns for all portfolios
- Acted as a liaison between existing and potential investors, and the Director of Marketing and Sales
- Researched and grew marketing distribution channels for the Director of Marketing and Sales
- Analyzed and communicated daily carbon and FX beta exposure for largest fund directly to Senior Management
- Identified and rectified daily trade and cash reconciliations while acting as liaison between the trading desk and prime brokerage

EDUCATION

Fordham University Graduate School of Business – New York, NY M.B.A – Finance and Marketing Concentration, 2013

Haverford College – Haverford, PA B.A. – Economics, 2003

Temple University – Rome, Italy General Coursework, 8/01-12/01

OPERATION EXPERTISE EXHIBIT D-2

Alpha Gas and Electric, LLC is a current member of NYISO, and PJM. Alpha operates in NY, NJ, OH, and PA.

BIOS OF ALPHA GAS AND ELECTRIC, LLC.'S OFFICERS AND CONSULTANTS

Harvey Klein, Officer

Harvey Klein is an officer of Alpha Gas and Electric. His responsibilities encompass investor development as well as identifying and analyzing opportunities for Alpha's strategic growth. Mr. Klein is a managing partner in a variety of other companies, including premium incentives, vending companies, and other real estate holdings.

He is a vital member of the Alpha team. Mr. Klein applies his sound business acumen to cultivate and incorporate innovative strategies for Alpha's overall success.

Israel Orzel, Chairman

As Chairman and Managing Partner of Alpha Gas and Electric, LLC., Mr. Orzel is responsible for development, management, and capital marketing activities.

Mr. Orzel is also the largest investor and president of Adult Care Management, which owns and operates eight adult care facilities in the Northeast.

With over three decades of hands-on experience in the real estate and health care management industries, Mr. Orzel is well qualified to lead Alpha's executive management team.

David Wanounou, CEO

David brings his extensive operations experience to Alpha Gas and Electric, LLC. As Chief Operating Officer for IDT Energy, David was responsible for all aspects of serving energy customers, from oversight of initial sales channels, through enrollment and provision, and ongoing customer issue resolution. When David joined IDT Energy, they had 3,000 customers. He completed the acquisition of another ESCO, integrated the two companies, and spearheaded multiple campaigns using varied sales channels. In his first year, he grew the company to 125,000 customers, making IDT Energy the fastest-growing and largest residential ESCO in New York.

As a hands-on leader, David oversaw both the Regulatory and IT arms, directing the build-out of IDT Energy's custom computer system. He expanded IDTE's presence by acquiring licenses and approvals in multiple utilities and states. He also created and implemented policies and procedures to ensure compliance with the numerous regulations applicable in each jurisdiction.

Involvement in day-to-day operations gave him a keen awareness of what it takes to run a successful energy business. His problem-solving and analytical skills were honed by putting them into practical use, and he was responsible for not only much of IDT Energy's rapid growth, but its customer retention as well.

In his previous position as Executive Vice-President of Global Procurement for a Fortune 1000 company, David oversaw multiple projects and took a primary role in budget planning and cost monitoring, key parts of his responsibilities at Alpha Gas and Electric, LLC. He created a process for the purchasing lifecycle, negotiated all contracts such as software, maintenance and operational needs, and resold excess inventory to ensure a favorable bottom line. Alpha Gas and Electric is confident in David's abilities to create and maintain a well-defined corporate infrastructure with a commitment to both customer satisfaction and profitability.

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Alexandre Baldassano, Contracted Consultant Resume is attached to Exhibit D-1

Gabriel Phillips, /Contracted Consultant Resume is attached to Exhibit D-1

KEY TECHNICAL PERSONNEL EXHIBIT D-3

- 1. David Wanounou CEO <u>david@alphagne.com</u> 845-810-0088 x 222
- 2. Harvey Klein Officer <u>hklein@hikoenergy.com</u> 845-406-9100 X 211
- 3. Israel Orzel Chairman iorzel@homeforadults.com 845-409-9100
- Alexandre Baldassano Managing Director, GP Renewables & Trading Consultant, On Retainer alex@gprenew.com 212-255-8050
- 5. Gabriel Phillips President, GP Renewables & Trading Consultant, On Retainer <u>gabe@gprenew.com</u> .212-255-8050
- 6. Henry Bennett Manager of Operations <u>henry@alphagne.com</u> 845-810-0088 x 201
- 7. Dina Freedman Regulatory and Compliance <u>dina@alphagne.com</u> 845-810-0088 x 200
- 8. Annico Mechlovics Accountant <u>amech@hikoenergy.com</u> 845-406-9100 x 207

FERC POWER MARKETER NUMBER EXHIBIT D-4

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Alpha Gas and Electric, LLC.'s FERC Power Marketer Number is ER11-4052.