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2017 NOV 22 AM 11:01

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PUCO

November 21, 2017

Via Overnight Delivery

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

RE: Keytex Energy Solutions, LLC - 2018 Renewal Application for Competitive Retail Natural Gas Brokers/Aggregators; Certificate No. 14-336G(1); Original AGG Case No. 13-2389-GA-AGG

Dear Sir/Madam:

Please find enclosed the 2018 Renewal Application for Competitive Retail Natural Gas Brokers/Aggregators ("Renewal Application") of Keytex Energy Solutions, LLC ("Keytex") for Certificate No. 14-336G(1). If you have any further questions regarding this matter or require any additional information, please feel free to contact me directly or Lennie Davis, Senior Vice President of Retail Operations, at (724) 468-6500. Thank you for your attention to this matter.

Sincerely,


 Kelly J. Balkin

Enclosures

This is to certify that the images appearing are an accurate and complete reproduction of a case file document delivered in the regular course of business.
 Technician mmm Date Processed 11/22/17



Public Utilities Commission

PUCO USE ONLY - Version 1.08		
Date Received	Renewal Certification Number	ORIGINAL AGG Case Number
		13 - 2389 - GA-AGG

RENEWAL CERTIFICATION APPLICATION COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS

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

A-2 Applicant information:

Legal Name Keytex Energy Solutions, LLC
Address 200 Brush Run Road, Suite C, Greensburg, PA 15601
Telephone No. (724) 468-6500 Web site Address www.keytexenergy.com
Current PUCO Certificate No. 14-336G(1) Effective Dates 01/17/2016 - 01/17/2018

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

Name Keytex Energy Solutions, LLC
Address 200 Brush Run Road, Suite C, Greensburg, PA 15601
Web site Address www.keytexenergy.com Telephone No. (724) 468-6500

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

Keytex Energy Solutions, LLC
Keytex Energy Solutions Limited Liability Company

A-5 Contact person for regulatory or emergency matters:

Name Michael Cammerata Title Vice President
Business Address 200 Brush Run Road, Suite C, Greensburg, PA 15601
Telephone No. (724) 468-6500 Fax No. (724) 468-6504 Email Address mcammerata@keytexenergy.com

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

Name Lennie Davis Title Senior Vice President, Retail Operations.
Business address 200 Brush Run Road, Suite C, Greensburg, PA 15601
Telephone No. (724) 468-6500 Fax No. (724) 468-6504 Email Address ldavis@keytexenergy.com

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

Customer service address 200 Brush Run Road, Suite C, Greensburg, PA 15601
Toll-Free Telephone No. (855) 824-6541 Fax No. (724) 468-6504 Email Address N/A

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 InCorp Services, Inc. Title Statutory Agent
Business address 9435 Waterstone Boulevard, Suite 140, Cincinnati, Ohio 45249
Telephone No. (800) 246-2677 Fax No. (702) 866-2689 Email Address Documents@incorp.com

A-9 Applicant's federal employer identification number 262323908

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

☐ Sole Proprietorship ☐ Partnership
☐ Limited Liability Partnership (LLP) ☒ Limited Liability Company (LLC)
☐ Corporation ☐ 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 type="checkbox"/>	Residential	Beginning Date of Service		End Date	
<input type="checkbox"/>	Small Commercial	Beginning Date of Service		End Date	
<input type="checkbox"/>	Large Commercial	Beginning Date of Service		End Date	
<input checked="" type="checkbox"/>	Industrial	Beginning Date of Service	January 1, 2015	End Date	N/A

☒ **Dominion East Ohio**

<input type="checkbox"/>	Residential	Beginning Date of Service		End Date	
<input type="checkbox"/>	Small Commercial	Beginning Date of Service		End Date	
<input type="checkbox"/>	Large Commercial	Beginning Date of Service		End Date	
<input checked="" type="checkbox"/>	Industrial	Beginning Date of Service	January 1, 2015	End Date	N/A

☐ **Duke Energy Ohio**

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

☐ **Vectren Energy Delivery of Ohio**

<input type="checkbox"/> Residential	Beginning Date of Service	End Date
<input type="checkbox"/> Small Commercial	Beginning Date of Service	End Date
<input type="checkbox"/> Large Commercial	Beginning Date of Service	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
<input type="checkbox"/>	Dominion East Ohio	Intended Start Date
<input type="checkbox"/>	Duke Energy Ohio	Intended Start Date
<input type="checkbox"/>	Vectren Energy Delivery of Ohio	Intended Start Date

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

- A-14 **Exhibit A-14 "Principal Officers, Directors & Partners,"** provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.
- A-15 **Exhibit A-15 "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. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 whether the applicant is not required to file with the SEC and why.
- C-3 Exhibit C-3 "Financial Statements,"** provide copies of the applicant's two most recent years of audited financial statements (balance sheet, income statement, and cash flow statement). If audited financial statements are not available, provide officer certified financial statements. If the applicant has not been in business long enough to satisfy this requirement, it shall file audited or officer certified financial statements covering the life of the business. 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 financial arrangements to satisfy collateral requirements to conduct retail electric/gas business activity (e.g., parental or third party guarantees, 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-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

Amin Dain SENIOR VP, RETAIL OPERATIONS

Sworn and subscribed before me this

16th

day of

November

Month

2017

Year

Karen S. Ellenberger

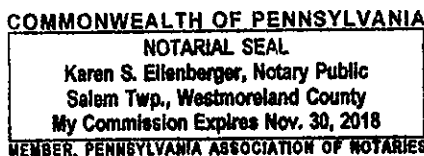
Signature of official administering oath

Karen S. Ellenberger

Print Name and Title

My commission expires on

11/30/2018





The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service
Affidavit Form
(Version 1.07)

In the Matter of the Application of)

Keytex Energy Solutions, LLC)

for a Certificate or Renewal Certificate to Provide)

Competitive Retail Natural Gas Service in Ohio.)

Case No. 13 - 2389 -GA-AGG

County of WESTMORELAND
State of PA

Lennie Davis

[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

Lennie Davis

Sworn and subscribed before me this

16th

day of

November

Month

2017

Year

Karen S. Ellenberger

Signature of Official Administering Oath

Karen S. Ellenberger

Print Name and Title

COMMONWEALTH OF PENNSYLVANIA
NOTARIAL SEAL
Karen S. Ellenberger, Notary Public
Salem Twp., Westmoreland County
My Commission Expires Nov. 30, 2018
MEMBER, PENNSYLVANIA ASSOCIATION OF NOTARIES

My commission expires on

Nov 30, 2018

(CRNGS Broker/Aggregator Renewal - Version 1.08, Revised May 2016)

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Exhibit A-14

Principal Officers, Directors & Partners

Greg Cammerata
President
200 Brush Run Road, Suite C
Greensburg, PA 15601
(724) 468-6500 x. 201

Michael Cammerata
Vice President, Chief Financial Officer
200 Brush Run Road, Suite C
Greensburg, PA 15601
(724) 468-6500 x. 213

Michael Dandrea
Senior Vice President, Sales and Marketing
200 Brush Run Road, Suite C
Greensburg, PA 15601
(724) 468-6500 x. 209

Lennie Davis
Senior Vice President, Retail Operations
200 Brush Run Road, Suite C
Greensburg, PA 15601
(724) 468-6500 x. 212

Sam Perry
Senior Vice President, Gas Operations
200 Brush Run Road, Suite C
Greensburg, PA 15601
(724) 468-6500 x. 233

Exhibit A-15

Company History

Keytex Energy Solutions, LLC ("Applicant"), an energy consulting and brokering company, was duly formed under the laws of the Commonwealth of Pennsylvania in 2007. Since its founding, Applicant's mission has been to become a leader in the deregulated energy market focusing on customer service and providing end-users of electricity the best possible value available in the marketplace.

Applicant has been a licensed electricity broker in Pennsylvania since March 11, 2010 (License No. A-2009-2148518), Illinois ABC License No. 12-0525, and has held a similar license in Ohio since September 14, 2011 (License No. 11-389E), as well as New Jersey (electricity and natural gas).

Serving the residential, commercial and industrial markets in the aforementioned jurisdictions, Applicant works with dozens of electricity suppliers with end-users consumption ranging from 35 MWh to 120,000 MWh in size.

Exhibit A-16

Articles of Organization and Bylaws

These documents are not provided pursuant to renewal application instructions that for Exhibit A-17 that need only be included where "the contents of the originally filed documents changed since the initial application." These documents have not changed since their original filing or since their inclusion in Applicant's original license application.

Exhibit A-17
Secretary of State

[See 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 KEYTEX ENERGY SOLUTIONS LLC, a Pennsylvania For Profit Limited Liability Company, Registration Number 2029598, filed on June 21, 2011, is currently in FULL FORCE AND EFFECT upon the records of this office.



Witness my hand and the seal of the Secretary of State at Columbus, Ohio this 8th day of November, A.D. 2017.

Jon Husted

Ohio Secretary of State

Validation Number: 201731200460

Exhibit B-1

Jurisdictions of Operation

1. Ohio CRES (Electricity & Natural Gas Broker)
2. Pennsylvania. EGS and NGS (Broker)
3. New Jersey (Electricity & Natural Gas Broker)
4. Illinois ABC (Electricity & Natural Gas Broker)
5. Delaware Electric Supplier (Broker)
6. Maryland (Electricity & Natural Gas Broker)

Exhibit B-2

Experience & Plans

Applicant, an energy consulting and brokering company, was duly formed under the laws of the Commonwealth of Pennsylvania in 2007. Since its founding, Applicant's mission has been to become a leader in the deregulated energy market focusing on customer service and providing end-users of natural gas the best possible value available in the marketplace.

Applicant has been a licensed retail natural gas aggregator and broker in Ohio since January 7, 2014 (Certificate No. 13-336G), as well as New Jersey (electricity and natural gas), Illinois (electricity and natural gas) and Maryland (electricity and natural gas).

Applicant reaches prospective customers through internal marketing methods focusing on direct marketing, as well as internet marketing through its website, www.keytexenergy.com

Applicant will continue, at all times, to handle customer inquiries and complaints in accordance with any and all applicable Commission rules adopted pursuant to Section 4929.22 of the Ohio Revised Code and contained in Chapter 4901:1-29 of the Ohio Administrative Code.

Exhibit B-3

Summary of Experience

In addition to the information set forth in Exhibit B-2 and throughout this renewal application, please see the below experience of Applicant's key operating personnel:

Gregory T. Cammerata – President

In addition to his experience at Applicant, Mr. Cammerata has 17 years of experience with Allegheny Energy (AE) serving in various engineering and analytical capacities which began in 1991 as a Plant Engineer at a supercritical generation facility. In 1993 he was assigned to the Engineering Studies group where he specialized in the economics of Clean Air Act compliance. In 1999, Mr. Cammerata became a Project Development Engineer with the unregulated side of AE, where he managed all aspects of siting and developing new power generation projects and expansions of existing facilities. He also performed economic evaluations of potential purchases of externally developed generation projects and divestitures of existing assets. In 2002 Mr. Cammerata became a Quantitative Analyst specializing in the area of Load and Generation Modeling as well as wholesale and retail pricing. He developed and modeled hedging strategies for AE's wholesale trading group, developed pricing and load forecasting for structured transactions such as Provider of Last Resort agreements, developed wholesale and retail pricing models, modeled generation unit commitment and hedging strategies for AE's generation fleet and modeled AE's SO₂ and NO_x emission allowance requirements and compliance strategies.

Michael J. Cammerata – Chief Financial Officer

Mr. Cammerata has 13 years of experience in the energy industry. He joined Strategic Energy (SE) in 1997 as administrator of its web based electricity usage monitoring program. He later joined the energy management group in 1998 scheduling the SE's initial energy deliveries as PA's electricity market first deregulated. In 2002 he became portfolio manager for the Texas region. As such, he was responsible for all forward hedging of electricity, ancillaries and renewable for SE's largest book. He has experience in scheduling and trading in NEPOOL, New York, PJM, MISO, ERCOT, and CA.

Samuel E. Perry – Sr. Vice President, Gas Operations

Mr. Perry has over 35 years of executive experience in the energy business, with the majority of those years focused in natural gas. With a 28 year career at Equitable Resources (ER), his expertise is extensive: rate making, drilling programs, interstate gas pipelines, gas supply, natural gas trading, FERC regulations, corporate planning, sales and marketing, and acquisitions. Along with various executive sales and management positions, Mr. Perry held the position of Marketing Director. From 2001 – 2009 he worked at the Hess Corporation as the Regional Sales Manager for the Ohio Valley. In this position, he had P&L responsibilities for the region covering Western Pennsylvania, Ohio, West Virginia and Kentucky.

Michael A. Dandrea – Sr. Vice President, Sales and Marketing

Mr. Dandrea has 38 years of Engineering, Sales/Marketing, Global Utility/Industrial Business Development, and Operations Management responsibilities with General Electric's Power System Business in Schenectady, NY. Additionally for 10 years he served in various executive positions with AE until his retirement in 2005. As VP of Retail Energy Sales, Mr. Dandrea had profit and loss responsibility for AE's Retail Business Unit in the Middle Atlantic de-regulated electric energy markets. In this role he led the development of AE's retail energy marketing strategy, costing/pricing methodology and customer acquisition. As Executive Director of Gas Turbine Operations, Mr. Dandrea was responsible for the operation, management, personnel safety and availability of AE's gas turbine fleet.

Lennie Davis – Sr. Vice President, Retail Operations

Lennie Davis has 23 years of experience with AE prior to joining Applicant. Mr. Davis worked in a variety of business areas including customer service, financial analysis, marketing, market research, and load forecasting. His experience in deregulated retail markets began when Pennsylvania opened in 1997. Mr. Davis was part of the management team that created AE's first retail business unit. Over the next 15 years his work in various AE retail subsidiaries included oversight of customer service operations, call centers, data entry, EDI activities, billing, and collections. During this period AE took significant market share in New Jersey, Ohio and Pennsylvania. In addition to his energy background, Mr. Davis has also managed the customer service organization for a food manufacturer, and provided technical support for a start-up software company.

Exhibit B-4

Disclosure of Liabilities and Investigations

Applicant has never had or been subject to any investigations, pending or past rulings or judgment, liabilities or any other matter that could adversely impact its financial or operational status or ability to provide *Natural Gas Broker services in the State of Ohio* for which is it seeking recertification thereof.

Exhibit C-1

Annual Reports

This section is not applicable to Applicant. Applicant is a limited liability company with no shareholders. Annual reports are not generated or otherwise regularly provided to holders of ownership interest in Applicant.

Exhibit C-2

SEC Filings

This section is not applicable to Applicant. Neither Applicant nor its parent company is required to make such filings with the SEC.

Exhibit C-3
Financial Statements

[See attached]

10:59 AM

08/24/17

Accrual Basis


keytex energy solutions, LLC (KES)

Profit & Loss

January through December 2016

	Jan - Dec 16
Ordinary Income/Expense	
Income	
Demand Response Fixed Income	5,384.16
Miscellaneous Income	2,250.00
Brokerage Fixed Income	163,600.00
Demand Response Income	295,136.73
Brokerage Income	1,618,659.47
Total Income	2,074,930.36
Gross Profit	2,074,930.36
Expense	
Executive Compensation	0.00
Memberships	2,745.00
Copier and Printer	6,415.59
Demand Response Expense	206,458.52
Management Expense	652,803.74
Advertising	4,778.83
Bank Service Charges	405.91
Charitable Contribution	21,325.00
Cleaning/Janitorial	2,649.76
Commissions	773,439.08
Computer and Internet Expenses	73,207.22
Computer Consulting Fees	61,768.89
Data Services	4,191.24
Insurance Expense	
Professional Liability	9,670.66
General Liability Insurance	2,194.00
Total Insurance Expense	11,864.66
Legal Expenses	60,878.94
Licenses	10,408.73
Marketing Materials	239.44
Meals and Entertainment	3,394.53
Office Expense	27,234.88
Office Supplies	6,741.12
Professional Fees	3,204.00
Rent Expense	65,666.81
Security Expense	877.46
Shipping and Postage	3,366.88
Telephone Expense	13,208.01
Travel Expense	7,151.40
Utilities	10,228.13
Total Expense	2,036,637.16
Net Ordinary Income	38,393.20
Net Income	38,393.20

The undersigned, as a duly appointed officer of Keytex Energy Solutions, LLC, hereby certifies the foregoing to be a true, correct and complete copy to the best of my knowledge and belief.


 Name: MICHAEL J. CAMMERATA
 Title: CFO

Keytex Energy Solutions, LLC

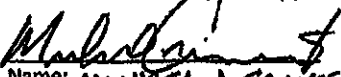
11:01 AM

08/24/17

keytex energy solutions, LLC (KES)
Statement of Cash Flows
January through December 2016

	Jan - Dec 16
OPERATING ACTIVITIES	
Net income	38,393.20
Adjustments to reconcile Net Income to net cash provided by operations:	
FNB Credit Card	-2,803.81
Net cash provided by Operating Activities	35,589.39
FINANCING ACTIVITIES	
Dividends	-120,000.00
Net cash provided by Financing Activities	-120,000.00
Net cash increase for period	-84,410.61
Cash at beginning of period	138,490.54
Cash at end of period	54,079.93

The undersigned, as a duly appointed officer of Keytex Energy Solutions, LLC, hereby certifies the foregoing to be a true, correct and complete copy to the best of my knowledge and belief.


Name: MICHAEL J. CAMMERINO
Title: CEO

11:00 AM

08/24/17

Accrual Basis


keytex energy solutions, LLC (KES)

Balance Sheet

As of December 31, 2016

	Dec 31, 16
ASSETS	
Current Assets	
Checking/Savings	
PJM Blackrock	8,014.48
FNB Bank	46,065.46
Total Checking/Savings	54,079.93
Total Current Assets	54,079.93
Fixed Assets	
Computer Equipment	8,623.19
Furniture and Equipment	8,453.87
Accumulated Depreciation	-16,819.37
Total Fixed Assets	157.63
TOTAL ASSETS	54,237.56
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Credit Cards	
FNB Credit Card	4,171.37
Total Credit Cards	4,171.37
Total Current Liabilities	4,171.37
Total Liabilities	4,171.37
Equity	
Capital - UEH	-33,201.43
Partner Draw-Cammerata Enterpri	-31,416.00
Partner Draw-T.Cammerata	-31,416.00
Capital - Cammerata Enterprises	20,568.90
Capital - T. Cammerata	20,568.90
Dividends	-120,000.00
Partner Draw-UEH	-377,168.00
Retained Earnings	563,738.62
Net Income	38,393.20
Total Equity	50,066.19
TOTAL LIABILITIES & EQUITY	54,237.56

The undersigned, as a duly appointed officer of Keytex Energy Solutions, LLC, hereby certifies the foregoing to be a true, correct and complete copy to the best of my knowledge and belief.


 Name: *Michael J. Cammerata*
 Title: *CFO*

11:00 AM

08/24/17

Accrual Basis


keytex energy solutions, LLC (KES)

Profit & Loss

January through December 2015

	Jan - Dec 15
Ordinary Income/Expense	
Income	
Management Income	135,000.00
Miscellaneous Income	2,250.48
Brokerage Fixed Income	144,500.00
Demand Response Income	186,475.82
Brokerage Income	1,812,207.42
Total Income	2,279,433.72
Gross Profit	2,279,433.72
Expense	
Executive Compensation	46,852.16
Energy Scholar Award	6,600.00
Brokerage Expense	2,639.48
Trade Shows	250.00
Memberships	2,650.60
Copier and Printer	10,394.53
Demand Response Expense	146,219.11
Management Expense	214,264.31
Advertising	3,422.84
Bank Service Charges	634.48
Charitable Contribution	31,835.00
Cleaning/Janitorial	2,762.40
Commissions	956,255.62
Computer and Internet Expenses	87,837.74
Computer Consulting Fees	43,165.80
Data Services	4,785.88
Depreciation Expense	314.64
Subscriptions	889.50
Insurance Expense	
General Liability Insurance	2,190.00
Total Insurance Expense	2,190.00
Legal Expenses	34,170.82
Licenses	6,372.45
Marketing Materials	140.98
Meals and Entertainment	8,665.29
Office Expense	25,004.02
Office Supplies	3,185.57
Rent Expense	64,481.35
Security Expense	822.68
Shipping and Postage	766.85
Telephone Expense	11,815.24
Travel Expense	5,816.32
Utilities	10,991.30
Total Expense	1,715,705.65
Net Ordinary Income	563,728.07
Other Income/Expense	
Other Income	
Interest Income	8.55
Total Other Income	8.55
Net Other Income	8.55
Net Income	563,736.62

The undersigned, as a duly appointed officer of Keytex Energy Solutions, LLC, hereby certifies the foregoing to be a true, correct and complete copy to the best of my knowledge and belief.


 Name: MICHAEL J. CAMMERMAN
 Title: CEO

Keytex Energy Solutions, LLC


11:01 AM

08/24/17

keytex energy solutions, LLC (KES)
Statement of Cash Flows
 January through December 2015

	Jan - Dec 15
OPERATING ACTIVITIES	
Net Income	583,736.82
Adjustments to reconcile Net Income to net cash provided by operations:	
FNS Credit Card	-810.27
AP - GOL	-204.82
Net cash provided by Operating Activities	582,921.73
INVESTING ACTIVITIES	
Accumulated Depreciation	314.84
Net cash provided by Investing Activities	314.84
FINANCING ACTIVITIES	
Capital - UEH	-31,852.82
Partner Draw-KEYTEX Hold LP	384,455.80
Partner Draw-Cammerata Enterpri	2,606.10
Partner Draw-T.Cammerata	2,606.10
Capital - Cammerata Enterprises	-4,851.10
Capital - T. Cammerata	-4,853.10
Partner Draw-UEH	-377,188.00
Retained Earnings	-411,342.98
Net cash provided by Financing Activities	-440,000.00
Net cash increase for period	123,239.37
Cash at beginning of period	15,254.17
Cash at end of period	138,490.54

The undersigned, as a duly appointed officer of Keytex Energy Solutions, LLC, hereby certifies the foregoing to be a true, correct and complete copy to the best of my knowledge and belief.


 Name: Michael J. Cammerata
 Title: CFO

11:00 AM

08/24/17

Accrual Basis

keytex energy solutions, LLC (KES)

Balance Sheet

As of December 31, 2015

	Dec 31, 15
ASSETS	
Current Assets	
Checking/Savings	
PJM Blackrock	8,014.48
FNB Bank	130,478.06
Total Checking/Savings	138,490.54
Total Current Assets	138,490.54
Fixed Assets	
Computer Equipment	8,523.13
Furniture and Equipment	8,453.87
Accumulated Depreciation	-18,819.37
Total Fixed Assets	167.63
TOTAL ASSETS	138,648.17
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Credit Cards	
FNB Credit Card	6,975.18
Total Credit Cards	6,975.18
Total Current Liabilities	6,975.18
Total Liabilities	6,975.18
Equity	
Capital - UEH	-33,201.43
Partner Draw-Cammerata Enterpri	-31,418.00
Partner Draw-T.Cammerata	-31,418.00
Capital - Cammerata Enterprises	20,588.80
Capital - T. Cammerata	20,588.80
Partner Draw-UEH	-377,168.00
Net Income	583,738.82
Total Equity	131,672.99
TOTAL LIABILITIES & EQUITY	138,648.17

The undersigned, as a duly appointed officer of Keytex Energy Solutions, LLC, hereby certifies the foregoing to be a true, correct and complete copy to the best of my knowledge and belief.

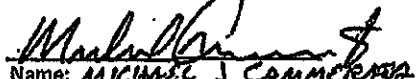

 Name: MICHAEL J. CAMMERATA
 Title: CFO

Exhibit C-4

Financial Arrangements

Applicant has not engaged or otherwise procured financial arrangements to operate as a natural gas broker and aggregator in the State of Ohio other than standard bank accounts for general business operations. Applicant has posted surety bonds where applicable in the jurisdictions listed on Exhibit B-1.

Exhibit C-5

Forecasted Financial Statements


[See attached]

11:28 AM
06/24/17
Accrual Basis

keytex energy solutions, LLC (KES)
Profit & Loss
January through December 2018

<u>Jan - Dec 18</u>	
Ordinary Income/Expense	
Income	
Demand Response Fixed Income	0.00
Miscellaneous Income	0.00
Brokerage Fixed Income	0.00
Demand Response Income	0.00
Brokerage Income	45,000.00
Total Income	45,000.00
Gross Profit	45,000.00
Expenses	
Executive Compensation	0.00
Memberships	54.90
Copier and Printer	126.31
Demand Response Expense	4,129.13
Management Expense	13,052.07
Advertising	95.58
Bank Service Charges	8.12
Charitable Contribution	428.50
Cleaning/Janitorial	53.00
Commissions	16,488.78
Computer and Internet Expenses	1,484.14
Computer Consulting Fees	1,236.34
Data Services	83.82
Insurance Expense	
Professional Liability	193.41
General Liability Insurance	43.88
Total Insurance Expense	237.29
Legal Expenses	1,219.68
Licenses	208.11
Marketing Materials	4.79
Meals and Entertainment	87.89
Office Expense	544.69
Office Supplies	174.82
Professional Fees	64.08
Rent Expense	1,313.13
Security Expense	17.55
Shipping and Postage	67.33
Telephone Expense	264.18
Travel Expense	143.03
Utilities	204.58
Total Expense	40,730.74
Net Ordinary Income	4,269.26
Net Income	4,269.26

The undersigned, as a duly appointed officer of Keytex Energy Solutions, LLC, hereby certifies the foregoing to be a true, correct and complete copy to the best of my knowledge and belief.


Name: MICHAEL S. CAMMERATA
Title: CFO

11:26 AM
08/24/17
Accrual Basis

keytex energy solutions, LLC (KES)

Profit & Loss

January through December 2018

Jan - Dec 18

Ordinary Income/Expense	
Income	
Demand Response Fixed Income	0.00
Miscellaneous Income	0.00
Brokerage Fixed Income	0.00
Demand Response Income	0.00
Brokerage Income	45,000.00
Total Income	45,000.00
Gross Profit	45,000.00
Expense	
Executive Compensation	0.00
Memberships	64.80
Copier and Printer	128.31
Demand Response Expense	4,129.13
Management Expense	13,052.07
Advertising	98.58
Bank Service Charges	8.12
Charitable Contribution	426.60
Cleaning/Janitorial	53.00
Commissions	15,468.78
Computer and Internet Expenses	1,464.14
Computer Consulting Fees	1,235.34
Data Services	63.82
Insurance Expense	
Professional Liability	193.41
General Liability Insurance	43.88
Total Insurance Expense	237.29
Legal Expenses	1,219.58
Licenses	208.11
Marketing Materials	4.79
Meals and Entertainment	87.89
Office Expense	544.69
Office Supplies	174.82
Professional Fees	64.08
Rent Expense	1,313.13
Security Expense	17.58
Shipping and Postage	67.33
Telephone Expense	284.16
Travel Expense	143.03
Utilities	204.58
Total Expense	40,730.74
Net Ordinary Income	4,269.26
Net Income	4,269.26

The undersigned, as a duly appointed officer of Keytex Energy Solutions, LLC, hereby certifies the foregoing to be a true, correct and complete copy to the best of my knowledge and belief.


Name: MICHAEL S. CAMMERATH
Title: CFO

Exhibit C-6

Credit Rating

Credit reporting agencies are only able to provide the credit report attached hereto as Exhibit C-7. Please see Exhibit C-7 for credit reporting and related information applicable to applicant.

Exhibit C-7

Credit Report

[See attached]

8/14/2017

Company Update - Dun & Bradstreet

Bufile: 243

1.800.700.2733



Welcome, Lennie V

Dashboard
Account Settings
Sign Out

Selected Company: KEYTEX ENERGY SOLUTIONS LLC
D-U-N-S #: 07-881-2537

Overview

Business Summary

Company Name: KEYTEX ENERGY SOLUTIONS LLC
D-U-N-S #: 07-881-2537
DBA's: N/A
Address: 200 Brush Run Rd Ste C
City: Greensburg
State: PA
Zip: 15601
Phone: 7244886500
Principal: GREG CAMMERATA
Year Started: 2007
Employs: 20 which includes partners, 19 employed here.
SIC Code(s): 62210000 Commodity contracts brokers, dealers
73890103 Brokers, contract services
NAICS Code(s): 523130 Commodity Contracts Dealing
711410 Agents and Managers for Artists, Athletes, Entertainers, a
Legal Structure: LIMITED LIABILITY COMPANY

Special Events

There have been no special events reported to D&B for this company.

History and Operations

Officers and Directors

Current Officers

Name	Title
GREG CAMMERATA	MBR-PRES
LENNIE DAVIS	MBR-SR V PRES

Current Directors

No directors have been listed in this company report.

Company History

8/14/2017

Company Update - Dun & Bradstreet

Operates a contract services broker specializing in energy broker (80%). Operates as commodity contracts brokers or dealers specializing in electricity & natural gas (20%).
WEBSITE: <http://keytexenergy.com/> TOLL FREE NUMBER: 855 824-6541.

FAX NUMBER: 724 468-8504.

Terms are through ACH & checks. Sells to business to business, commercial concerns, industries and municipal. Territory : International.

Operations

Employees

20 which includes partners. 19 employed here.

Facilities

Leases 2,000 sq. ft. in on 1st floor of 2 story brick a building.

Location

Commercial section on main highway.

U.S. Branch

There are currently no U.S. branches listed in this company report.

U.S. Subsidiary

Name	Location	D-U-N-S #:
KEYTEX ENERGY LLC	GREENSBURG, PENNSYLVANIA	60-079-6174

International Branch

There are currently no international branches listed in this company report.

International Subsidiary

There are currently no international subsidiaries listed in this company report.

Payments

Payment Summary

	Total Received	Total Dollars Amount	Largest High Credit Payment summary	Within Terms	Days Slow				
					<31	31-60	61-90	91+	
Top Industries									
Telephone communications	1	\$500	\$500	100%	0	0	0	0	0
Nonclassified	1	\$250	\$250	100%	0	0	0	0	0
Other Categories									
Cash experiences	0	\$0	\$0						
Unknown	0	\$0	\$0						
Unfavorable comments	0	\$0	\$0						
Placed for collections with D&B:	0	\$0	\$0						
Other	0	N/A	\$0						
Total in D&B's file	2	\$750	\$500						

8/14/2017

Company Update -Dun & Bradstreet

Total Received	Total Dollar Amount	Largest High Credit Payment summary	Within Terms	Days Slow			
				<31	31-60	61-90	91+

The highest Now Owes on file is \$250

The highest Past Due on file is \$0

There are 2 payment experience(s) in D&B's file for the most recent 24 months, with 1 experience(s) reported during the last three month period.

Payment Details

Total (Last 24 Months): 2

Date	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last sale w/ (Mo.)
07/2017	Ppt	\$250	\$0	\$0		4-5 mos
08/2015	Ppt	\$500	\$250	\$0		

Payments Detail Key:  30 or more days beyond terms

Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

Payment experiences reflect how bills are met in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, shipped invoices etc.

Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

Finances

Key Financial Comparisons

	(\$)	(\$)	(\$)
This Company's Operating Results Year Over Year			
Net Sales	NA	NA	NA
Gross Profit	NA	NA	NA
Net Profit	NA	NA	NA
Dividends / Withdrawals	NA	NA	NA
Working Capital	NA	NA	NA
This Company's Assets Year Over Year			
Cash	NA	NA	NA
Accounts Receivable	NA	NA	NA
Notes Receivable	NA	NA	NA
Inventories	NA	NA	NA
Other Current	NA	NA	NA
Total Current	NA	NA	NA
Fixed Assets	NA	NA	NA
Other Non Current	NA	NA	NA
Total Assets	NA	NA	NA

8/14/2017

Company Update - Dun & Bradstreet

This Company's Liabilities Year Over Year			
Accounts Payable	NA	NA	NA
Bank Loan	NA	NA	NA
Notes Payable	NA	NA	NA
Other Current	NA	NA	NA
Total Current	NA	NA	NA
Long Term Debt	NA	NA	NA
Deferred Credit	NA	NA	NA
Net Worth	NA	NA	NA
Total Liabilities And Net Worth	NA	NA	NA

Balance Sheet

Fiscal Consolidated Statement Dated

We currently do not have any recent financial statement on file for this business.

Key Business Ratios

(Industry Median is based on this number of firms:)

	This Company	Industry Median	Industry Quartile
Solvency			
Quick Ratio	NA	NA	NA
Current Ratio	NA	NA	NA
Current Liabilities to Net Worth	NA	NA	NA
Current Liabilities to Inventory	NA	NA	NA
Total Current	NA	NA	NA
Fixed Assets to Net Worth	NA	NA	NA
Efficiency			
Collection Period	NA	NA	NA
Inventory Turn Over	NA	NA	NA
Sales to NWC	NA	NA	NA
Acct Pay to Sales	NA	NA	NA
Profitability			
Return on Sales	NA	NA	NA
Return on Assets	NA	NA	NA

8/14/2017

Company Update - Dun & Bradstreet

Return on Net Worth	NA	NA	NA
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Public Filings

Summary

This following public filing data includes both open and closed filings found in D&B's database on this company. It is for informational purposes only and is not the official record. Certified copies can be obtained from the official source.

Record Type	# of Records	Most Recent Filing Date
Government History	1	N/A

Details

Judgments

No judgments have been reported to D&B on this company.

Liens

No liens have been reported to D&B on this company.

Suits

No suits have been reported to D&B on this company.

UCC Filings

No UCC Filings have been reported to D&B on this company.

Bankruptcies

No bankruptcies have been reported to D&B on this company.

Government History

Borrower(Dir/Guar):	NO
Administrative Debt:	NO
Contractor:	NO
Grantee:	NO
Party excluded from federal program(s):	NO
Labor Surplus Area:	N/A
Small Business:	YES (2017)
8(A) Firm:	N/A

8/14/2017

Company Update - Dun & Bradstreet



Exhibit C-8

Bankruptcy Information

This section is inapplicable to Applicant since neither Applicant, its parent company nor any affiliates thereof have filed for bankruptcy, or any form of reorganization or protection from creditors within the two most recent years preceding this application.

Exhibit C-9

Merger Information

This section is inapplicable to Applicant as applicant has not been a party to any dissolution, merger or acquisition within the two (2) most recent years preceding this application.

Exhibit C-10

Corporate Structure

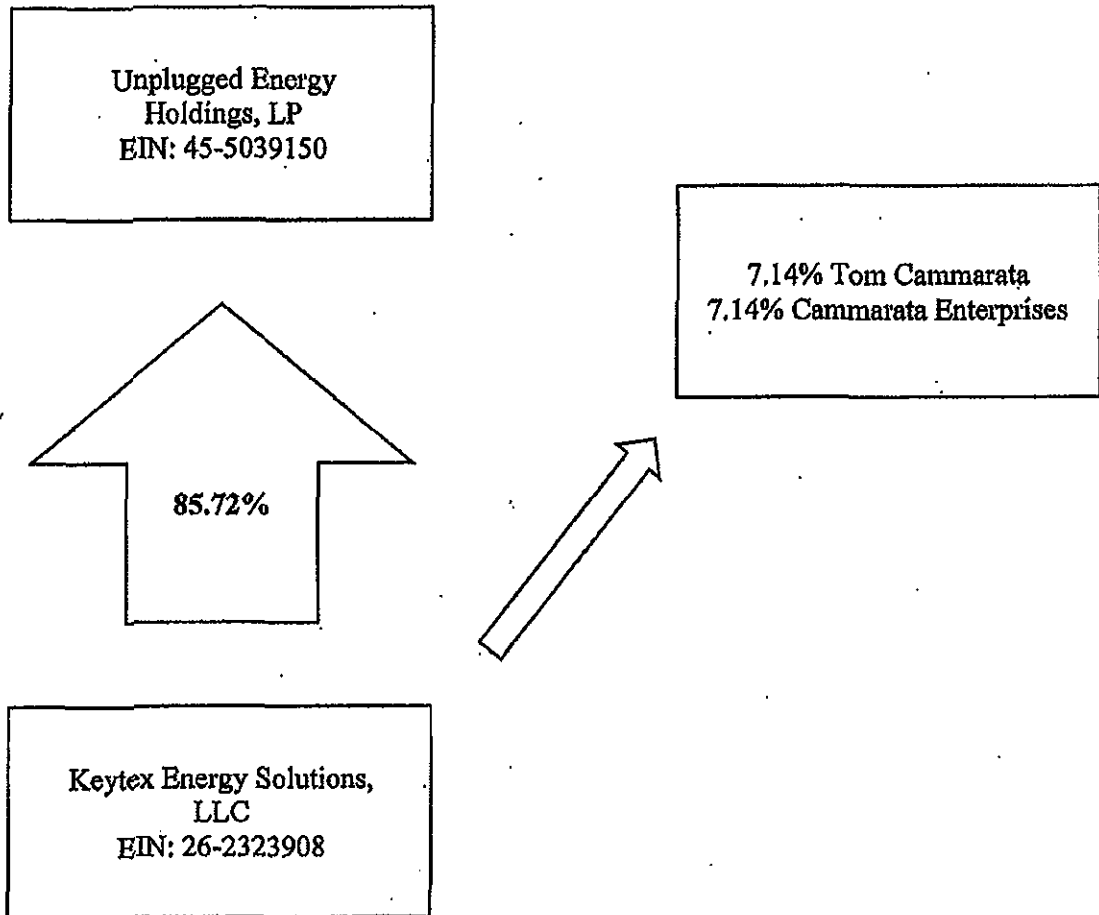


Exhibit D-1

Operations

Applicant, a national comprehensive energy management firm, specializes in the complexities of competitive procurement for electricity and gas, demand response, renewable energy, and all energy initiatives. Applicant's comprehensive services are led by a team of energy experts who develop proactive strategic energy solutions that can generate substantial annual financial savings.

Exhibit D-2

Operations Expertise

Applicant's executive team and key personnel have combined experience in the energy industry as executives, engineers, energy traders, quantitative analysts, dispatchers and schedulers. Applicant's technical expertise includes wholesale and retail energy sales and pricing, utility tariff design, electric generator development and operation, fuel purchasing, environmental compliance strategies, municipal utility energy supply, both long and short term energy trading, and RTO system operations.

Exhibit D-3

Key Technical Personnel

Gregory T. Cammerata – President

In addition to his experience at Applicant, Mr. Cammerata has 17 years of experience with Allegheny Energy (AE) serving in various engineering and analytical capacities which began in 1991 as a Plant Engineer at a supercritical generation facility. In 1993 he was assigned to the Engineering Studies group where he specialized in the economics of Clean Air Act compliance. In 1999, Mr. Cammerata became a Project Development Engineer with the unregulated side of AE, where he managed all aspects of siting and developing new power generation projects and expansions of existing facilities. He also performed economic evaluations of potential purchases of externally developed generation projects and divestitures of existing assets. In 2002 Mr. Cammerata became a Quantitative Analyst specializing in the area of Load and Generation Modeling as well as wholesale and retail pricing. He developed and modeled hedging strategies for AE's wholesale trading group, developed pricing and load forecasting for structured transactions such as Provider of Last Resort agreements, developed wholesale and retail pricing models, modeled generation unit commitment and hedging strategies for AE's generation fleet and modeled AE's SO₂ and NO_x emission allowance requirements and compliance strategies.

Michael J. Cammerata – Chief Financial Officer

Mr. Cammerata has 13 years of experience in the energy industry. He joined Strategic Energy (SE) in 1997 as administrator of its web based electricity usage monitoring program. He later joined the energy management group in 1998 scheduling the SE's initial energy deliveries as PA's electricity market first deregulated. In 2002 he became portfolio manager for the Texas region. As such, he was responsible for all forward hedging of electricity, ancillaries and renewable for SE's largest book. He has experience in scheduling and trading in NEPOOL, New York, RIM, MISO, ERCOT, and CA.

Samuel E. Perry – Sr. Vice President, Gas Operations

Mr. Perry has over 35 years of executive experience in the energy business, with the majority of those years focused in natural gas. With a 28 year career at Equitable Resources (ER), his expertise is extensive: rate making, drilling programs, interstate gas pipelines, gas supply, natural gas trading, FERC regulations, corporate planning, sales and marketing, and acquisitions. Along with various executive sales and management positions, Mr. Perry held the position of Marketing Director. From 2001 – 2009 he worked at the Hess Corporation as the Regional Sales Manager for the Ohio Valley. In this position, he had P&L responsibilities for the region covering Western Pennsylvania, Ohio, West Virginia and Kentucky,

Michael A. Dandrea – Sr. Vice President, Sales and Marketing

Mr. Dandrea has 38 years of Engineering, Sales/Marketing, Global Utility/Industrial Business Development, and Operations Management responsibilities with General Electric's Power System Business in Schenectady, NY. Additionally for 10 years he served in various executive positions with AE until his retirement in 2005. As VP of Retail Energy Sales, Mr. Dandrea had profit and loss responsibility for AE's Retail Business Unit in the Middle Atlantic de-regulated electric energy markets. In this role he led the development of AE's retail energy marketing strategy, costing/pricing methodology and customer acquisition. As Executive Director of Gas Turbine Operations, Mr. Dandrea was responsible for the operation, management, personnel safety and availability of AE's gas turbine fleet.

Lennie Davis – Sr. Vice President, Retail Operations

Lennie Davis has 23 years of experience with AE prior to joining Applicant. Mr. Davis worked in a variety of business areas including customer service, financial analysis, marketing, market research, and load forecasting. His experience in deregulated retail markets began when Pennsylvania opened in 1997. Mr. Davis was part of the management team that created AE's first retail business unit. Over the next 15 years his work in various AE retail subsidiaries included oversight of customer service operations, call centers, data entry, EDI activities, billing, and collections. During this period AE took significant market share in New Jersey, Ohio and Pennsylvania. In addition to his energy background Mr. Davis has also managed the customer service organization for a food manufacturer, and provided technical support for a start-up software company.