

PUCO USE ONLY - Version 1.08		
Date Received	Renewal Certification Number	ORIGINAL AGG Case Number
		11 - 1095 - 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 HealthTrust Purchasing Group, LP  
Address 1100 Dr. Martin Luther King Jr. Blvd., Suite 1100, Nashville, TN 37203  
Telephone No. 615-344-3924 Web site Address www.healthtrustpg.com  
Current PUCO Certificate No. 11-211G(1) Effective Dates 4/1/2011

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

Name HealthTrust Purchasing Group LP  
Address 1100 Dr. Martin Luther King Jr. Blvd., Suite 1100, Nashville, TN 37203  
Web site Address www.healthtrustpg.com Telephone No. 615-344-3924

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

HealthTrust Purchasing Group LP HPG Energy LP  
CoreTrust Purchasing Group

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

Name Jasmine Smith Title Senior Accountant - Energy  
Business Address 1100 Dr. Martin Luther King Jr. Blvd., Suite 1100, Nashville, TN 37203  
Telephone No. 615-344-3924 Fax No. 855-459-6508 Email Address jasmine.smith@healthtrustpg.com

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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 AM  
Date processed APR 16 2019

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

Name Jasmine Smith

Title Senior Accountant - Energy

Business address 1100 Dr. Martin Luther King Jr. Blvd., Suite 1100, Nashville, TN 37203

Telephone No. 615-344-3924

Fax No. 855-459-6508

Email Address jasmine.smith@healthtrustpg.com

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

Customer service address 1100 Dr. Martin Luther King Jr. Blvd., Suite 1100, Nashville, TN 37203

Toll-Free Telephone No. 888-222-1172

Fax No. 855-459-6508

Email Address jasmine.smith@healthtrustpg.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 CT Corporation System

Title Applicant's Registered Agent

Business address 1300 East 9th Street, Cleveland, OH 44114

Telephone No. 614-282-9634

Fax No.

Email Address

**A-9 Applicant's federal employer identification number 62-1778159**

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

☐ Sole Proprietorship

☐ Partnership

☐ Limited Liability Partnership (LLP)

☐ Limited Liability Company (LLC)

☐ Corporation

☒ Other Foreign Limited Partnership (Delaware)

**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 type="checkbox"/>	Residential	<input checked="" type="checkbox"/>	Small Commercial	<input checked="" type="checkbox"/>	Large Commercial / Industrial
<input checked="" type="checkbox"/>	Dominion East Ohio	<input type="checkbox"/>	Residential	<input checked="" type="checkbox"/>	Small Commercial	<input checked="" type="checkbox"/>	Large Commercial / Industrial
<input checked="" type="checkbox"/>	Duke Energy Ohio	<input 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 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 checked="" type="checkbox"/>	Small Commercial	Beginning Date of Service		End Date	6/30/2021
<input type="checkbox"/>	Large Commercial	Beginning Date of Service		End Date	
<input type="checkbox"/>	Industrial	Beginning Date of Service		End Date	

☒ Dominion East Ohio

<input type="checkbox"/>	Residential	Beginning Date of Service		End Date	
<input checked="" type="checkbox"/>	Small Commercial	Beginning Date of Service	12/1/2011	End Date	3/31/2018
<input type="checkbox"/>	Large Commercial	Beginning Date of Service		End Date	
<input type="checkbox"/>	Industrial	Beginning Date of Service		End Date	

☒ Duke Energy Ohio

<input type="checkbox"/>	Residential	Beginning Date of Service		End Date	
<input checked="" type="checkbox"/>	Small Commercial	Beginning Date of Service	1/1/2015	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 checked="" type="checkbox"/>	Small Commercial	Beginning Date of Service	1/1/2015	End Date	3/31/2018
<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 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.

- 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 or subsidiary companies.

## 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 functions.
- 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

*Mal Bylly, COO*

Sworn and subscribed before me this 15<sup>th</sup> day of April Month 2019 Year

*Dawn W. Hinton*

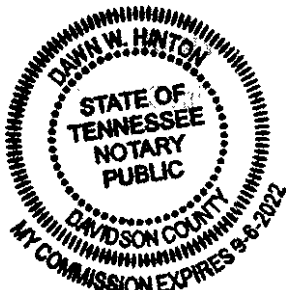
*Dawn W. Hinton Notary Public*

Signature of official administering oath

Print Name and Title

My commission expires on

9/6/2022





# The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service  
Affidavit Form  
(Version 1.07)

In the Matter of the Application of )

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

Case No. [ ]-[ ]-GA-AGG

County of \_\_\_\_\_  
State of \_\_\_\_\_

\_\_\_\_\_[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

*Mel Bevilacqua, CEO*

Sworn and subscribed before me this

15<sup>th</sup>

day of

April

Month

2019

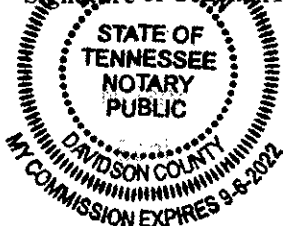
Year

*Dawn W. Hinton*

Signature of Notary Public Administering Oath

*Dawn W. Hinton, Notary Public*

Print Name and Title



My commission expires on

9/6/2022



HEALTHTRUST PURCHASING GROUP, L.P.  
RENEWAL APPLICATION FOR COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS  
EXHIBIT A – 14 PRINCIPAL OFFICERS, DIRECTORS, & PARTNERS

EXHIBIT A – 14  
HEALTHTRUST PURCHASING GROUP, L.P.  
PRINCIPAL OFFICERS, DIRECTORS & PARTNERS  
JANUARY 1, 2016

**HPG OFFICERS:**

Edward T. Jones  
CEO, President  
1100 Dr. Martin Luther King Jr. Blvd., Suite 1100  
Nashville, TN 37203  
(615) 344-3000

Michael Berryhill  
COO/Vice President  
1100 Dr. Martin Luther King Jr. Blvd., Suite 1100  
Nashville, TN 37203  
(615) 344-3000

John M. Paul  
CFO/Senior Vice President  
1100 Dr. Martin Luther King Jr. Blvd., Suite 1100  
Nashville, TN 37203  
(615) 344-3000

Doug Swanson  
Senior Vice President Marketing and Member Services  
1100 Dr. Martin Luther King Jr. Blvd., Suite 1100  
Nashville, TN 37203  
(615) 344-3000

Jocelyn Bradshaw  
Senior Vice President, Supply Chain Services  
1100 Dr. Martin Luther King Jr. Blvd., Suite 1100  
Nashville, TN 37203  
(615) 344-3000

David Estrin  
Vice President Direct Contracting & Acquisition Management  
1100 Dr. Martin Luther King Jr. Blvd., Suite 1100  
Nashville, TN 37203  
(615) 344-3000

**GENERAL PARTNER OFFICERS:**

Vice President

Vice President

Vice President

Vice President

Vice President

Vice President

Robert Arreola  
Chief Legal Officer  
1100 Dr. Martin Luther King Jr. Blvd., Suite 1100  
Nashville, TN 37203  
(615) 344-3000

**DIRECTORS/MANAGERS HEALTHTRUST ENERGY PROGRAM:**

Clifton Foster  
AVP, insight Advisory – Energy  
1100 Dr. Martin Luther King Jr. Blvd., Suite 1100  
Nashville, TN 37203  
(615) 344-3179

Christine Harding  
Manager, Contract Development  
1100 Dr. Martin Luther King Jr. Blvd., Suite 1100  
Nashville, TN 37203  
(615) 344-3402

Dave McMillan  
Director, Power Procurement  
1100 Dr. Martin Luther King Jr. Blvd., Suite 1100  
Nashville, TN 37203  
(615) 344-3404

Bill Miller  
Director, Energy Procurement  
1100 Dr. Martin Luther King Jr. Blvd., Suite 1100  
Nashville, TN 37203  
(615) 344-3491

Alicia Rye  
Director, Natural Gas Procurement  
1100 Dr. Martin Luther King Jr. Blvd., Suite 1100  
Nashville, TN 37203  
(615) 344-3405

**HPG PARTNERS:**

Each of Applicant's partners are involved in the business of providing healthcare services

General Partner: HPG Enterprises, LLC  
One Park Plaza  
Nashville, TN 37203  
HPG Enterprises, LLC is a wholly owned, indirect subsidiary of HCA Holdings, Inc. which operates over 163 hospitals across the United States.

Limited Partners: HPG Solutions, LLC  
One Park Plaza  
Nashville, TN 37203  
HPG Solutions, LLC is a wholly owned, indirect subsidiary of HCA Holdings, Inc. which operates over 163 hospitals across the United States.

Lifepoint Hospitals Holdings, Inc.  
103 Powell Court, Suite 200  
Brentwood, TN 37027

CHS/Community Health Systems, Inc.  
4000 Meridian Blvd  
Franklin, TN 37067

Catholic Health Initiatives  
1999 Broadway, Suite 2600  
Denver, CO 80202

Consorta, Inc.  
1475 E Woodfield Road  
Schaumburg, IL 60173

**Consorta Shareholders:**

Sisters of St. Francis Health Services, Inc.  
1515 Dragoon Trail  
Mishawaka, IN 46544

Trinity Health System Corporation  
34605 Twelve Mile Road  
Farmington Hills, MI 48331-3221

Wheaton Franciscan Services, Inc.  
26W 171 Roosevelt Road  
Wheaton, IL 60187

Hospital Sisters Health System  
4935 LaVeme Road  
Springfield, IL 62707

HEALTHTRUST PURCHASING GROUP, L.P.  
RENEWAL APPLICATION FOR COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS  
EXHIBIT A – 15 COMPANY HISTORY

EXHIBIT A – 15  
HEALTHTRUST PURCHASING GROUP, L.P.  
COMPANY HISTORY  
JANUARY 1, 2016

Applicant, HPG, headquartered in Nashville, Tennessee, was established in 1999. HPG is a group purchasing organization (“GPO”), the members of which are hospitals and other healthcare providers. On behalf of its members, Applicant negotiates the purchase of goods and services with third – party suppliers, including negotiations for the purchase of natural gas and electricity services, so that its members can benefit from their combined purchasing power. Since its inception in 1999, the company membership has increased to more than 1,350 hospital members with over \$29.5 billion in annual purchasing volume. HPG now also operates CoreTrust Purchasing Group, a GPO, for non – healthcare members.

HEALTHTRUST PURCHASING GROUP, L.P.  
RENEWAL APPLICATION FOR COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS  
EXHIBIT A – 16 ARTICLES OF INCORPORATION AND BYLAWS



EXHIBIT A – 16  
HEALTHTRUST PURCHASING GROUP, L.P.  
ARTICLES OF INCORPORATION AND BYLAWS  
JANUARY 1, 2016

No material changes since last filing.

HEALTHTRUST PURCHASING GROUP, L.P.  
RENEWAL APPLICATION FOR COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS  
EXHIBIT A – 17 SECRETARY OF STATE

EXHIBIT A – 17  
HEALTHTRUST PURCHASING GROUP, L.P.  
SECRETARY OF STATE  
JANUARY 1, 2016

See attached.

HEALTHTRUST PURCHASING GROUP, L.P.  
RENEWAL APPLICATION FOR COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS  
EXHIBIT B – 1 JURISDICTIONS OF OPERATION

EXHIBIT B – 1  
HEALTHTRUST PURCHASING GROUP, L.P.  
JURISDICTIONS OF OPERATION  
JANUARY 1, 2016

A list of all jurisdictions in which Applicant or its affiliates are currently certified, licensed, registered, or otherwise authorized to provide retail natural gas service for its members includes the following states:

Licensed:

- District of Columbia
- Iowa
- Maine
- Maryland
- Massachusetts
- New Hampshire
- New Jersey
- Ohio
- Pennsylvania

Exempt:

- Arizona
- Arkansas
- California
- Colorado
- Connecticut
- Delaware
- Florida
- Illinois
- Indiana
- Kansas
- Michigan
- New York
- Oregon
- South Carolina
- Tennessee
- Texas
- Utah
- Virginia
- Washington

HEALTHTRUST PURCHASING GROUP, L.P.  
RENEWAL APPLICATION FOR COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS  
EXHIBIT B – 2 EXPERIENCE & PLANS

EXHIBIT B – 2  
HEALTHTRUST PURCHASING GROUP, L.P.  
EXPERIENCE & PLANS  
JANUARY 1, 2016

On behalf of its member healthcare providers, Applicant negotiates the purchase of goods and services with third – party suppliers, including negotiations for the purchase of natural gas, so that its members can benefit from their combined purchasing power. Applicant issues Request for Proposals (RFP) to third – party licensed or certificated competitive retail natural gas suppliers (CRNGS) to serve the aggregate demand of Applicant’s participating members. Applicant then negotiates a Group Purchasing and Energy Aggregation Agreement (Group Purchasing Agreement) with the winning licensed CRNGS, including pricing and other terms of its members’ purchase of natural gas from the third – party licensed CRNGS. In accordance with the Group Purchasing Agreement, each participating member enters into a separate Transaction Agreement with the third – party licensed CRNGS, whereby the member purchases natural gas directly from the third – party licensed CRNGS, and remits payment directly to the natural gas distribution company or the third – party licensed CRNGS. Applicant does not take title to the natural gas, make payments on behalf of its members, or receive any payments from its members. Applicant only receives an administrative fee from the third – party licensed CRNGS, to cover the costs of conducting the RFP and negotiating and administering the Group Purchasing Agreement. Applicant does not provide any services to residential customers, and will not serve residential customers in Ohio.

Applicant proposes to negotiate for the purchase of natural gas on behalf of its members in Ohio from a third – party CRNGS licensed by the Commission. Each member will directly purchase natural gas from the third – party licensed CRNGS, and remit payment directly to the natural gas distribution company or third – party licensed CRNGS. Applicant will not take title to the natural gas or responsibility for delivery.

If there are any customer inquiries or complaints regarding Applicant’s services, Applicant’s in – house legal department or in – house management will serve to resolve any disputes. Applicant may also obtain assistance from outside legal counsel when appropriate.

HEALTHTRUST PURCHASING GROUP, L.P.  
RENEWAL APPLICATION FOR COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS  
EXHIBIT B – 3 SUMMARY OF EXPERIENCE



EXHIBIT B – 3  
HEALTHTRUST PURCHASING GROUP, L.P.  
SUMMARY OF EXPERIENCE  
JANUARY 1, 2016

Applicant was formed in 1999 to negotiate the purchase of goods and services, including the purchase of retail electric and natural gas services, with third – party suppliers on behalf of its member healthcare providers. As a group purchasing organization, Applicant has considerable experience in providing aggregation service(s) for its members, including contracting with customers to combine natural gas and electricity volume and negotiating contracts on behalf of its members for the purchase of retail natural gas and electric services. Applicant provides leveraged group purchases of natural gas or electricity for its members through a standardized National Purchasing Agreement and contracts with licensed or certificated competitive retail natural gas suppliers or competitive retail electric service providers. Applicant's service reduces administrative burden and provides competitive natural gas and electric services at lower costs for Applicant's member organizations. Today, Applicant procures natural gas for over 800 member accounts located in about 36 states, managing gas volumes of over 19 billion cubic feet annually. Applicant also manages electricity contracts for over 1,400 electric member accounts in about 9 states and the District of Columbia with over 1.5 million MWh annually managed load.

HEALTHTRUST PURCHASING GROUP, L.P.  
RENEWAL APPLICATION FOR COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS  
EXHIBIT B – 4 DISCLOSURE OF LIABILITIES AND INVESTIGATIONS

EXHIBIT B – 4  
HEALTHTRUST PURCHASING GROUP, L.P.  
DISCLOSURE OF LIABILITIES AND INVESTIGATIONS  
JANUARY 1, 2016

There are no adverse rulings, judgments, contingent liabilities, revocation of authority, or investigations impacting HPG's financial or operation status or ability to provide the services it is seeking to be certified to provide.

HEALTHTRUST PURCHASING GROUP, L.P.  
RENEWAL APPLICATION FOR COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS  
EXHIBIT C – 1 ANNUAL REPORTS

EXHIBIT C – 1  
HEALTHTRUST PURCHASING GROUP, L.P.  
ANNUAL REPORTS  
JANUARY 1, 2016

Applicant itself is a privately owned limited partnership and does not have annual reports. See Applicant's recent financial statements in Exhibit C – 3.

HEALTHTRUST PURCHASING GROUP, L.P.  
RENEWAL APPLICATION FOR COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS  
EXHIBIT C – 2 SEC FILINGS

EXHIBIT C – 2  
HEALTHTRUST PURCHASING GROUP, L.P.  
SEC FILINGS  
JANUARY 1, 2016

Applicant itself is a privately owned limited partnership and does not file with the SEC.

HEALTHTRUST PURCHASING GROUP, L.P.  
RENEWAL APPLICATION FOR COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS  
EXHIBIT C – 3 FINANCIAL STATEMENTS



EXHIBIT C – 3  
HEALTHTRUST PURCHASING GROUP, L.P.  
FINANCIAL STATEMENTS  
JANUARY 1, 2016

Two years of Applicant's audited financial statements for the most recent fiscal years available are filed with the Commission separately under seal of confidentiality pursuant to a Motion for Protective Order and are not to be disclosed or disseminated to the public without the Applicant's prior written consent.

HEALTHTRUST PURCHASING GROUP, L.P.  
RENEWAL APPLICATION FOR COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS  
EXHIBIT C – 4 FINANCIAL ARRANGEMENTS

EXHIBIT C – 4  
HEALTHTRUST PURCHASING GROUP, L.P.  
FINANCIAL ARRANGEMENTS  
JANUARY 1, 2016

Not applicable. Applicant will not be taking title to natural gas.

HEALTHTRUST PURCHASING GROUP, L.P.  
RENEWAL APPLICATION FOR COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS  
EXHIBIT C – 5 FORECASTED FINANCIAL STATEMENTS

EXHIBIT C – 5  
HEALTHTRUST PURCHASING GROUP, L.P.  
FORECASTED FINANCIAL STATEMENTS  
JANUARY 1, 2016

Two years of Applicant's forecasted financial statements for its Competitive Retail Electric Service operations are filed with the Commission separately under seal of confidentiality pursuant to a Motion for Protective Order and are not to be disclosed or disseminated to the public without the Applicant's prior written consent.

HEALTHTRUST PURCHASING GROUP, L.P.  
RENEWAL APPLICATION FOR COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS  
EXHIBIT C – 6 CREDIT RATING

EXHIBIT C – 6  
HEALTHTRUST PURCHASING GROUP, L.P.  
CREDIT RATING  
JANUARY 1, 2016

Not applicable.

HEALTHTRUST PURCHASING GROUP, L.P.  
RENEWAL APPLICATION FOR COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS  
EXHIBIT C – 7 CREDIT REPORT



EXHIBIT C – 7  
HEALTHTRUST PURCHASING GROUP, L.P.  
CREDIT REPORT  
JANUARY 1, 2016

See attached credit report.

HEALTHTRUST PURCHASING GROUP, L.P.  
RENEWAL APPLICATION FOR COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS  
EXHIBIT C – 8 BANKRUPTCY INFORMATION

EXHIBIT C – 8  
HEALTHTRUST PURCHASING GROUP, L.P.  
BANKRUPTCY INFORMATION  
JANUARY 1, 2016

Not applicable.

HEALTHTRUST PURCHASING GROUP, L.P.  
RENEWAL APPLICATION FOR COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS  
EXHIBIT C – 9 MERGER INFORMATION

EXHIBIT C – 9  
HEALTHTRUST PURCHASING GROUP, L.P.  
MERGER INFORMATION  
JANUARY 1, 2016

No mergers or acquisitions have occurred during the past year.

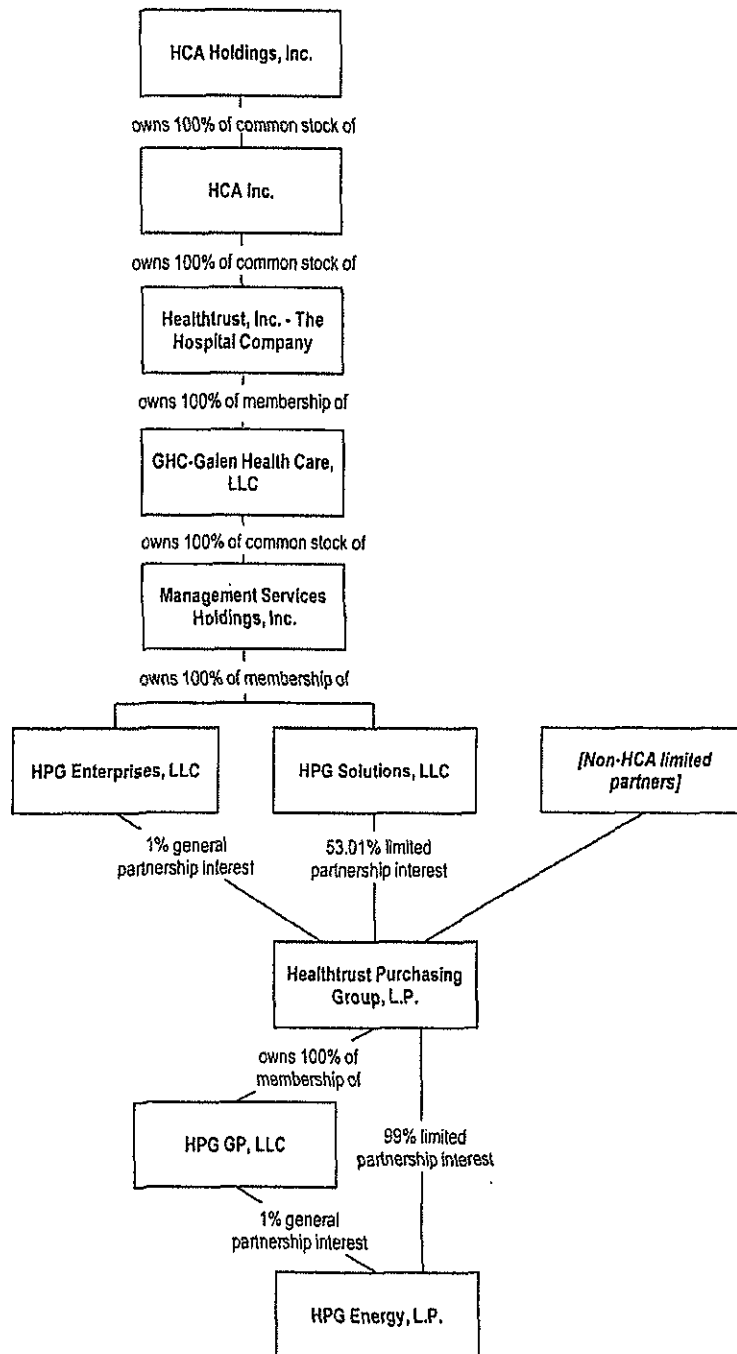
HEALTHTRUST PURCHASING GROUP, L.P.  
RENEWAL APPLICATION FOR COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS  
EXHIBIT C – 9 MERGER INFORMATION

EXHIBIT C – 9  
HEALTHTRUST PURCHASING GROUP, L.P.  
MERGER INFORMATION  
JANUARY 1, 2016

No mergers or acquisitions have occurred during the past year.

HEALTHTRUST PURCHASING GROUP, L.P.  
RENEWAL APPLICATION FOR COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS  
EXHIBIT C – 10 CORPORATE STRUCTURE





HEALTHTRUST PURCHASING GROUP, L.P.  
RENEWAL APPLICATION FOR COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS  
EXHIBIT D – 1 OPERATIONS

A current description of the operational nature of Applicant's business functions follows. Applicant is a GPO, the members of which are hospitals and other healthcare providers, including not – for – profit and for – profit acute care hospitals, ambulatory surgery centers, alternate care sites, and physician practices. On behalf of its members, Applicant negotiates the purchase of goods and services with third – party suppliers, including negotiations for the purchase of natural gas and electricity services, so that its members can benefit from their combined purchasing power.

As part of its business functions, Applicant issues a RFP to third – party licensed or certificated competitive retail natural gas suppliers (CRNGS) to serve the aggregate demand of Applicant's participating members. Applicant then negotiates a Group Purchasing and Energy Aggregation Agreement (Group Purchasing Agreement) with the winning licensed CRNGS, including pricing and other terms of its members' purchase of natural gas from the third – party licensed CRNGS. In accordance with the Group Purchasing Agreement, each participating member enters into a separate Transaction Agreement with the CRNGS, whereby the member purchases natural gas directly from the CRNGS, and remits payment directly to the natural gas distribution company or the CRNGS. Applicant does not take title to the natural gas, make payments on behalf of its members, or receive any payments from its members. Applicant only receives an administrative fee from the CRNGS, to cover the costs of conducting the RFP and negotiating and administering the Group Purchasing Agreement.

HEALTHTRUST PURCHASING GROUP, L.P.  
RENEWAL APPLICATION FOR COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS  
EXHIBIT D – 2 OPERATIONS EXPERTISE

Applicant HPG's current experience and technical expertise in performing the operations referenced in Exhibit D – 1 is evidenced by the number of years each of the employees in this section have been working in this industry – a combined total of approximately 100 years in the energy/healthcare industry. See resumes of key technical personnel at Exhibit D – 3. As further evidence of HPG's current experience and technical expertise, Applicant notes that since its inception in 1999, its membership has grown to more than 4,000 healthcare providers located in virtually every state, with an aggregate annual purchasing volume of over \$19 billion. Applicant currently procures natural gas for over 800 member accounts located in about 36 states, managing gas volumes of over 19 billion cubic feet annually. Applicant also manages electricity contracts for over 1,400 electric member accounts in about 9 states and the District of Columbia with over 1.5 million MWh annually managed load.

HEALTHTRUST PURCHASING GROUP, L.P.  
RENEWAL APPLICATION FOR COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS  
EXHIBIT D – 3 KEY TECHNICAL PERSONNEL

Key personnel involved in the operational aspects of Applicant's current business include:

**CLIFTON FOSTER**

AVP, inSight Advisory – Energy

Email: [clifton.foster@healthtrustpg.com](mailto:clifton.foster@healthtrustpg.com)

Phone: (615) 344-3179

As the AVP of inSight Advisory – Energy for HealthTrust Purchasing Group, L.P., Clifton Foster directs the procurement of natural gas, electricity and related energy services for HealthTrust members. He is also responsible for an annual energy commodity budget of about \$300 million for HCA Inc., d/b/a Hospital Corporation of America. With about 163 hospitals in 20 states and Europe and over \$30 billion in annual revenues, HCA is the nation's largest for-profit healthcare organization.

Clifton has been involved in many facets of the energy industry since the start of his career, including distribution, procurement and marketing. Clifton has over 30 years of experience in the healthcare industry directing energy affairs.

Clifton holds a BS in Mechanical Engineering from University of Tennessee and a MBA from Vanderbilt University. He is a Certified Energy Procurement Professional and an Engineer In Training in Florida.

**DAVE MCMILLAN, PE, CEM, CPQ**

Director, Power Procurement

Email: [dave.mcmillan@healthtrustpg.com](mailto:dave.mcmillan@healthtrustpg.com)

Phone: (615) 344-3404

As the Manager of Power Procurement for HealthTrust Purchasing Group, Dave McMillan supports the management of energy costs for HealthTrust members participating in National Energy Programs. HealthTrust energy initiatives include the administration of deregulated electric and natural gas agreements, utility rate studies, evaluation of capital programs, utility negotiations, and the evaluation and implementation of new products and service offerings for HealthTrust participants.

Dave has twenty years of diverse energy industry experience including electrical design and engineering, utility negotiations, and deregulated energy procurement. Prior to joining HealthTrust, he was the energy manager for a Fortune 500 retailer. He also has previous experience working as an engineering design supervisor for an electric generation and transmission cooperative, project manager for utility consulting firm, and director of engineering for an energy service company. Before pursuing his engineering degree, Dave worked offshore for four years in the Gulf of Mexico on a jack-up drilling rig exploring for natural gas and oil. He also received training as an electrician and combat engineer during his ten years of service with the U.S Army Reserve and Alabama National Guard.

Dave received his Bachelor of Science in Engineering from the University of Alabama in Huntsville and his MBA from the University of Alabama. He is a licensed Professional Engineer in the States of Tennessee, Illinois and Georgia. He has been a member of the Institute of Electrical and Electronics Engineers (IEEE) for twenty years and is a senior member of the Association of Energy Engineers.

**BILL MILLER**

Director, Energy Procurement

E-mail: [bill.miller@healthtrustpg.com](mailto:bill.miller@healthtrustpg.com)  
Phone: (615) 344-3491

As Manager of Power Procurement for HealthTrust Purchasing Group, Bill Miller supports the management of energy costs for HealthTrust members participating in Energy Trust energy programs. HealthTrust energy initiatives include the administration of deregulated electric and natural gas agreements, utility rate studies, evaluation of capital programs, utility negotiations, demand response services, utility bill pay services. Bill is also involved with and the evaluation, negotiation and implementation of new procurement and service offerings for HealthTrust participants.

Bill has over twenty-two years of diverse energy industry experience including electrical design and engineering, commodity (energy, metals, and agricultural products) trading, contract negotiations and natural gas and electricity procurement in deregulated markets. Prior to joining HealthTrust, he was the energy manager for a Fortune 500 retailer with a total annual energy spend of over \$900 Million. He also has previous experience in setting up electricity trading desks as well as running the power system operation of an electric utility in the western United States.

Bill received his Bachelor of Science in Electrical Engineering from the University of Utah in Salt Lake City.

**ALICIA B. RYE**

Director, Natural Gas Procurement  
E-mail: [alicia.rye@healthtrustpg.com](mailto:alicia.rye@healthtrustpg.com)  
Phone: (615) 344-3405

As Manager, Natural Gas Procurement, Alicia Rye is responsible for providing economic analysis to prospective participants, assisting clients in identifying optimum rate schedules, price risk hedging strategies, and generating benchmarking and utility rate analysis for gas accounts. Alicia also develops natural gas RFPs, analyzes results, and makes supplier recommendations to members.

Alicia has over 15 years of diverse utility and governmental experience encompassing regulatory, rate development, and economic development. Her experience proves invaluable in analyzing regulatory and energy information and supporting the HealthTrust membership and their facility management teams with energy analysis and reporting.

Alicia has a MBA from Tennessee Technological University and a B.S. in Business Management from David Lipscomb University. Before joining HealthTrust, she was a Senior Rate Analyst at Atmos Energy Corporation and prior to that was a consulting firm associate engaged in promoting economic, community, and industrial development.