

**Public Utilities
Commission**Competitive Retail Electric Service (CRES)
Provider ApplicationCase Number: 14 - 1194 -EL-AGG

Please complete all information. Identify all attachments with a label and title (example: Exhibit C-2 Financial Statements). For paper filing, you can mail the original and three complete copies to the Public Utilities Commission of Ohio, Docketing Division, 180 East Broad Street, Columbus, Ohio 43215-3793.

A. Application Information**A-1. Provider Type.**

Select the competitive retail electric service (CRES) provider type(s) for which the applicant is seeking certification. Please note you can select more than one.

Aggregator

☐

Power Broker

☒

Power Marketer

☐Retail Electric
Generation Provider☐**A-2. Applicant's legal name and contact information.**

Provide the name and contact information of the business entity.

Legal Name: Premiere Marketing LLC
Street Address: 695 Route 46 West Suite 408 Fairfield NJ 07004
City: Fairfield State: NJ Zip: 07004
Telephone: 862-210-8770 Website: www.transparentedge.com

A-3. Names and contact information under which the applicant will do business in Ohio.

Provide the names and contact information the business entity will use for business in Ohio. This does not have to be an Ohio address and may be the same contact information given in A-2.

Name: Premiere Marketing LLC
Street Address: 695 Route 46 West, Suite 408
City: Fairfield State: NJ Zip: 07004
Telephone: 862-210-8770 Website: www.transparentedge.com

A-4. Names under which the applicant does business in North America.

Provide all business names the applicant uses in North America. You do not need to include the names provided in A-2 and A-3.

Name(s): Premiere Marketing LLC Transparent Energy

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 UON Date Processed 7/7/20

2020 JUL -7 PM 1:50

A-5. Contact person for regulatory matters.

Name: Sohil Desai
Street Address: 695 Route 46 West Suite 408
City: Fairfield State: NJ Zip: 07004
Telephone: 862-210-8770 Email: compliance@transparentedge.com

A-6. Contact person for PUCO Staff use in investigating consumer complaints.

Name: Jamil Ahmed
Street Address: 695 Route 46 West Suite 408
City: Fairfield State: NJ Zip: 07004
Telephone: 862-210-8770 Email: compliance@transparentedge.com

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

Street Address: 695 Route 46 West Suite 408 Fairfield NJ 07004
City: Fairfield State: NJ Zip: 07004
Toll-free Telephone: 1-877-724-3432 Email: compliance@transparentedge.com

A-8. Applicant's federal employer identification number.

FEIN: 270710325

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

Sole Proprietorship

☐

Limited Liability
Partnership (LLP)

☐

Corporation

☐

Partnership

☐

Limited Liability
Company (LLC)

☒

Other: _____

A-10. Identify current or proposed service areas.

Identify each service area in which the applicant is currently providing service or intends to provide service and identify each customer class that the applicant is currently serving or intends to serve.

Service area selection:

AEP Ohio

☒

DP&L

☒

Duke Energy Ohio

☒

FirstEnergy – Cleveland
Electric Illuminating

☒

FirstEnergy – Ohio

Edison



FirstEnergy – Toledo

Edison



Class of customer selection:

Commercial



Industrial



Mercantile



Residential



A-11. Start Date.

Indicate the approximate start date the applicant began/will begin offering services.

Date: 08/11/2014

A-12. Principal officers, directors and partners.

Please provide an attachment for all contacts that should be listed as an officer, director or partner.

A-13. Company history.

Provide an attachment with a concise description of the applicant's company history and principal business interests.

A-14. Secretary of State.

Provide evidence that the applicant is currently registered with the Ohio Secretary of State.

B. Managerial Capability

Provide a response or attachment for each of the sections below.

B-1. Jurisdiction of operations.

List all jurisdictions in which the applicant or any affiliated interest of the applicant is certified, licensed, registered or otherwise authorized to provide retail natural gas service or retail/wholesale electric service as of the date of filing the application.

B-2. Experience and plans.

Describe the applicant's experience in providing the service(s) for which it is applying (e.g., number and type of customers served, utility service areas, amount of load, etc.). Include the 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 Sections 4928.10 and/or 4929.22 of the Ohio Revised Code.

B-3. Disclosure of liabilities and investigations.

For the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant, describe all existing, pending or past rulings, judgments, findings, contingent liabilities, revocation of authority, regulatory investigations, judicial actions, or other formal or informal notices of violations, or any other matter related to competitive services in Ohio or equivalent services in another jurisdiction.

B-4. Disclosure of consumer protection violations.

Has the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years? If yes, attach a document detailing the information.

Yes

☐

No

☒

B-5. Disclosure of certification denial, curtailment, suspension, or revocation.

Has the applicant, affiliate, or a predecessor of the applicant had any certification, license, or application to provide retail natural gas or retail/wholesale electric service denied, curtailed, suspended, revoked, or cancelled or been terminated or suspended from any of Ohio's Natural Gas or Electric Utility's Choice programs within the past two years? If yes, attach a document detailing the information.

Yes

☐

No

☒

B-6. Environmental disclosure.

This section is only applicable if power marketer or retail electric generation provider have been selected in A-1.

Provide a detailed description of how the applicant intends to determine its generation resource mix and environmental characteristics, including air emissions and radioactive waste. Include the annual projection methodology and the proposed approach to compiling the quarterly actual environmental disclosure data. See 4901:1-21-09 of the Ohio Administrative Code for additional details of this requirement.

C. Financial Capability

Provide a response or attachment for each of the sections below.

C-1. Financial reporting.

Provide a current link to the most recent Form 10-K filed with the Securities and Exchange Commission (SEC) or attach a copy of the form. If the applicant does not have a Form 10-K, submit the parent company's Form 10-K. If neither the applicant nor its parent is required to file Form 10-K, state that the applicant is not required to make such filings with the SEC and provide an explanation as to why it is not required.

C-2. Financial statements

Provide copies of the applicant's two most recent years of audited financial statements, including a 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, provide 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 bank account numbers redacted.

If the applicant is unable to meet the requirement for two years of financial statements, the Staff reviewer may request additional financial information.

C-3. Forecasted financial statements.

Provide two years of forecasted income statements based solely on the applicant's anticipated business activities in the state of Ohio.

Include the following information with the forecast: a list of assumptions used to generate the forecast; a statement indicating that the forecast is based solely on Ohio business activities only; and the name, address, email address, and telephone number of the preparer of the forecast.

The forecast may be in one of two acceptable formats: 1) an annual format that includes the current year and the two years succeeding the current year; or 2) a monthly format showing 24 consecutive months following the month of filing this application broken down into two 12-month periods with totals for revenues, expenses, and projected net incomes for both periods. Please show revenues, expenses, and net income (revenues minus total expenses) that is expected to be earned and incurred in business activities only in the state of Ohio for those periods.

If the applicant is filing for both an electric certificate and a natural gas certificate, please provide a separate and distinct forecast for revenues and expenses representing Ohio electric business activities in the application for the electric certificate and another forecast representing Ohio natural gas business activities in the application for the natural gas certificate.

C-4. Credit rating.

Provide a credit opinion disclosing the applicant's credit rating as reported by at least one of the following ratings agencies: Moody's Investors Service, Standard & Poor's Financial Services, Fitch Ratings or the National Association of Insurance Commissioners. If the applicant does not have its own credit ratings, substitute the credit ratings of a parent or an affiliate organization and submit 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 "Not Rated".

C-5. Credit report.

Provide a copy of the applicant's credit report from Experian, Equifax, TransUnion, Dun and Bradstreet or a similar credit reporting organization. If the applicant is a newly formed entity with no credit report, then provide a personal credit report for the principal owner of the entity seeking certification. At a minimum, the credit report must show summary information and an overall credit score. Bank/credit account numbers and highly sensitive identification information must be redacted. If the applicant provides an acceptable credit rating(s) in response to C-4, then the applicant may select "This does not apply" and provide a response in the box below stating that a credit rating(s) was provided in response to C-4.

C-6. Bankruptcy information.

Within the previous 24 months, have any of the following filed for reorganization, protection from creditors or any other form of bankruptcy? If yes, attach a document detailing the information.

Applicant

Parent company of the applicant

Affiliate company that guarantees the financial obligations of the applicant

Any owner or officer of the applicant

Yes

☐

No

☒

C-7. Merger information.

Is the applicant currently involved in any dissolution, merger or acquisition activity, or otherwise participated in such activities within the previous 24 months? If yes, attach a document detailing the information.

Yes

☐

No

☒

C-8. Corporate structure.

Provide a graphical depiction of the applicant's corporate structure. Do not provide an internal organizational chart. The graphical depiction should include all parent holding companies, subsidiaries and affiliates as well as 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 the applicant may respond by stating that it is a stand-alone entity with no affiliate or subsidiary companies.

C-9. Financial arrangements.

This section is only applicable if power marketer or retail electric generation provider have been selected in A-1.

Provide copies of the applicant's financial arrangements to satisfy collateral requirements to conduct retail electric/natural gas business activities (e.g., parental guarantees, letters of credit, contractual arrangements, etc., as described below).

Renewal applicants may provide a current statement from an Ohio local distribution utility (LDU) that shows that the applicant meets the LDU's collateral requirements. The statement or letter must be on the utility's letterhead and dated within a 30-day period of the date the applicant files its renewal application.

First-time applicants or applicants whose certificate has expired must meet the requirements of C-9 in one of the following ways:

The applicant itself states that it is investment grade rated by Moody's Investors Service, Standard & Poor's Financial Services, or Fitch Ratings and provides evidence of rating from the rating agencies. If you provided a credit rating in C-4, reference the credit rating in the statement.

- 1. The applicant's parent company is investment grade rated (by Moody's, Standard & Poor's, or Fitch) and guarantees the financial obligations of the applicant to the LDU(s). Provide a copy of the most recent credit opinion from Moody's, Standard & Poor's or Fitch.
- 2. The applicant's parent company 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 parent company's financials and a copy of the parental guarantee must be included in the application if the applicant is relying on this option.
- 3. The applicant can provide evidence of posting a letter of credit with the LDU(s) listed as the beneficiary, in an amount sufficient to satisfy the collateral requirements of the LDU(s).

D. Technical Capability

Provide an attachment for each of the sections below.

D-1. Operations.

Power brokers/aggregators: Include details of the applicant's business operations and plans for arranging and/or aggregating for the supply of electricity to retail customers.

Power Marketers/Generators: Describe the operational nature of the applicant's business, specifying whether operations will include the generation of power for retail sales, the scheduling of retail power for transmission and delivery, the provision of retail ancillary services, as well as other services used to arrange for the purchase and delivery of electricity to retail customers.

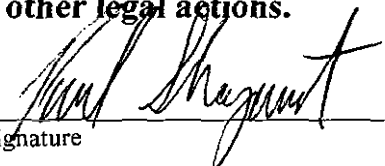
D-2. Operations expertise and key technical personnel.

Provide evidence of the applicant's experience and technical expertise in performing the operations described in this application. Include the names, titles, e-mail addresses, telephone numbers and background of key personnel involved in the operational aspects of the applicant's business.

D-3. FERC power marketer authorization.

Provide the FERC docket granting the applicant power marketer authority.

As authorized representative for the above company/organization, I certify that all the information contained in this application is true, accurate and complete. I also understand that failure to report completely and accurately may result in penalties or other legal actions.


Signature

07/01/2020

Date

Managing Partner

Title

Competitive Retail Electric Service Affidavit

County of Essex :

State of New Jersey :

Paul Shagawat, Affiant, being duly sworn/affirmed, hereby states that:

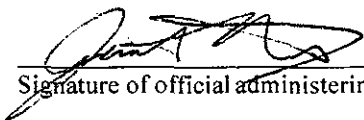
1. The information provided within the certification or certification renewal application and supporting information is complete, true, and accurate to the best knowledge of affiant, and that it will amend its application while it is pending if any substantial changes occur regarding the information provided.
2. The applicant will timely file an annual report of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Sections 4905.10(A), 4911.18(A), and 4928.06(F), Ohio Revised Code.
3. The applicant will timely pay any assessment made pursuant to Sections 4905.10, 4911.18, and 4928.06(F), Ohio Revised Code.
4. The 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. The applicant will cooperate fully with the Public Utilities Commission of Ohio, and its Staff on any utility matter including the investigation of any consumer complaint regarding any service offered or provided by the applicant.
6. The applicant will fully comply with Section 4928.09, Ohio Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
7. The applicant will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
8. The applicant will use its best efforts to verify that any entity with whom it has a contractual relationship to purchase power is in compliance with all applicable licensing requirements of the Federal Energy Regulatory Commission and the Public Utilities Commission of Ohio.
9. The applicant will cooperate fully with the Public Utilities Commission of Ohio, the electric distribution companies, the regional transmission entities, and other electric suppliers in the event of an emergency condition that may jeopardize the safety and reliability of the electric service in accordance with the emergency plans and other procedures as may be determined appropriate by the Commission.
10. If applicable to the service(s) the applicant will provide, it will adhere to the reliability standards of (1) the North American Electric Reliability Council (NERC), (2) the appropriate regional reliability council(s), and (3) the Public Utilities Commission of Ohio.
11. The Applicant will inform the Public Utilities Commission of Ohio of any material change to the information supplied in the application within 30 days of such material change, including any change in contact person for regulatory purposes or contact person for Staff use in investigating consumer complaints.

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

13. Affiant further sayeth naught.


Signature of Affiant & Title

Sworn and subscribed before me this 1st day of July, 2020
Month Year


Signature of official administering oath

Paul Shagawat - Managing Partner
Print Name and Title

My commission expires on _____
JAMILUDDIN AHMED
NOTARY PUBLIC OF NEW JERSEY
ID # 50035094
My Commission Expires 3/24/2021

A-12

Exhibit A -12 "Principal Officers, Directors & Partners" Please provide an attachment for all contacts that should be listed as an officer, director or partner.

Paul Shagawat
Managing Partner
336 Big Piece Road
Fairfield NJ 07004
862-210-8770

Dustin Scarpa
Managing Partner
340 E Randolph Ave
APT 2006
Chicago IL 60601

A-13

Exhibit A -13 "Company History" Provide an attachment with a concise description of the applicant's company history and principal business interests.

Premiere Marketing LLC is an energy management services firm that brings together the processes, expertise and technologies to take the complexity out of energy management and turn it into bottom-line savings for the businesses, organizations and governments we serve. The firm was established by Managing Partners, Dustin Scarpa & Paul Shagawat in August 2009.

Using our proprietary software for transacting electricity, natural gas, and green power, Premiere Marketing LLC helps customers lower their total energy spend by leveraging a superior process and utilizing best in class planning which includes risk management, sourcing, sustainability, maximization of energy incentives, as well as continued energy management monitoring.

A-14

Exhibit A -14 "Secretary of State" Provide evidence that the applicant is currently registered with the Ohio Secretary of State.

Please see attached



DATE:	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
12/17/2013	201335101036	REG. OF FOR. PROFIT LIM. LIAB. CO. (LFP)	125.00	.00		.00	.00

Receipt

This is not a bill. Please do not remit payment.

PREMIERE MARKETING LLC
75 LANE ROAD
STE 203
FAIRFIELD, NJ 07004

STATE OF OHIO CERTIFICATE

Ohio Secretary of State, Jon Husted**2253654**

It is hereby certified that the Secretary of State of Ohio has custody of the business records for

PREMIERE MARKETING LLC

and, that said business records show the filing and recording of:

Document(s)

REG. OF FOR. PROFIT LIM. LIAB. CO.

Document No(s):

201335101036

Effective Date: 12/16/2013



United States of America
State of Ohio
Office of the Secretary of State

Witness my hand and the seal of
the Secretary of State at Columbus,
Ohio this 17th day of December,
A.D. 2013.

Ohio Secretary of State

B-1

Exhibit B-1 "Jurisdictions of Operation," List all jurisdictions in which the applicant or any affiliated interest of the applicant is certified, licensed, registered or otherwise authorized to provide natural gas service or retail/wholesale electric service as of the date of filing the application.

New Jersey
Rhode Island
New Hampshire
Maryland
Washington DC
Massachusetts
Illinois
Maine
Connecticut
Texas
Ohio
Pennsylvania

B-2

Exhibit B-2 "Experience & Plans," Describe the applicant's experience in providing the service(s) for which it is applying (e.g., number and type of customers served, utility service areas, amount of load, etc.) Include the 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 Sections 4928.10 and/or 4929.22 of the Ohio Revised Code.

Since 2009, Premiere Marketing LLC has been working with clients across multiple energy deregulated markets, assisting to determine the best procurement solutions based on each entity's portfolio and organizational goals. Services include ongoing tracking of contract performance, continual market monitoring for procurement opportunities, addressing contractual issues that arise, and supplier dispute resolution.

While Premiere Marketing LLC provides email and toll-free phone hotlines to receive and respond to customer inquiries and complaints and to provide general customer support, most interaction between Premiere Marketing LLC's customers and staff occurs on direct lines and emails and is often initiated by Premiere Marketing LLC to ensure that customers are notified in a timely fashion of market trends, hedging opportunities, and important supplier communications.

Our proactive and transparent approach to consultation and brokering services includes provision of analogous language and terms across the supply contracts customers review and ultimately select; full interpretation of any components about which clients are unsure – in addition to full explanation of supply costs, these include all terms and conditions such as term, relevant penalties, supplier service requirements, and proper contacts in the event that clients want to reach the supplier, utility, or consultant.

B-3

Exhibit B-3 "Disclosure of Liabilities and Investigations," For the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant, describe all existing, pending, or past rulings, judgments, findings, contingent liabilities, revocation of authority, regulatory investigations, judicial actions, or other formal or informal notices of violations, or any other matter related to competitive services in Ohio or equivalent services in another jurisdiction.

For the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant, there are NO existing, pending, or past rulings, judgments, findings, or contingent liabilities, revocation of authority, regulatory investigations, judicial actions, or other formal or informal notices of violations, or any other matter related to competitive services in Ohio or equivalent services in another jurisdiction.

B-6

Exhibit B-6 "Environmental disclosure"

N/A. Premiere Marketing LLC is a licensed power broker and not a power marketer or retail generation provider.

C-1

Exhibit C-1 "Financial Reporting" Provide a current link to the most recent Form 10-K filed with the Securities and Exchange Commission (SEC) or attach a copy of the form. If the applicant does not have a Form 10-K, submit the parent company's Form 10-K. If neither the applicant nor its parent is required to file Form 10-K, state that the applicant is not required to make such filings with the SEC and provide an explanation as to why it is not required.

Premiere Marketing LLC is not required to file with the SEC as it is not a public company.

C-4

Exhibit C-4 "Credit Rating"

Not Rated

C-5

Exhibit C-5 "Credit Report"

dun & bradstreet

1-800-700-2733 [Sign Out](#) [Sign Out](#)

Dashboard
Summary
Update Company Info
Tools

Premiere Marketing Llc DUNS: 07-935-4276
CS CreditSignal

Summary

Company Info [Update Company Info](#)

595 Us Highway 46 Ste 408
Fairfield NJ 07004
Phone: (362) 210-8770
URL:

DBA's :
TRANSPARENT ENERGY

Scores and Ratings

Score / Rating:	Change	Last Date Changed
PAYDEX®	No Change ↔	05/31/2016
Delinquency Predictor Class	No Change ↔	01/08/2019
Financial Stress Class	No Change ↔	01/08/2019
Supplier Evaluation Rating	No Change ↔	10/01/2019
D&B Rating	No Change ↔	06/19/2016
D&B Viability Rating	Good (Status)	

D&B has recently updated their scoring system. How these changes affect your business credit profile.

Upgrade to CreditBuilder™ Today
Help build your D&B® scores and ratings and benchmark your company against your industry and competitors
Speak with a Credit Advisor to learn more
1-800-700-2733
Alerts (40)

INQUIRY
06/04/20
2 New Inquiries

INQUIRY
05/31/20
1 New Inquiry

INQUIRY
05/10/20
1 New Inquiry

C-8

Exhibit C - 8 "Corporate Structure,"

Premiere Marketing LLC is a stand-alone entity with no affiliate or subsidiary companies.

C-9

Exhibit C - 9 "Financial Arrangements"

N/A

D-1

Exhibit D-1 "Operations"

Premiere Marketing LLC will perform the following business operations and plans for arranging and/or aggregating for the supply of electricity to retail customers in order customer satisfaction and ensure the best results and accuracy for each respective client:

Premiere Marketing LLC is an energy management services firm that brings together the processes, expertise and technologies to take the complexity out of energy management and turn it into bottom-line savings for the businesses, organizations and governments we serve.

To date, we have transacted a vast amount in energy, demand responses and environmental commodities on behalf of our customers, creating great value value for them. Using our proprietary software for transacting electricity, natural gas, and green power, Premiere Marketing LLC helps customers lower their total energy spend by leveraging a superior process and utilizing best in class planning which includes risk management, sourcing, sustainability, maximization of energy incentives, as well as continued energy management monitoring.

D-2

Exhibit D - 2 "Operations expertise and key personnel "

Since 2009, Premiere Marketing LLC has offered various services and has experience and technical expertise in performing operations described in this application.

Below are key areas we offer as a result of our experienced team:

1. **Market Research & Intelligence** - The following primary energy market information will be made available:
 - o Monthly market reports and bi-annual price forecasts,
 - o Updates and analyses of regulatory and legislative matters.
2. **Strategic Procurement Recommendations** - Prepare and periodically update a Strategic Procurement Analysis Report which will include the following:
 - o Summary of Client's energy procurement needs and exposure by site, including all hedged and un-hedged positions.
 - o Review of current and forecasted market conditions for all relevant markets, including fundamental and technical analysis of commodity cost drivers.
 - o Procurement recommendation for each site reflecting Client's objectives and current market conditions.
3. **Procurement & Supply Management** - Premiere Marketing LLC will manage all aspects of electricity and natural gas sourcing including the following:
 - o Data collection, analysis and dissemination of requests for proposal (RFPs) to vetted suppliers,
 - o Customized reverse auctions,
 - o Summary of results from each pricing exercise, including key agreement terms,
 - o Assistance with negotiation of final energy supplier agreements.
4. **Client Services** - Premiere Marketing LLC will manage post procurement activities:
 - o Energy Agreements - Provide Client the fully executed energy supplier agreement,
 - o Contract Monitoring - Monitor the agreement to ensure proper transition between suppliers,
 - o Supplier interaction - Prompt assistance to resolve billing or service issues with suppliers.
5. **Energy Data Management** - Client will have access to account information and market reports:
 - o Executive summary of all current and pending supply agreements,
 - o Copies of all supply agreements,
 - o All Premiere Marketing LLC market research and regulatory reports, and
 - o Historical market data and charts.
6. **Communications** - At a minimum, 12 months before customers energy contracts expire. Transparent Energy will have a Representative perform a 10-15-minute onsite meeting to discuss with Client the following matters:
 - o Current energy market price trends and outlook and future Market prices at this time,
 - o Development of new risk management strategy based off customers business goals and objectives,
 - o Craft plan to start monitoring market prices daily to ensure that business goals and objectives are met,
 - o New or additional Energy procurement opportunities,
 - o Changes at the site which could impact energy usage or supply agreements.

D-2

Exhibit D - 2 "Operations Expertise and Key Technical Personnel"

Key Personnel

Dustin Scarpa

Title:Managing Partner

Email Address: compliance@transparentedge.com

Phone Number: 862-210-8770

Background:

With Over 10 years of experience, Dustin Scarpa oversees our business development team and ensures that our sales process and consulting efforts are running efficiently and ethnically.

Paul Shagawat

Title: Managing Partner

Email Address:compliance@transparentedge.com

Phone Number: 862-210-8770

Background:

With Over 10 years of experience like Dustin, Paul directly corresponds and oversees our operational staff which includes our energy procurement management team, our client services team, along with many other individuals. This ensures that all of our clients' accounts are being monitored and are protected to ensure the best positive outcome.

D-3

Exhibit D-3 "FERC Power Marketer Authorization"

N/A