



DIS Case Number: 02-1683-GA-CRS

## Section A: Application Information

### A-1. Provider type:

☐ Retail Natural Gas  
Broker

☐ Retail Natural Gas  
Aggregator

☒ Retail Natural Gas  
Marketer

### A-2. Applicant's legal name and contact information.

**Legal Name:** Interstate Gas Supply Inc

**Country:** United States

**Phone:** 6146595000

**Extension (if  
applicable):**

**Street:** 6100 Emerald Parkway

**Website (if any):**

**City:** Dublin

**Province/State:** OH

**Postal Code:** 43016

### 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       | Type | Address | Active? | Proof |
|------------|------|---------|---------|-------|
| IGS Energy | DBA  | ,       | Yes     | File  |

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

Provide all business names the applicant uses in North America, including the names provided in A-2 and A-3.

| Name                         | Type          | Address                                  | Active? | Proof |
|------------------------------|---------------|--|---------|-------|
| IGS Retail LLC               | Official Name | 6100 Emerald Parkway<br>Dublin, OH 43016 | Yes     | File  |
| IGS Energy                   | DBA           | ,  | Yes     | File  |
| Accent Energy<br>Midwest Gas | Official Name | 6100 Emerald parkway<br>dublin, OH 43016 | Yes     | File  |



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|                            |               |  |     |      |
|----------------------------|---------------|--|-----|------|
| Accent Energy Midwest II   | Official Name | 6100 Emerald parkway<br>dublin, OH 43016 | Yes | File |
| SCANA Energy Marketing LLC | Official Name | 6100 Emerald parkway<br>Dublin, OH 43016 | Yes | File |
| Interstate Gas Supply, Inc | Official Name | 6100 Emerald parkway<br>Dublin, OH 43016 | Yes | File |

### A-5. Contact person for regulatory matters

Michael Nugent  
6100 Emerald parkway  
Dublin, OH 43016  
US  
michael.nugent@igs.com  
6146595065

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

Tara McGraw  
6100 Emerald Pkwy  
Dublin, OH 43016  
US  
tara.mcgraw@igs.com  
6146595058

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

**Phone:** 18002804474    **Extension (if applicable):**    **Country:** United States  
**Fax:**    **Extension (if applicable):**    **Street:** 6100 Emerald parkway  
**Email:** customersupport@igs.com    **City:** Dublin    **Province/State:** OH  
**Postal Code:** 43016

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

31-1286758

### A-9. Applicant's form of ownership

**Form of ownership:** Corporation

#### **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**

Columbia Gas of Ohio  
 Dominion Energy Ohio  
 Duke Energy Ohio  
 CenterPoint Energy Ohio

##### **Class of customer selection**

Industrial  
 Residential  
 Small Commercial  
 Large Commercial

#### **A-11. Start date**

Indicate the approximate start date the applicant began/will begin offering services: 07-02-2020

#### **A-12. Principal officers, directors, and partners**

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

| Name         | Email                | Title          | Address  |
|--------------|----------------------|----------------|--|
| Scott White  | scott.white@igs.com  | President      | 6100 Emerald parkway<br>dublin, OH 43016<br>US |
| Doug Austin  | doug.austin@igs.com  | Vice President | 6100 Emerald parkway<br>dublin, OH 43016<br>US |
| Cathy Conner | cathy.conner@igs.com | Treasurer      | 6100 Emerald parkway<br>dublin, OH 43016<br>US |
| Amy Gilmore  | amy.gilmore@igs.com  | Director       | 6100 Emerald parkway<br>Dublin, OH 43016<br>US |



### **A-13. Company history**

IGS is a privately held company founded in 1989 by Marv and Scott White. Co-founder Marv White was President and CEO of Columbus Gas Distribution Companies when the first unregulated of self-help natural gas program in the United States was implemented behind Columbia Gas of Ohio. Scott White has been intimately involved in the natural gas Industry since the inception of the company, for over 30 years, and is one of the leaders in the natural gas deregulation. IGS has pursued a deliberate and precise marketing and management strategy since its inception. IGS has worked diligently over the past few years to improve the Ohio natural gas market to bring additional benefits to Choice and Commercial and Industrial customer. IGS believes that controlled growth achieves the most positive and lasting results, and provides the greatest stability. As such, IGS has slowly expanded its participation in choice programs throughout the Midwest and East coast over the past several years and will continue to pursue a controlled growth strategy in the future. IGS has built its business on putting the customer first and will continue in the future.

### **A-14. Secretary of State**

Secretary of State Link:

### **A-15. Proof of Ohio Employee and Office**

Provide proof of an Ohio Office and Employee in accordance with Section 4929.22 of the Ohio Revised Code. List the designated Ohio employee's name, Ohio office address, telephone number and web site address

**Employee Name:** Matthew White  
6100 Emerald Parkway  
Dublin, OH 43016  
US  
matt.white@igs.com  
6146595049



## Section B: Applicant Managerial Capability and Experience

### 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..

Jurisdiction of Operation: IGS is currently certified, licensed, registered or otherwise authorized to supply natural gas, either as IGS or through one of its affiliated companies in Ohio, Michigan, Illinois, Indiana, New York, Pennsylvania, Kentucky, Virginia, Maryland, New Jersey, Massachusetts, Georgia, Tennessee, South Carolina, North Carolina, Florida, West Virginia, Alabama, Mississippi and California. IGS is currently certified, licensed, registered or otherwise authorized to supply electricity, either as IGS or through one of its affiliated companies in Ohio, Illinois New York, Pennsylvania, Maryland, New Jersey and Texas.

### 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.

Application Experience and Plan Description: IGS has 30 years of experiences supplying natural gas to customer in multiple states behind multiple utilities.

IGS has invested significantly over the past several years to continue to improve its IT infrastructure, call center capabilities and employee development. IGS employs dozens of full time personnel tasked with responding to customer inquiries. IGS believes that it has one of the most responsive and timely call center in the industry, focused on first call resolution. Billing functions for natural gas continue to be handled by the LDCs. IGS continues to have dedicated compliance manger devoted to responding to inquiries from staff and



other organizations.

**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..

Liability and Investigations Disclosures: IGS has no existing, pending or past rulings, judgments, contingent liabilities, revocations of authority, financial or operational status or inability to provide services since its inception. IGS has and continues to be a financially sound company with a strong balance sheet, and has never had a judgement against it or a license threatened or revoked.

**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?

**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?

**No**



## Section C: Applicant Financial Capability and Experience

### C-1. Financial reporting

Provide a current link to the most recent Form 10-K filed with the Securities and Exchange Commission (SEC) or upload 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.

Does not apply

### 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.

Preferred to file this information confidentially

### 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-



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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.

Preferred to file confidentially

### 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'.

This does not apply

### 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.

Preferred to file this information confidentially

### C-6. Bankruptcy information





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Within the previous 24 months, have any of the following filed for reorganization, protection from creditors or any other form of bankruptcy?

- Applicant
- Parent company of the applicant
- Affiliate company that guarantees the financial obligations of the applicant
- Any owner or officer of the applicant

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?

Merger Information: Applicant acquired IGS Retail, LLC in December 2020 and Dominion Energy Services, LLC in November 2020. IGS Retail and Dominion Energy Services are natural gas suppliers in the Ohio and Pennsylvania.

### **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.

Stand-alone entity with no affiliate or subsidiary companies

### **C-9. Financial arrangements**

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:

1. 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.
2. 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.
3. 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.
4. 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).

Preferred to file confidentially

## Section D: Applicant Technical Capacity

### D-1. Operations

Gas Marketers: Describe the operational nature of the applicant's business, specifying whether operations will include the contracting of natural gas purchases for retail sales, the nomination and scheduling of retail natural gas for delivery, and/or 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.

Operations Description: IGS is a natural gas marketing company and as such IGS contracts for the supply of natural gas for ultimate delivery to its end use customers. IGS has over 50 relationships with producers of natural outside of Ohio, as



well as a number of relationships with local producers. IGS also has risk management department that deals primarily with matching contracts with risk avoidance programs, including hedge, fixed price matches. IGS contracts for upstream pipeline capacity and storage in order to ensure that its firm customer's gas is delivered. Also, where appropriate, IGS also takes an assignment of assets to ensure deliverability for its firm supply customers. IGS has supply and risk management teams with significant experience in natural gas

procurement and supply dedicated to ensuring that its customers receive their natural gas from IGS.

#### **D-2. Operations Expertise & Key Technical Personnel**

Given the operational nature of the applicant's business, provide evidence of the applicant's experience and technical expertise in performing such operations. Include the names, titles, e-mail addresses, and background of key personnel involved in the operations of the applicant's business.

Operations Expertise & Personnel Description: IGS has a team of ten natural gas supply professionals dedicated to the daily task of procuring the needed quantities of natural gas from our various supply sources, both in and out of Ohio, and making nominations on inter and intra state pipelines consistent with the various utility tariff guidelines. Those detailed in response to D-3, below, have been with IGS 55 years collectively, and brought with them supply, nominations and procurement expertise from previous employment experiences. IGS has also developed a team of 4 additional people dedicated to risk management, dealing both with local and supply procurement, and contract risk management.



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# Application Attachments

UNITED STATES OF AMERICA  
STATE OF OHIO  
OFFICE OF THE SECRETARY OF STATE

*I, Frank LaRose, 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 INTERSTATE GAS SUPPLY, INC., an Ohio corporation, Charter No. 754636, having its principal location in Columbus, County of Franklin, was incorporated on August 9, 1989 and is currently in GOOD STANDING upon the records of this office.*



*Witness my hand and the seal of the  
Secretary of State at Columbus, Ohio  
this 20th day of June, A.D. 2022.*

A handwritten signature in blue ink, appearing to read "Frank LaRose".

**Ohio Secretary of State**

**Validation Number: 202217102764**


# Competitive Retail Natural Gas Service Affidavit

County of Franklin :

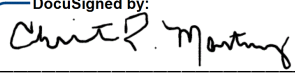
State of Ohio :

Michael Nugent, 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 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 Sections 4905.10 and 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 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. 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 comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
8. 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.
9. 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.
10. Affiant further sayeth naught.

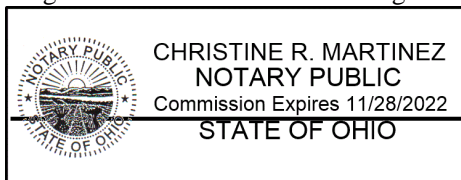
  
Signature of Affiant & Title

Sworn and subscribed before me this 28th day of June, 2022  
Month Year

  
Signature of official administering oath

Christine R. Martinez

Print Name and Title



My commission expires on 11/28/2022

**This foregoing document was electronically filed with the Public Utilities  
Commission of Ohio Docketing Information System on**

**6/28/2022 9:15:44 AM**

**in**

**Case No(s). 02-1683-GA-CRS**

**Summary: In the Matter of the Application of Interstate Gas Supply Inc**