



Exhibit A-12 “Principal Officers, Directors & Partners”

**EnerConnex, LLC – Members/Officers
As of August 7, 2020**

- The sole member of EnerConnex, LLC is SJI Energy Investments, LLC
- The following are the Executive Committee Members and Officers of EnerConnex, LLC:

Name	Title	Address/Phone Number/Email
Michael J. Renna	Executive Committee Chairman	300 Route 73 South, Suite 308 Mt Laurel, NJ 08054 (609) 561-9000 mrenna@sjindustries.com
Leonard Brinson, Jr.	Executive Committee Member	300 Route 73 South, Suite 308 Mt Laurel, NJ 08054 (609) 561-9000 lbrinson@sjindustries.com
Kathleen Larkin	Executive Committee Member	300 Route 73 South, Suite 308 Mt Laurel, NJ 08054 (609) 561-9000 klarkin@sjindustries.com
Scott Barr	Treasurer & Secretary	1 South Jersey Plaza Folsom, NJ 08037 (609) 568-9028 sbarr@sjindustries.com
Rick Gallagher	Vice President	1 South Jersey Plaza Folsom, NJ 08037 (609) 568-9028 rgallagher@sjindustries.com



Exhibit A-13 “Company History”

EnerConnex, LLC was created on Jan 26, 2016 to provide energy brokerage services to commercial, industrial and government customers. The primary brokerage service provided is to obtain electricity and natural gas pricing contracts for those customers located in deregulated states.

The lowest price received from a supplier does not necessarily guarantee award of a contract to that supplier. EnerConnex assists the customer with the overall procurement process awarding suppliers that are the best fit for the customer’s business interests such as; terms of price, pricing product offering, contract language, billing experience, customer service, and additional services that might be offered by the supplier such as Demand Response, Energy Efficiency, Renewable PPAs, Net Metering Credits.

Creating the back bone of the business was the focus in 2016. This involved registering as a foreign LLC with a number of states, applying for broker licenses in a handful of states, and negotiating and signing supplier agreements. A small handful of deals were signed by customers in the latter half of 2016 once EnerConnex, LLC received broker licenses.

In 2017, EnerConnex, LLC focused on creating an electronic platform through which suppliers can input their pricing. The platform called ECX Marketplace, as it can handle auctions, sealed bids, and target pricing, depending upon the needs of the customer. EnerConnex, LLC also focused on implementing the necessary software that would allow the Company to scale its back-office operations and easily track, verify and reconcile supplier payments. Throughout the year, EnerConnex, LLC continued to attract new customers and procure electricity and natural gas for these customers.

In 2018 and 2019, EnerConnex focused on hiring experienced sales people and acquiring customers. The Company hired several experienced sales personnel and operations personnel and continued to attract new customers and retained incumbent customers.

In 2020, EnerConnex is focused on serving new and incumbent customers and helping them to navigate changes in the market related to new rules and increased prices implemented by PJM and other ISOs throughout the United States.

On August 7, 2020, SJI Energy Investments, purchased the remaining 75% equity from the other members and became the owner of 100% of EnerConnex, LLC. This was an equity sale, the Officers prior to August 7, 2020 will remain at EnerConnex, as Managing Directors.



Exhibit A-14 "Secretary of State"

Please see the attached document

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 ENERCONNEX, LLC, an Ohio For Profit Limited Liability Company, Registration Number 3856033, was organized within the State of Ohio on January 26, 2016, is currently in FULL FORCE AND EFFECT upon the records of this office.



Witness my hand and the seal of the Secretary of State at Columbus, Ohio this 31st day of August, A.D. 2020.

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

Ohio Secretary of State

Validation Number: 202024402234



Exhibit B-1 “Jurisdictions of Operations”

EnerConnex, LLC is currently certified, licensed, registered, or otherwise authorized to provide retail or wholesale natural gas or electric services including aggregation services in the following jurisdictions:

IL	Electric Broker/Aggregator	16-0543
MA	Electric Broker/Aggregator	EB-390
MA	Retail Agent Nat Gas	RA-172
MD	Electric Broker/Aggregator	IR-4132
MD	Nat Gas Broker/Aggregator	IR-4131
ME	CEP Electric	2019-00330
NH	Electric Broker/Aggregator	DM 19-071
NH	Nat Gas Broker/Aggregator	DM 18-170
NJ	Energy Agent	EA-0452
NJ	Energy Consultant	EC-0147
NJ	Private Aggregator	PA-0200
OH	Electric Broker/Aggregator	16-1091E(3)
OH	Nat Gas Broker/Aggregator	16-525G(3)
PA	Electric Broker/Aggregator	A-2019-3009680
PA	Nat Gas Broker/Aggregator	A-2019-3009685
TX	Electric Broker/Aggregator	BR190159
VA	Electric/Nat Gas Aggregator	PUR 2019-00210: No. A-88



Exhibit B-2 “Experience & Plans”

The Experience and Plans of EnerConnex, LLC have not changed since its renewal application filing on May 19, 2020.

EnerConnex was founded to help customers make educated procurement decisions. The EnerConnex sales team utilizes its extensive industry knowledge to assist clients with their energy buying decisions. The Sales and Operations teams have over 100 years of combined experience which has enabled them to experience energy markets through a large number of transitions. The teams will use the insight that they have gained through the decades to assist customers in developing and executing procurement strategies that will best meet the customers’ needs.

The EnerConnex team will partner with the most reliable and financially secure suppliers in order to provide the customers with the best terms and pricing options. Customers will execute contracts directly with a supplier once they have chosen a term and a price, but the EnerConnex teams will review the contracts with the customers so that they understand what they are signing.

EnerConnex does not trade or ever take title or ownership of natural gas or other energy commodity. EnerConnex will remain supplier neutral and will not have an exclusive relationship with any supplier or group of suppliers. EnerConnex will not be billing customers for brokerage services. The EnerConnex fee will be paid directly by the supplier.

The EnerConnex teams will be available to all customers for questions and issues that may arise over the life of the contract. The EnerConnex teams will use their experience and relationships with supplier to quickly resolve all customer inquiries.

EnerConnex will provide customers with an end to end procurement process that includes managing the customer’s procurement needs, providing market intelligence, developing requests for pricing, analyzing the pricing once it is received, assisting customers through the contracting process and tracking customers’ energy contracts and usage history. In addition, the EnerConnex team will assist customers with the analysis of energy efficiency projects, alternative energy opportunities, lighting and HVAC retrofits, distributed generation projects, demand response programs, and other means that may reduce the overall usage and cost of energy to a customer. EnerConnex partners with established companies in the arenas of energy efficiency, lighting and HVAC retrofits, alternative energy sources, and the purchase or renewables sources or credits to further aid its customers in their energy decisions.



Exhibit B-3 “Disclosure of Liabilities and Investigations”

The Executive Committee Members, the Officers, and Managing Directors of EnerConnex, LLC do not have any existing, pending, or past rulings, judgments, contingent liabilities, revocations of authority, regulatory investigations, or any other matter that could adversely impact EnerConnex, LLC’s financial or operational status or ability to provide the services it is seeking to be certified to provide.

EnerConnex, LLC and SJI Energy Investments, LLC do not have any existing, pending, or past rulings, judgments, contingent liabilities, revocations of authority, regulatory investigations, or any other matter that could adversely impact EnerConnex, LLC’s financial or operational status or ability to provide the services it is seeking to be certified to provide.



Exhibit C-1 “Financial Reporting”

EnerConnex, LLC does not have a Form 10-K. The most link to the most recent Form 10-K filed with the Securities and Exchange Commissions for South Jersey Industries, Inc. – is listed below. The most recent Form 10-K was filed with the SEC on February 27, 2020.

<https://www.sec.gov/Archives/edgar/data/91928/000009192820000013/0000091928-20-000013-index.htm>

OR

sjindustries.com/investors/financial-reporting/sec-filings/ - you can then go through the table and look for the filing date of 2/27/2020 and Form 10-k or you can go to the link below for the pdf version

sjindustries.com/static-files/0000091928-20-000013.pdf



Exhibit C-2 “Financial Statements”

The most recent two years of certified financial statements for EnerConnex, LLC were supplied in the renewal application filing submitted to the Ohio Public Utilities Commission on May 19, 2020.



Exhibit C-3 “Forecasted Financial Statements”

The most recent two years of Forecasted financial statements for EnerConnex, LLC were supplied in the renewal application filing submitted to the Ohio Public Utilities Commission on May 19, 2020.



Exhibit C-4 “Credit Rating”

**EnerConnex, LLC does not have a credit rating.
South Jersey Industries, Inc. – the parent of SJI Energy Investments - has a credit rating of
BBB from Standard and Poor’s**



Exhibit C-5 “Credit Report”

EnerConnex, LLC provided a credit report at the time it filed for renewal on May 19, 2020. The credit rating supplied in C-4 for South Jersey Industries, Inc does not warrant the need for the filing of a credit report for South Jersey Industries.



Exhibit C-7 “Merger Information”

On August 7, 2020, SJI Energy Investments, LLC purchased the remaining 75% of equity from the other EnerConnex, LLC members. EnerConnex, LLC is now 100% fully owned by SJI Energy Investments, LLC.

Exhibit C-8 “Corporate Structure”

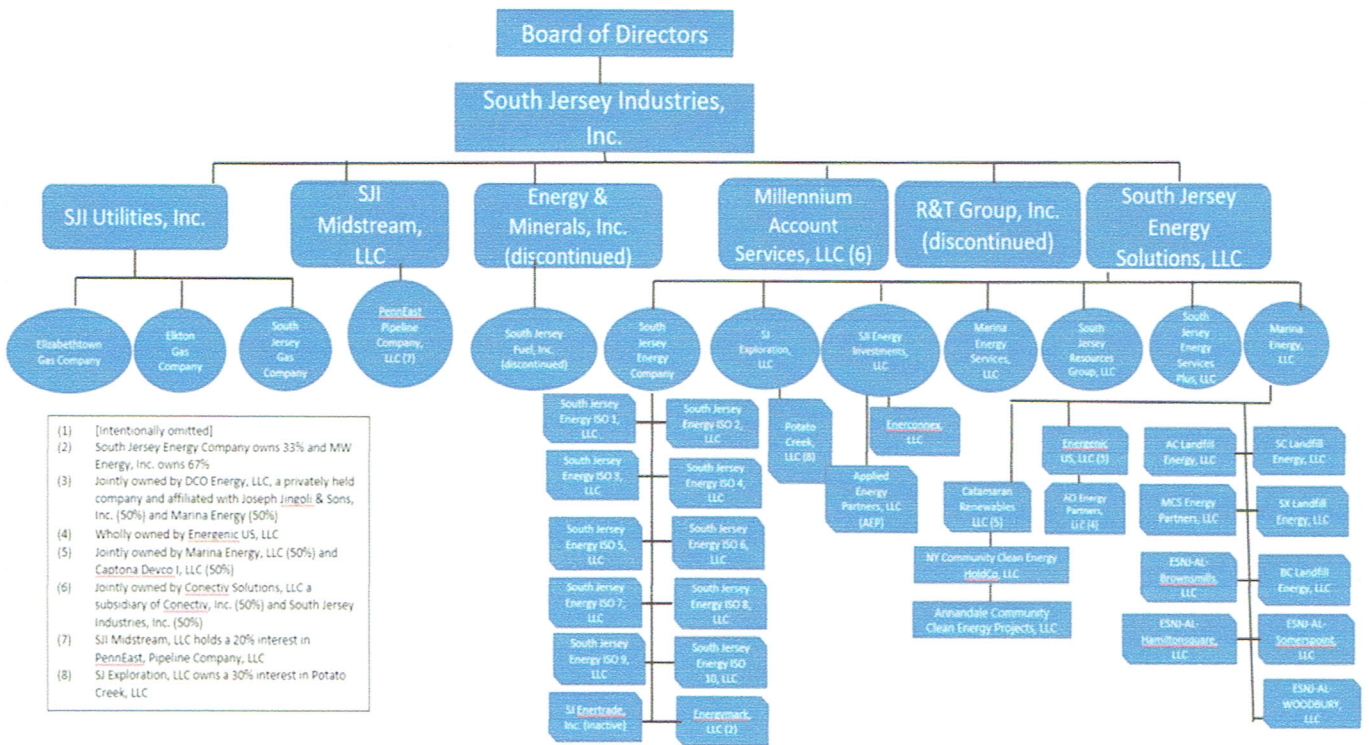




Exhibit D-1 “Operations”

The operations of EnerConnex, LLC will remain as they have been since the company received its first license from the Ohio Public Utilities Commission in June 2016.

Since its creation in January 2016, EnerConnex has assisted customers with their Electricity buying decisions in California, Connecticut, Illinois, Massachusetts, Maryland, Maine, Michigan, New Hampshire, New Jersey, New York, Ohio, Pennsylvania, Rhode Island, Texas and Virginia. EnerConnex has partnered with the most reliable and financially secure suppliers to provide its customers with the best terms and pricing options. Customers executed contracts directly with a supplier once they chose a term and price. EnerConnex reviewed the contracts with the customers so they understood what they were signing.

EnerConnex does not trade or take title or ownership of the electricity commodity. EnerConnex remains supplier neutral and does not have an exclusive relationship with any supplier or group of suppliers. EnerConnex does not bill the customers directly for brokerage services. The EnerConnex fee is paid by the supplier.

After a contract is signed, EnerConnex is available to the customer for questions and to handle any issues that may arise over the life of the contract. The Managing Directors use their experience and relationships with suppliers to quickly resolve all customer inquiries.

EnerConnex provides its customers with an end to end procurement process that includes managing the customer’s procurement needs, providing market intelligence, developing requests for pricing, analyzing the pricing once it is received, assisting customers through the contracting process and tracking customers’ energy contracts and usage history. In addition, EnerConnex will assist customers with the analysis of energy efficiency projects, alternative energy opportunities, lighting and HVAC retrofits, distributed generation projects, demand response programs, and other means that may reduce the overall usage and cost of energy to a customer. EnerConnex has partnered with established companies in the arenas of energy efficiency, lighting and HVAC retrofits, alternative energy sources, and the purchase or renewables sources or credits.



Exhibit D-2 “Operations Expertise”

The EnerConnex team has over 100 years of experience in brokering transactions in the retail energy markets. Their experience at World Energy Solutions, Energy Gateway and Enron have enabled the team to experience the movements and the nuances of energy markets through several decades of transitions. The EnerConnex team will use the insight that they have gained through the decades to assist their customers in developing and executing procurement strategies that will best meet his customers’ needs.

Eric Niemeyer and Anthony Barnhart are the key EnerConnex sales employees charged with working with Ohio customers in both the natural gas and electric markets. Both, Mr. Niemeyer and Mr. Barnhart are active participants with the Energy Professionals of Ohio (EPO) trade group and keeps current on the regulatory proceedings in Ohio.

Both Mr. Niemeyer and Mr. Barnhart have over 20 years of experience in brokering transactions in the retail energy markets. Their past experience at World Energy Solutions have enabled Mr. Niemeyer and Mr. Barnhart to experience the movements and the nuances of energy markets through a large number of transitions. Both men will use the insight that they have gained through the decades to assist their customers in developing and executing procurement strategies that will best meet the customers’ needs.

Mr. Niemeyer and Mr. Barnhart’s responsibilities for account acquisition and management throughout their careers have meant that they have worked with their customers in the development of 1) risk management strategies, 2) procurement strategies, and 3) pricing strategies. Mr. Niemeyer and Mr. Barnhart have marketed procurements to eligible third party suppliers, provided customers with market analysis, assisted customers in the energy decision-making process, reviewed work products and deliverables, provided quality assurance and adherence to the regulatory procedures throughout the process, and provided customer service in the form of handling bill and/or contract disputes with customers – or whatever energy inquiries with which the customer needed assistance.

Mr. Niemeyer and Mr. Barnhart will partner with the most reliable and financially secure suppliers in order to provide their customers with the best terms and pricing options. Customers will execute contracts directly with a supplier once they have chosen a term and a price, but Mr. Niemeyer and Mr. Barnhart will review the contracts with the customers so that they understand what they are signing.

EnerConnex does not trade or ever take title or ownership of natural gas or other energy commodity. EnerConnex will remain supplier neutral and will not have an exclusive relationship with any supplier or group of suppliers. EnerConnex will not be billing customers for brokerage services. The EnerConnex fee will be paid directly by the supplier.



Mr. Niemeyer and Mr. Barnhart are available to all customer for questions and issues that may arise over the life of the contract. Both men will use their experience and relationships with suppliers to quickly resolve all customer inquiries.

Mr. Niemeyer and Mr. Barnhart will provide their customers with an end to end procurement process that includes managing the customer's procurement needs, providing market intelligence, developing requests for pricing, analyzing the pricing once it is received, assisting customers through the contracting process and tracking customers' energy contracts and usage history.



Exhibit D-2 “Key Technical Personnel”

The addition to the team under the SJI Energy Investments Ownership is:

Name: Rick Gallagher
Title: Vice President
Email: rgallagher@enerconnex.com
Cell Phone: (609) 561-9000 x 6913

Rick Gallagher is the Vice President of EnerConnex, LLC and Applied Energy Partners, as well as the Vice President of Sales & Business Development of South Jersey Industries, Inc. (“SJI”), EnerConnex’s ultimate parent company. Mr. Gallagher has service in various capacities throughout his 14 year career at SJI including, solar and renewable development, retail energy, and utility sales. Mr. Gallagher has experience working with large industrials, universities, hospitals, and municipalities.

In his current capacity, Mr. Gallagher formed SJI Energy Advisors (the trade name for SJI Energy Investments, LLC, which is the direct parent company of Applied Energy Partners and now EnerConnex), an energy procurement and consulting firm to more effectively service the energy needs of industrial and commercial energy users.

Mr. Gallagher graduated from Denison University and later received his Juris Doctor from Syracuse University College of Law.

The following five (5) key technical personnel will remain with EnerConnex, LLC under the new ownership as Managing Directors.

Name: Eric Niemeyer
Title: Managing Director
Email: eniemeyer@enerconnex.com
Cell Phone: (614) 595-1321

Mr. Niemeyer’s is a veteran of the energy industry with over 22 years of experience in the retail energy markets. Mr. Niemeyer holds a Bachelor of Business Administration Degree from Ohio University.

Mr. Niemeyer began his energy career back in 1995, with his employment with Enron Energy Services as the Director of Retail Energy Markets. While with Enron, Mr. Niemeyer was



responsible for industrial, commercial, institutional, and government account acquisition and management for Enron's retail electricity and natural gas services throughout the United States.

After leaving Enron, Mr. Niemeyer joined Energy Gateway in 2002 where he was a Managing Partner & Vice President. Mr. Niemeyer was instrumental in helping to build the company and contributed to creating one of the very first online exchanges for electricity and natural gas transactions. In 2007 Energy Gateway was acquired by World Energy Solutions. During his eight years at World Energy Solutions, Mr. Niemeyer was VP of Sales where he continued in developing relationships with his customers – some of whom he had worked with for over a decade and a half.

Mr. Niemeyer firmly believes in taking care of the customer which has translated into firm and longstanding relationships over the years. He has brought this same customer-centric approach with him in his role as Managing Partner and VP of Sales at EnerConnex.

Name: Anthony Barnhart
Title: Managing Director
Email: tbarnhart@enerconnex.com
Phone: (614) 581-8802

Mr Barnhart is a proven leader with nearly thirty years in the retail and wholesale energy markets. Serving in various roles in Executive Management, Sales, Regulatory and General Management, he has dedicated his career to assisting utilities, industrial and commercial customers manage energy requirements enabling them to reduce costs and mitigate risk.

Throughout his career, Mr. Barnhart has held senior executive roles at several leading energy companies; from start-ups with successful exits, to major firms leading a divestiture. He has in-depth experience on both the supply side and brokerage side of the business. Mr. Barnhart helped co-found and grow a retail energy supplier that eventually was acquired by a larger supplier. He also helped build an energy brokerage company as a member of the leadership team tripling the company's energy procurement revenues while broadening its service offerings and later positioning the company for acquisition at 18x EBITDA. More recently, Mr. Barnhart helped lead an Australian energy software company's US entry by establishing organic sales while acquiring an energy efficiency rebate management firm. Under his leadership, the firm went from negative to positive earnings in less than a year.

Mr. Barnhart holds a Bachelors Degree in Business Administration from The Ohio State University Fisher College of Business. He is also a past board member of TEAM (Texas Energy Association of Marketers).

Name: Brian Dafferner
Title: Managing Director
Email: bdafferner@enerconnex.com
Cell Phone: (713) 398-6166



Brian Dafferner, who is the Managing Director, is an established retail energy sales leader with over nineteen years of experience in the industry working in various roles for energy suppliers and brokerage firms. Helped found, build, oversee and eventually sell an energy brokerage company with over 10M in annual sales. Involved in energy procurement, efficiency, and sustainability services for large commercial and industrial customers since California deregulated in 1998.

Mr. Dafferner started his career within the retail energy sector in a sales role at Reliant Energy in 1998. After subsequent stops at Enron and Shell Trading, he helped to launch GSE Consulting in 2002 where he served as President for over nine years. GSE Consulting was eventually sold to World Energy Solutions in late 2011.

One of the founding members of TEPA (The Energy Professionals Association) formed in 2005, a 501 (c) organization specializing in providing market knowledge to energy consumers while upholding the integrity of the deregulated retail energy markets. Helped develop a standardized code of conduct and bylaws for member aggregators, brokers and consultants. Received a Bachelors in Business Administration at the University of Colorado in Boulder.

Name: Vitana Melesiute
Title: Managing Director
Email: vmelesiute@enerconnex.com
Cell Phone: (508) 612-5947

Vitana Melesiute, is the Managing Director, and Ms. Melesiute is an established leader in the retail energy industry with more than 17 years of experience marketing energy commodity products and services to large C&I customers. She has worked with Fortune 500 companies in developing customized strategies for energy procurement, demand side management, and energy efficiency planning and implementation.

Prior to joining EnerConnex, Ms. Melesiute worked in various roles at World Energy Solutions, a leading energy brokerage firm that pioneered the use of the auction platform. Since inception, she was an integral part of World Energy's evolution into one of the largest energy brokerage companies in the country. Ms. Melesiute was the first employee hired by the founder of World Energy Solutions and helped to build it into a publicly traded company with over 120 employees when it was sold to EnerNOC in 2015. Ms. Melesiute directed World Energy's new market entrance program, while transacting over 50 TWh in energy contracts for commercial, industrial, and government clients. Ms. Melesiute trained numerous sales and analyst personnel in the intricacies of the energy markets and the energy brokerage world. As a Market Director over the PJM, MISO, NYISO, CAISO and ERCOT markets, her extensive market expertise enabled her to drive customer success by taking advantage of market opportunities while advocating on behalf of the client. While with World Energy Solutions, Ms. Melesiute handled procurements for the State of Maryland (DGS), Montgomery County Public Schools, and Adventist Healthcare.



Name: Janet Loop
Title: Managing Director
Email: jloop@enerconnex.com
Cell Phone: (508) 769-4929

Janet Loop, is the Managing Director, is an energy industry veteran with over 30 years of experience in the electricity and natural gas markets. She has been involved in utility rate/tariff design, energy efficiency program implementation, de-regulation rule setting, regulatory compliance and most importantly electricity and natural gas procurement.

M. Loop began her career working for Boston Edison (now known as Eversource Energy) where she learned the intricacies of the retail energy markets including; pricing design, regulatory compliance, energy efficiency programs along with the workings of unregulated subsidiaries. In 2001, she joined SmartEnergy, an electricity supply leader in the early days of deregulation. It was here that Ms. Loop became versed in electricity and natural gas procurement. In 2004, Ms. Loop joined World Energy Solutions as a Market Director. During her 12 years with World Energy Solutions, Ms. Loop procured energy for customers in the NY, New England, PJM, Texas and Canadian markets. She handled one of the largest back office operations books in the industry while implementing a proactive, educational, and customer-centric procurement practice. While with World Energy Solutions, Ms. Loop handled the electricity and natural gas procurements for the Commonwealth of MA, the Commonwealth of PA, and GSA's New England and New York regions. In addition, her regulatory experience with Boston Edison, allowed Ms. Loop to create all of the regulatory filings needed for World Energy Solutions to obtain and maintain its broker licenses across multiple jurisdictions.