LARGE FILING SEPARATOR SHEET

CASE NUMBER 00-2155-EL-CRS

FILE DATE 11-2-00

SECTION Part 3 of 3

NUMBER OF PAGES 69

DESCRIPTION OF DOCUMENT Application

C-3 <u>Exhibit C-3 "Financial Statements,"</u> 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.

Financial statements for DTE Energy Marketing, Inc. are not public documents. DTE Energy Marketing is fully guaranteed by our parent company, DTE Energy Company. In the past other utility commissions have accepted annual reports and SEC filings for DTE Energy Company to satisfy this requirement. In addition, DTE Energy Marketing can provide either a surety bond or parental guarantee. . .

C-4 <u>Exhibit C-4 "Financial Arrangements,"</u> provide copies of the applicant's financial arrangements to conduct CRES as a business activity (e.g., guarantees, bank commitments, contractual arrangements, credit agreements, etc.,).

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Attached is a sample parental guarantee that can be executed.

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#### GUARANTY AGREEMENT

THIS GUARANTY AGREEMENT (the "Agreement") is made and is effective this [insert day of month] day of [insert month], 200[0] by DTE Energy Company, a corporation organized under the laws of the State of Michigan (the "Guarantor"), in favor of [insert name of counterparty] (the "Creditor").

WHEREAS, Creditor has entered into a [specify the name and date of the agreement(s)] with [specify the affiliate name]. ("Debtor"), whereby Creditor has extended credit or other financial accommodations to Debtor, and

WHEREAS, Creditor has required, as a prerequisite to extending credit or other financial accommodations to Debtor, that Guarantor execute and deliver this Agreement, and Guarantor is willing to execute and deliver the Agreement to secure Debtor's current and future obligations to Creditor.

#### AGREEMENT

NOW, THEREFORE, in consideration of and as inducement for Creditor to enter into agreements with Debtor and to extend credit or other financial accommodations to Debtor, Guarantor agrees with and represents to Creditor as follows:

Section 1. Guaranty. Guarantor unconditionally guarantees to Creditor the full and prompt payment of all indebtedness heretofore or hereafter incurred by Debtor as the same shall become due and payable to Creditor, whether at the stated maturity thereof, by acceleration, amortization or otherwise (collectively, the "Obligations"); provided, however, that Guarantor's obligations shall not exceed [insert the dollar amount in text] Dollars (\$[insert the amount in numbers]). This is a guaranty of payment and not of collection. All payments by Guarantor will be made in lawful money of the United States of America.

Section 2. Unconditional and Continuing Obligation. Guarantor's obligations under this Agreement are absolute and unconditional and shall remain in effect until any of the following events: (a) ten (10) days after receipt by Creditor of Guarantor's notice to revoke; provided, that this Agreement shall continue in effect after any such revocation with respect to any Obligations existing at the date of revocation or to accrue thereafter with respect to Obligations existing at such date, (b) all Obligations of Debtor shall have been paid and discharged in full, or (c) [insert expiration date].

Section 3. Independent Obligation. In the event of any default by Debtor, Creditor shall have the right to proceed first and directly against Guarantor under this Agreement without proceeding against any other person or entity or exhausting any other remedies which it may have and without resorting to any other security held by it.

Section 4. Effect of Bankruptcy. In the event that, pursuant to any insolvency, bankruptcy, reorganization, receivership or other debtor relief law, or any judgment, order or decision thereunder, Creditor must rescind or restore any payment, or any part thereof, received by Creditor, any prior release or discharge from the terms of this Agreement shall be without effect, and this Agreement will remain in effect.

Section 5. Waiver. Guarantor expressly waives notice from Creditor of its acceptance of and reliance upon this Agreement and any notice of credit extended hereunder. Guarantor consents to any extensions of time granted to Debtor, provided that no such change shall be effective to increase the aggregate amount of Guarantor's obligation hereunder as set forth in Section 1 above without Guarantor's written consent to such change, for the payment of said account, and to any changes in the terms of any agreement between Creditor and Debtor. No waiver, amendment, release or modification of this Agreement shall be established by conduct, custom or course of dealing, but solely by an instrument in writing duly executed by the parties hereto.

Section 6. Assignment. This Agreement shall be binding upon Guarantor and upon its successors and assigns and shall be for the benefit of Creditor and its successors and assigns provided that notice is sent to the other party.

Section 7. Applicable Law. This Agreement shall be governed by and construed in accordance with the laws of the State of Michigan.

Section 8. Severability. In case any clause, provision or sections of this Agreement, or any application thereof, is for any reason held to be illegal, invalid or inoperable, such illegality, invalidity or inoperability shall not affect the remainder thereof or any other clause, provision or section, and each such clause, provision or section shall be deemed to be effective and operative in the manner and to the full extent permitted by law.

Section 9. Notices. Any notices given or required to be given hereunder shall be given to the parties at their respective address below:

If to Guarantor:	DTE Energy Company
	Attn: Assistant Treasurer
	2000 2 <sup>nd</sup> Avenue, 833WCB
	Detroit, Michigan 48226-1279
	Phone: 313-235-8346
	Fax: 313-235-9470

If to Creditor:

<u> </u>		 
Phone:		
Fax:	 	

IN WITNESS WHEREOF, this Agreement was executed and effective as of the date first above written.

#### DTE ENERGY COMPANY

÷,

By: \_\_\_\_\_

C. C. Arvani Assistant Treasurer

Receipt Acknowledged:

Creditor

C-6 <u>Exhibit C-6 "Credit Rating,"</u> provide a statement disclosing the applicant's credit rating as reported by two of the following organizations: Duff & Phelps, Dun and Bradstreet Information Services, Fitch IBCA, Moody's Investors Service, Standard & Poors, 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 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.

DTE Energy Marketing, Inc. is fully backed by DTE Energy Company, the parent. DTE Energy Company's D&B rating is BBB with a stable outlook. Please see Exhibit C-7.

C-7 <u>Exhibit C-7 "Credit Report,"</u> provide a copy of the applicant's credit report from Experion, Dun and Bradstreet or a similar organization.

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Please see attachment.

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# Business Information Report<sup>®</sup>

Page 1 of 7For: SALLY M<br/>Detroit Edison Company IncJuly 19, 1999<br/>1:57 pmBUSINESS SUMMARYDITE ENERGY COMPANY (INC)DUNS: 83-932-9158RATING5A2

2000 2ND AVE AND BRANCH(ES) OR DIVISION(S) ROOM 2412 DETROIT MI 48226 TEL: 313 235-8800	ELECTRIC UTILITY SIC NO. 4911	STARTED SALES F WORTH F EMPLOYS HISTORY FINANCIAL CONDITION	1995 \$4,221,000,000 \$3,698,000,000 8,780(20 HERE) CLEAR
CHIEF EXECUTIVE: ANTHONY F EARLE	Y JR, CHB-PRES	STATEMENT DATE	MAR 31 1999

#### SPECIAL EVENTS

04/29/99 EARNINGS UPDATE: According to published reports, comparative operating results for the 3 months ended March 31, 1999: Revenue of \$1,024,000,000, Net Income of \$115,000 and Earnings Per Share of \$0.79; compared to Revenue of \$945,000,000, Net Income of \$104,000,000 and Earnings Per Share of \$0.72 for the comparable period in the prior year.

#### CUSTOMER SERVICE

If you have questions about this report, please call our Customer Service Center at 1-800-234-3867 from anywhere within the U.S. If you are outside the U.S., contact your local D&B office.

\*\*\* Additional Decision Support Available \*\*\*

Additional D&B products, credit recommendations and specialized investigations are available to help you evaluate this company or its industry. Call Dun & Bradstreet's Solution Center at 1-800-362-3425 from anywhere within the U.S.

#### SUMMARY ANALYSIS

The Summary Analysis section reflects information in D&B's file as of July 19, 1999.

RATING SUMMARY . . . .

The "5A" portion of the Rating (the Rating Classification) indicates

D&B Business Information Report DTE ENERGY COMPANY

For:	SALLY M			
	Detroit	Edison	Company	Inc

Page 2 of 7

July 19, 1999 1:57 pm

#### SUMMARY ANALYSIS (continued)

right (Composite Credit App appraisal. This credit app	th in excess of \$50 million. The "2" on the praisal) indicates an overall "good" credit praisal was assigned because of D&B's financial ratios and its cash flow.
Below is an overview of the	company's D&B Rating(s) since 03/23/96:
RATING 5A2	DATE APPLIED 03/23/96

#### PAYHENT SUMMARY

The Payment Summary section reflects payment information in D&B's file as of the date of this report.

The PAYDEX for this company is 80.

This PAYDEX score indicates that payments to suppliers are generally within terms, weighted by dollar amounts. When dollar amounts are not considered, approximately 57% of the company's payments are within terms.

Below is an overview of the company's dollar-weighted payments, segmented by its suppliers' primary industries:

	TOTAL		LARGEST	% ⊎/тм		DAYS	SLOW	
	RCV' D	DOLLAR Amounts	HIGH CREDIT	W/IN TERMS	<31	31-60	61-90	91+
	#	\$	\$	*	*	*	*	*
Total in D&B's file	4	405,150	400,000					
Payment By Industry:								
1 Petroleum refining	1	400,000	400,000	100	-	-	-	-
2 Mfg motors/generators	s 1	5,000	5,000		-		-	-
3 Trucking non-local	1	100	100			100	-	-
4 Air courier service	Ŧ	50	50	-	100	· -	-	-
Other Payment Categories	5:							
Cash experiences	0	0	٥					
Payment record unknown	0	Ō	ā					
Unfavorable comments Placed for collection	0	0	0					
with D&B	0	0						

July 19. 1999 1:57 pm

#### PAYMENT SUMMARY (continued)

other O N/A The highest "Now Owes" on file is \$400,000 The highest "Past Due" on file is \$ 0

D&B receives over 315 million payment experiences each year. We enter these new and updated experiences into D&B Reports as this information is received.

#### PAYMENTS

	- Anticipated ( - Discounted ( - Prompt (	Payments re	eceived with	thin trad	ate of invoide discount i ms granted)	
REPORTED	PAYING Record	HIGH CREDIT	NOW Owe s	PAST DUE	SELLING TERMS	LAST SALE WITHIN
06/99 05/99 01/99	Slow 60 Ppt Ppt Slow 30	100 400000 5000 50	-0- 400000 -0- -0-		N30	6-12 Mos 1 Mo 1 Mo 6-12 Mos
	terms granted. result of dispu * Each exper	In some in Ites over me Tience shown Tience shown	nstances p erchandise n represen operiences	ayment b , skippe ts a sep replace	eyond terms d invoices e arate accoun those previ	tc. t reported by a ously reported.

#### UPDATE

05/14/99	Interim Cons	olidated statemen	t dated MAR 31 1999	
	Cash	\$ 41,000,000	Accts Pay \$	187,000,000
	Accts Rec	322,000,000	Dividends payable	75,000,000
	Inventory	313,000,000	Accruals	141,000,000
	Restricted cash Accrued unbilled	132,000,000	L.T. Liab-(1yr) Short-term	481,000,000
	revenues Other receivables	143,000,000 117,000,000	borrowings Deferred income	280,000,000
	Other Curr Assets		taxes Other Cyrr Liabs	100,000,000 260,000,000
	Curr Assets Fixt & Equip	1,204,000,000 6,989,000,000	Curr Liabs Deferred income	1,524,000,000
	Regulatory assets		taxes	1,846,000,000
	Investments-Other		Capital leases	124,000,000
	Other Assets	264,000,000	L.T. Liab-Other	4, 823, 000, 000
		ra il adal 444	COMMON STOCK	1,950,000,000
			RETAINED EARNINGS	1,786,000,000
			-	

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For: SALLY M Detroit Edison Company Inc July 19, 1999 1:57 pm

# **UPDATE** (continued)

Total Assets 12,053,000,000 Total 12,053,000,000
From JAN 01 1999 to MAR 31 1999 sales \$1,024,000,000; gross
profit \$1,024,000,000; operating expenses \$809,000,000. Operating
income \$215,000,000; other expenses \$86,000,000; net income before
taxes \$129,000,000; Federal income tax \$14,000,000; net income
\$115,000,000.
Statement obtained in outside quarters. Accountant: Deloitte &
Touche LLP, Detroit, MI. Prepared from books without audit.
0
Accounts receivable shown net less \$20,000,000 allowance. Fixed
assets shown net less \$5,336,000,000 depreciation. BALANCE SHEET
EXPLANATION Other long-term liabilities consists of Regulatory
liabilities and other.

# FINANCE

03/10/99		Fiscal	Fiscal	Fiscal
		Consolidated	Consolidated	Consolidated
		Dec 31 1996	Dec 31 1997	Dec 31 1998
	Curr Assets	810, 375, 000	935,000,000	1,232,000,000
	Curr Líabs	901, 982, 000	1,017,000,000	1, 392, 000, 000
	Current Ratio	. 898	. 919	. 885
	Working Capital	(91,607,000)	(82,000,000)	(160,000,000)
	Other Assets	10, 204, 554, 000	10,288,000,000	10,856,000,000
	Utility Property	8, 760, 908, 000	8, 934, 000, 000	6, 943, 000, 000
	Worth	3, 588, 259, 000	3, 705, 000, 000	3, 698, 000, 000
	Sales	3, 645, 400, 000	3, 764, 000, 000	4, 221, 000, 000
	Operating Exp	3, 031, 492, 000	2,763,000,000	3, 284, 000, 000
	Deprec & Amort	625,000,000	660,000,000	661,000,000
	Cash Prov Oper Act		952,000,000	868,000,000
	Net Profit (Loss)			443,000,000
			417,000,000	443* 000* 000
		lidated statement		e 200 000 000
	Cash Acata Dao	\$ 251,000,000	Accts Pay	\$ 239,000,000
	Accts Rec	316,000,000	Dividends Payable	75,000,000
	Inventory	338,000,000	Accruals	158,000,000
	Accrued Unbilled		L.T. Liab-(1yr)	294, 000, 000
	Revenues	153,000,000	Short-term	
	Other Receivables	135,000,000	Borrowi ngs	231,000,000
	Other Curr Assets	39,000,000	Deferred Income	
			Taxes	60,000,000
			Other Curr Liabs	335, 000, 000
	Curr Assets	1,232,000,000	Curr Liabs	1, 392, 000, 000
	Fixt & Equip	6,943,000,000	Deferred Income	
	Regulatory Assets	3,091,000,000	Taxes	1,888,000,000
	Investments-Other	570,000,000	Long Term Debt	4, 197, 000, 000
	Other Assets	252,000,000	L.T. Liab-Other	913,000,000
			COMMON STOCK	1,951,000,000
			RETAINED EARNINGS	1,747,000,000
	Total Assets	12,088,000,000	Total	12,088,000,000

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For: SALLY N

Detroit Edison Company Inc

#### FINANCE (continued)

From JAN 01 1998 to DEC 31 1998 annual sales \$4,221,000,000. Operating expenses \$3,284,000,000. Operating income \$937,000,000; other expenses \$340,000,000; Federal income tax \$154,000,000. Net income \$443,000,000. Retained earnings at start \$1,611,000,000. Net income \$443,000,000; dividends \$305,000,000; other deductions \$2,000,000; retained earnings at end \$1,747,000,000. Prepared from statement(s) by Accountant: Deloitte & Touche LLP, Detroit, MI. ACCOUNTANTS OPINION: A review of the accountant's opinion indicates the financial statements meet generally accepted accounting principles and that the audit contains no qualifications. --0--Accounts receivable shown net less \$20,000,000 allowance. Fixed assets shown net less \$5,235,000,000 depreciation. ..... STATEMENT FOOTNOTES..... CASH: Consits of cash and cash equivalents. INVENTORY: Represent fuel, materials and supplies. FIXTURES & EQUIPMENT: Represents net property, plant and equipment. LONG TERM DEBT: Long term debt at Dec 31 1998, including current maturities, \$294,000,000 consited of the following:. Mortgage bonds, due 1999-2023, \$1,742,000,000. (2) Remarketed notes, due 2028-2038, \$810,000,000. (3) Tax exempt revenue bonds, due 2004-2025, \$689,000,000. Non-recourse debt, due 1999-2009, \$410,000,000. (4) (5) QUIDS, due 2026-2028, \$385,000,000. (6) Other, \$255,000,000. In the years 1999-2003, the company's long term debt maturities are \$294, \$270, \$194, \$275 and \$238 million, respectively. COMMITMENTS & CONTINGENCIES: Includes, among others, matters relating to administrative and legal proceedings. ...... ANNUAL TRENDS..... CASH FLOWS: Cash and equivalents increased \$85,000,000 during the 12 months ended Dec 31 1998. Net cash provided by operating activities amounted to \$868,000,000 as compared to \$952,000,000 for the 12 months ended Dec 31 1997. OPERATING RESULTS: Revenues for the 12 months ended Dec 31 1998 increased to \$4,221,000,000 as compared to \$3,764,000,000 for the 12 months ended Dec 31 1997. Net income increased to \$443,000,000 for the 12 months ended Dec 31 1998 as compared to \$417,000,000 for the 12 months ended Dec 31 1997. On MAR 10 1999 Management, submitted the above figures. ..... ANALYST'S COMMENTS..... The company has ready access to financial markets and continues to maintain a favorable capital position. The deficit working capital

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# For: SALLY M

Detroit Edison Company Inc.

#### FINANCE (continued)

position, common to the industy, is adequately supported by significant internal cash generation. At the same time, annual depreciation has exceeded current debt maturities the past several years providing a substantial cushion for debt payback. Maturities over the next five years remain modest compared to current depreciation trends. Operations are being conducted on a profitable basis and maturing trade obligations are being handled in a satisfactory manner.

#### BANKING

MAR 1999: At Dec 31 1999 Detroit Edison had total short term credit arrangements of approximately \$685 million, under which \$231 million was outstanding.

#### HISTORY

03/10/99	
	ANTHONY F EARLEY JR, CHB-PRES- LARRY G GARBERDING, EX VPRES-CFO
	CEO+
	DIRECTOR(S): The officers identified by (+) and Terence Adderley,
1	Lillian Bauder, David Bing, Allen Gilmour, Theodore Leipprandt, Eugene Miller, William Brooks, Dean Richardson, Alan Schwartz and William
	Wegner.
	Treesponsted 1 26 05 as DTE Heldings The in the state of
	Incorporated 1-26-95 as DTE Holdings Inc in the state of Michigan. Name changed to DTE Energy Company (Inc) on 1-1-96.
	Company started 1995 by officers of Detroit Edison Company (Inc)
1	to act as a holding company for Detroit Edison.
	On 1-1-96, the holders of Detrict Edison's common stock exchanged
2	such stock on a share-for-share basis for the common stock of DTE
	Energy.
	Authorized common stock, 400,000,000 shares without par value. On Dec 31 1998, 145,071,317 (\$1,951,000,000) common shares were
	issued and outstanding.
Ì	Business started 1995.
	This is a publicly held corporation. The company's common stock
1	is listed on the New York Stock Exchange. Ticker symbol "DTE".
l	At Jan 1 1999 there were 111,610 shareowners of record of the
1	company's common stock. At Jan 1 1999 officers and directors, as a
	group, owned beneficially less than 1% of the company's outstanding
1	common stock. No person or group is known to own beneficially more than 5% of the outstanding common stock.
	Chan 3% of the builstanding common stock.
	ANTHONY F EARLEY JR born 1950. Graduated University of Notre
	Dame, BS, MS and JD degrees. Prior to 1985 with Hunton & Williams
	(law firm). 1985-1994 with Long Island Lighting Company, Hicksville.
	NY, lastly as president and COO. 1994 president and COO of Detroit
1	Edison. 1995 president and COO of Detroit Edison and DTE Energy.
	1998 chairman and CEO.
•	

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#### For: SALLY M

Detroit Edison Company Inc

July 19. 1999 1:57 pm

#### HISTORY (continued)

LARRY G GARBERDING born 1938. 1960 Iowa State University, BS. Prior to 1971 with Arthur Andersen & Co. 1971-81 Kansas NE Natural Gas Company. 1981-87 Tennessee Gas Transmission Company. 1988-90 NICOR Inc. 1990 to present executive vice president and CFO of Detroit Edison. 1995 executive vice president and CFO of Detroit Edison and DTE Energy. OTHER OFFICERS: LESLIE LOOMANS, vice president and treasurer. CHRISTOPHER NERN, vice president and general counsel. SUSAN BEALE, vice president and secretary. MICHAEL CHAMPLEY, senior vice president. OUTSIDE DIRECTORS: ADDERLEY, president & CEO, Kelly Services, BAUDER, president and CEO, Cranbrook Educational Community. Inc. BING, chairman, Bing Steel, Inc. GILMOUR, retired vice chairman, Ford Motor Company. LEIPPRANDT, owner Leipprandt Orchards. BROOKS, not active here. MILLER, chairman and CEO, Comerica Inc. RICHARDSON, retired, Manufactures National Corp. SCHWARTZ, partner, Honigman, Miller, Schwartz & Cohn. WEGNER, consultant and owner, W-Squared Inc.

# OPERATI ON

	Through its subsidiary, is principally engaged in the generation, transmission and distribution of electric energy. Principal utility terms, net 30 days. Sells to At Dec 31 1998 had 2,068,000 electric customers. Sells to residential, commercial and industrial users. Territory : Southeastern Michigan including Detroit
	area. EMPLOYEES: 8,780 which includes officer(s). 20 employed here. FACILITIES: Owns 875,000 sq. ft. in multi story steel building
	in good condition. Premises neat. LOCATION: Central business section on main street. BRANCHES: Ownes and operates the following electric generating units: Belle River (entitled to 81.39% of energy and capacity). Greenwood, St Clair and Marysville, St Clair County, MI; Harbour Beach, Huron County, MI; Monroe, Monroe County, MI; River Rouge and Trenton Channel, Wayne County, MI; oil or gas-fueled peaking units, various locations; Fermi 2, Monroe County, MI and Mason County (49%
۱ ۹	interest). Also maintains various business offices and maintenance facilities throughout the company's service area. SUBSIDIARIES: The company has numerous subsidiaries, the more
(	Important listed below. The Detroit Edison Company (Inc), Detroit, MI. DUNS: 00-695-7872 (100%). Operates as electric utility. 07-19(1VD /484) 00000 013162162 H

-- END OF REPORT --

C-8 <u>Exhibit C-8 "Bankruptcy Information,"</u> 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.

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NONE

C-9 <u>Exhibit C-9 "Merger Information,"</u> provide a statement describing any dissolution or merger or acquisition of the applicant within the two most recent years preceding the application.

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Please see Exhibit A-13.

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**D-1** Exhibit D-1 "Operations" provide a written description of the operational nature of the applicant's business. Please include whether the applicant's 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.

DTE Energy Marketing, Inc. has key technical personel who have almost five years of experience in the electric retail market.

Steven L. Sheppard (*Director of Supply*) and Thomas E. Root (*Supervisor of Operations*) both have about five years of forecasting experience for the competitive electric markets in Pennsylvania, New Jersey, Maryland and Delaware. Together and with their staff, forecasting tools have been developed to quickly analyze weather and load shapes in relation to DTE Energy Marketing, Inc.'s energy needs.

Jennifer Luptowski (*EDI System Analyst and Process Coordinator*) has managed EDI testing and set up in each of the four states in which DTE Energy Marketing, Inc. does business.

Raymond Wieszczyk (*Manager of Operations, DTE Energy Trading, Inc.*) oversees a staff of about fifteen people who are responsible for scheduling power, transmission and capacity on behalf of DTE Energy Marketing, Inc. There are agency agreements in place between DTE Energy Marketing and DTE Energy Trading for these services. Attached please see DTE Energy Marketing's "Master Agreement" with DTE Energy Trading.

DTE Energy Marketing, Inc. does not generate power. All power for the competitive market is purchased in the wholesale market.

# MASTER AGREEMENT between DTE ENERGY TRADING and DTE ENERGY MARKETING

This Master Agreement ("Master Agreement") is entered into as of this 8<sup>th</sup> day of October 1999 (the "Effective Date") between DTE Energy Trading, Inc., a Michigan corporation ("ET" or "Supplier"), and DTE Energy Marketing, Inc., a Michigan corporation ("EM" or "Buyer"). ET and EM may be referred to herein individually as a "Party," and collectively as the "Parties." This Master Agreement sets forth the terms and obligations of the Parties concerning the supply, sale, and delivery of capacity, energy, and other services for EM in a number of service territories, including PJM.

# ARTICLE 1 DEFINITIONS

1.1 The following definitions and any terms defined internally in this Master Agreement shall apply to herein:

"Agreement" means this Master Agreement (including any Exhibit hereto) and each Transaction(s), which together shall form a single integrated agreement between the Parties.

"Business Day" means a day on which Federal Reserve member banks in New York City are open for business; and a Business Day shall open at 8:00 a.m. and close at 5:00 p.m. Eastern Standard (or Daylight) time.

"Buyer" means the Party to a Transaction that is obligated to purchase and receive, or cause to be received on behalf of Designated Customers, Power and/or Capacity during a Period of Delivery.

"Capacity" means the rated continuous load-carrying ability, expressed in megawatts ("MW") of generation, transmission, or other electrical equipment. "Capacity purchases and sales and would be in MW units.

"Capacity Supply Requirements" means that ET will supply Capacity at the prescribed levels purchased by EM. The price for Capacity will be noted on the applicable Confirmation pursuant to the terms of a Transaction.

"Claims" means all claims or actions, threatened or filed, and whether groundless, false or fraudulent, that directly or indirectly relate to the subject matter of an indemnity, and the resulting losses, damages, expenses, attorneys' fees and court costs, whether incurred by settlement or otherwise, and whether such claims or actions are threatened or filed prior to or after the termination of this Agreement.



a .

"Contract Position" means the Load Profiles provided to Supplier by EM to represent the aggregate customer shape forecasted for each LDC. Each Contract Position represents Power supplied by Supplier to EM for delivery to the LDC, and includes all transmission and distribution losses incurred between the Energy Delivery Points and the Designated Customer.

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"Control Area" means an electrical region that regulates its generation in order to balance load and maintain planned interchange schedules with other control areas and assists in controlling the frequency of the interconnected system in accordance with WSCC and NERC criteria.

"Delivery Forecast" means the quantity of Power to be delivered to the LDC for EM over the same period and schedule as set out in the LDC Schedule provided by EM.

"Designated Customers" means EM ultimate customers in the LDC that contract for Power delivery and/or Capacity during a Period of Delivery.

"Designated Customer Load" means the aggregate Power requirements of Designated Customers.

"eSchedule" is an Internet application designed for use by PJM and its customers to schedule retail and wholesale Power Transactions within the PJM control area.

"Energy Delivery Points" means the delivery points on an LDC's Transmission System agreed to by Supplier and EM in accordance with Control Area/LDC requirements that constitute delivery, as recognized by the relevant ISO and LDC.

"Firm" or "Financially Firm" means, with respect to any Transaction, that the only excuse for the failure to deliver Power by Supplier or the failure to receive Power by the Buyer is Force Majeure.

"Full Requirements Service" means the amount of scheduled service required of Supplier to provide Power (including Loss Factors) and Capacity, transmission, coordination, scheduling, delivery and the pre-scheduling Power and/or Capacity to the Energy Delivery Points to fully meet the needs of the Designated Customer Load pursuant to PJM Interconnection, L.L.C. ("PJM"), the East Central Area Reliability Coordination Agreement ("ECAR"), and/or the relevant LDC/Reliability Region.

"Interest Rate" means, for any date, the lesser of (a) two (2) percent over the per annum rate of interest equal to the prime lending rate as may from time to time be published in *The Wall Street Journal* under "Money Rates" and (b) the maximum rate permitted by applicable law. "ISO" means the Independent System Operator as constituted by PJM and/or equivalent system requirements of control area operators or their successor organizations.

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"LDCs" means the local distribution companies--the public utilities, municipalities, and/or cooperatives located in particular states--that provide facilities for transmission and distribution of electricity to retail customers.

"LDC Schedule" means the quantity of Power approved by the LDC for delivery into its service area for use by EM's Designated Customers.

"Liquidated Damages" means those damages expressly stipulated by the Parties as the amount of damages to be recovered by a Party for a breach of the Agreement by the other, based on their mutual, good faith effort to estimate actual damages.

"Load Following Power Price" means the Price(s) of Power to serve the load shape provided by Buyer and as described in the relevant Confirmation.

"Load Profile(s)<sup>#</sup> means the 8760 hourly loads which describes customer load at the Energy Delivery Point.

"Locational Marginal Pricing" or "LMP" means the pricing method that reflects both the marginal cost of Power and the re-dispatch Power price at each LDC within the PJM Pool.

"Loss Factors" means the multipliers determined by the applicable LDC to account for distribution and transmission losses from the Energy Delivery Points to the Designated Customer.

"Maximum Demand" means peak, integrated-hourly demand for the Load Profile provided by Buyer.

"Non-Firm" means, with respect to a Transaction, that either Party may interrupt delivery or receipt of Power for any reason, without liability by either party except as provided in Article 6.2 herein.

"Penalties" means any fees, liabilities, assessments, or similar charges assessed by a Transmission Provider as a result of a Party's failure to comply with its Scheduling. "Period of Delivery" means the period of time from the date physical delivery of Power is to commence to the date physical delivery is to terminate under a Transaction.

"PJM Network Integration Transmission Service Charge" means the fixed rate per MW per year as specified in the PJM Open Access Tariff and provided by EM to Supplier, as applicable to each LDC associated with this Agreement.

"Power" means electric energy in the form of merchantable electricity.

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"Price(s) " means the price(s) to be paid by Buyer to Supplier for the purchase of Power of the agreed upon Quantity of Power at the Energy Delivery Point; Capacity; demand charges; transmission charges, if any; and any other charges pursuant to a Transaction. Applicable Prices will be noted on the relevant Confirmation pursuant to the terms of a Transaction.

"Quantity" means that quantity of Power and Capacity obligations, if applicable, that Supplier agrees to make available (and includes transmission and distribution losses, if any) for delivery for Buyer, and the Buyer agrees to purchase and receive from Supplier at the Energy Delivery Point pursuant to the terms of a Transaction.

"Scheduling" means the acts of Supplier, Buyer and/or their designated representatives, including each Party's Transmission Providers, if applicable, of notifying, requesting and confirming to each other the quantity and type of Power to be delivered in all hours on any given day(s) during the Period of Delivery at a specified Energy Delivery Point. (See 3.2 EM's Scheduling Options for Power Delivery.)

"Standard Product Services" means one of the services requested by Buyer and provided by Supplier in connection with a standard product as set forth in Exhibit B.

"Supplier" means the Party to a Transaction that is obligated to sell and deliver, or cause to be delivered, Power during a Period of Delivery.

"Taxes" means any or all *ad valorem*, property, severance, generation, first use, conservation, BTU or energy, transportation, utility, gross receipts, privilege, sales, use, consumption, excise, lease, transaction, and other taxes, governmental charges, licenses, fees, permits and assessments, or increases therein, other than taxes based on net income or net worth.

"Transmission Providers" means the entity or entities transmitting or transporting the Power on behalf of Supplier or Buyer to or from the Energy Delivery Point in a particular Transaction.

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# ARTICLE 2 TRANSACTIONS; ECONOMIC TERMS

- 2.1 <u>Transactions</u>. From time to time, the Parties may enter into transactions for the purchase and sale of Power, Capacity, and/or other services under which ET shall be the Supplier and EM shall be the Buyer (each, a "Transaction"). A Transaction shall be entered upon agreement of the Parties in writing.
- 2.2 <u>Recording</u>. Each Party consents to the recording of its representatives' telephone conversations without any further notice. Each Party agrees not to contest or assert any defense to (a) the validity or enforceability of an oral Transaction under laws relating to whether certain agreements are to be in writing or signed by the Party to be thereby bound, or (b) the authority of any employee of the Party to enter into a Transaction.

<u>Economic Terms</u>. The specific terms to be established by the Parties shall include: (a) Product (i.e., Power, Capacity, other services); (b) the Period of Delivery; (c) the Price; (d) the Energy Delivery Point(s); (e) the Quantity; (f) Quantity mix (i.e., green/clean requirements); (g) whether the Transaction is Firm or Non-Firm; (h) delivery and Scheduling procedures; (i) payment terms; (j) transmission arrangements; and (k) credit terms (the "Economic Terms").

Buyer agrees to accept the purchase of Power, at the Energy Delivery Point, the purchase of Capacity, if applicable, and other services. Unless otherwise agreed, the Supplier's responsibilities, other than other contracted services, terminate at the Energy Delivery Point.

2.3 <u>Confirmation</u>. A written confirmation substantially in the form of Exhibit A (a "Confirmation") will set out the Economic Terms of each Transaction.

# ARTICLE 3 OBLIGATIONS AND DELIVERIES

3.1 <u>Supplier and Buyer General Obligations</u>. In addition to those obligations set forth in Article 2 above, with respect to each Transaction, Supplier shall sell and deliver, or cause to be delivered, and Buyer shall purchase and receive, or cause to be received for Designated Customers, at the Energy Delivery Point, the Quantity, and Buyer shall pay Supplier the Price. Unless otherwise agreed in a Transaction, Supplier shall be responsible for any Taxes, costs, losses or charges imposed on or associated with the delivery up to the Energy Delivery Point. Buyer shall be responsible for any Taxes, costs, loss factors, or charges imposed on or associated with the Quantity at and from the Energy Delivery Point to the metered Designated Customers.

Buyer, if applicable, shall fully reimburse Supplier for any and all costs, administrative fees, and Liquidated Damages associated with delivery of customized energy products, including but not limited to photovoltaic or wind Power to Energy Delivery Points on behalf of Designated Customers. ET and EM will mutually agree on which products are to be considered non-standard or customized energy products. A list of Standard Products are attached hereto in Exhibit B.

3.2 Supplier and Buyer Power Scheduling Obligations within PIM. EM will submit to ET a Contract Position by October 15<sup>th</sup> of the current year for the upcoming calendar year. From time to time, EM may submit a revised hourly load schedule for the prospective balance of the Contract Position ("Revised Contract Position ") to ET. Based on this Revised Contract Position, ET will supply Power for EM, and any variance between the Contract Position and the Revised Contract Position constitutes a Contract Position variance.

Excess Power Variance. Any excess Power resulting from the variance between the Contract Position and the relevant Revised Contract Position, will, at EM's option, be offered for repurchase to ET at the then current market value based on the bid side of the market. In its sole discretion, ET may repurchase or decline to repurchase the Power. If ET declines the initial repurchase offer, the Parties will seek to mutually agree on a repurchase price. If the Parties are unable to agree on a repurchase price then EM will retain its excess position and, if requested, ET will remarket at (a) LMP spot prices, if within PJM, or (b) on a best-efforts basis for which a Confirmation with applicable attachments will be provided to EM by ET for this remarketing service, if outside of PJM. Any remarket of excess Power variance gains and/or losses will be the responsibility of EM.

<u>Power Deficiency Variances</u>. If the Revised Contract Position requires ET to deliver more Power than the Contract Position for a period of time, then ET will provide to EM either: (a) revised confirmation with applicable attachments for the Revised Contract Position submitted to ET

by EM, or (b) provide a confirmation with applicable attachments for the incremental Power deficiency variance. EM has sole discretion to accept or reject either (a) or (b). If EM rejects the revised or incremental price(s), then EM may direct ET to source the Power deficiency from the spot market (i.e., LMPs) at spot market prices + a charge set forth in the relevant Confirmation.

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<u>EM's Scheduling Options for Power Delivery</u>. Unless otherwise agreed to, on at least a day-ahead basis, EM must direct ET as to whether EM desires ET to deliver Power pursuant to: (a) the Delivery Forecast; or (b) the LDC schedule, so as to avoid imbalance penalties, if any. If EM desires delivery pursuant to the relevant LDC schedule, EM shall provide ET at least one (1) day advance notice by 9a.m. EST with instructions as to where to direct/source the difference between EM contractual obligations to ET and the LDC Schedule for each applicable hour for the relevant LDC.

<u>Energy Reconcilation Adjustment in PIM</u>. EM will be responsible for any prior period Power adjustments that relate to differences between the consumption of Power by EM's customers and Power requested by EM for delivery for the respective periods into the applicable LDC delivery points, transmission, and/or ancillary services.

<u>Market Value Assessment of Power Schedule Variance</u>. EM desires to be able to calculate the market value of any Power Schedule Variance position that it will hold. ET will provide to EM on a daily basis a Forward View Price that may be used by EM in calculating its respective Power Schedule Variance market value position. The Forward views ("Forward Views") will be developed daily based on a mutually agreed formula, which will be published daily by ET. The formula will incorporate historical, prior-month LMP data, current-month LMP data, OTC forward price information for Cinergy and PJM (or other markets, as applicable), and future forward prices. Correlations will be established and monitored from various price data points to establish the applicable Forward Views. The applicable Forward Views will be on-peak and offpeak Power prices by month. Factors such as whether any excess Power may be remarketed as a standard or near-standard product will also be incorporated.

<u>Capacity</u>. Capacity will be contracted by EM with ET in a similar fashion to Power. An initial Confirmation for Capacity, with the applicable attachments, will be provided by ET to EM based on the terms of the Transaction, as negotiated. If EM, from time to time, determines that it has additional Capacity requirements, then EM may authorize ET to

purchase incremental Capacity at either (a) an index price plus an adder, or (b) a fixed price. A Confirmation for the incremental Capacity will be offered to EM by ET. If EM determines, from time to time, that it has excess Capacity, then EM may offer ET to repurchase the excess Capacity at the then-market value of the excess Capacity, less a discount factor to be negotiated. ET has the sole discretion to elect or decline to repurchase any excess Capacity offered by EM. If ET declines to repurchase at the thenmarket values, less a discount factor, and no repurchase Capacity price is mutually agreed to by the Parties, then ET will remarket EM's Capacity excess on a best-efforts basis. EM may authorize ET to (a) remarket the excess Capacity into the daily Capacity market at the daily market prices, or (b) remarket on a best-efforts basis in the bilateral market for a charge to be negotiated by the Parties. EM is responsible for any Capacity Scheduling imbalance penalties.

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3.3 <u>Scheduling Outside PIM</u>. With regard to Scheduling outside PJM, EM will purchase and deliver, unless the Parties mutually agree to revise to the Schedule included in Exhibit B. ET and EM will mutually agree to address any excess or variance position in a similar fashion (with the exception that a change to remarket excess Power will apply) to that described for Scheduling within PJM, even though no LMP is utilized outside PJM. In other words, EM may authorize ET to source or remarket any difference in the Quantity necessary to meet the LDC Schedule when a Power imbalance exists (both short and long) at the current price equivalent to the LMP/MWh + the charge set forth in the relevant Confirmation. EM may authorize ET to overdeliver or underdeliver Power to the LDC Schedule and be responsible for Scheduling imbalance penalties and/or adjustments.

<u>Energy Reconcilation Adjustment outside PJM</u>. EM will be responsible for any prior period Power adjustment related to differences between the consumption of Power by EM's customers and Power Scheduled for the respective periods for the applicable LDC delivery points, transmission, and ancillary services.

3.4 <u>Supplier and Buyer Representations and Warranties</u>. On the Effective Date and the date of entering into each Transaction, each Party represents and warrants to the other Party that: (i) it has all regulatory authorizations necessary for it to legally perform its obligations under this Master Agreement and each Transaction; (ii) execution, delivery and performance of this Master Agreement and each Transaction are within its powers, have been duly authorized by all necessary action and do not violate any of the terms and conditions of its governing documents, any contracts to which it is a party or any law applicable to it; and (iii) this Master Agreement and each Transaction when entered into in accordance with this Master Agreement constitutes its legally valid and binding obligation enforceable against it in accordance with its terms, subject to any equitable defenses. Each Party covenants that it will cause these representations and warranties to be true and correct throughout the terms of this Agreement.

Supplier further represents and warrants that it has or will obtain the contractual rights to Power and/or Capacity it plans to sell to EM under this Agreement, as well as applicable transmission rights.

3.5 <u>Supplier Services</u>. Subject to the terms, conditions, and restrictions contained herein, Supplier will provide Full Requirements Service or another Standard Product Service(s) to EM.

In addition, if the Parties so agree, Supplier may provide Buyer certain other services as set forth in the Confirmation ("Additional Services"); provided however, that the Parties have set forth the terms under which Supplier shall provide and Buyer shall pay for such Additional Services in a Confirmation.

- 3.6 **Quantity and Price Adjustments**.
  - (a) Buyer is obligated pursuant to Article 3.1 to purchase Power from Supplier that is necessary to provide Full Requirements Service to Designated Customers as set forth in the Confirmation.
  - (b) Supplier is obligated to supply Power at the agreed-upon Quantities for each LDC.
  - (c) Buyer will be responsible for providing to Supplier the Contract Position Schedule for each LDC.
  - (d) Buyer will be responsible for any imbalance penalties due to errors in any Buyer-specified Schedule.

If initially agreed to, both Parties agree to work together and perform an reconciliation within 120 days after the end of each calendar year in which Transactions occurred to ensure that any calendar year inaccuracies are revealed and any necessary adjustments or payments are made.

3.7 <u>Transmission and Scheduling Services.</u> Supplier shall arrange and be responsible for transmission service to the Energy Delivery Point and shall Schedule or arrange for Scheduling services with its Transmission Providers to deliver Power to the Energy Delivery Point. Buyer shall arrange and be responsible for transmission service at and from the Energy Delivery Point and shall Schedule or arrange for Scheduling services with its Transmission providers to receive Power at the Energy Delivery Point. Each Party shall designate authorized representatives to effect the Scheduling of the delivery of the Quantity.

#### ARTICLE 4 PAYMENT AND NETTING

- 4.1 <u>Billing and Payment.</u> After commencement of deliveries, Supplier shall bill Buyer on a monthly basis, no earlier than the first day of the month following the month of service ("Invoice Month") and shall bill on or before the tenth (10<sup>th</sup>) day of the Invoice Month. The monthly invoice, or other payment method as agreed to, shall be paid in full on the earlier of ten (10) Business Days from the date of the invoice, or the twentieth (20<sup>th</sup>) day of the month.
- 4.2 <u>Overdue Payments</u>. Overdue payments shall accrue interest at the Interest Rate from the due date until the date payment is received.
- 4.3 <u>Billing Dispute.</u> If Buyer, in good faith, disputes a monthly invoice, Buyer shall immediately notify Supplier of the basis for the dispute and pay the portion of such statement conceded to be correct no later than the due date. If any amount withheld under dispute by Buyer is ultimately determined to be due to Supplier, it shall be paid within five (5) days of such determination, along with interest accrued at the Interest Rate, until the date paid. Inadvertent overpayments shall be returned by Supplier upon request or deducted by Supplier from subsequent payments, along with interest accrued at the Interest, along with interest accrued at the Interest accrued.
- 4.4 <u>Netting.</u> Notwithstanding any term contained in any Transaction, the Parties agree that material debts and obligations due and owing each Party shall be discharged through a net settlement arrangement whereby all amounts owed by each Party to the other Party, including any Liquidated Damages, Settlement Amounts, interest, and other payments and credits, shall be offset so that only the excess amount remaining due after such amounts owed by each of the Parties have been netted against each other shall be paid by the Party who owes such net amount to the other Party.

The Parties acknowledge and agree that all contracts and Transactions under this Master Agreement are forward contracts and that the Parties are forward contract merchants, as those terms are used in the United States Bankruptcy Code. The Parties acknowledge and agree that all of their Transactions together with the Master Agreement form a single, integrated agreement, and that all Transactions and this Master Agreement are entered into in reliance on the fact that they form a single agreement between the Parties.

# ARTICLE 5 TAXES AND FRANCHISE FEES

5.1<u>Taxes and Franchise Fees.</u> Unless otherwise agreed to in a Confirmation, each Party shall be responsible for paying any taxes or franchise fees imposed by any governmental entity having jurisdiction over such Party. The Parties agree that Supplier shall be responsible for collecting and submitting to the applicable governmental authority any Taxes or franchise fees applicable to a Transaction arising prior to the Energy Delivery Point. Supplier shall indemnify, defend, and hold harmless Buyer from any Claims for such Taxes and franchise fees. The Price does not include reimbursement for, and Buyer shall be responsible for, collecting and submitting to the applicable governmental authority any Taxes applicable to a Transaction arising at and from the Energy Delivery Point. Buyer shall indemnify, defend, and hold harmless Supplier from any Claims for such Taxes and franchise fees. Either Party, upon written request of the other, shall provide a certificate of exemption or other reasonably satisfactory evidence of exemption if either Party is exempt from taxes, and shall use reasonable efforts to obtain and cooperate with obtaining any exemption from or reduction of any Tax. Each Party shall use reasonable efforts to administer this Agreement and implement the --provisions in accordance with the intent to minimize Taxes.

# ARTICLE 6 INTERRUPTION OF FIRM AND NON-FIRM TRANSACTIONS

6.1 <u>Failure to Deliver or Receive in Firm Transactions.</u> If either Party fails to deliver or receive ("Breaching Party"), as the case may be, the Quantity of Power due under any Firm Transaction, the other Party ("Nonbreaching

Party") shall, as promptly as practicable, give notice of such failure to the Breaching Party.

- (a) The Nonbreaching Party shall be entitled to receive from the Breaching Party an amount calculated as follows, unless excused by Force Majeure or the Nonbreaching Party's failure to perform:
  - (i) If, for reasons other than Force Majeure, Supplier fails to deliver all or part of the Full Requirements Service or Standard Product Service, as applicable, in the Quantity that the Parties have agreed to Schedule pursuant to a Firm Transaction, and Buyer, acting in a commercially reasonable manner, incurs incremental costs and expenses to provide such Full Requirements Service or Standard Product Service over and above those it would have incurred had Supplier fulfilled its obligation, then such costs and expenses shall be charged to Supplier, and Buyer shall have the right to deduct such costs and expenses from any amounts payable to Supplier;
  - (ii) If, for reasons other than Force Majeure, Supplier fails to deliver all or part of the Full Requirements Service or Standard Product Services, the Supplier will provide replacement power and will be responsible for Locational Marginal Price (LMP) purchases; and
  - (iii) If, for reasons other than Force Majeure, Buyer fails to purchase Full Requirements Services or Standard Product Services from Supplier within the parameters agreed to by the Parties, Buyer shall still pay to Supplier the Price, on the date payment would otherwise be due. Moreover, any additional amount that Supplier, acting in a commercially reasonable manner, is able to recoup upon resale of such Power will be credited against the Price owed by Buyer to Supplier.
- 6.2 <u>Failure to Deliver or Receive in Non-Firm Transactions</u>. A Party shall be excused from delivering or receiving the Quantity(ies), in whole or in part, in a Non-Firm Transaction for any reason without liability, if it gives the other Party notice of its decision to interrupt the Scheduled delivery or receipt of Power, which notice is sufficiently timely to allow the Party receiving such notice to change Scheduling and avoid incurring any Penalties. If timely notice of any interruption of Scheduled delivery or receipt is not provided, the Party causing such interruption shall be obligated to the other Party for all Penalties resulting therefrom.

#### ARTICLE 7 FORCE MAJEURE

- 7.1 <u>Performance Excused</u>. If either Party is rendered unable by an event of Force Majeure to carry out, in whole or part, its obligations under a Firm Transaction, then, during the pendency of such Force Majeure but for no longer period, the Party affected by the event (other than the obligation to make payments then due or becoming due with respect to performance which occurred prior to the event) shall be relieved of its obligations insofar as they are affected by Force Majeure but for no longer period. The Party affected by an event of Force Majeure shall provide the other Party with written notice setting forth the full details thereof as soon as practicable after the occurrence of such event and shall take all reasonable measures to mitigate or minimize the effects of such event of Force Majeure; *provided, however*, that this provision shall not require Supplier to deliver, or Buyer to receive, Power at points other than the Energy Delivery Points."
- 7.2 <u>Definition</u>. Force Majeure means (with respect to Firm Transactions) an event, as of the Effective Date, which is not within the reasonable control of the Party claiming suspension (the "Claiming Party"), and which, by the exercise of due diligence, the Claiming Party is unable to overcome or avoid or cause to be avoided. Force Majeure includes, but is not restricted to: acts of God; fire; civil disturbance; labor dispute; labor shortage; and sabotage; action or restraint by court order or public or governmental authority (so long as the Claiming Party has not applied for or assisted in the application for, and has opposed where and to the extent reasonable, such government action); and other events of similar or dissimilar nature beyond the reasonable control of the Claiming Party; provided, however, that an action by regulators as it applies to this Agreement and as described in Article 11.3 that materially impacts a Transaction or this . .. Master Agreement is <u>not</u> a Force Majeure event.

An event of Force Majeure shall also <u>not</u> include (i) the loss of Buyer's markets; (ii) Buyer's inability economically to use or resell Power purchased hereunder; or (iii) Supplier's ability to sell Power to a market at a more advantageous price. Interruption by a Transmission Provider shall not be deemed to be an event of Force Majeure unless (i) the Party contracting with such Transmission Provider shall have made arrangements with such Transmission Provider for the firm transmission, as defined under the Transmission Provider's tariff, of Power to be delivered or received hereunder; and (ii) such interruption is due to force majeure or similar term as defined under the Transmission Provider's tariff.

#### ARTICLE 8 NON-PERFORMANCE

#### 8.1 Events of Default.

- (a) <u>Events of Default</u>. The occurrence or existence of any of the following constitutes a "Default" by the Party in Default (the "Defaulting Party"):
  - (i) <u>Failure to Pay</u>. A Party fails to make a payment when due under this Agreement and does not cure such failure within five (5) days after written notice of such failure is given to the Party not in Default ("Non-Defaulting Party").
  - (ii) Failure of Supplier to Deliver. Supplier fails to deliver Power to the Energy Delivery Points in accordance with the terms of this Agreement and does not cure such failure within fifteen (15) days after written notice of such failure is given to Buyer.
  - (iii) <u>Breach of Agreement</u>. A Party fails in any material respect to observe or perform any of the other covenants, conditions or provisions of this Agreement and does not cure such failure within fifteen (15) days after written notice of such failure is given to the Non-Defaulting Party.
  - (iv) <u>Receivership</u>. Appointment of a receiver or liquidator or trustee of such Party or of the property of a Party by order of a court of competent jurisdiction.
  - (v) <u>Bankruptcy</u>. Filing by a Party of a voluntary petition in bankruptcy under any provision of any Federal or State bankruptcy law or consent to the filing of any bankruptcy or reorganization petition against it under any similar law and such petition is not withdrawn or dismissed within 30 days after filing; filing of a petition or answer or consent seeking relief or assisting in seeking relief in a proceeding under any of the provisions of the Federal Bankruptcy Code, as it now exists or as it may be amended or pursuant to any other similar State statute applicable to such Party, as it is or may be in effect or an answer admitting the material allegations of a petition filed against it in such a proceeding; or if a Party makes a general assignment for the benefit of its creditors, admits in writing its inability to pay its debts generally as

they become due; or if such Party consents to the appointment of a receiver or trustee or liquidator of it or all of its property.

(b) <u>Rights of Non-Defaulting Party.</u> When a Default exists, the Non-Defaulting Party shall have the right to (i) terminate this Agreement in accordance with Article 11, (ii) pursue any other remedy provided under this Agreement or available at law or in equity, without prejudice to its rights to collect any amounts due and without waiver of any other remedy and/or, (iii) suspend performance of its obligations hereunder. Said remedies, are intended to be cumulative, and the Non-Defaulting Party shall be entitled to pursue simultaneously any one or more said remedies.

# ARTICLE 9 TITLE TRANSFER; LIABILITY

- 9.1 <u>Title and Risk of Loss.</u> Title to and risk of loss related to the Quantity shall transfer from Supplier to Buyer at the Energy Delivery Point. Supplier warrants that it will deliver to Buyer the Quantity free and clear of all liens, claims and encumbrances arising prior to the Energy Delivery Point.
- 9.2 <u>Indemnity.</u> Each Party shall indemnify, defend and hold harmless the other Party from any Claims arising from any act or incident occurring during the period when control and title to Power is vested, as between the Parties as provided in Article 9.1, in the indemnifying Party.
- 9.3 Limitation of Remedies, Liability and Damages; Exclusion of Warranties.
  - (a) THE PARTIES CONFIRM THAT THE EXPRESS REMEDIES AND MEASURES OF DAMAGES PROVIDED IN THIS AGREEMENT SATISFY THE ESSENTIAL PURPOSES HEREOF. FOR BREACH OF ANY PROVISION FOR WHICH AN EXPRESS REMEDY OR MEASURE OF DAMAGES IS PROVIDED, SUCH EXPRESS REMEDY OR MEASURE OF DAMAGES SHALL BE THE SOLE AND EXCLUSIVE REMEDY, THE OBLIGOR'S LIABILITY SHALL BE LIMITED AS SET FORTH IN SUCH PROVISION AND ALL OTHER REMEDIES OR DAMAGES AT LAW OR IN EQUITY ARE WAIVED. IF NO REMEDY OR MEASURE OF DAMAGES IS EXPRESSLY HEREIN PROVIDED, THE OBLIGOR'S LIABILITY SHALL BE LIMITED TO DIRECT ACTUAL DAMAGES ONLY, SUCH DIRECT ACTUAL DAMAGES SHALL BE THE SOLE AND EXCLUSIVE REMEDY AND ALL OTHER REMEDIES OR DAMAGES AT LAW OR IN EQUITY ARE WAIVED. UNLESS EXPRESSLY HEREIN

PROVIDED, NEITHER PARTY SHALL BE LIABLE FOR ANY CONSEQUENTIAL, INCIDENTAL, PUNITIVE, EXEMPLARY OR INDIRECT DAMAGES, LOST PROFITS OR OTHER BUSINESS INTERRUPTION DAMAGES, BY STATUTE, IN TORT OR CONTRACT, UNDER ANY INDEMNITY PROVISION OR OTHERWISE, IT IS THE INTENT OF THE PARTIES THAT THE LIMITATIONS HEREIN IMPOSED ON REMEDIES AND THE MEASURE OF DAMAGES BE WITHOUT REGARD TO THE CAUSE OR CAUSES RELATED THERETO, INCLUDING THE NEGLIGENCE OF ANY PARTY, WHETHER SUCH NEGLIGENCE BE SOLE, JOINT OR CONCURRENT, OR ACTIVE OR PASSIVE. TO THE EXTENT ANY DAMAGES REQUIRED TO BE PAID HEREUNDER ARE LIQUIDATED, THE PARTIES ACKNOWLEDGE THAT THE DAMAGES ARE DIFFICULT OR IMPOSSIBLE TO DETERMINE, OTHERWISE OBTAINING AN ADEOUATE REMEDY IS INCONVENIENT AND THE LIQUIDATED DAMAGES CONSTITUTE A REASONABLE APPROXIMATION OF THE HARM OR LOSS.

- (b) SUPPLIER WILL NOT BE LIABLE TO ANY CUSTOMER FOR DAMAGES CAUSED BY INTERRUPTION OF SERVICE, VOLTAGE, OR FREQUENCY VARIATIONS, SINGLE PHASE TO THREE PHASE LINES, REVERSAL OR PHASE ROTATION OR CARRIER CURRENT FREQUENCIES.
- (c) SUPPLIER MAKES NO WARRANTIES OF ANY KIND WHETHER STATUTORY, ORAL, WRITTEN, EXPRESS OR IMPLIED, INCLUDING ANY IMPLIED WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE.
- 9.4 <u>Duty to Mitigate</u>. Each Party agrees that it has a duty to mitigate damages and covenants that it will use commercially reasonable efforts to minimize any damages it may incur as a result of the other Party's performance or non-performance of this Agreement.

# ARTICLE 10 LAW; DISPUTE RESOLUTION

10.1 <u>Governing Law and Jurisdiction</u>. This Agreement and the rights and duties of the Parties hereunder shall be governed by and construed, enforced, and performed in accordance with the laws of the State of Michigan, without regard to conflict of law principals.

10.2 <u>Dispute Resolution</u>. Prior to litigation, any dispute arising out of this Agreement may be submitted for dispute resolution upon request of either Party. Under dispute resolution, each Party agrees to appoint a senior representative to attempt, in good faith, to resolve the dispute. Each Party agrees to submit to the other Party a written memoranda setting out its position in the dispute, along with a proposed resolution for the other Party's consideration. Upon one Party's request, each Party's senior representative agrees to meet at least twice, if necessary, with the other Party's senior representative for a meeting of at least two (2) hours in length to resolve the dispute within thirty (30) days. The dispute will be mediated by three persons: the President, DTE Energy Trading, and the President, DTE Energy Marketing, or his designee, and a mutually agreed-upon third party.

#### ARTICLE 11 MISCELLANEOUS

- 11.1 <u>Term of Agreement.</u> The term of this Master Agreement shall commence on the Effective Date and shall continue indefinitely, unless terminated earlier in accordance with Article 11.2 below, or if mutually agreed to by the Parties.
- 11.2 <u>Early Termination</u>. This Agreement and all rights and obligations hereunder shall remain in full force and effect with respect to each Designated Customer until the expiration of the Period of Delivery; and EM shall be able to request Supplier to provide Power to additional Designated Customers if agreed to by both Parties.
- 11.3 <u>Rule Changes</u>. In the event that FERC, PJM, other ISOs, transmission providers, LDCs, or a public utility commission modifies its rules or procedures pertaining to wholesale transmission of energy, capacity, ancillary services, scheduling responsibilities and obligations of load serving entities, or retail access in a particular state in a manner that has material adverse consequences on the economic value of this Agreement to Supplier, the Parties agree to negotiate in good faith to modify this Agreement in a manner that restores the original economic value of this Agreement revisions, then they will follow the dispute resolution procedures set forth in Article 10.2 above.
- 11.4 <u>Audit</u>. Each Party or any third party representative of a Party has the rights at its sole expense and during normal working hours, to examine the relevant records of the other Party to the extent reasonably necessary to verify the accuracy of any statement, charge or computation made

pursuant to the provisions of this Agreement. If any such examination reveals any inaccuracy in any statement, the necessary adjustments in such statement and the payments thereof shall be made prior to the lapse of two (2) years from the rendition thereof; and provided further that this provision of this Agreement will survive until the earlier of (a) two (2) years after termination of this Agreement, or (b) two (2) years after the end of the latest Transaction under this Agreement for the purpose of such statement and payment objections.

#### ARTICLE 12 MISCELLANEOUS

12.1 <u>Notices</u>. All notices, requests, statements or payments shall be made as specified below. Notices required to be in writing shall be delivered by letter, facsimile or other documentary form. Notice by facsimile or hand delivery shall be deemed to have been received by the close of the Business Day on which it was transmitted or hand delivered (unless transmitted or hand delivered after close in which case it shall be deemed received at the close of the next Business Day). Notice by overnight mail or courier shall be deemed to have been received two (2) Business Days after it was sent. A Party may change its addresses by providing notice of same in accordance herewith:

To <u>ET</u>:

NOTICES AND CORRESPONDENCE:

Marcia L. Hissong, J.D. DTE Energy Trading, Inc. 101 North Main, Suite 300 Ann Arbor, Michigan 48104 Phone: 734-887-2042 Fax: 734-887-2092

INVOICES:

Joseph Canedo Power Billing and Accounting Administration DTE Energy Trading, Inc. 101 North Main, Suite 300 Ann Arbor, Michigan 48104 Phone: 734-887-2037 Fax: 734-887-2092 <u>PAYMENTS</u>: Bank One 611 Woodward Avenue Detroit, Michigan 48226 ABA #: 072000326 Account #: 14379-63

#### To <u>EM</u>:

#### NOTICES AND CORRESPONDENCE:

Mark Brown, Director of Marketing DTE Energy Marketing, L.L.C. 101 N. Main Street, Suite 300 Ann Arbor, MI 48104 Phone: 313-963-3076 Fax: 313-963-3170

#### **INVOICES**:

Mary Beth Dixon Billing and Accounting Administration DTE Energy Marketing, Inc. 150 West Jefferson, Suite 1100 Detroit, Michigan 48226 Phone: 313-963-3106 Fax: 313-963-3170

#### PAYMENTS:

Bank One 611 Woodward Avenue Detroit, Michigan 48226 ABA #: 072000326 Account #: 1646933

12.2 <u>Confidentiality</u>. Neither Party shall use for any purpose other than its performance of this Agreement or disclose to any third party (other than such party's employees, lenders, counsel, accountants, or suppliers) any non-public information designated as confidential by the disclosing Party except as is necessary to perform this Agreement, or in order to comply with any applicable law, order, regulatory or exchange rule; provided, each Party shall notify the other Party of any proceeding of which it is aware that may result in disclosure, consult with the other Party on the advisability of legally available steps to resist or narrow such request and use reasonable efforts to prevent or limit the disclosure. The disclosing

Party will inform the recipient of the confidential nature of the information at the time of disclosure of any confidential information. This obligation shall survive for a period of two (2) years after termination of this Agreement. The Parties agree that unauthorized disclosure of confidential information will cause irreparable injury for which money damages are inadequate and, therefore, in addition to any other remedy, the disclosing Party shall be entitled to injunctive relief or specific performance.

### 12.3 Entire Agreement.

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- (a) This Agreement constitutes the entire agreement between the Parties concerning the Transaction(s), and supercedes all prior agreements or understandings. No amendment or modification to this Agreement shall be enforceable unless reduced to writing and executed by both Parties.
- (b) Any conflict between this Master Agreement and the Confirmation not reasonably capable of reconciliation shall be resolved in favor of this Master Agreement.
- 12.4 <u>General</u>. This Master Agreement shall not impart any rights enforceable by any third party other than a permitted successor or assignee bound to this Master Agreement. No waiver by a Party of any default by the other Party shall be construed as a waiver of any other default. Any provision declared or rendered unlawful by any applicable court of law or regulatory agency or deemed unlawful because of a statutory change will not otherwise affect the remaining lawful obligations that arise under this Master Agreement.

The Parties executed this Master Agreement in multiple counterparts to be construed as one effective as of the Effective Date.

DTE ENERGY TRADING, INC By: mo Printed Name: S. Snick Meyers Title: President & COO

DTE ENERGY MARKETING, IN By:

Printed Name: <u>T. Michael Holton</u> Title:\_\_\_\_\_

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### <u>Exhibit B</u>

### Standard Product Services

ET will provide price quotes for the following standard products:

- 8760 full service requirements (based on an initially-provided load shape)
- "To forecast" service (based on an initially-provided load shape)
- seasonal (summer/non-summer) on-peak and off-peak blocks of electrical energy
  - on-peak = 1 x 16

- (calendar, monthly, weekly)
- off-peak = 5 x 8 or
  off-peak wrap = 5 x 8 + 2 x 24

(calendar, monthly, weekly) (calendar, monthly, weekly)

- Capacity, if applicable
- LMP (spot prices) + a fee set forth in the relevant Confirmation
- Green products (i.e., clean, renewable, new, or otherwise meet the requirements imposed by the relevant public service commission upon Power suppliers), or as otherwise negotiated
- Minimum and maximum sizes, mutually agreed upon by the Parties, is required on standard products

The price quote will incorporate the applicable risk profile of the Buyer.

Procedure:

• These charges will be provided to EM by ET by 10am the day after the particular product was requested; if product price is held for 5 days, the fee is \$2.00/MWh, or the market based value, whichever is greater. This will remain subject to negotiation on a case-by-case basis.

Exhibit A-

DTE Energy Trading, Inc. 101 N. Main, Suite 300 Ann Arbor, MI 48104 Tel: 734.887.2004 Fax: 734.887.2056

Date: 80ctober99

11

To: DTE Energy Marketing, Inc. 101 N. Main, Suite 300 Ann Arbor, MI 48104

Attn: Confirmation for Energy Marketing 2000

Re: Transaction

This Transaction Agreement confirms the following agreement between Ron J. Adler of ("DTE Energy Trading, Inc.") ("ET") and Mark Brown of DTE-Energy Marketing, Inc. ("EM") regarding the Transaction set forth below.

Buyer : DTE Energy Marketing, Inc.

Supplier: DTE Energy Trading, Inc.

Term: 01JAN2000 to 31DEC2000

Quantity: See Confirmation Attachments A and B

Trade Date: 26August99

Product: Physical Power, Delivered to Schedule, MON to SUN, Hour Ending 01:00 through HE 24:00, (This Confirmation is for Energy Only; it does not Include Capacity to Satisfy PJM Capacity Obligation.)

Price per MWhr: \$32.20 USD/MWh

Energy Delivery PJM - - PECo

Point:

Scheduling: DTE Energy Trading, Inc. 734.887.2085 or 734.913.9051 (24-hour operation)

Special Conditions: Product price per MWHr would be subject to Master Agreement Terms & Conditions. This Transaction Agreement is entered into pursuant to the Master Agreement between DTE ET and DTE Energy Marketing. Please execute this Transaction Agreement by signing below and returning a copy to Joseph Gallagher, Risk Monitor, by facsimile at 734.887.2056. Buyer is responsible for all expenses, including taxes, after the Delivery Point. If this transaction Agreement is not executed and returned within two Business Days, it shall be deemed correct as sent.

Questions should be referred to Joseph Gallagher, of DTE ET, at 734.887.2004. ACCEPTED AND AGREED TO as of the date of this Transaction Agreement:

DTE Energy Marketing, Inc.

Oum IR 11

DELATS MARA BRUNN Print Name

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<u>DFRECTOR OF MACKETENC</u> Title 10-19-99

10-19-99 Date

DTE Energy Trading, Inc.

Joseph Gallagher, Risk Monitor

Date: 10/19/99

Approved: S. Snick Meyers, President

10 Date:

# Attachment A: DTE Energy Trading Schedule Information

## Customer:

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## **Energy Marketing 2000**

PJM 2000 (Group1)

Load Information associated with the Energy Delivery Point is required.

ſ	Capacity	Maximum	TOTAL	ON Peak	OFF Peak	Load
}	Obligation	Demand	Energy	Energy	Energy	Factor
l	(MW)	(MW)	(MWh)	(MWh)	(MWh)	
Jan-99	0.000	216.0	118329	63169	55160	73.6%
Feb-99	0.000	208.0	110757	61879	48878	76.5%
Mar-99	0.000	208.0	118971	67374	51597	76.9%
Apr-99	0.000	207.0	108279	58028	50251	72.7%
May-99	0.000	205.0	114653	65837	48816	75.2%
Jun-99	0.000	222.0	119045	66879	52166	74.5%
Jul-99	0.000	225.0	120957	64980	55977	72.3%
Aug-99	0.000	215.0	123978	70747	53231	77.5%
Sep-99	0.000	214.0	114363	62185	52178	74.2%
Oct-99	0.000	216.0	118500	66282	52218	73.7%
Nov-99	0.000	210.0	109106	61281	47825	72.2%
Dec-99	0.000	208.0	106642	55922	50720	68.9%
[	0.000	225.0	1383580	764563	619017	

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Attachment B: DTE Energy Marketing PJM 2000 Load Set

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Attachment B: nerav Marketing PJM 2000 Load S

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Attachment B: nergy Marketing PJM 2000 Loa

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Attachment B: DTE Energy Marketing PJM 2000 Load Set

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Attachment B: DTE Energy Marketing PJM 2000 Load Set

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Exhibit A - 3

DTE Energy Trading, Inc. 101 N. Main, Suite 300 Ann Arbor, MI 48104 Tel: 734.887.2004 Fax: 734.887.2056

Date: 40ctober99

To: DTE Energy Marketing, Inc. 101 N. Main, Suite 300 Ann Arbor, MI 48104

Attn: Confirmation - PECo Street Lighting

Re: Transaction

\_\_\_\_\_

This Transaction Agreement confirms the following agreement between Ron J. Adler of ("DTE Energy Trading, Inc.") ("ET") and Mark Brown of DTE-Energy Marketing, Inc. ("EM") regarding the Transaction set forth below.

Buyer : DTE Energy Marketing, Inc.

Supplier: DTE Energy Trading, Inc.

Term: 30SEP1999 to 31DEC2000

Quantity: See Exhibit B

Trade Date: 14September99

Product: Physical Power, Delivered to Schedule, MON to SUN, Hour Ending 01:00 through HE 24:00, (This Confirmation is for Energy Only; it does not Include Capacity to Satisfy PJM Capacity Obligation.)

Price per MWhr: Floating price calculated as Locational Marginal Price (LMP) + \$0.50 USD/MWh

Energy Delivery PJM - PECo

Point:

Scheduling: DTE Energy Trading, Inc. 734.887.2085 or 734.913.9051 (24-hour operation)

Special Conditions: Product price per MWHr would be subject to Master Agreement Terms & Conditions.

This Transaction Agreement is entered into pursuant to the Master Agreement between DTE ET and DTE Energy Marketing. Please execute this Transaction Agreement by signing below and returning a copy to Joseph Gallagher, Risk Monitor, by facsimile at 734.887.2056. Buyer is responsible for all expenses, including taxes, after the Delivery Point. If this transaction Agreement is not executed and returned within two Business Days, it shall be deemed correct as sent.

Questions should be referred to Joseph Gallagher, of DTE ET, at 734.887.2004. ACCEPTED AND AGREED TO as of the date of this Transaction Agreement:

DTE Energy Marketing, Inc.

Denn MARM DENNES MARK BROWN

DERECTOR OF MARKETEN

<u>10 - 19 - 99</u> Date

DTE Energy Trading, Inc.

Gallagher, Risk Monitor

Date: 10/19/99

Approved: S. Snick Meyers, President 10/2019 Date:

# Exhibit B: DTE Energy Trading Schedule Information

# Customer: PECo 1999

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STREET LIGHTING

Load information associated with the Energy Delivery Point is required.

1	Capacity	Maximum	TOTAL	ON Peak	OFF Peak	Load
	Obligation	Demand	Energy	Energy	Energy	Factor
	(MW)	(MW)	(MWh)	(MWh)	(MWh)	
Jan-99	0.000	0.0	0	0	0	0.0%
Feb-99	0.000	0.0	0	0	0	0.0%
Mar-99	0.000	- 0.0	0	0	0	0.0%
Apr-99	0.000	0.0	0	0	0	0.0%
May-99	0.000	0.0	0	0	0	0.0%
Jun-99	🛠 0.000	0.0	0	0	0	0.0%
Jul-99	0.000	0.0	0	0	0	0.0%
Aug-99	0.000	0.0	0	0	0	0.0%
Sep-99	0.000	2.5	36	35	0	2.0%
Oct-99	0.000	2.5	1102	754	348	60.1%
Nov-99	0.000	2.5	1067	754	313	60.1%
Dec-99	0.000	2.5	1102	806	296	60.1%
	0.000	2.5	3307	2349	958	

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**D-2** <u>Exhibit D-2 "Operations Expertise</u>," given the operational nature of the applicant's business, provide the applicant's experience and technical expertise in performing such operations.

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See Exhibit D-1.

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**D-3** Exhibit D-3 "Key Technical Personnel," provide the names, titles, and phone numbers of key personnel involved in the operational aspects of the applicant's business.

Name Steve L. Sheppard	Title Director of Supply	<b>Phone</b> .734-887-2126
Thomas E. Root	Supervisor of Operations	734-887-2103
Jennifer Luptowski	EDI System Analyst and Process Coordinator	734-887-2149
Ray Wieszczyk	Manager of Operations DTE Energy Trading, Inc.	734-887-2041

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### D-4 Exhibit D-4 "FERC Power Marketer License Number,"

DTE Energy Marketing, Inc is FERC approved as a power marketer. Please see the attached FERC document and refer to docket number ER99-3368-000. Please see attached order.

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### FEDERAL ENERGY REGULATORY COMMISSION88 FERC • 61,189 WASHINGTON, D.C. 20426

August 24, 1999

Docket Nos. ER99-3208-000 ER99-3320-000 ER99-3368-000 ER99-3420-000 ER99-3446-000 ER99-3450-000 ER99-3491-000 ER99-3502-000 ER99-3554-000

Troutman Sanders LLP ATTN: Clifford S. Sikora, Esq. Attorney for Illinova Power Marketing, Inc. 1300 I Street, N.W. Suite 500 East Washington, D.C. 20005-3314

Van Ness Feldman, P.C. ATTN: Margaret A. Moóre, Esq. Attorney for Rathdrum Power, LLC 1050 Thomas Jefferson Street, N.W. Seventh Floor Washington, D.C. 20007

#

Morgan, Lewis & Bockius LLP ATTN: John D. McGrane, Esq. Attorney for DTE Energy Marketing Company 1800 M Street, N.W. Washington, D.C. 20036

Bruder, Gentile & Marcoux, L.L.P. ATTN: Thomas L. Blackburn, Esq. Attorney for Sunbury Generation, LLC 1100 New York Avenue, N.W. Suite 510 East Washington, D.C. 20005-3934

Preston Gates Ellis & Rouvelas Meeds LLP ATTN: Donald A. Kaplan, Esq. Attorney for PP&L Resources, Inc. and PP&L, Inc. 1735 New York Avenue, N.W. Suite 500 Washington, D.C. 20006-5209

McKenna & Cuneo, L.L.P. ATTN: Alan I. Lewis, Esq. Attorney for Foote Creek II, LLC One Market Plazaı

Docket No. ER99-3208-000, et al. -2-

Steuart Street Tower, 27th Floor San Francisco, CA 94105

Jones, Day, Reavis & Pogue ATTN: Robert S. Waters, Esq. Attorney for PP&L Montana, LLC, PP&L Colstrip I, LLC, PP&L Colstrip II, LLC and PP&L Colstrip III, LLC 51 Louisiana Avenue, N.W. Washington, D.C. 20001

White & Case LLP ATTN: David W. Hunt, Esq. Attorney for Berkshire Power Company, LLC 601 Thirteenth Street, N.W. Suite 600 South Washington, D.C. 20005

Mayor, Day, Caldwell & Keeton, L.L.P. ATTN: Phillip G. Oldham, Esq. Attorney for Lone Star Steel Sales Company 100 Congress Avenue Suite 1500 Austin, TX 78701

Dear Sirs and Madam:

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You submitted for filing with the Commission rate schedules under which applicants will engage in wholesale electric power and energy transactions at market-based rates. Your submittals, as modified below, comply with the Commission's requirements form

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market-based rates and are accepted for filing. They are designated and made effective as indicated in Appendix A to this order.

Illinova Power Marketing, Inc. (Illinova) seeks approval of a long-term, power purchase agreement (PPA) that would permit it to sell power at market-based rates to Illinois Power Company (Illinois Power), its traditional public utility affiliate. The PPA provides Illinois Power with a monthly entitlement to Illinova's capacity and energy and rights to purchase additional

All of the membership interest of Foote Creek II, LLC (Foote Creek) is owned by SeaWest WindPower, Inc. (SeaWest). Foote Creek states that it anticipates that all of the membership interest of Foote Creek will be acquired by Cinergy Global Foote Creek, Inc., an affiliate of the Cinergy Corp. Because our approval of Foote Creek's market-based rate schedule is based on Foote Creek's current ownership, the completion of such acquisition would be considered a change in status under Appendix B, Paragraph 9, for which Commission notification would be required.1

Docket No. ER99-3208-000, et al. -3-

capacity and energy. The rates for the entitlement would be established by the Illinois Commerce Commission (Illinois Commission), based either on a market value index (based on trades, options, or futures contracts in the market in which Illinois Power buys and sells electricity, e.g., Cinergy Hub or NYMEX) or an average market price. The rates for excess capacity would be negotiated.

In support of its filing, Illinova states that adequate safeguards are in place, under the PPA, to protect Illinoisi 2 Power's captive ratepayers. Illinova states that under the Electric Service Customer Choice and Rate Relief Law of 19971 3 (Illinois Restructuring Act), Illinois Power's retail rates are currently frozen and are expected to remain frozen through 4 January 1, 2005. Following the expiration of the rate freeze, the Illinois Restructuring Act provides for the availability of full retail choice.

In First Energy Trading & Power Marketing, Inc., et al., we held that where a power marketer can sell power to its affiliated franchised public utility, the potential for affiliate abuse exists, unless there is an adequate pricing safeguard in place. We noted that without such safeguards, the power marketer could sell power to its affiliated franchised public utility at an above market price, and that the affiliated utility could then

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pass these costs through to its captive customers. Here, however, there are adequate safeguards in place by virtue of the rate freeze imposed by the Illinois Restructuring Act, which will ensure that the customers of Illinois Power will not be required to absorb any above-market costs associated with Illinova's sales to Illinois Power. After the rate freeze expires, Illinois Power's customers will no longer be captive. Under circumstances similar to these, the Commission previously has permitted a power

Illinois Power states that it has no captive wholesale requirements customers and no active wholesale rate schedules which contain wholesale fuel adjustment clauses.

220 Ill. Comp. Stat. 5/16 (West 1998).

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Illinova explains that the circumstances under which the Illinois Commission could approve a rate increase are limited. Were such a rate increase to be approved by the Illinois Commission, Illinova states that the PPA will be refiled on a cost basis.
 5
 84 FERC • 61,214 (1998).
 6
 Id. at 62,037, citing Detroit Edison Company, 80 FERC
• 61,348 at 62,197 (1997). 1<sup>×</sup>

Docket No. ER99-3208-000, et al. -4-

marketer to make power sales to its public utility affiliate. For all these reasons, we will accept the PPA for filing, subject to the condition that the PPA be refiled in the event that the Illinois Commission approves a rate increase for the period prior to January 1, 2005.

7

PP&L Montana, LLC, PP&L Colstrip I, LLC, PP&L Colstrip II, LLC, and PP&L Colstrip III, LLC (collectively, PP&L Applicants) request a waiver of the open-access transmission tariff (OATT) requirements of Order Nos. 888 and 889. The Commission has determined that it would grant requests for waiver of some or all of the requirements of Order No. 888 by public utilities that can show that they own, operate, or control only limited and discrete transmission facilities (facilities that do not form an

integrated transmission grid). The Commission also has determined that waiver of some or all of the requirements of Order No. 889 would be appropriate for a public utility: (1) if the applicant owns, operates, or controls only limited and discrete transmission facilities (rather than an integrated transmission grid); or (2) if the applicant is a small public utility that owns, operates, or controls an integrated transmission grid, unless it is a member of a tight power pool, or other circumstances are present that indicate that a waiver 9

would not be justified.

7

PP&L Applicants state that they will acquire ownership or leasehold interests in the Colstrip transmission system (CTS). The CTS consists of two 500 kV transmission lines extending approximately 115 miles from Colstrip, Montana, to a switchyard at Broadview, Montana, and continuing approximately another 133 miles to Montana Power Company's interconnection with Bonneville Power Administration in Townsend, Montana. In Montana Power1 10

Company, et al., (Montana Power Company) we directed the PP&L Applicants to file an OATT because the CTS facilities were jurisdictional facilities. Here, the PP&L Applicants acknowledge that the Commission ordered them to file an OATT, but they now request a waiver of this requirement. PP&L Applicants explain that the CTS was constructed to transmit the electric output of the Colstrip generating station and that these facilities have minimal use for transmission from any other source. In addition,

> . See, e.g., AYP Energy, Inc., 87 FERC • 61,009 (1999).

8
 See Black Creek, 77 FERC • 61,232 at 61,941 (1996) (Black
Creek).
9
 See Black Creek, 77 FERC at 61,941; see also Midwest
Energy, Inc., et al., 77 FERC • 61,208 at 61,854 (1996)
(describing tight power pool exception).
10
 87 FERC • 61,344 at 62,330 (1999).1<sup>\*</sup>

Docket No. ER99-3208-000, et al. -5-

the PP&L Applicants state that, if the Commission denies their request, they commit to filing an OATT prior to the closing of 11

the asset transaction.

We will deny the PP&L Applicants' request for waiver of the OATT requirements of Order Nos. 888 and 889. The CTS consists of approximately 250 miles of high voltage transmission lines that connect with the 230 kV system in the area. This transmission system cannot be considered limited. Accordingly, the PP&L Applicants must file an OATT pursuant to Ordering Paragraph (C)1 12

of the Montana Power Company order.

PP&L Applicants also request authority to engage in sales of ancillary services (regulation, energy imbalance, spinning reserves and supplemental reserves) at market-based rates to entities that are not transmission providers. In their filing, PP&L Applicants agree to accept all conditions related to the establishment of an OASIS-like internet site for ancillary services in accordance with the Commission's policy on flexible rates for third-party ancillary services providers as promulgated in Avista Corporation, 87 FERC • 61,335 (1999) (Avista). Specifically, PP&L Applicants state that within 30 days of the Commission's order they will (a) establish an Internet-based site for providing information on, and conducting, ancillary services transactions; (b) post on this OASIS-like site the offering prices of all available services; and (c) provide customers with the ability to request services and make bids for those services1 13

using the site. The PP&L Applicants also commit to file with the Commission one year after this site is operational, and at least every three years thereafter, a report describing their activities in the ancillary services markets. Because PP&L Applicants have agreed to the conditions and limitations set forth in Avista, we will grant their request for authorization of sales of certain ancillary services at market-based rates.

We will accept the request of Sunbury Generation, LLC (Sunbury Generation) for authority to make sales of ancillary services at market-based rates into the PJM Power Exchange, the In Docket Nos. EG99-184-000 and EG99-185-000, PP&L Colstrip III, LLC and PP&L Montana, LLC seek determinations that they are exempt wholesale generators, arguing that the CTS is "necessary to effect a sale of electric energy at wholesale." Section 32(a)(2) of the Public Utility Holding Company Act of 1935, 15 U.S.C. • 797-5a(a)(2) (1994). We will address these requests in a separate order.

12 Id. 13 See PP&L Montana, LLC's Filing at 11.1

Docket No. ER99-3208-000, et al. -6-

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New York ISO market and the ISO New England market. However, we will direct Sunbury Generation, within 30 days of the date of this order, to revise its proposed rate schedule to specify each of the ancillary services it seeks to provide.

Any waivers or authorizations requested by the applicants are granted to the extent specified in Appendix B to this order. Waiver of the prior or advance notice requirements, if requested, is granted to the extent specified in Appendix A. The applicants must comply with the reporting requirements or other requirements: 15

specified in Appendix 'B to this order.

The codes of conduct submitted by the applicants are accepted if consistent with Appendix C, which reflects requirements adopted in previous Commission orders. Because the codes of conduct submitted by DTE Energy Marketing, Inc. (DTE Energy) and Foote Creek are inconsistent with Appendix C, they are hereby rejected. As to these applicants, Appendix C has been designated as the applicable code of conduct.

Illinova filed a code of conduct containing certain provisions that differ from those required previously by the Commission. In support, Illinova states that Illinois Power's ratepayers would not be harmed because, among other reasons, Illinois Power is operating under a retail rate freeze (discussed above). Although Illinova's code of conduct does not meet the Commission's requirements, the rate freeze in place ensures that Illinois Power's captive customers will not be harmed. Thus, Commission will not require Illinova to amend its code of conduct nor will we designate Appendix C as its code of conduct.

PP&L Applicants request waiver of the accounting and related reporting requirements of Parts 41, 101 and 141 of the

14 .See Atlantic City Electric Company, et al., 86 FERC
61,248 (1999); Central Hudson Gas & Electric Corporation, et al., 86 FERC • 61,062 (1999); New England Power Pool, 85 FERC
• 61,379 (1998). 15

On May 27, 1999, the Commission issued an order in which it modified the reporting requirements for long-term transactions applicable to public utilities without ownership or control over generation or transmission facilities that are authorized to sell power at market-based rates (power marketers). Southern Company Services, et al., 87 FERC • 61,214 (1999), reh'g pending (Southern). Specifically, with respect to any long-term transaction agreed to by a power marketer after 30 days from the date of issuance of a final order in the Southern case, the power marketer must file a service agreement with the Commission within 30 days after service commences, rather than reporting transactions thereunder in its quarterly transaction summaries.1

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Commission's regulations. As we stated earlier, PP&L Applicants are required to file an open access transmission tariff because of their control of transmission facilities. In light of that 16

requirement, we will deny its request in this regard.

Fursuant to Rule 214 of the Commission's Rules of Practice and Procedure, 18 C.F.R. • 385.214 (1999), an entity's filing of a timely notice of intervention or a timely, unopposed motion to intervene in a proceeding makes it a party to that proceeding.

Should an applicant or any of its affiliates deny, delay, or require unreasonable terms, conditions, or rates for natural gas fuel or services to a potential electric competitor in bulk power markets, then that electric competitor may file a complaint with the Commission that could result in the applicant's or its affiliate's authority to sell power at market-based rates being 17

suspended.

Sales of accounts receivable are not dispositions of jurisdictional facilities and are not within the scope of section 203 of the FPA. To the extent an applicant seeks a case-specific finding on this or any related point, it may file a petition for a declaratory order with the Commission.

PP&L Resources, Inc. (PP&L Resources), PP&L, Inc. (PP&L), Sunbury Holdings, LLC (Sunbury Holdings) and Sunbury Generation (collectively PP&L/Sunbury Applicants) filed a joint application under section 203 of the FPA requesting that the Commission authorize the sale of jurisdictional facilities in connection with the sale of PP&L's Sunbury generating facility (Sunbury) 18

Station) to Sunbury Generation. In addition, in Docket No. ER99-3446-000, PP&L/Sunbury Applicants filed under section 205 of the FPA, an Interconnection Agreement in connection with the proposed sale. The agreement sets forth the terms and conditions for the interconnection of Sunbury Station with PP&L's transmission system and provides for the coordinated operation and maintenance of the interconnection facilities and

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See Union Electric Development Corporation and Union Electric Company, 80 FERC • 61,352 at 62,207-08 (1997), order on clarification, 82 FERC • 61,165 (1998); accord, Unitil Power Corporation, 80 FERC • 61,358 at 62,227 (1997). See also Pennsylvania Power & Light Company, 80 FERC • 61,053 at 61,160 (1997); Rochester Gas & Electric Corporation, 80 FERC • 61,284 at 62,012. 17

See, e.g., Louisville Gas & Electric Co., 62 FERC • 61,016 at 61,148 (1993).

The section 203 filing was made in Docket No. EC99-91-000, and is currently pending before the Comission...\*

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transmission system. Also, in Docket No. ER99-3420-000, Sunbury Generation filed a Transition Power Purchase Agreement (TPPA) between itself and PP&L. Under the TPPA, Sunbury Generation will sell capacity and energy to PP&L for up to three years beginning with the closing, which is expected on or before October 1, 1999.1

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We find that the Interconnection Agreement and the TPPA appear to be just and reasonable and have not been shown to be unjust, unreasonable, unduly discriminatory or preferential, or otherwise unlawful. These agreements are necessary to complete the objectives of the proposed transaction. Also, no party has alleged that these agreements are unjust and unreasonable. We find that the terms of the TPPA are similar to other power agreements relating to divestiture transactions reviewed and 20

approved by the Commission. Accordingly, we will accept the Interconnection Agreement and the TPPA, effective on the date of 21

the sale of the jurisdictional facilities. However, since the filing stated that specific charges under the Interconnection Agreement will be determined at a later date, we note that PP&L will need to make a timely filing, under section 205 of the FPA, specifying the charges that it proposes to assess.

DTE Energy seeks Commission approval to reassign transmission capacity. We find its request to be consistent with our requirements.

Sunbury Generation, PP&L, Foote Creek, Berkshire Power Company, LLC, Rathdrum Power, LLC and the PP&L Applicants must inform the Commission of the dates service commences. By direction of the Commission.

Linwood A. Watson, Jr.,

Acting Secretary.

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See Sunbury Generation's Filing at 2. 20

See, e.g., Central Maine Power Company, 85 FERC • 61,272 (1998).

The parties must inform the Commission of the closing date of the sale of the jurisdictional facilities.1

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### APPENDIX A

Applicants are hereby informed of the following rate schedule

designations:

Rate

Illinova Power Marketing, Inc. Docket No. ER99-3208-000 Effective Date: September 1, 1999

Designation

FERC No. 1

Description

(1)	Rate Schedule	FERC No.	1	Market-Based Rate Schedule
(2)	Rate Schedule	FERC No.	2	Power Sales Agreement

Rathdrum Power, L.L.C. Docket No. ER99-3320-0001

Effective Date: Date of Commencement of Service Description Designation Market-Based (1) FERC Electric Tariff, Tariff Original Volume No. 1 Original Sheet Nos. 1-2 DTE Energy Marketing, Inc. Docket No. ER99-3368-000 Effective Date: July 1, 1999 Description Designation (1) Rate Schedule FERC No. 1 Market-Based Rate Schedule (2) Supplement No. 1 to Rate Schedule Appendix C Code o£

Conduct

Sunbury Generation, LLC Docket No. ER99-3420-000 Effective Date: Date of Commencement of Service Designation Description (1) FERC Electric Tariff, Market-Based Rate Tariff Original Volume No. 1 with Code of Conduct (2) Rate Schedule FERC No. 1 Purchase Power Transition

Agreement with PP&L, Inc.

PP&L, Inc. Docket No. ER99-3446-000 Effective Date: Date of Commencement of Service

Designation

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Description

(1) Rate Schedule FERC No. 166

Interconnection Agreement with Sunbury Generation, LLC1

Foote Creek II, LLC Docket No. ER99-3450-000 Effective Date: August 31, 1999

Designation

#### Description

(1) Rate Schedule FERC No. 1 Market-Based Rate Schedule

(2) Supplement No. 1 to Rate Appendix C Code of Schedule FERC No. 1 Conduct

(3) Supplement No. 2 to Rate Long-term Power Sales Schedule FERC No. 1 Agreement with Bonneville Power

Administration PP&L Montana, LLC Docket No. ER99-3491-000 Effective Date: Date of Commencement of Service

Designation

Description

(1) FERC Electric Tariff, Market-Based
Rate Tariff
Original Volume No. 1 and Code of
Conduct
Original Sheet Nos. 1-4

PP&L Colstrip I, LLC Docket No. ER99-3491-000 Effective Date: Date of Commencement of Service

Designation

Description

FERC Order.txt

(1) FERC Electric Tariff, Market-Based
Rate Tariff
Original Volume No. 1 and Code of
Conduct
Original Sheet Nos. 1-5

PP&L Colstrip II, LLC Docket No. ER99-3491-000 Effective Date: Date of Commencement of Service

Description

Designation

(1) FERC Electric Tariff, ... Market-Based Rate Tariffi

Original Volume No. 1 and Code of Conduct Original Sheets Nos. 1-5

PP&L Colstrip III, LLC Docket No. ER99-3491-000 Effective Date: Date of Commencement of Service Designation Description Market-Based (1) FERC Electric Tariff, Rate Tariff and Code of Original Volume No. 1 Conduct Original Sheet Nos. 1-5 Berkshire Power Company, LLC Docket No. ER99-3502-000 Effective Date: Date of Commencement of Service Description Designation Market-Based (1) FERC Electric Tariff. Rate Tariff Original Volume No. 1 Original Sheet No. 1 Lone Star Steel Sales Company Docket No. ER99-3554-000 Effective Date: July 14, 1999 Designation Description (1) FERC Electric Tariff, Market-Based Rate Tariff Original Volume No. 1

Original Sheet No. 11\*

FERC Order.txt

#### APPENDIX B

(1) If requested, waiver of Parts 41, 101, and 141 of the Commission's regulations is granted.

(2) Within 30 days of the date of this order, any person desiring to be heard or to protest the Commission's blanket approval of issuances of securities or assumptions of liabilities by those applicants who have sought such approval should file a motion to intervene or protest with the Federal Energy Regulatory Commission, 888 First Street, N.E., Washington, D.C. 20426, in accordance with Rules 211 and 214 of the Commission's Rules of Practice and Procedure, 18 C.F.R. •• 385.211 and 385.214.

(3) Absent a request to be heard within the period set forth in Paragraph (2) above, if the applicants have requested such authorization, the applicants are hereby authorized to issue securities and assume obligations or liabilities as guarantor, indorser, surety, or otherwise in respect of any security of another person; provided that such issue or assumption is for some lawful object within the corporate purposes of the applicants, compatible with the public interest, and reasonably necessary or appropriate for such purposes.

(4) If requested, until further order of this Commission, the full requirements of Part 45 of the Commission's regulations, except as noted below, are hereby waived with respect to any person now holding or who may hold an otherwise proscribed interlocking directorate involving the applicants. Any such person instead shall file a sworn application providing the following information:

(a) full name and business address; and

(b) all jurisdictional interlocks, identifying the affected companies and the positions held by that person.

(5) The Commission reserves the right to modify this order to require a further showing that neither the public nor private interests will be adversely affected by continued Commission approval of the applicants' issuances of securities or assumptions of liabilities, or by the continued holding of any affected interlocks.

(6) If requested, waiver of the provisions of Subparts B and C of Part 35 of the Commission's regulations, with the exception of sections 35.12(a), 35.13(b), 35.15 and 36.16, is granted for transactions under the rate schedules at issue here.1

(a) Applicants who own generating facilities may file (7)umbrella service agreements for short-term power sales (one year or less) within 30 days of the date of commencement of short-term service, to be followed by quarterly transaction summaries of specific sales (including risk management transactions if they result in actual delivery of electricity). For long-term transactions (longer than one year), applicants must submit the actual individual service agreement for each transaction within 30 days of the date of commencement of service. To ensure the clear identification of filings, and in order to facilitate the orderly maintenance of the Commission's files and public access ... to documents, long-term transaction service agreements should not be filed together with short-term transaction summaries. For applicants who own, control or operate facilities used for the transmission of electric energy in interstate commerce, prices for generation, transmission and ancillary services must be stated separately in the quarterly reports and long-term service agreements.

(b) Applicants who do not own generating facilities must file quarterly reports detailing the purchase and sale transactions undertaken in the prior quarter (including risk management transactions if they result in actual delivery of electricity). Applicants who are power marketers should include in their quarterly reports only those risk management transactions that result in the actual delivery of electricity.

(8) The first quarterly report filed by an applicant in response to Paragraph (7) above will be due within 30 days of the end of the quarter in which the rate schedule is made effective.

(9) Each applicant must file an updated market analysis within three years of the date of this order, and every three years thereafter. The Commission reserves the right to require such an analysis at any time. The applicants must also inform the Commission promptly of any change in status that would reflect a departure from the characteristics the Commission has relied upon in approving market-based pricing. These include, but are not limited to: (a) ownership of generation or transmission supplies; or (b) affiliation with any entity not disclosed in the applicants' filing that owns generation or transmission facilities or inputs to electric power production, or affiliation with any entity that has a franchised service area. Alternatively, the applicants may elect to report such changes in conjunction with the updated market analysis required above. Each applicant must notify the Commission of which option it elects in the first quarterly report filed pursuant to Paragraph (7) above.1

#### APPENDIX C

#### [APPLICANT] SUPPLEMENT NO. TO RATE SCHEDULE NO.

### STATEMENT OF POLICY AND CODE OF CONDUCT WITH RESPECT TO THE RELATIONSHIP BETWEEN [POWER MARKETER] AND [PUBLIC UTILITY]

Marketing of Power

To the maximum extent practical, the employees of [Power 1. Marketer] will operate separately from the employees of [Public] Utility].

2. All market information shared between [Public Utility] and [Power Marketer] will be disclosed simultaneously to the public. This includes all market information, including but not limited to, any communication concerning power or transmission business, present or future, positive or negative, concrete or potential. Shared employees in a support role are not bound by this provision, but they may not serve as an improper conduit of information to non-support personnel.

3. Sales of any non-power goods or services by [Public Utility], including sales made

through its affiliated EWG's or QF's, to [Power Marketer] will be at the higher of cost or

market price.

Sales of any non-power goods or services by the [Power 4. Marketer] to [Public Utility] will not be at a price above market.

Brokering of Power

To the extent [Power Marketer] seeks to broker power for [Public Utility]:

5. [Power Marketer] will offer [Public Utility's] power first.

The arrangement between [Power Marketer] and [Public 6. Utility] is non-exclusive.

[Power Marketer] will not accept any fees in conjunction 7. with any Brokering services it performs for [Public Utility].1"