FILE	TES COM HESCON		RTIFICATION A	Date Recei	PUCO I ved	JSE ONLN Case Nui - G	( – Version nber A-CRS	A-CRS <u>1.07</u> <u>Certification</u> <u>Number</u>
<i>А-16 -</i> аррііс	Company Histor ations and all relations	Il required information ry). All attachments ated correspondence	on. Identify all attach should bear the legal with the Public Utilit	ments with name of th	n an exh le Applic	ibit label : cant. Appl	and title ( icants sho	uld file completed
		Columbus, Ohio 432 igned so that you may			he form.	You may :	also downi	oad the form by
		SECTION A - A	PPLICANT INFOR	RMATION	I AND S	SERVICE	S	
A-1		ends to be certified ral Gas Aggregator	as: (check all tha		ker	🗸 Retail	Natural	Gas Marketer
A-2	Applicant info	ormation:						
	Legal Name Address	Alpha Gas and Electri 971 Route 45, Suite 2	c, LLC. 02, Pomona, NY 10970					
	Telephone No.	845-810-0088			ddress '	www.alpha	gasandeleo	ctric.com
A-3	-	ormation under wi	hich applicant will					
· • •		Alpha Gas and Electr						
	Name Address	·	202, Pomona, NY 10970	)				
	Web site Address	www.alphagasandele	ectric.com	Telephone	No.	888-636-3	749	77
	List all names Alpha Gas and Ele Alpha Gas and Ele		ıpplicant does busi	iness in N	orth Ai	merica:	۔ ح	ECEIVED-1 2013 MAY 1
A-5		on for regulatory of	r emergency matte	ers:				RECEIVED-DOCKETING DIV 2013 MAY 16 PM 12: 22
	Name Devora	ah Schon		Title	Office Ma	inager		22
	Business Address	s 971 Route 45, Suite 2	202, Pomona, NY 1097	0				
	Telephone No. <sup>8</sup>	45-810-0088	Fax No. 845-501-063	3	Email Ad	dress all@	)alphagne.	com
an an an an an an an an an	e and comple t delivered		VIOI I CERE TTS	6 20B	3016 • www	v.PUCO.ohio.g	gov	1.07) Page 1 of 7

A-6	Contact person for Commission Staff use in investigatin	g customer complaints:
	Name Devorah Schon T	itle Office Manager
	Business address 971 Route 45, Suite 202, Pomona, NY 10970	
	Telephone No. 845-810-0088 Fax No. 845-501-0633	Email Address all@alphagne.com
A-7	Applicant's address and toll-free number for customer s	service and complaints
	Customer service address 971 Route 45, Suite 202, Pomona, NY 10	970
	<b>Toll-Free</b> Telephone No. 888-636-3749 Fax No. 845-501-0633	Email Address info@alphagasandelectric.
A-8	Provide "Proof of an Ohio Office and Employee," in acc Revised Code, by listing name, Ohio office address, tele designated Ohio Employee	
	Name VCorp Agent Services, Inc. Ti	tle
	Business address 28602 Yeshiva Lane, Wickliffe, OH 44092	
	Telephone No. 845-425-0077 Fax No. 845-818-3588	Email Address sarah@vcorpservices.com

A-9 Applicant's federal employer identification number 27-3718690

A-10 Applicant's form of ownership: (Check one)	
Sole Proprietorship	🗌 Partnership

Limited Liability Partnership (LLP)	Limited Liability Company (LLC)
-------------------------------------	---------------------------------

- **Corporation**
- A-11 (Check all that apply) Identify each natural gas company service area in which the applicant is currently providing service or intends to provide service, including identification of each customer class that the applicant is currently serving or intends to serve, for example: residential, small commercial, and/or large commercial/industrial (mercantile) customers. (A mercantile customer, as defined in Section 4929.01(L)(1) of the Ohio Revised Code, means a customer that consumes, other than for residential use, more than 500,000 cubic feet of natural gas per year at a single location within the state or consumes natural gas, other than for residential use, more than for residential use, more than for residential use, more than for residential use, as part of an undertaking having more than three locations within or outside of this state. In accordance with Section 4929.01(L)(2) of the Ohio Revised Code, "Mercantile customer" excludes a not-for-profit customer that consumes, other than for residential use, more than 500,000 cubic feet of natural gas per year at a single location within this state or consumes natural gas, other than for residential use, as part of an undertaking having more than three locations within or outside this state or consumes natural gas, other than for residential use, as part of an undertaking having more than three location within this state or consumes natural gas, other than for residential use, as part of an undertaking having more than three locations within or outside this state that has filed the necessary declaration with the Public Utilities Commission.)

Other

1	Columbia Gas of Ohio	1	Residential	1	Small Commercial	✓	Large Commercial / Industrial
<b>√</b>	Dominion East Ohi	1	Residential	1	Small Commercial	√	Large Commercial / Industrial
	Duke Energy Ohi	<	Residential	✓	Small Commercial	1	Large Commercial / Industrial
$\checkmark$	Vectren Energy Delivery of Ohio	1	Residential	√	Small Commercial	✓	Large Commercial / Industrial

A-12 If applicant or an affiliated interest previously participated in any of Ohio's Natural Gas Choice Programs, for each service area and customer class, provide approximate start date(s) and/or end date(s) that the applicant began delivering and/or ended services.

Columbia Gas of Ohio		
Residential Mage	Beginning Date of Service	End Date.
Small Commercial	Beginning Date of Service	End Date
Large Commercial	Beginning Date of Service	End Date
Industrial	Beginning Date of Service	End Date
Dominion East Ohio		
Residentiat	Beginning Date of Service	End Date
Small Commercial	Beginning Date of Service	End Date
Large Commercial	Beginning Date of Service	End Date
Industrial	Beginning Date of Service	End Date
Duke Energy Ohio		
Residential	Beginning Date of Service	Bad Date
Small Commercial	Beginning Date of Service	End Date
	Beginning Date of Service	End Date
Industrial	Beginning Date of Service	End Date
Vectren Energy Delivery o	f Ohio	
Residential	Beginning Date of Service	End Date
	Beginning Date of Service	End Date
Large Commercial	Beginning Date of Service	End Date
Industrial	Beginning Date of Service	End Date

A-13 If not currently participating in any of Ohio's four Natural Gas Choice Programs, provide the approximate start date that the applicant proposes to begin delivering services:

Columbia Gas of Ohio	Intended Starr Date	August	1,5	XOR III
Dominion East Ohio	Intended Start Date	Avqust	t,	2013
Duke Energy Ohio	Intended Start Date	August	l,	2013
Vectren Energy Delivery of Ohio	Intended Start Date	August	Ī,	2013

**PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.** 

- A-14 <u>Exhibit A-14 "Principal Officers, Directors & Partners,</u>" provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.
- A-15 <u>Exhibit A-15 "Corporate Structure</u>," provide a description of the applicant's corporate structure, including a graphical depiction of such structure, and a list of all affiliate and subsidiary companies that supply retail or wholesale natural gas or electricity to customers in North America.
- A-16 <u>Exhibit A-16 "Company History</u>," provide a concise description of the applicant's company history and principal business interests.
- A-17 <u>Exhibit A-17 "Articles of Incorporation and Bylaws</u>," if applicable, provide the articles of incorporation filed with the state or jurisdiction in which the applicant is incorporated and any amendments thereto.
- A-18 <u>Exhibit A-18 "Secretary of State</u>," provide evidence that the applicant is currently registered with the Ohio Secretary of the State.

### SECTION B - APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE

**PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED** 

- **B-1** <u>Exhibit B-1 "Jurisdictions of Operation</u>," provide a current list of all jurisdictions in which the applicant or any affiliated interest of the applicant is, at the date of filing the application, certified, licensed, registered, or otherwise authorized to provide retail natural gas service, or retail/wholesale electric services.
- **B-2** <u>Exhibit B-2 "Experience & Plans</u>," provide a current description of the applicant's experience and plan for contracting with customers, providing contracted services, providing billing statements, and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4929.22 of the Revised Code and contained in Chapter 4901:1-29 of the Ohio Administrative Code.
- **B-3** <u>Exhibit B-3 "Summary of Experience</u>," provide a concise and current summary of the applicant's experience in providing the service(s) for which it is seeking to be certified to provide (e.g., number and types of customers served, utility service areas, volume of gas supplied, etc.).
- **B-4** Exhibit B-4 "Disclosure of Liabilities and Investigations," provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocations of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational

status or ability to provide the services it is seeking to be certified to provide.

**B-5** <u>Exhibit B-5 "Disclosure of Consumer Protection Violations</u>," disclose whether the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant has been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years.



If Yes, provide a separate attachment labeled as <u>Exhibit B-5</u> "Disclosure of Consumer Protection <u>Violations</u>," detailing such violation(s) and providing all relevant documents.

**B-6** Exhibit B-6 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation," disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail natural gas or retail/wholesale electric service denied, curtailed, suspended, or revoked, or whether the applicant or predecessor has been terminated from any of Ohio's Natural Gas Choice programs, or been in default for failure to deliver natural gas.

🖌 No	🗆 Yes
------	-------

If Yes, provide a separate attachment, labeled as <u>Exhibit B-6</u> "Disclosure of Certification Denial, <u>Curtailment, Suspension, or Revocation</u>," detailing such action(s) and providing all relevant documents.

SECTION C - APPLICANT FINANCIAL CAPABILITY AND EXPERIENCE

**PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED** 

- C-1 <u>Exhibit C-1 "Annual Reports</u>," provide the two most recent Annual Reports to Shareholders. If applicant does not have annual reports, the applicant should provide similar information, labeled as Exhibit C-1, or indicate that Exhibit C-1 is not applicable and why.
- C-2 <u>Exhibit C-2 "SEC Filings</u>," provide the most recent 10-K/8-K Filings with the SEC. If applicant does not have such filings, it may submit those of its parent company. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 whether the applicant is not required to file with the SEC and why.
- C-3 <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.
- C-4 <u>Exhibit C-4 "Financial Arrangements</u>," provide copies of the applicant's current financial arrangements to conduct competitive retail natural gas service (CRNGS) as a business activity (e.g., guarantees, bank commitments, contractual arrangements, credit agreements, etc.)
- C-5 <u>Exhibit C-5 "Forecasted Financial Statements</u>," provide two years of forecasted financial statements (balance sheet, income statement, and cash flow statement) for the applicant's CRNGS operation, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer.

- C-6 Exhibit C-6 "Credit Rating," provide a statement disclosing the applicant's current credit rating as reported by two of the following organizations: Duff & Phelps, 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.
- C-7 Exhibit C-7 "Credit Report," provide a copy of the applicant's current credit report from Experion, Dun and Bradstreet, or a similar organization.
- C-8 Exhibit C-8 "Bankruptcy Information," provide a list and description of any reorganizations, protection from creditors, or any other form of bankruptcy filings made by the applicant, a parent or affiliate organization that guarantees the obligations of the applicant or any officer of the applicant in the current year or since applicant last filed for certification.
- C-9 Exhibit C-9 "Merger Information," provide a statement describing any dissolution or merger or acquisition of the applicant within the five most recent years preceding the application, or at any time as a participant in the Ohio Natural Gas Choice programs.

### SECTION D -- APPLICANT TECHNICAL CAPABILITY

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

- D-1 Exhibit D-1 "Operations," provide a current written description of the operational nature of the applicant's business. Please include whether the applicant's operations will include the contracting of natural gas purchases for retail sales, the nomination and scheduling of retail natural gas for delivery. and the provision of retail ancillary services, as well as other services used to supply natural gas to the natural gas company city gate for retail customers.
- D-2 Exhibit D-2 "Operations Expertise," given the operational nature of the applicant's business, provide evidence of the applicant's current experience and technical expertise in performing such operations.
- Exhibit D-3 "Key Technical Personnel," provide the names, titles, email addresses, telephone **D-3** numbers, and background of key personnel involved in the operational aspects of the applicant's current business.

day of

My commission expires on

**Applicant Signature and Title** 

17

Sworn and subscribed before me this

Elm sin

Signature of official administering oath

CEO ADAI

Year 2013

Elisheva Simins, Notary Public Print Name and Title

10 29/2016

Month

**ELISHEVA SIMINS** NOTARY PUBLIC-STATE OF NEW YORK No. 015/6271299 **Qualified in Rockland County** My Commission Expires October 29, 2016

(CRNGS Supplier – Version 1.07) Page 6 of 7

180 East Broad Street • Columbus, OH 43215-3793 • (614) 466-3016 • www.PUCO.ohio.gov The Public Utilities Commission of Ohio is an Equal Opportunity Employer and Service Provider

STATES COMMENSION	Affida	2 <b>S Commiss</b> Natural Gas Service vit Form ion 1.07)	sion d	of Ohio
In the Matter of the A	pplication of (			
Alpha Gas and Electric, LLC	<u>.</u> )	Case No.		-GA-CRS
for a Certificate or Ro	enewal Certificate to Provide	Case No.	-	-UA-CINS
Competitive Retail Na	atural Gas Service in Ohio.			

County of Rockland State of NY

David Wanounou

[Affiant], being duly sworn/affirmed, hereby states that:

- (1) The information provided within the certification or certification renewal application and supporting information is complete, true, and accurate to the best knowledge of affiant.
- (2) The applicant will timely file an annual report of its intrastate gross receipts and sales of hundred cubic feet of natural gas pursuant to Sections 4905.10(A), 4911.18(A), and 4929.23(B), Ohio Revised Code.
- (3) The applicant will timely pay any assessment made pursuant to Section 4905.10 or Section 4911.18(A), Ohio Revised Code.
- (4) Applicant will comply with all applicable rules and orders adopted by the Public Utilities Commission of Ohio pursuant to Title 49, Ohio Revised Code.
- (5) Applicant will cooperate with the Public Utilities Commission of Ohio and its staff in the investigation of any consumer complaint regarding any service offered or provided by the applicant.
- (6) Applicant will comply with Section 4929.21, Ohio Revised Code, regarding consent to the jurisdiction of the Ohio courts and the service of process.
- (7) Applicant will inform the Public Utilities Commission of Ohio of any material change to the information supplied in the certification or certification renewal application within 30 days of such material change, including any change in contact person for regulatory or emergency purposes or contact person for Staff use in investigating customer complaints.
- (8) Affiant further sayeth naught.

Affiant Signature & Title

Sworn and subscribed before me this

Signature of Official Administering Oath

ELISHEVA SIMINS NOTARY PUBLIC-STATE OF NEW YORK No. 01SI6271299 Qualified in Rockland County My Commission Expires October 29, 2016

17 day of

April

, CEO

Month

Year

Elisheva Simins, Notary Public Print Name and Title

10/29/2016

My commission expires on

(CRNGS Supplier -Version 1.07) Page 7 of 7

2013

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PUCO CERTIFICATION APPLICATION

EXHIBITS A-14 through A-16

### PRINCIPAL OFFICERS, DIRECTORS, AND PARTNERS OF ALPHA GAS AND ELECTRIC, LLC. EXHIBIT A-14

Israel Orzel, Chairman

12 College Road

Monsey NY 10952

845-406-9100

iorzel@homeforadults.com

Harvey Klein, Officer

12 College Road

Monsey, NY 10952

845-406-9100 x 11

hklein@hikoenergy.com

David Wanounou, CEO

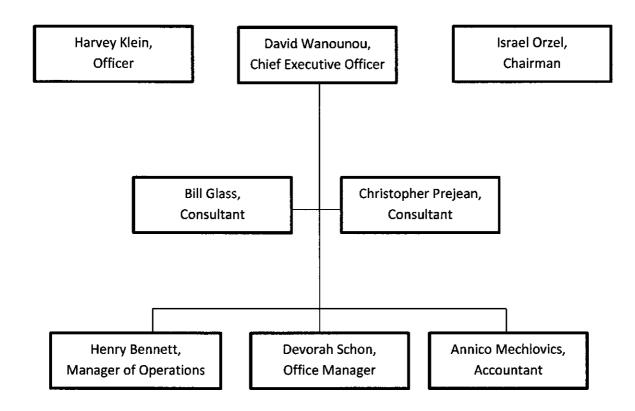
971 Route 45, Suite 202

Pomona, NY 10970

845-810-0088 x 222

david@alphagne.com

### CORPORATE STRUCTURE OF ALPHA GAS AND ELECTRIC, LLC. EXHIBIT A-15



### COMPANY HISTORY EXHIBIT A-16

Alpha Gas and Electric, LLC. was established in October 2010 in New York. Previously called "Pan American Energy," the company did business for 2 years before selling out the company to Alpha Holdings NY LLC, owned by Israel Orzel and Harvey Klein. The change of ownership occurred in July 2012. The company is now run by David Wanounou, former president of HIKO Energy, LLC.

Currently Alpha Gas and Electric is licensed to supply energy in New York and New Jersey, with licenses pending as well in Pennsylvania and Illinois.

Alpha's customers are a large combination of residential and commercial customers. We are currently servicing gas customers and electric customers.

Alpha Gas and Electric uses EC Infosystems to manage enrollments and customer account information. Enhanced Energy Services are our aggregators and provide us with our back-office support. We work with larger pipelines, such as Transco, Tetco, Columbia Gulf, Columbia Gas, Tennessee Pipeline, and Algonquin.

ARTICLES OF INCORPORATION AND BYLAWS AND SECRETARY OF STATE EXHIBITS A-17 and A-18

# \*201229601384\*

DATE: 10/23/2012 DOCUMENT ID DESCRIPTION 201229601384 REGISTRATION OF FOREIGN FOR PROFIT LLC (LFP)

FILING 125.00

EXPED PENALTY .00

00

COPY

00

CERT

00

Receipt

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

VCORP SERVICES LLC 25 ROBERT PITT DRIVE, SUITE 204 ATTN: EFFIE STERN MONSEY, NY 10952

### STATE OF OHIO CERTIFICATE **Ohio Secretary of State, Jon Husted**

2145586

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

### ALPHA GAS AND ELECTRIC, LLC

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

Document(s):

**REGISTRATION OF FOREIGN FOR PROFIT LLC** 

Document No(s): 201229601384



United States of America State of Ohio Office of the Secretary of State Witness my hand and the seal of the Secretary of State at Columbus, Ohio this 22nd day of October, A.D. 2012.

for Hastel

Ohio Secretary of State



Form 533B Prescribed by: Ohio Secretary of State JON HUSTED Ohio Secretary of State

Central Ohio: (614) 486-3910 Toll Free: (877) SOS-FILE (787-3453) www.OhioSecretaryofState.gov Bussarv@OhioSecretaryofState.gov Mail this form to one of the following:

Regular Filing (non expedite) P.O. Box 670 Columbus, OH 43216

Expedits Filling (Two-business day processing time requires an additional \$100,00). P.O. Box 1390 Columbus, OH 43216

### Registration of a Foreign Limited Liability Company Filing Fee: \$125

#### CHECK ONLY ONE (1) BOX

(1)	X	Registration of a Foreign For-Profit Limited Liability Company (108-LFA)
		ORC 1705

Jurisdiction of Formation New York

Date of Formation

10/19/2010

(2)	Registration of a Foreign Nonprofit Limited Liability Company
	(108-LFA) ORC 1705

Jurisdiction of Formation

Date of Formation

Name of Limited Liability Company in its jurisdiction of formation

ALPHA GAS AND ELECTRIC, LLC

Name under which the foreign limited liability company desires to transact business in Ohio (if different from its name in its jurisdiction of formation) is:

ALPHA GAS AND ELECTRIC, LLC

Name must include one of the following words or abbreviations: "Imited Bability company," Ilmited, "ILC," "ILC," "Itd,," or "Itd"

The address to which interested persons may direct requests for copies of the limited liability company's operating agreement, bylaws, or other charter documents of the company is:

David Wanounou		
Nøme		
971 Route 45, Suite 202		
Mailing Address		
Pomona	NY	10970
City	State	ZIP Code

Vcorp Agent Services, Inc.			
Nøne			
28602 Yeshiva Lane			
Mailing Address			
Wickliffe		Ohio	44092
City		State	ZIP Code
If the agent is an individ resident.	ual and using a P.O. Box, check	this box to confirm the	at the agent is an Ohio
	cably consents to service of proce is, and to service of process upon t		
	is not appointed, or		
b. an agent l	is appointed but the authority of the	it agent has been revok	ed, or
c. the agent	cannot be found or served after the	e exercise of reasonable	diligence.
By signing and submitting this form has the requisite authority to exect	n to the Ohio Secretary of State, the	e undersigned hereby c	ertifies that he or she
Required	the		<u> </u>
Articles and original	Signature		
appointment of agent must be signed by a member,	LLC Member		
manager or other representative.	By (if applicable)		
if authorized representative	David Wanounou		
's an individual, then they nust sign in the "signature"	Print Name		
oox and print their name n the "Print Name" box.			
	Signature		<b>-</b>
f authorized representative s a business entity, not an		<u> </u>	
ndividual, then please print he business name in the	By (If applicable)		
signature" box, an suthorized representative			
of the business entity nuet sign in the "By" box and print their name in the Print Name" box.	Print Name		
rint Name" Dox.	Signature		
	By (if applicable)		

### **State of New York** } ss: **Department of State**

I hereby certify, that PAN AMERICAN ENERGY, LLC a NEW YORK Limited Liability Company filed Articles of Organization pursuant to the Limited Liability Company Law on 10/19/2010, and that the Limited Liability Company is existing so far as shown by the records of the Department. I further certify the following:

A Certificate of Publication of PAN AMERICAN ENERGY, LLC was filed on 12/28/2010.

A certificate changing name to ALPHA GAS AND BLECTRIC, LLC was filed on 01/06/2011.

I further certify, that no other documents have been filed by such Limited Liability Company.



201209190317 · HD

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Witness my hand and the official seal of the Department of State at the City of Albany, this 19th day of September two thousand and twelve.

.

**Daniel Shapiro** First Deputy Secretary of State

EXHIBITS B-1 through B-4

### JURISDICTIONS OF OPERATION Exhibit B-1

Current market of Alpha Gas and Electric, LLC

- New York Public Service Commission
  - o Con Edison
  - o Keyspan NY
  - o Keyspan Ll
  - o Orange and Rockland
  - o Niagara Mohawk
  - o NYSEG
  - o Rochester Gas and Electric
  - o Central Hudson
  - o National Fuel Gas
- New Jersey Board of Public Utilities
  - o PSE&G
  - o Rockland Electric Company
  - o Jersey Central Power and Light
  - o South Jersey Gas
  - o New Jersey Natural Gas
  - o Atlantic City Electric
  - o Elizabeth Town Gas

Upcoming market of Alpha Gas and Electric, LLC. (Pending)

- Pennsylvania Public Utilities Commission
  - o Gas license
  - o PPL
  - o PECO
  - o Met-Ed
  - o Duquesne
- Illinois Commerce Commission
  - o Gas license
  - o Electric license

### EXPERIENCE AND PLANS Exhibit B-2

#### **BACK END FUNCTIONS**

Alpha Gas and Electric, LLC. uses EC Info Systems to manage the back end of enrollments and customer accounts. We work with larger pipelines, such as Transco, Tetco, Columbia Gulf, Columbia Gas, Tennessee Pipeline, and Algonquin.

Enhanced Energy Services are our aggregators and provide back-office support.

#### FRONT END FUNCTIONS

Alpha Gas and Electric, LLC. aims to keep the level of customer service at a high level. Every call is monitored and recorded. We listen to these recordings at random, to ensure that each customer service representative is treating our customers with respect, and helping to resolve all issues they may have. We take our customer service very seriously, and it is our goal to have only positive feedback from our growing number of customers.

Alpha works with very reputable, first class marketing companies for all marketing campaigns. Our marketing coordinators keep the quality control under a very careful watch. Supervisors monitor and listen to calls to ensure that our quality and integrity remains at the level we expect it. We have multiple promotion programs that we intend to implement in Ohio. We intend to offer customers exciting programs and incentives, as well as great customer service.

### SUMMARY OF EXPERIENCE EXHIBIT B-3

Alpha Gas and Electric, LLC. currently has active electric customers and active gas customers. We service both residential and commercial customers.

We serve various utilites throught New York and New Jersey, such as Con Edison, Keyspan NY and LI, Central Hudson, Orange and Rockland, PSEG, NYSEG, RG&E, Niagara Mohawk, National Fuel Gas, South Jersey Gas, Elizabeth Town Gas, New Jersey Natural Gas, and Atlantic City Electric.

Alpha's average amount of load per month is 1,069,313 KWH.

## DISCLOSURE OF LIABILITIES AND INVESTIGATIONS EXHIBIT B-4

Alpha Gas and Electric, LLC. does not have any existing, pending, or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matters that could adversely impact the financial or operational status or ability to provide the services we are seeking to be certified to provide.

Alpha Gas and Electric LLC.

David Wanounou, CEO

EXHIBITS C-1 and C-2

# ANNUAL REPORTS EXHIBIT C-1

Alpha Gas and Electric, LLC. does not have annual reports because we are not publicly traded.

# SEC FILINGS EXHIBIT C-2

Exhibit C-2 of the PUC of Ohio Application for CRES requests the most recent SEC filings. However, Alpha Gas and Electric, LLC. is not publicly traded; therefore, we are not required to file with the SEC.

**EXHIBIT C-3: FINANCIAL STATEMENTS** 

CONFIDENTIAL

EXHIBIT C-4: FINANCIAL ARANGEMENTS

CONFIDENTIAL

# EXHIBIT C-5: FORECASTED FINANCIAL STATEMENTS CONFIDENTIAL

EXHIBITS C-6 and C-7

# CREDIT REPORT/ CREDIT RATINGS EXHIBITS C-6 AND C-7

Being that Alpha Gas and Electric, LLC. is a fairly new company, we do not have a credit report or credit ratings.

Alpha gives authorization to the State of Ohio to directly contact our bank in regards to our financial information.

M&T Bank 66 Route 59 Monsey, NY 10952

Contact: Anita Levine, <u>ALEVINE@mtb.com</u>

Phone number: 845-352-9300

EXHIBITS C-8 AND C-9

# BANKRUPTCY INFORMATION EXHIBIT C-8

There have been no reorganizations, protection from creditors, or any other form of bankruptcy filings made by Alpha Gas and Electric, LLC. within the past two years.

# MERGER INFORMATION EXHIBIT C-9

Alpha Gas and Electric, LLC. (originally known as Pan American Energy) was originally owned by Shoshana Mueller and Eva Seitler. As of July 25, 2012, the ownership transferred to Alpha Partners, LLC. (Currently known as Alpha Holdings NY, LLC.) and David Wanounou. Their contact information can be found in Exhibit A-14.

# ALPHA GAS AND ELECTRIC, LLC. OPERATIONS

EXHIBIT D-1

### OPERATIONS EXHIBIT D-1

#### **BACK END FUNCTIONS**

Alpha Gas and Electric, LLC. uses EC Info Systems to manage all of the back end functions. ECI provides all EDI, CIS, and Billing functions. Alpha Gas and Electric works with larger pipelines, such as Transco, Tetco, Columbia Gulf, Columbia Gas, Tennessee and Algonquin.

#### **MID END FUNCTIONS**

Alpha Gas and Electric, LLC. has a Revolving line of Credit with M and T Bank for all collateral postings and power procurement functions, as well as other functions.

Alpha Gas and Electric has contracted with Enhanced Energy Services of America, LLC ("EES") to help with load forecasting, scheduling, risk management, market expansion, and etcetera. Our primary consultants are Christopher Prejean, President of EES and Bill Glass, Vice President of EES. Their resumes/biographies are attached.

#### FRONT END FUNCTIONS

Alpha Gas and Electric, LLC. aims to keep the level of customer service at a high level. *Every* call is monitored and recorded. We listen to these recordings at random, to ensure that each customer service representative is treating our customers with respect, and helping to resolve all issues they may have. We take our customer service very seriously, and it is our goal to have only positive feedback from our growing number of customers.

Alpha Gas and Electric works with very reputable, first class marketing companies for all marketing campaigns. Our marketing coordinators keep the quality control under a very careful watch. Supervisors monitor and listen to calls; to ensure our quality remains at the level we expect it.

We have multiple promotion programs that we intend to implement in Ohio. We intend to offer customers exciting programs and incentives, as well as great customer service.

### BILL GLASS

3 Schwab Lane • Houston, TX 77055 wcglass1970@gmail.com • 713.248.9828

### **QUALIFICATIONS PROFILE**

Performance-driven, insightful **Energy Professional** with a proven ability to achieve and exceed all business-development and revenue-generation goals in high-pressure environments. A solid record of achievement through responsible financial trading positions and asset management.

### **PROFESSIONAL EXPERIENCE**

#### ENHANCED ENERGY SERVICES VICE PRESIDENT RISK MANAGEMENT AND ELECTRIC OPERATIONS

I am responsible for the scheduling, forecasting and balancing of electric customers in PJM, NYISO and NEEPOOL. I am also responsible for developing and managing pricing models and risk management strategies for our customer in gas and electric on a daily basis. Currently managing risk for over 30BCF and 500,000 MWH annually.

### **GEMINI ENERGY**

Consult on managing gas and electric assets, scheduling, risk for customers in NEPOOL, NYISO and PJM and developed relationships for retail and wholesale consumers of energy throughout all deregulated states in the U.S.

PLATINUM ENERGY RESOURCES - Houston, Texas 2004 – 2011

#### President OTC (PGRIU.OB)

I am a member of the board of directors in an advisory role to help with optimization and capitalization of our current production and assets.

### MIECO INC - Houston, TX

### Vice President of Gas Operations (2001 to 2003)

Head trader responsible for trading, profitability, physical operations and risk management for all regions. I was continually adapting the trading strategy to the ever changing market conditions. Collaborated with producers to assess individual financial situations and develop strategic solutions for hedging.

### Manager of Natural Gas Trading - (2000 to 2001)

I served as key team member of the trading team services group, trading basis for all regions of the U.S. I established and maintained strong relationships with independent producers to continually help them with hedging and derivative strategies.

### SOUTHERN COMPANY ENERGY MARKETING – Atlanta, GA 1996 - 2000 Senior Trader:

2009-present

2006 - 2009

2000 - 2003

Managed trading within options, spreads, basis, or outright futures presenting the best riskreward opportunity. Possessed a clear understanding of the fundamentals of the market and what that may mean for a trade outcome. Determined the true drivers of price direction (i.e., supplyled, demand-led, or speculatively-led) and how those may potentially change or have changed over time.

#### **Trader:**

I managed front month positions and balance of strip positions for the Northeast, Midwest and Gulf Coast financial basis desks for both gas and power. I worked with physical desks to evaluate risk reward opportunities within the scope of the risk parameters.

#### Key Accomplishment:

- Executed an effective, profitable trading strategy within several regions of trading. This allowed me to trade in several regions including Midwest, Northeast, Gulf coast and Gas daily desks.
- Key member of the East trading desk that achieved 20 million dollars of profitability in 1998 the first full year of trading. Contributed 3 million dollars of profitability in 1999 as the sole trader of the Gulf Coast region financial trading.

#### ENRON CAPITAL AND TRADE - Houston, TX 1995 - 1996 Risk Management Specialist:

Managed daily position reports, p/l calculations, verified trades and risk tolerances and reported those results to desk director.

<u>First Interstate bank</u> - Houston, TX	1994 - 1995
Credit Risk Analyst	

Reviewed portfolios of potential customers with balance sheets of 5 to 15 million dollars for potential default risks and reported those findings to the Risk managers as well as the loan officer.

1994

#### TRANSAMERICA MUTUAL FUNDS - Houston, TX Mutual Fund Analyst

Calculated daily NAV and reported cash flows from redemptions and investments to the portfolio manager on a daily basis.

#### **EDUCATION AND CREDENTIALS**

**Bachelor of Business Administration, Finance** (12/1993) Texas A&M University – College Station, Texas

**Bachelor of Business Administration, Accounting** (12/1993) Texas A&M University – College Station, Texas

### **CHRISTOPHER A. PREJEAN**

#### **EXPERIENCE:**

Oct 2010 monout	Enhanced Energy Services of America, LLC	Sugar Land, TX	
Oct. 2010 - present	President & Trusted Advisor	now market encerturities	
	<ul> <li>Consult for various third party marketers demonstrating new market opportunities,</li> <li>Develop and implement electricity operations and management consulting services to Energy Services Company's (ESCo's) in NYISO, PJM, NE-ISO, and MISO);</li> </ul>		
	Develop and implement electricity operationsenergy man		
	user clients (NY, NJ, TX, OH, MI, MD, MO, KS);		
	<ul> <li>Develop and implement natural gas operations and management services to markets along the eastern seaboard (NJ, NY, MD, DC, OH, NC, FL, PA, IL);</li> </ul>		
	<ul> <li>Implement Energy Consulting Service agreements to market aggregators and end-user clients;</li> <li>Create pricing solutions and hedging strategies tailored to clients' needs;</li> </ul>		
	• Consistently increase client base and revenue.		
Aug 2005 (1gt 2010	BBPC, LLC d/b/a "Enhanced Energy Services"	Sugar Land, TX	
Aug. 2005 – Oct. 2010	Vice President – Energy Services		
	• Develop and implement electricity and energy management consulting services to end-user clients (NY, NJ, TX, OH, MI, MD, MO, KS);		
	<ul> <li>Develop and implement natural gas operations and management services to markets along the eastern seaboard (NJ, NY, MD, DC, OH, NC, FL);</li> </ul>		
	<ul> <li>Implement Energy Consulting Service agreements to market aggregators and end-user clients;</li> </ul>		
	<ul> <li>Create pricing solutions and hedging strategies tailored to clients needs;</li> </ul>		
	• Consistently increase client base and revenue.		
E-1 2001 4 2005	Quantum Gas & Power Services, Ltd.	Houston, TX	
Feb. 2001 – Aug. 2005	Director – Energy Management Consulting	ent consulting services to end user	
	• Develop and implement electricity and energy management consulting services to end-user clients (NY, NJ, TX, OH, MI, MD, MO, KS);		
	<ul> <li>Develop and implement natural gas operations and management services to markets along the eastern seaboard (NJ, NY, MD, DC, OH, NC, FL);</li> </ul>		
	Implement Energy Consulting Service agreements to market aggregators and end-user clients;		
	• Create pricing solutions and hedging strategies tailored to	o clients needs;	
	• Consistently increase client base and revenue.		
NA 1000 A 2001	Perry Gas Companies, Inc.	Houston, TX	
Mar. 1998 Jan. 2001	Manager – Natural Gas Marketing		
	<ul> <li>Invoiced over \$4.3 million per month to Industrial and National accounts;</li> <li>Developed and implemented natural gas marketing along the eastern seaboard (CT, NJ, NY,</li> </ul>		
	<ul> <li>Developed and implemented natural gas marketing along MD, DC, NC, FL, GA);</li> </ul>	, the eastern seaboard (C1, NJ, N F,	
	<ul> <li>Traded market area supply along Texas-Eastern Transmi</li> </ul>	ssion (TETCO): Transcontinental	
	Gas Pipeline (TRANSCO); Florida Gas Transmission (FGT); Columbia Gas (TCO);		
	• Created pricing and hedging strategies tailored to clients needs;		
	• Developed and consistently increased client base (Whole		
	Texas-Ohio Gas, Inc.	Houston, TX	
Dec. 1996 – Mar. 1998	Senior Marketing Representative		
	<ul> <li>Invoiced over \$2.5 million per month to Industrial account</li> </ul>		
	<ul> <li>Delivered over 900,000 MMbtu per month to multi-million dollar accounts;</li> </ul>		
	<ul> <li>Designed and presented energy packages targeted to clients needs;</li> </ul>		
	Consistently increased client base.		
Dec. 1995 – Dec. 1996	Director, Commercial Marketing	<b>••</b> • • • • •	
	• Responsible for developing all commercial marketing efforts in Northeast markets;		
	• Supervised three gas marketing teams (totaling 12 members);		
	<ul> <li>Analyzed tariffs and developed new markets due to ong 1422 FOREST BROOK •SUGAR LAND, TEXAS 77479•(713) 725-0</li> </ul>		

EMAIL: cprejean@enhancedenergyservices.com

### **CHRISTOPHER A. PREJEAN**

- Managed daily nominations/balancing between various LDC's;
- Consistently increased client base.

June 1994 – Dec. 1995

#### Natural Gas Marketing Representative

- Marketed natural gas to commercial and industrial end-user customers in New Jersey and New York,
- Conducted in-person and telephone presentations reviewing on energy cost analysis for end-user clients.

**EDUCATION:** The University of Houston – Downtown Bachelor of Business Administration, Spring 1994

OPERATION EXPERTISE EXHIBIT D-2

### OPERATION EXPERTISE EXHIBIT D-2

Alpha Gas and Electric, LLC is a current member of NYISO, and PJM. Alpha operates in NY and NJ, with licenses pending in PA.

#### BIOS OF ALPHA GAS AND ELECTRIC, LLC.'S OFFICERS AND CONSULTANTS

#### Harvey Klein, Officer

Harvey Klein is an officer of Alpha Gas and Electric. His responsibilities encompass investor development as well as identifying and analyzing opportunities for Alpha's strategic growth. Mr. Klein is a managing partner in a variety of other companies, including premium incentives, vending companies, and other real estate holdings.

He is a vital member of the Alpha team. Mr. Klein applies his sound business acumen to cultivate and incorporate innovative strategies for Alpha's overall success.

#### **Israel Orzel, Chairman**

As Chairman and Managing Partner of Alpha Gas and Electric, LLC., Mr. Orzel is responsible for development, management, and capital marketing activities.

Mr. Orzel is also the largest investor and president of Adult Care Management, which owns and operates eight adult care facilities in the Northeast.

With over three decades of hands-on experience in the real estate and health care management industries, Mr. Orzel is well qualified to lead Alpha's executive management team.

#### David Wanounou, CEO

David brings his extensive operations experience to Alpha Gas and Electric, LLC. As Chief Operating Officer for IDT Energy, David was responsible for all aspects of serving energy customers, from oversight of initial sales channels, through enrollment and provision, and ongoing customer issue resolution. When David joined IDT Energy, they had 3,000 customers. He completed the acquisition of another ESCO, integrated the two companies, and spearheaded multiple campaigns using varied sales channels. In his first year, he grew the company to 125,000 customers, making IDT Energy the fastest-growing and largest residential ESCO in New York.

As a hands-on leader, David oversaw both the Regulatory and IT arms, directing the build-out of IDT Energy's custom computer system. He expanded IDTE's presence by acquiring licenses and approvals in multiple utilities and states. He also created and implemented policies and procedures to ensure compliance with the numerous regulations applicable in each jurisdiction.

Involvement in day-to-day operations gave him a keen awareness of what it takes to run a successful energy business. His problem-solving and analytical skills were honed by putting them into practical use, and he was responsible for not only much of IDT Energy's rapid growth, but its customer retention as well.

In his previous position as Executive Vice-President of Global Procurement for a Fortune 1000 company, David oversaw multiple projects and took a primary role in budget planning and cost monitoring, key parts of his responsibilities at Alpha Gas and Electric, LLC. He created a process for the purchasing lifecycle, negotiated all contracts such as software, maintenance and operational needs, and resold excess inventory to ensure a favorable bottom line. Alpha Gas and Electric is confident in David's abilities to create and maintain a well-defined corporate infrastructure with a commitment to both customer satisfaction and profitability.

<u>Christopher Prejean, /Contracted Consultant</u> Resume is attached to Exhibit D-1

Bill Glass, /Contracted Consultant Resume is attached to Exhibit D-1

# ALPHA GAS AND ELECTRIC, LLC. KEY TECHNICAL PERSONNEL EXHIBIT D-3

### KEY TECHNICAL PERSONNEL EXHIBIT D-3

- 1. David Wanounou CEO <u>david@alphagne.com</u> 845-810-0088 x 222
- 2. Harvey Klein Officer <u>hklein@hikoenergy.com</u> 845-406-9100 X 211
- 3. Israel Orzel Chairman <u>iorzel@homeforadults.com</u> 845-409-9100
- 4. Christopher Prejean
   President of Enhanced Energy Services of America Consultant, On Retainer
   <u>cprejean@enhancedenergyservices.com</u>

   281-302-5470 x 100
- 5. Bill Glass Vice President of Enhanced Energy Services of America Consultant, On Retainer <u>bglass@enhancedenergyservices.com</u> 888-749-7200 x 106
- 6. Henry Bennett Manager of Operations <u>henry@alphagne.com</u> 845-810-0088 x 201
- 7. Devorah Schon Office Manager Devorah@alphagne.com 845-810-0088 x 200
- 8. Annico Mechlovics Accountant <u>amech@hikoenergy.com</u> 845-406-9100 x 207