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Power for change.



PUCO

North American
Power®

June 4, 2015

VIA FEDEX

Public Utilities Commission of Ohio
Attn: Commission Secretary
180 East Broad Street
Columbus, OH 43215

Gas

**RE: North American Power and Gas, LLC - Key Technical Personnel Update
Certificate No.: 11-410E (2) / Case No.: 11-5566-EL-CRS (Electric)
Certificate No.: 12-249G (2) / Case No.: 12-1134-GA-CRS (Gas)
Case No.: 15-1050-GA-CRS**

Dear Commission Secretary,

In response to Public Utilities Commission of Ohio ("PUCO") Staff William Haiker's request on June 3, 2015, North American Power and Gas, LLC submits this correspondence to explain to the PUCO that the enclosed filing was not intended to be a new application, rather, as stated in the subject line and the body of the letter, the requests were to update PUCO with NAPG's Key Technical personnel, specifically items D-3 in both filings.

Staff Haiker informed NAPG that a new gas case was opened in Case No. 15-1050-GA-CRS as a result of NAPG's request to update its existing contacts. NAPG is currently certified as a Competitive Retail Electric Service Provider and a Competitive Retail Natural Gas Supplier, each respective certificate numbers and case numbers are referenced above, and each certificate number were referenced in the enclosed prior filings. Therefore, Case No. 15-1050-GA-CRS is not necessary and should be withdrawn from NAPG's records. Further, in accordance with my conversation with Staff Haiker, NAPG includes the statement that this case is being "voluntarily withdrawn".

Please feel free to contact me with any questions via e-mail at kjoseph@napower.com or by telephone at 203-663-9757.

Respectfully Submitted;


Keenia Joseph
Director, Regulatory Affairs

This is to certify that the images appearing are an accurate and complete reproduction of a case file document delivered in the regular course of business.
Technician DM Date Processed JUN 08 2015

cc: William Haiker (via email: william.haiker@puc.state.oh.us)



Public Utilities Commission

PUCO USE ONLY – Version 1.07		
Date Received	Case Number	Certification Number
	- GA-CRS	

CERTIFICATION APPLICATION COMPETITIVE RETAIL NATURAL GAS SUPPLIERS

Please **type or print** all required information. Identify all attachments with an exhibit label and title (*Example: Exhibit A-16 - Company History*). All attachments should bear the legal name of the Applicant. Applicants should file completed applications and all related correspondence with the Public Utilities Commission of Ohio, Docketing Division, 180 East Broad Street, Columbus, Ohio 43215-3793.

This PDF form is designed so that you may directly input information onto the form. You may also download the form by saving it to your local disk.

SECTION A - APPLICANT INFORMATION AND SERVICES

A-1 Applicant intends to be certified as: (check all that apply)

☐ Retail Natural Gas Aggregator ☐ Retail Natural Gas Broker ☒ Retail Natural Gas Marketer

A-2 Applicant information:

Legal Name North American Power and Gas, LLC
Address 20 Glover Avenue, Norwalk, CT 06850
Telephone No. 888-313-9086 Web site Address www.napower.com

A-3 Applicant information under which applicant will do business in Ohio:

Name North American Power and Gas, LLC
Address 20 Glover Avenue, Norwalk, CT
Web site Address www.napower.com Telephone No. 888-313-9086

A-4 List all names under which the applicant does business in North America:

NAP
North American Power

A-5 Contact person for regulatory or emergency matters:

Name Keenia Joseph Title Director, Regulatory Affairs
Business Address 20 Glover Avenue, Norwalk, CT 06850
Telephone No. 203-663-9757 Fax No. 203-663-9762 Email Address Kjoseph@napower.com

A-6 Contact person for Commission Staff use in investigating customer complaints:

Name **Stephan Alexis** Title **Compliance Analyst**
Business address **20 Glover Avenue, Norwalk, CT 06850**
Telephone No. **203-663-9772** Fax No. **203-663-9762** Email Address **complaints@napower.com**

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

Customer service address **20 Glover Avenue, Norwalk, CT 06850**
Toll-Free Telephone No. **888-313-9086** Fax No. **203-286-2064** Email Address **customercare@napower.com**

A-8 Provide "Proof of an Ohio Office and Employee," in accordance with Section 4929.22 of the Ohio Revised Code, by listing name, Ohio office address, telephone number, and Web site address of the designated Ohio Employee

Name **KBHR Statutory Agency** Title **Statutory Agent**
Business address **65 E. State Street, Suite 1800, Columbus, Ohio 43215**
Telephone No. **614-462-5400** Fax No. **614-462-2634** Email Address **N/A**

A-9 Applicant's federal employer identification number **271073320**

A-10 Applicant's form of ownership: (Check one)

- | | |
|--|---|
| <input type="checkbox"/> Sole Proprietorship | <input type="checkbox"/> Partnership |
| <input type="checkbox"/> Limited Liability Partnership (LLP) | <input checked="" type="checkbox"/> Limited Liability Company (LLC) |
| <input type="checkbox"/> Corporation | <input type="checkbox"/> Other |

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, 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 that has filed the necessary declaration with the Public Utilities Commission.)

<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
<input type="checkbox"/>	Dominion East Ohio	<input type="checkbox"/>	Residential	<input type="checkbox"/>	Small Commercial
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	Large Commercial / Industrial
<input type="checkbox"/>	Vectren Energy Delivery of Ohio	<input type="checkbox"/>	Residential	<input type="checkbox"/>	Small Commercial
<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	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

<input type="checkbox"/>					
<input type="checkbox"/>	Small Commercial	Beginning Date of Service		End Date	
<input type="checkbox"/>					
<input type="checkbox"/>	Industrial	Beginning Date of Service		End Date	

☐ Dominion East Ohio

<input type="checkbox"/>					
<input type="checkbox"/>	Small Commercial	Beginning Date of Service		End Date	
<input type="checkbox"/>					
<input type="checkbox"/>	Industrial	Beginning Date of Service		End Date	

☐ Duke Energy Ohio

<input type="checkbox"/>					
<input type="checkbox"/>	Small Commercial	Beginning Date of Service		End Date	
<input type="checkbox"/>					
<input type="checkbox"/>	Industrial	Beginning Date of Service		End Date	

☐ Vectren Energy Delivery of Ohio

<input type="checkbox"/>					
<input type="checkbox"/>	Small Commercial	Beginning Date of Service		End Date	
<input type="checkbox"/>					
<input type="checkbox"/>	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:

<input type="checkbox"/>			
<input type="checkbox"/>	Dominion East Ohio	Intended Start Date	
<input type="checkbox"/>			
<input type="checkbox"/>	Vectren Energy Delivery of Ohio	Intended Start Date	

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

- A-14 **Exhibit A-14 "Principal Officers, Directors & Partners,"** provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.
- A-15 **Exhibit A-15 "Corporate Structure,"** 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 **Exhibit A-16 "Company History,"** provide a concise description of the applicant's company history and principal business interests.
- A-17 **Exhibit A-17 "Articles of Incorporation and Bylaws,"** 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 **Exhibit A-18 "Secretary of State,"** 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 **Exhibit B-1 "Jurisdictions of Operation,"** 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 **Exhibit B-2 "Experience & Plans,"** 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 **Exhibit B-3 "Summary of Experience,"** 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 Exhibit B-5 "Disclosure of Consumer Protection Violations,"** 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.

☐ No ☐ Yes

If Yes, provide a separate attachment labeled as Exhibit B-5 "Disclosure of Consumer Protection Violations," 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 Exhibit B-6 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation," 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 Exhibit C-1 "Annual Reports,"** 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 Exhibit C-2 "SEC Filings,"** 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 Exhibit C-3 "Financial Statements,"** 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 Exhibit C-4 "Financial Arrangements,"** 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 Exhibit C-5 "Forecasted Financial Statements,"** 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 Experian, 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.
- D-3 Exhibit D-3 "Key Technical Personnel,"** provide the names, titles, email addresses, telephone numbers, and background of key personnel involved in the operational aspects of the applicant's current business. Please see attached Key Technical Personnel.

Applicant Signature and Title

William Kinneary PRESIDENT

Sworn and subscribed before me this

28th day of May Month 2015 Year

C. Bates

Signature of official administering oath

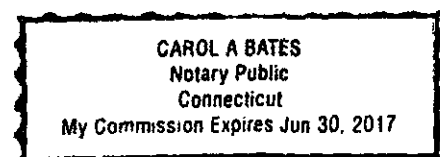
William Kinneary

Print Name and Title

Notary

My commission expires on

Seal



D-3 Key Technical Personnel

Cary Turnbull, Founder and Chairman

carey@napower.com

203.939.1155

Mr. Turnbull has over 30 years of experience in the energy market and has an extensive background in the management of energy commodity price risk. Prior to North American Power, he was Senior Partner and Managing Director of energy brokerage firm Amerex, which he co- founded in 1983. While at Amerex Mr. Turnbull developed the company's regulated futures business on the International Petroleum Exchange in London, and founded its petroleum brokerage business in Asia. He was also involved with Amerex's development of natural gas and electricity derivative instruments, and the adoption of the online trading booth.

Kerry Breitbart, Founder and Chairman

kerry@napower.com

203.663.9702

Mr. Breitbart has over 30 years of experience in commodity and energy trading, including building emerging businesses into robust, international operations. Prior to North American Power, he spent 20 years at the United Companies where he started as an employee brokering crude oil and worked his way up to President and CEO. He built United from four divisions to thirteen, and the notional value of the energy products the company brokered was in excess of \$750 billion per year. United was the first broker of energy derivatives and did not have a competitor anywhere in the world for 2 years. When sold in 2005, the company was still the #1 broker of crude derivatives globally.

Deryl Brown, CEO

Dbrown@napower.com

203.663.9781

Mr. Brown is the Chief Executive Officer of North American Power, one of the fastest growing retail energy suppliers. Mr. Brown is a highly experienced energy executive with a proven track record of value creation in the competitive retail energy industry. Mr. Brown was previously the CEO of Hudson Energy Services, a thriving retail energy company serving customers across North America. Prior to that position, Mr. Brown was Vice-President and General Manager of Direct Energy Business Services, a leading retail energy provider in North America. Mr. Brown also enjoyed a very successful 28-year career at TXU where, in addition to holding a variety of senior positions within the company's regulated utility sector, he helped spearhead the establishment of their retail energy business. Mr. Brown received his MBA from the University of North Texas and a BS with honors in electrical engineering from the University of Texas. Mr. Brown is on the Board at the Cockrell School of Engineering at the University of Texas at Austin.

Bill Kinneary, President

bill@napower.com

203.663.9730

Mr. Kinneary was named President of North American Power in March of 2011. He brings with him 41 years of experience in the energy industry, where he held numerous positions, ranging from utility general manager to top-level executive positions in retail marketing and electric generation companies. He has held the top executive offices in KeySpan Energy Services, KeySpan Energy Supply and Total Gas & Electric (TG&E). Among his many career accomplishments Mr. Kinneary designed and implemented the first utility energy hedging strategy in New York State, developed power pricing tactics that resulted in profits from the largest New York City power plant, and took TG&E from the brink of punitive regulatory/legal action and financial collapse to full compliance and profitability. Mr. Kinneary has

served as a member of the National Energy Marketers Association's Executive Committee since 1999 including two terms as Chairman and has been proudly serving as Chairman Emeritus since 2005.

Taff Tschamler, COO

ttschamler@napower.com

203.663.9733

Taff Tschamler is Chief Operating Officer of North American Power. As COO, he is the executive in charge of the company's customer service and retail operations, which includes, but is not limited to enrollments, billing and customer communications. Mr. Tschamler joined the company in March of 2011. He brings with him over 20 years of experience in the retail energy industry. Prior to his role as COO, he was Senior Vice President of Business Development and led the company's expansion into over 40 utility markets in 10 states. Prior to joining North American Power, Mr. Tschamler worked for KEMA (now DNV GL) for 15 years, where he served as Director of the Retail Energy practice. Mr. Tschamler received a BA in economics from the University of Maine and Masters in Public Policy from the College of William and Mary.

Joseph Waldman, Vice President of Operations

jwaldman@napower.com

203.663.9773

Joseph Waldman has over 19 years of experience in operations, including 14 years in retail energy operations and management. Mr. Waldman's primary focus is delivering innovative solutions to continually improving the overall flow of operations, providing guidance for new functionality, as well as maintaining the integrity of the data generated. In this role, he is also responsible for all aspects of customer accounts to ensure compliance with laws and regulatory requirements. Mr. Waldman has vast amount of experience in the retail energy industry, having run all areas of operations in more than 40 deregulated markets in over a 12 states and internationally in Canada. His experience includes all methods of billing, enrollments, cancellations, customer service, sales, consumer credit, collections, telecommunications, accounts receivables, and new market and commodity expansion, as well as development of CSR, billing and TPV systems. In his tenure in the industry he has also worked closely with regulators in a number of states impacting overall market operations. Prior to immediately joining North American Power, Mr. Waldman served as COO for another retail energy Supplier. He also filled similar executive operations management functions at other retail energy suppliers, and at Tradition Government Securities. Mr. Waldman other experiences includes, serving as a government bond arbitrage trader at Yamaichi International Securities America, and over a thirteen year span, served as a 4 time Board Member of the Malboro Township Board of Education. Mr. Waldman holds a Bachelor of Science degree in Business, Management, and Finance from Brooklyn College.

Jim Crysdale

jcrysdale@napower.com

203.354.7887

Jim Crysdale has over twenty six years of executive management and technology consulting experience focused specifically on utilities and competitive energy. He has delivered solutions in the areas of IT strategy, large-scale system implementation, organizational strategy, process management, product management, enterprise architecture, program management office development, operational efficiency, customer relationship management, custom application development and sales force automation. Jim has held executive positions at three national Retail Energy Providers as well as providing technical, operational and strategic consulting services to several other retail energy suppliers/providers. Most recently, Jim served as CIO for one of the largest SaaS ED/Billing BPO companies in North America, providing software solutions as well as back-office Operations support. Mr. Crysdale has owned his own consulting business as has been a part other start-ups. He understands the importance of growing while

remaining profitable at the same time. Jim has led a number of organizations through critical growth transitions throughout various phases of the company's maturity cycle.

Greg Breitbart, CMO

greg@napower.com

203.663.9701

Mr. Breitbart left a career in international luxury real estate to join North American Power at its inception when the company had only three employees. Using his background in marketing, he worked to create the North American Power brand, sales channels, and consumer promise and core values. Through Greg's efforts, North American Power has become one of the fastest growing energy companies in the Northeast. Greg places social entrepreneurship at the center of North American Power's marketing strategy and consistently looks for ways to utilize marketing to help drive growth while also driving change.

Keith Schwartz, CFO

Kschwartz@napower.com

203.663.9713

Keith Schwartz serves as North American Power's Chief Financial Officer where he is responsible for all aspects of finance, accounting and treasury with the overall goal of growing the business in a profitable and sustainable manner. Prior to its sale to Constellation, he served as Senior Director of Finance for MXenergy where he was responsible for managing the company's financing arrangements, M&A / new venture evaluation and modeling, financial planning & analysis, cash flow management, and pricing oversight. He assisted with the launch and funding of Soluxe Energy Solutions, a start-up venture in the renewable/energy efficiency space. Previously, he served in the financial planning & analysis group with General Electric Capital Corporation's Structured Finance Group (now Energy Financial Services). He began his career in public accounting where he earned his CPA with PriceWaterhouseCoopers in New York. Keith has earned an MBA in Finance from New York University's Stern School of Business and a B.S. in Accounting from the State University of New York at Albany.

Stacy Havlicek, VP Electricity

shavlicek@napower.com

203.663.9754

Stacy Havlicek has been an energy industry professional for over 15 years. During that time Ms. Havlicek has held Front Office positions in both merchant energy companies, such as Mirant and Hess Corp., as well as Wall St. banking institutions, such as Morgan Stanley. Most notably, Ms. Havlicek has worked extensively in the Front Office environment implementing trading and hedging strategies, as Structuring Analyst and Trader, involving energy products including Natural Gas, Electricity, Renewable Energy, and Carbon. Ms. Havlicek earned her MBA from Emory University in Atlanta, and holds a Bachelor of Arts degree in Chemistry from the University of Pennsylvania.

Seth Hopson Esq., General Counsel

shopson@napower.com

203.663.9761

Mr. Hopson came to North American Power in March 2012 and serves as General Counsel. Mr. Hopson came to North American Power with 7 years of administrative law and regulatory experience, serving as outside counsel and working in-house in highly regulated industries such as the alcoholic beverage, construction/development and surety bond/insurance industries. Mr. Hopson has protected, and advocated for, the interests of numerous companies in the NYC area in administrative hearings, arbitrations, mediations, regulatory proceedings and in civil court proceedings up to and including Trial. Mr. Hopson received his Juris Doctor at Pace University School of Law in 2005 and is admitted to the Bars in New York and Connecticut.