

PUCO USE ONLY - Version 1.08 May 2016		
Date Received	Case Number	Certification Number
	16-1989 - GA-CRS	

**INITIAL 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-15 - 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 Josco Energy USA, LLC  
Address 200 Rte. 17 South, Suite 200-C, Mahwah, NJ 07430  
Telephone No. 201-510-0688 Web site Address www.joscoenergy.com

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

Name Josco Energy USA, LLC  
Address CSC - 50 West Broad St., Suite 1800, Columbus, OH, 43215  
Web site Address www.joscoenergy.com Telephone No. 201-510-0688

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

Josco Energy USA, LLC

**A-5 Contact person for regulatory or emergency matters:**

Name Marc Reichmann Title Director of Operations  
Business Address 200 Rte. 17 South, Suite 200-C, Mahwah, NJ 07430  
Telephone No. 201-510-0688 Fax No. 516-299-6045 Email Address marc@joscoenergy.com

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Technician SM Date Processed OCT 05 2016

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

Name Chani Kaufman Title Director of Customer Service  
Business address 200 Rte. 17 South, Suite 200-C, Mahwah, NJ 07430  
Telephone No. 201-510-0687 Fax No. 516-299-6045 Email Address chani@joscoenergy.com

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

Customer service address 200 Rte. 17 South, Suite 200-C, Mahwah, NJ 07430  
Toll-Free Telephone No. 877-955-6726 Fax No. 516-299-6045 Email Address chani@joscoenergy.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 Tehilla Bennett Title Regulatory and Customer Service Rep.  
Business address 2548 Lafayette Dr., University Heights, OH 44118  
Telephone No. 877-955-6726 Fax No. Email Address

**A-9 Applicant's federal employer identification number 465746901**

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

☐ Sole Proprietorship ☐ Partnership  
☐ Limited Liability Partnership (LLP) ☒ Limited Liability Company (LLC)  
☐ Corporation ☐ 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 checked="" type="checkbox"/> Columbia Gas of Ohio	<input checked="" type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Dominion East Ohio	<input checked="" type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Duke Energy Ohio	<input checked="" type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Vectren Energy Delivery of Ohio	<input checked="" type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" 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"/> Residential	Beginning Date of Service	End Date
<input type="checkbox"/> Small Commercial	Beginning Date of Service	End Date
<input type="checkbox"/> Large Commercial	Beginning Date of Service	End Date
<input type="checkbox"/> Industrial	Beginning Date of Service	End Date

☐ Dominion East Ohio

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

☐ Duke Energy Ohio

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

☐ Vectren Energy Delivery of Ohio

<input type="checkbox"/> Residential	Beginning Date of Service	End Date
<input type="checkbox"/> Small Commercial	Beginning Date of Service	End Date
<input type="checkbox"/> Large Commercial	Beginning Date of Service	End Date
<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 checked="" type="checkbox"/>	Columbia Gas of Ohio	Intended Start Date	upon approval of app& licens
<input checked="" type="checkbox"/>	Dominion East Ohio	Intended Start Date	upon approval of app & licens
<input checked="" type="checkbox"/>	Duke Energy Ohio	Intended Start Date	upon approval of app & licens
<input checked="" type="checkbox"/>	Vectren Energy Delivery of Ohio	Intended Start Date	upon approval of app & licens

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 "Company History,"** provide a concise description of the applicant's company history and principal business interests.
- A-16 Exhibit A-16 "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-17 Exhibit A-17 "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.  
(This is generally only applicable to publicly traded companies who publish annual reports)
- 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. An applicant may submit a current link to the filings or provide them in paper form. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 that 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. If the applicant does not have a balance sheet, income statement, and cash flow statement, the applicant may provide a copy of its two most recent years of tax returns (with social security numbers and account numbers redacted).

**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.)

Renewal applicants can fulfill the requirements of Exhibit C-4 by providing a current statement from an Ohio local distribution utility (LDU) that shows that the applicant meets the LDU's collateral requirements.

First time applicants or applicants whose certificate has expired as well as renewal applicants can meet the requirement by one of the following methods:

1. The applicant itself stating that it is investment grade rated by Moody's, Standard & Poor's or Fitch and provide evidence of rating from the rating agencies.
2. Have a parent company or third party that is investment grade rated by Moody's, Standard & Poor's or Fitch guarantee the financial obligations of the applicant to the LDU(s).
3. Have a parent company or third party that is not investment grade rated by Moody's, Standard & Poor's or Fitch but has substantial financial wherewithal **in the opinion of the Staff reviewer** to guarantee the financial obligations of the applicant to the LDU(s). The guarantor company's financials must be included in the application if the applicant is relying on this option.
4. Posting a Letter of Credit with the LDU(s) as the beneficiary.

If the applicant is not taking title to the electricity or natural gas, enter "N/A" in Exhibit C-4. An N/A response is only applicable for applicants seeking to be certified as an aggregator or broker.

**C-5 Exhibit C-5 “Forecasted Financial Statements,”** provide two years of forecasted income statements for the applicant's **NATURAL GAS related business activities in the state of Ohio Only**, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer. The forecasts should be in an annualized format for the two years succeeding the Application year.

**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. If an applicant or its parent does not have such a credit rating, enter “N/A” in Exhibit C-6.

**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. An applicant that provides an investment grade credit rating for Exhibit C-6 may enter “N/A” for Exhibit C-7.

- 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 within the two most recent years preceding the application.
- C-9 Exhibit C-9 "Merger Information,"** provide a statement describing any dissolution or merger or acquisition of the applicant within the two most recent years preceding the application.
- C-10 Exhibit C-10 "Corporate Structure,"** provide a description of the applicant's corporate structure, not an internal organizational chart, including a graphical depiction of such structure, and a list of all affiliate and subsidiary companies that supply retail or wholesale electricity or natural gas to customers in North America. If the applicant is a stand-alone entity, then no graphical depiction is required and applicant may respond by stating that they are a stand-alone entity with no affiliate or subsidiary companies.

## 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.

Applicant Signature and Title

*[Signature]*

Marc Reichman Dir. Operations

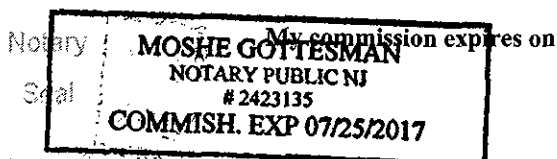
Sworn and subscribed before me this 23<sup>rd</sup> day of June

Month 2016

Year

Signature of official administering oath

Print Name and Title



7-25-17



# The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service  
Affidavit Form  
(Version 1.07)

In the Matter of the Application of )

Josco Energy USA, LLC )

for a Certificate or Renewal Certificate to Provide )  
Competitive Retail Natural Gas Service in Ohio. )

Case No.



-GA-CRS

County of

Parham

State of

New Jersey

Marc Reichmann

[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

Marc Reichmann, Director of Operations

Sworn and subscribed before me this

23<sup>rd</sup>

day of

June

Month

2016

Year

Signature of Official Administering Oath

Print Name and Title

Notary

Seal

MOSHE GOTTESMAN  
NOTARY PUBLIC NY  
# 2423135  
COMMISH. EXP 07/25/2017

My commission expires on

7-25-17

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**Exhibit A-14**  
**Principal Officers, Directors, and Partners**

**Marc Reichmann**  
**Director of Operations**  
**Josco Energy USA, LLC**  
**200 Route 17 South**  
**Suite 200C**  
**Mahwah, NJ 07430**  
**877-955-6726**

**Jesse Rutta - CFO**  
**Director of Operations**  
**Josco Energy USA, LLC**  
**200 Route 17 South**  
**Suite 200C**  
**Mahwah, NJ 07430**  
**877-955-6726**

**Chan- Kaufman - Director, Customer Service**  
**Josco Energy USA, LLC**  
**200 Route 17 South**  
**Suite 200C**  
**Mahwah, NJ 07430**  
**877-955-6726**

## **Exhibit A-15**

### **Company History**

Josco Energy is a successful New Jersey-based electricity and natural gas supplier that currently serves over 20,000 residential and small commercial customers in the New York ISO and PJM ISO. Josco began operations as a supplier of electricity and natural gas in New York in 2014. Josco obtained approval from the New York Public Service Commission to operate as a supplier on January 24, 2013, and received FERC market based rate authority on March 15, 2013. Josco became a customer of the New York Independent System Operator (NYISO) effective February 27, 2014, and began serving customers in New York shortly thereafter.

Josco became a member of PJM Interconnection in December 2015, and obtained licensure as a Third Party Supplier by the New Jersey Board of Public Utilities on March 18, 2016. Josco obtained licensure from the Pennsylvania Public Utility Commission as an Electricity Generation Supplier on September 15, 2016. Josco obtained licensure from the PUCO as a Competitive Retail Electricity Supplier on September 12, 2016. Josco currently provides electricity and/or natural gas supply to approximately 20,000 retail customers.

Attached hereto are copies of:

- The letter from the New York PSC approving Josco's NY energy supplier license
- The letter from the New Jersey Board of Public Utilities approving Josco's NJ energy supplier license
- Electricity Generation Supplier License from the Pennsylvania Public Utility Commission
- Competitive Retail Electricity Supplier Certificate from the Public Utilities Commission of Ohio
- The FERC Order granting Josco market based rate authority; and
- The letter from NY-ISO confirming JOSCO's membership; and
- The signature page to the PJM membership agreement, evidencing Josco's membership in PJM

STATE OF NEW YORK DEPARTMENT OF PUBLIC SERVICE  
THREE EMPIRE STATE PLAZA, ALBANY, NY 12223-1350  
[www.dps.ny.gov](http://www.dps.ny.gov)

PUBLIC SERVICE COMMISSION

GARRY A. BROWN  
*Chairman*  
PATRICIA L. ACAMPORA  
MAUREEN F. HARRIS  
JAMES L. LAROCCA  
GREGG C. SAYRE  
*Commissioners*



PETER MCGOWAN  
*General Counsel*  
JEFFREY C. COHEN  
*Acting Secretary*

January 24, 2013

Mr. Joseph V. Thomas  
JOSCO Energy Corp.  
111 Sigsbee Ave.  
Albertson, NY 11507

RE: JOSCO Energy Corp. – ESCO Code JOSC

Dear Mr. Thomas:

Thank you for submitting your Retail Access Application Package to become an Energy Services Company (ESCO) serving residential and nonresidential electric and natural gas customers in New York State. This letter is to inform you that documentation submitted in your application package, including sales agreements for the ESCO Referral Programs, has been reviewed by Staff and established to be in compliance with the New York State Public Service Commission's ESCO eligibility requirements that are implemented by codes and regulations found in the Uniform Business Practices, the Home Energy Fair Practices and other applicable regulations.

I am also pleased to notify you that JOSCO Energy Corp. has successfully met the Commission's EDI Phase I certification requirements for core, bill ready and rate ready transactions effective January 2, 2013. All requirements for this initial stage of your eligibility determination have been satisfied.

Please be advised that you may now continue with the utility approval stage of the eligibility process by contacting those companies in whose service territories you intend to participate. The utility stage normally consists of a creditworthiness determination, completion of Phase III EDI testing and the execution of any operating or billing service agreements. Please note that each utility's eligibility requirements pertain to only their retail access programs.

Once you have satisfactorily completed the utility eligibility stage, Staff will be notified by the utility of your success. It would be helpful if JOSCO Energy Corp. notifies Staff of the actual production date in the utility service territories you intend to

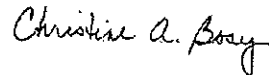
enroll customers. At that point I will confirm that your final eligibility requirements have been satisfied.

Be advised that to maintain your ESCO eligibility, you must notify Staff of any substantive legal, financial or business related changes to your company as they occur. If your business plan changes and you decide to expand your service offerings, you must immediately submit the appropriate documentation for Staff review and determination of how it affects your current eligibility.

If you are using vendors to provide ESCO related services (e.g., EDI), the ESCO remains fully responsible for any activities the vendors perform. If you have not already done so, or if you have changed vendors since last reporting them to us, please provide Staff a list with contact information for all vendors that you are now using. **Finally, you must submit a statement annually, by January 31<sup>st</sup>, indicating that the information in your original or most recent updated Retail Access Application (RAAF) remains current, or submit a revised RAAF with statement identifying revisions.**

We will only post your company's contact information on our Website once you have completed the eligibility process and are ready to begin enrolling customers. Please do not hesitate to contact me at (518) 486-2432 or [Christine.Bosy@dps.ny.gov](mailto:Christine.Bosy@dps.ny.gov) if you have any further questions or concerns.

Sincerely,



Christine A. Bosy  
Retail Access Section  
Office of Consumer Policy

cc: Frank Caliva (via email)



Chris Christie  
Governor

Kim Guadagno  
Lt. Governor

**STATE OF NEW JERSEY**  
**Board of Public Utilities**  
44 South Clinton Avenue, 3<sup>rd</sup> Floor, Suite 314  
Post Office Box 350  
Trenton, New Jersey 08625-0350  
[www.nj.gov/bpu/](http://www.nj.gov/bpu/)

Irene Kim Asbury  
Secretary of the Board  
(609) 292-1599

March 18, 2016

Marc Reichmann  
V.P. Operations  
Josco Energy USA, LLC  
200 Route 17 South  
Mahwah, NJ 07430

Re: **Electric Power and Natural Gas Supplier Initial Licenses-**  
Dkt. Nos. EE15091058L & GE15091059L

Dear Mr. Reichmann:

In accordance with the Electric Discount and Energy Competition Act of 1999, N.J.S.A. 48:3-49 et seq., at its March 18, 2016 Agenda meeting, the New Jersey Board of Public Utilities voted to issue **Licenses** as an Electric Power and Natural Gas Supplier to Josco Energy USA, LLC. The company's license numbers are ESL-0180 and GSL-0156.

The enclosed licenses are effective March 18, 2016 and expire on March 17, 2017. These licenses and the rights thereunder are **Non-Transferable**.

***This letter is not an endorsement of, nor is it intended for use in, the marketing promotions of the registrant. Registrants shall comply with all applicable law, including the Electric Discount and Energy Competition Act, which prohibits the unauthorized change of a customer's energy provider and other fraudulent and illegal marketing activities.***

If you have any questions, please contact Valencia Hunt at (609) 292-0637.

Sincerely,

Irene Kim Asbury  
Secretary of the Board

IKA/vch  
Encl.(s)

# PENNSYLVANIA PUBLIC UTILITY COMMISSION

IN THE MATTER OF THE APPLICATION OF: A-2016-2558359


EFFECTIVE DATE: September 15, 2016

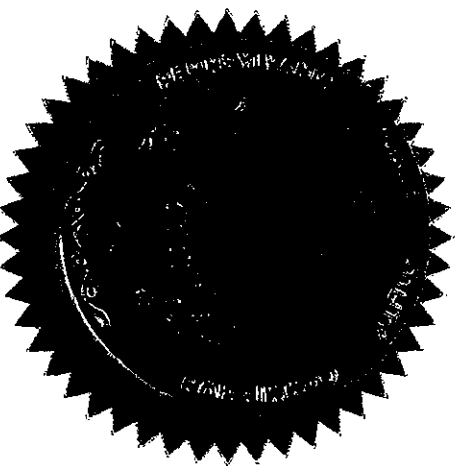
*The Application of Josco Energy USA LLC to begin to offer, render, furnish or supply electricity or electric generation services as a supplier to residential, small commercial (25 kw and under demand), large commercial (over 25 kw demand), and industrial customers in the electric distribution company service territories of Duquesne Light Company, Metropolitan Edison Company, PECO Energy Company, Pennsylvania Electric Company, Pennsylvania Power Company, PPL Electric Utilities Corporation and West Penn Power Company in the Commonwealth of Pennsylvania.*

The Pennsylvania Public Utility Commission hereby certifies that after an investigation and/or hearing, it has, by its report and order made and entered, found and determined that the granting of the application is necessary or proper for the service, accommodation, convenience and safety of the public and hereby issues, evidencing the Commission's approval, to the applicant this:

## LICENSE FOR ELECTRIC GENERATION SUPPLIER.

In Witness Whereof, the PENNSYLVANIA PUBLIC UTILITY COMMISSION has caused these presents to be signed and sealed, and duly attested by its Secretary at its office in the city of Harrisburg this 15<sup>th</sup> day of September, 2016.

  
Secretary



FILE

Ohio

**Public Utilities  
Commission**

John Kasich, Governor  
Asim Z. Haque, Chairman

Commissioners  
Lynn Slaby  
M. Beth Trombold  
Thomas W. Johnson  
M. Howard Petricoff

**PUBLIC UTILITIES COMMISSION OF OHIO**

*Certified as a Competitive Retail Electric Service Provider*

Certificate Number:

**16-1121E (1)**

Issued Pursuant to Case Number(s):

**16-1720-EL-CRS**

A certificate as a Competitive Retail Electric Service Provider is hereby granted to, **Josco Energy USA, LLC** whose office or principal place of business is located at **200 Route 17 South, Suite 200-C, Mahwah, NJ 07430** to provide power marketer services within the State of Ohio effective **September 12, 2016**.

The certification of competitive retail electric suppliers is governed by Section 4901:1-24-(01-13) of the Ohio Administrative Code, Section 4901:1-21-(01-15) of the Ohio Administrative Code, and Section 4928.08 of the Ohio Revised Code.

This Certificate is revocable if all of the conditions set forth in the aforementioned case(s) are not met.

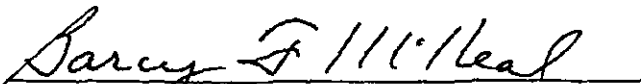
Subject to all rules and regulations of the Commission, now existing or hereafter promulgated.

Witness the seal of the Commission affixed at Columbus, Ohio.

Dated: **September 15, 2016**

By Order of

PUBLIC UTILITIES COMMISSION OF OHIO



Barcy F. McNeal, Secretary

Tanowa M. Troupe, Acting Secretary

Felecia D. Burdett, Acting Secretary

Certificate Expires: **September 12, 2018**

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.  
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## **CRS AUTOMATIC CASE ACTION FORM**

Case No. 16-1720-EL-CRS

Date Sent: 9-14-16

Effective Date of Certificate: 9-12-16

Certificate Expires: 9-12-18

Company Name and Company Name d/b/a: Josco Energy USA, LLC

☐ Renewal

### **Action Needed:**

☒ Issue Certificate Number to: Josco Energy USA, LLC at (address): 200 Route 17 South, Suite 200-C, Mahwah, NJ 07430

☒ Certified To Provide the Following Services:

- ☐ Retail Generation
- ☐ Aggregation
- ☒ Power Marketer
- ☐ Power Broker
- ☐ Governmental Aggregation

☐ Renew Certificate No. to

☐ Revise Certificate No. to (check all applicable):

- ☐ Reflect name change from to
- ☐ Reflect address change from to

☐ Add new service offering to certificate:

- ☐ Retail Generation
- ☐ Aggregator
- ☐ Power Marketer
- ☐ Power Broker
- ☐ Natural Gas Governmental Aggregator

☐ Correct Administrative Error

☐ Reflect Change of Ownership to:

☐ Cancel Certificate No.

☐ Protect Un-redacted copies until

☐ Close Case File, Case Withdrawn at Applicant's Request

☐ Close Case File



**CASE NUMBER:** 16-1720-EL-CRS  
**CASE DESCRIPTION:** JOSCO ENERGY USA, LLC  
**DATE OF SERVICE:** 9/15/2016  
**DOCUMENT SIGNED ON:** 9/15/2016

**Sign Here:** 

<b>PARTY OF RECORD</b>	<b>APPLICANT</b>	<b>ATTORNEY</b>
JOSCO ENERGY USA, LLC CHANI KAUFMAN 200 ROUTE 17 SOUTH, SUITE 200-C MAHWAH, NJ 07430 Phone: 201-510-0687 Fax: 516-299-6045 Email: CHANI@JOSCOENERGY.COM	NONE	

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10 Krey Boulevard • Rensselaer, NY 12144

Date: February 27, 2014

Mr. Marc Reichmann  
Josco Energy Corp.  
55 West 95<sup>th</sup> Street, Apt. 2  
New York, NY 10025

Dear Mr. Reichmann,

Your application to become a customer of the New York Independent System Operator has been approved effective February 26<sup>th</sup>, 2014. You are now able to fully participate in the New York electric energy markets in accordance with the Tariffs under which you have elected to take service.

For you records, enclosed are copies of the executed Tariff Agreements and ICAP Agreement.

We look forward to providing the services needed to ensure reliable operation of the New York bulk transmission system and to facilitate an open, fair, and effective competitive electricity wholesale marketplace.

If we can be of assistance to you in your participation in this marketplace, please contact us at (518) 356-6060 or via e-mail at [market\\_services@nyiso.com](mailto:market_services@nyiso.com). Also, we invite you to become familiar with our web site [www.nyiso.com](http://www.nyiso.com). It contains important information about the NYISO with links to the OASIS/MIS, billing data, NYISO Manuals, contact information, a calendar of events, training schedules, and other market information.

Regards,

A handwritten signature in cursive script that reads "Mark Seibert".

Mark Seibert  
Manager, Member Relations

Application for Membership  
Between  
PJM Interconnection, L.L.C.  
and

Josco Energy USA, LLC

This Application for Membership Agreement ('Agreement') is entered into between PJM Interconnection, L.L.C. ('PJM') and ('Applicant'). The purpose of this Agreement is to apply to become a member of the PJM and to participate under the PJM Amended and Restated Operating Agreement, Third Revised Rates Schedule FERC No. 24 ('Operating Agreement'). The Applicant has read and understands the terms and conditions of the Operating Agreement. The Applicant agrees to accept the concepts and obligations set forth in this Agreement and the Operating Agreement posted on the PJM website at: <http://www.pjm.com/documents/agreements/pjm-agreements.aspx>.

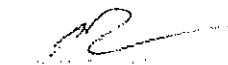
The Applicant also commits to supply data required for coordination of planning and operating, including data for capacity accounting, and agrees to pay all costs and expenses in accordance with the Operating Agreement and all other applicable costs under the PJM Open Access Transmission Tariff ('Tariff'). Such costs include but are not limited to: (i) payment obligations under Schedule 3 of the Operating Agreement; (ii) costs under Schedule 9 of the PJM Tariff; and (iii) potential default allocation payment obligations pursuant to Section 15.2 of the Operating Agreement (PJM may, under the Operating Agreement, declare members in default for not paying their invoices. If that occurs, PJM may pursue collection of the overdue invoices that exceed the collateral PJM holds from the defaulting member as well as take steps to terminate the defaulting members' membership. According to the Operating Agreement, all members are required to pay a portion of the payment default that exceeds the defaulting member's collateral held by PJM.)

The Applicant will pay the annual fee of \$5,000 for the remainder of the year of application upon notification of PJM application approval per Schedule 3.

The Applicant recognizes that it shall become a member of PJM effective as of the date that the Applicant receives the supplement to the Operating Agreement in the form prescribed in Schedule 4 of the Operating Agreement signed by the Applicant and countersigned by the President of PJM pursuant to section 11.6 of the Operating Agreement.

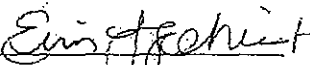
This Agreement will remain in effect until notice of termination is given in writing by the authorized representative of either the Applicant or PJM. Any financial obligations must be satisfied prior to termination of the Applicant's obligations and responsibilities under the PJM Agreement.

Applicant:

Signature: 

Name: Marc Reichmann Title: Vice President Date: 12-21-15

PJM Interconnection, L.L.C.

Signature: 

Name: Erin L. Schmitt Title: Manager, Member Support Services Date: 2/1/16

FEDERAL ENERGY REGULATORY COMMISSION  
Washington, D.C. 20426

OFFICE OF ENERGY MARKET REGULATION

In Reply Refer To:  
Josco Energy Corp.  
Docket No. ER13-879-000

March 15, 2013

Ms. Natara G. Feller, Esq.  
Attorney for Josco Energy Corp.  
Law Office of Natara G. Feller  
540 President Street  
3<sup>rd</sup> Floor  
Brooklyn, New York 11215

Reference: Market-Based Rate Authorization

Dear Ms. Feller:

On February 4, 2013, as supplemented on February 20, 2013, you filed on behalf of Josco Energy Corp. (Josco) an application for market-based rate authority with an accompanying tariff. The proposed market-based rate tariff provides for the sale of energy, capacity, and ancillary services at market-based rates.<sup>1</sup> Josco requests waivers commonly granted to similar market-based rate applicants.

Your filings were noticed on February 4, 2013, and February 21, 2013, with comments, protests or interventions due on or before February 25, 2013, and March 6, 2013, respectively. None was filed.

Pursuant to the authority delegated to the Director, Division of Electric Power Regulation - West, under 18 C.F.R. § 375.307, your submittals filed in the referenced docket are accepted for filing, effective March 8, 2013, as requested. Based on your

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<sup>1</sup> Josco requests authorization to sell ancillary services in the markets administered by PJM Interconnection, L.L.C., New York Independent System Operator, Inc., ISO New England Inc., California Independent System Operator Corp., and Midwest Independent Transmission System Operator, Inc. Josco also requests authorization to engage in the sale of certain ancillary services as a third-party provider in other markets.

representations, Josco meets the criteria for a Category 1 seller in all regions and is so designated.<sup>2</sup>

You state that Josco is located in New York, and intends to act as a power marketer. You represent that Josco is wholly owned by an individual. Further, you affirmatively state that Josco has not erected barriers to entry and will not erect barriers to entry into the relevant market.

You represent that Josco meets the criteria for Category 1 seller status in all regions. You represent that Josco does not own, operate, or control, and is not affiliated with any entity that owns, operates, or controls, generation or transmission facilities. You state that Josco is not affiliated with a franchised public utility and that Josco does not present any other vertical market power concerns.

### **Market-Based Rate Authorization**

The Commission allows power sales at market-based rates if the seller and its affiliates do not have, or have adequately mitigated, horizontal and vertical market power.<sup>3</sup>

Based on your representations, Josco's submittals<sup>4</sup> satisfy the Commission's requirements for market-based rate authority regarding horizontal and vertical market power.

Josco's request for waiver of Subparts B and C of Part 35 of the Commission's regulations requiring the filing of cost-of-service information, except for sections 35.12(a), 35.13(b), 35.15 and 35.16 is granted. Josco's request for waiver of Part 41, Part

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<sup>2</sup> *Market-Based Rates for Wholesale Sales of Electric Energy, Capacity and Ancillary Services by Public Utilities*, Order No. 697, FERC Stats. & Regs. ¶ 31,252, at P 848-50, *clarified*, 121 FERC ¶ 61,260 (2007), *order on reh'g*, Order No. 697-A, FERC Stats. & Regs. ¶ 31,268, *clarified*, 124 FERC ¶ 61,055, *order on reh'g*, Order No. 697-B, FERC Stats. & Regs. ¶ 31,285 (2008), *order on reh'g*, Order No. 697-C, FERC Stats. & Regs. ¶ 31,291 (2009), *order on reh'g*, Order No. 697-D, FERC Stats. & Regs. ¶ 31,305 (2010), *aff'd sub nom. Mont. Consumer Counsel v. FERC*, 659 F.3d 910 (9th Cir. 2011), *cert. denied sub nom. Pub. Citizen, Inc. v. FERC*, 133 S. Ct. 26 (2012).

<sup>3</sup> Order No. 697, FERC Stats. & Regs. ¶ 31,252 at P 62, 399, 408, 440.

<sup>4</sup> The next time you make a market-based rate filing with the Commission, you must include a revised tariff in compliance with Appendix C – Limitations and Exemptions Regarding Market-Based Rate Authority to include appropriate citations. *Niagara Mohawk Power Corporation*, 121 FERC ¶ 61,275 (2007) at P 8. *See also*, Order No. 697-A, FERC Stats. & Regs. ¶ 31,268 at P 384.

101, and Part 141 of the Commission's regulations concerning accounting and reporting requirements is granted with the exception of 18 C.F.R. §§ 141.14 and 141.15.<sup>5</sup> Notwithstanding the waiver of the accounting and reporting requirements here, Josco is expected to keep its accounting records in accordance with generally accepted accounting principles.

Josco requests blanket authorization under Part 34 of the Commission's regulations for all future issuances of securities and assumptions of liability. A separate notice was published in the Federal Register establishing a period during which protests could be filed. None was filed. Josco is 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 Josco, compatible with the public interest, and reasonably necessary or appropriate for such purposes.<sup>6</sup>

Josco must file electronically with the Commission Electric Quarterly Reports.<sup>7</sup> Josco further must timely report to the Commission any change in status that would reflect a departure from the characteristics the Commission relied upon in granting market-based rate authority in accordance with Order No. 697.<sup>8</sup>

This action does not constitute approval of any service, rate, charge, classification, or any rule, regulation, or practice affecting such rate or service provided for in the filed documents; nor shall such action be deemed as recognition of any claimed contractual right or obligation affecting or relating to such service or rate; and such acceptance is

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<sup>5</sup> *Citizens Energy Corp.*, 35 FERC ¶ 61,198 (1986); *Citizens Power and Light Corp.*, 48 FERC ¶ 61,210 (1989) (*Citizens Power*); *Enron Power Marketing, Inc.*, 65 FERC ¶ 61,305 (1993), *order on reh'g*, 66 FERC ¶ 61,244 (1994) (*Enron*).

<sup>6</sup> *Citizens Power*, 48 FERC ¶ 61,210; *Enron*, 65 FERC ¶ 61,305.

<sup>7</sup> *Revised Public Utility Filing Requirements*, Order No. 2001, FERC Stats. & Regs. ¶ 31,127, *reh'g denied*, Order No. 2001-A, 100 FERC ¶ 61,074, *reh'g denied*, Order No. 2001-B, 100 FERC ¶ 61,342, *order directing filing*, Order No. 2001-C, 101 FERC ¶ 61,314 (2002), *order directing filing*, Order No. 2001-D, 102 FERC ¶ 61,334 (2003). Attachments B and C of Order No. 2001 describe the required data sets for contractual and transaction information. Public utilities must submit Electric Quarterly Reports to the Commission using the EQR Submission System Software, which may be downloaded from the Commission's website at <http://www.ferc.gov/docs-filing/eqr.asp>.

<sup>8</sup> *Reporting Requirement for Changes in Status for Public Utilities with Market-Based Rate Authority*, Order No. 652, FERC Stats. & Regs. ¶ 31,175, *order on reh'g*, 111 FERC ¶ 61,413 (2005); 18 C.F.R. § 35.42 (2012).

without prejudice to any findings or orders which have been or may hereafter be made by the Commission in any proceeding now pending or hereafter instituted by or against Josco.

This order constitutes final agency action. Requests for rehearing by the Commission may be filed within 30 days of the date of issuance of this order, pursuant to 18 C.F.R. § 385.713.

Questions regarding the above order should be directed to:

Federal Energy Regulatory Commission  
Attn: Greg Basheda  
Phone: (202) 502-6479  
Office of Energy Market Regulation  
888 First Street, N.E.  
Washington, D.C. 20426

Sincerely,

Steve P. Rodgers, Director  
Division of Electric Power  
Regulation - West

**Exhibit A-16**  
**Articles of Incorporation and Bylaws**

See attached New Jersey Certificate of Formation



NEW JERSEY DEPARTMENT OF THE TREASURY  
DIVISION OF REVENUE AND ENTERPRISE SERVICES

CERTIFICATE OF FORMATION

JOSCO ENERGY USA, LLC

0400661445

The above-named DOMESTIC LIMITED LIABILITY COMPANY was duly filed in accordance with New Jersey state law on 05/23/2014 and was assigned identification number 0400661445. Following are the articles that constitute its original certificate.

1. Name:

JOSCO ENERGY USA, LLC

2. Registered Agent:

JOSCO ENERGY USA, LLC

3. Registered Office:

200 ROUTE 17 SOUTH  
SUITE 200C  
MAHWAH, NJ 07430

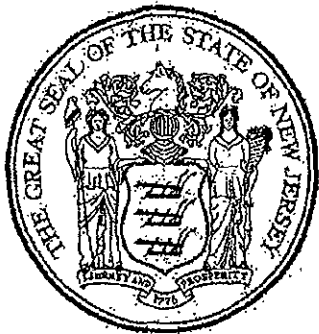
4. Business Purpose:

ANY LAWFUL PURPOSE

Signatures:

MARC REICHMANN

AUTHORIZED REPRESENTATIVE



Certification# 132342405

Verify this certificate at

[https://www1.state.nj.us/TYTR\\_StandingCert/JSP/Verify\\_Cert.jsp](https://www1.state.nj.us/TYTR_StandingCert/JSP/Verify_Cert.jsp)

IN TESTIMONY WHEREOF, I have  
hereunto set my hand and affixed my  
Official Seal at Trenton, this  
23rd day of May, 2014

A handwritten signature in dark ink, appearing to read "Andrew P. Sidamon-Eristoff".

Andrew P Sidamon-Eristoff  
State Treasurer

**Exhibit A-17**  
**Proof of Ohio Registration**

See attached Proof of Registration issued by Ohio Secretary of State

**\*201618700154\***

DATE	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
07/05/2016	201618700154	REG. OF FOR. PROFIT LIM. LIAB. CO. (LFP)	99.00	100.00	.00	.00	.00

**Receipt**

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

CORPORATION SERVICE COMPANY  
DEANNE E. SCHAUSEIL  
50 W. BROAD STREET, SUITE 1800  
COLUMBUS, OH 43215

**STATE OF OHIO  
CERTIFICATE**

**Ohio Secretary of State, Jon Husted**

**3918068**

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

**JOSCO ENERGY USA, LLC**

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

Document(s):  
**REG. OF FOR. PROFIT LIM. LIAB. CO.**

Document No(s):  
**201618700154**

**Effective Date: 07/01/2016**



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  
5th day of July, A.D. 2016.

*Jon Husted*

Ohio Secretary of State

## **Exhibit B-1**

### **Jurisdictions of Operation**

Josco Energy is a successful New Jersey-based electricity and natural gas supplier that currently serves over 20,000 residential and small commercial customers in the New York ISO and PJM ISO. Josco began operations as a supplier of electricity and natural gas in New York in 2014. Josco obtained approval from the New York Public Service Commission to operate as a supplier on January 24, 2013, and received FERC market based rate authority on March 15, 2013. Josco became a customer of the New York Independent System Operator (NYISO) effective February 27, 2014, and began serving customers in New York shortly thereafter.

Josco became a member of PJM Interconnection in December 2015, and obtained licensure as a Third Party Supplier by the New Jersey Board of Public Utilities on March 18, 2016. Josco obtained licensure from the Pennsylvania Public Utility Commission as an Electricity Generation Supplier on September 15, 2016. Josco obtained licensure from the PUCO as a Competitive Retail Electricity Supplier on September 12, 2016. Josco currently provides electricity and/or natural gas supply to approximately 20,000 retail customers.

Attached hereto are copies of:

- The letter from the New York PSC approving Josco's NY energy supplier license
- The letter from the New Jersey Board of Public Utilities approving Josco's NJ energy supplier license
- Electricity Generation Supplier License from the Pennsylvania Public Utility Commission
- Competitive Retail Electricity Supplier Certificate from the Public Utilities Commission of Ohio
- The FERC Order granting Josco market based rate authority; and
- The letter from NY-ISO confirming JOSCO's membership; and
- The signature page to the PJM membership agreement, evidencing Josco's membership in PJM

Further information regarding the financial, managerial, and technical expertise of Josco Energy USA, LLC is set forth in more detail below.

## **Exhibit B-2**

### **Experience and Plans**

Josco Energy is a successful New Jersey-based electricity and natural gas supplier that currently serves over 20,000 residential and small commercial customers in the New York ISO and PJM ISO. Josco began operations as a supplier of electricity and natural gas in New York in 2014. Josco obtained approval from the New York Public Service Commission to operate as a supplier on January 24, 2013, and received FERC market based rate authority on March 15, 2013. Josco became a customer of the New York Independent System Operator (NYISO) effective February 27, 2014, and began serving customers in New York shortly thereafter.

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- Competitive Retail Electricity Supplier Certificate from the Public Utilities Commission of Ohio
- The FERC Order granting Josco market based rate authority; and
- The letter from NY-ISO confirming JOSCO's membership; and
- The signature page to the PJM membership agreement, evidencing Josco's membership in PJM

Josco successfully completed the EDI certification process for Core, Utility Rate, and Bill Ready Transactions, met the applicable utility creditworthiness requirements, and began serving load in the service territories of Con-Edison, NYSEG, National Grid and Orange & Rockland in 2014.

Josco Energy USA, LLC meets the appropriate technical qualifications necessary to successfully and properly do business in Ohio as a competitive supplier of natural gas. Josco became a member of PJM Interconnection in December 2015, as evidenced by the signed membership agreement attached hereto. Josco is led by a team of experienced management professionals, and has retained the services of a leading EDI transaction firm to support the company's operations and expected growth.

Marc Reichmann serves as Director of Operations of Josco Energy USA, LLC, and is primarily responsible for overseeing all of the company's operations, business development, and sales and marketing functions. A copy of Mr. Reichman's resume is attached hereto.

Matt Gordon oversees Josco Energy USA, LLC's regulatory compliance. Mr. Gordon has 15 years of experience as a Business Manager, specializing in government relations, vendor relations and customer service. Jesse Rutta serves as Chief Financial Officer for Josco Energy USA, LLC, and is primarily responsible for the day-to-day operations including financial transactions, accounting/payroll, legal/regulatory compliance, and vendor relations.

Chani Kaufman is Josco's Director of Customer Service. In that role he ensures regulatory compliance, responds to and resolves customer inquiries, trains and manages a team of 6 customer service representatives, oversees training of sales agents, and monitors sales and customer service representatives for regulatory compliance.

Josco has a contractual relationship with Enhanced Energy Services to provide procurement support and to assist Josco in supervising and managing short and long term wholesale procurement and supply obligations. Enhanced Energy Services is an energy management and consulting company that assists Suppliers with load forecasting, scheduling and portfolio management in PJM ISO and NYISO.

Enhanced Energy will consult with Josco on Energy Procurement, Load Forecasting, Scheduling, Hedging, Balancing and Settlements, and Supply Financing.

Josco utilizes industry leader EC Infosystems to handle its EDI Transaction Management, to coordinate billing and accounts receivable functions with the various utilities that deliver Josco's electricity and natural gas.

### **Services and Customer Classes**

Josco Energy USA, LLC will be marketing its services primarily to small commercial customers, although it expects to eventually serve all customer classes including residential and large commercial and industrial.

**Exhibit B-3**  
**Summary of Experience**

Josco Energy currently serves approximately 20,000 residential and small commercial customers in New York, with an average monthly electricity load of 5645 MWH. Josco is currently serving electricity customers in the service territories of Con-Edison, National Grid, and Central Hudson and Orange & Rockland. Josco Energy supplies natural gas to customers in the National Fuel, Con-Edison, and National Grid New York utility service territories. See Exhibit B-2 for further discussion of Josco Energy's experience.

## **Exhibit C-1**

### **Annual Reports**

Josco Energy is not a publicly traded entity, as such does not prepare annual reports to shareholders. As proof of Josco Energy's financial fitness, see a copy of the Income Statement and Balance Sheet as of December 31, 2015, attached hereto and marked **Confidential**. Josco Energy respectfully requests full confidential treatment of these documents pursuant to Rule 4901-1-27-08, as it is not a publicly traded entity, and disclosure of its financial information could cause it competitive harm.

As reflected in the attached Confidential financial statements, Josco has

- Positive working capital,
- Positive stockholder equity,
- A dedicated line of credit, and
- Positive net income

Josco Energy USA, LLC respectfully submits that it meets the financial integrity requirements to move power through the independent system operator and the financial and other requirements for the utility distribution network. As indicated above, Josco Energy became a member of PJM in 2015 and has met all of PJM's financial and credit requirements. As reflected in the attached Confidential financial statements, Josco has

- Positive working capital,
- Positive stockholder equity,
- Substantial assets in the form of cash or cash equivalents
- Positive net income

As demonstrated by the licensure by the New York Public Service Commission, and its provision of electric supply service to customers in multiple utility territories in New York state over the past two years, Josco clearly has the financial and technical resources necessary to move power through the ISOs and the utility distribution networks. Josco has more than sufficient assets to procure all of the wholesale power needed to service its retail customers, and cover additional capital requirements for its operations. Josco also has a liability insurance policy with liability coverage of \$2,000,000 per occurrence.



**Exhibit C-2**  
**SEC Filings**

Not Applicable. Josco Energy a privately held Limited Liability Company and is therefore not required to file with the SEC

**Exhibit C-4**  
**Financial Arrangements**

Josco Energy is posting a Letter of Credit and/or cash collateral with one or more LDUs to satisfy the Financial Arrangements requirement. Josco Energy will supplement this Application with additional confirmation of the posting of the collateral.

## **Exhibit C-6 Credit Rating**

As a relatively new company, Josco Energy does not have a credit rating.

**Exhibit C-7**  
**Credit Report**

N/A

**Exhibit C-8**  
**Bankruptcy Information**

None

**Exhibit C-9**  
**Merger Information**

None

## **Exhibit C-10**

### **Corporate Structure**

Josco Energy USA, LLC is a New Jersey Limited Liability Company formed in 2014. Josco Energy USA, LLC is wholly owned by its two members, Marc Reichmann and Jesse Rutta. Josco is an affiliate of Josco Energy Corp., which is wholly owned by the same two individuals.

## **Exhibit D-1 Operations**

Josco Energy intends to operate as a "Retail natural gas marketer" as defined in Chapter 4901:1-27 of the Ohio Administrative Code, and assume the contractual and legal responsibility for the sale and provision of competitive retail natural gas service to retail natural gas service customers, and have title to natural gas at some point during the transaction. Its operations will include contracting natural gas purchases for retail sales and the nomination and scheduling of retail natural gas for delivery to the city gate for retail customers.



## **Exhibit D-2**

### **Operations Experience**

Josco Energy is a successful New Jersey-based electricity and natural gas supplier that currently serves over 20,000 residential and small commercial customers in the New York ISO and PJM ISO. Josco began operations as a supplier of electricity and natural gas in New York in 2014. Josco obtained approval from the New York Public Service Commission to operate as a supplier on January 24, 2013, and received FERC market based rate authority on March 15, 2013. Josco became a customer of the New York Independent System Operator (NYISO) effective February 27, 2014, and began serving customers in New York shortly thereafter.

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Josco successfully completed the EDI certification process for Core, Utility Rate, and Bill Ready Transactions, met the applicable utility creditworthiness requirements, and began serving load in the service territories of Con-Edison, NYSEG, National Grid and Orange & Rockland in 2014.

Josco Energy USA, LLC meets the appropriate technical qualifications necessary to successfully and properly do business in Ohio as a competitive supplier of natural gas. Josco became a member of PJM Interconnection in December 2015, as evidenced by the signed membership agreement attached hereto. Josco is led by a team of experienced management professionals, and has retained the services of a leading EDI transaction firm to support the company's operations and expected growth.

Marc Reichmann serves as Director of Operations of Josco Energy USA, LLC, and is primarily responsible for overseeing all of the company's operations, business development, and sales and marketing functions. A copy of Mr. Reichman's resume is attached hereto.

Matt Gordon oversees Josco Energy USA, LLC's regulatory compliance. Mr. Gordon has 15 years of experience as a Business Manager, specializing in government relations, vendor relations and customer service. Jesse Rutta serves as Chief Financial Officer for Josco Energy USA, LLC, and is primarily responsible for the day-to-day operations including financial transactions, accounting/payroll, legal/regulatory compliance, and vendor relations.

Chani Kaufman is Josco's Director of Customer Service. In that role he ensures regulatory compliance, responds to and resolves customer inquiries, trains and manages a team of 6 customer service representatives, oversees training of sales agents, and monitors sales and customer service representatives for regulatory compliance.

Josco has a contractual relationship with Enhanced Energy Services to provide procurement support and to assist Josco in supervising and managing short and long term wholesale procurement and supply obligations. Enhanced Energy Services is an energy management and consulting company that assists Suppliers with load forecasting, scheduling and portfolio management in PJM ISO and NYISO.

Enhanced Energy will consult with Josco on Energy Procurement , Load Forecasting, Scheduling, Hedging, Balancing and Settlements, and Supply Financing.

Josco utilizes industry leader EC Infosystems to handle its EDI Transaction Management, to coordinate billing and accounts receivable functions with the various utilities that deliver Josco's electricity and natural gas.

### **Services and Customer Classes**

Josco Energy USA, LLC will be marketing its services primarily to small commercial customers, although it expects to eventually serve all customer classes including residential and large commercial and industrial.

### **Exhibit D-3**

### **Key Technical Personnel**

See Exhibit A-14 for listing of officers.

Marc Reichmann serves as Director of Operations of Josco Energy USA, LLC, and is primarily responsible for overseeing all of the company's operations, business development, and sales and marketing functions. A copy of Mr. Reichman's resume is attached hereto.

Matt Gordon oversees Josco Energy USA, LLC's regulatory compliance. Mr. Gordon has 15 years of experience a Business Manager, specializing in government relations, vendor relations and customer service. Jesse Rutta serves as Chief Financial Officer for Josco Energy USA, LLC, and is primarily responsible for the day-to-day operations including financial transactions, accounting/payroll, legal/regulatory compliance, and vendor relations.

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# MARC REICHMANN

200 New Jersey 17 • Mahwah, NJ 07430

201.510.0687 • [marc@joscoenergy.com](mailto:marc@joscoenergy.com)

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## SUMMARY OF QUALIFICATIONS

- Talented and experienced energy professional with strong background in overseeing and growing corporate operations.
- Demonstrated success at managing full service operations and developing strategic relationships.
- Partners with utility companies, vendors and clients to facilitate seamless transition to new provider.
- Excellent marketing and sales skills with proven ability to increase sales and revenue while providing clients with expertise in selecting electric and natural gas solutions.
- Skilled in complying with government and industry regulations in several states including New York, New Jersey, Pennsylvania and Ohio.
- Strong managerial skills; builds cohesive teams and motivates others to excel.
- Capable project manager; oversees client accounts and vendor relations resulting in high quality customer experience.

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## PROFESSIONAL EXPERIENCE

JOSCO ENERGY, Mahwah, NJ  
Director of Operations

2014 – Present

Responsible for overseeing operations, increasing revenues and developing strategic partnerships for a provider of electric and natural gas solutions.

- Oversees 6 direct reports and 25 indirect employees in sales/marketing, billing, investor relations and customer service.
- Provides high level expertise on energy alternatives in compliance with state and industry regulations.
- Creates strategic development plans while maintaining positive cash flow to allow for business growth.
- Partners with investors and potential investors; provides financial documentation and support regarding forecasted growth and expenses.
- Develops flexible rate plans without the commitment of contracts, up-front deposits, sign-up fees, early termination fees or cancellation penalties to attract and retain loyal customer base.

HIKO ENERGY, Monsey, NY  
Marketing Manager

2010 – 2014

- Marketing professional with responsibility for securing new accounts and servicing existing accounts for provider of electric and natural gas solutions.
- Managed marketing staff responsible for client contact and solicitation in-person and over the phone ensuring high quality interface and service.
- Provided customers with clear explanation of service benefits; analyzed clients' energy bills and usages and provided detailed summaries of cost saving opportunities.
- Utilized extensive knowledge of industry and federal regulations to ensure continued compliance in all aspects of operations.
- Developed strong relationships with vendors and utility companies and clients.

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## EDUCATION

FAIRLEIGH DICKINSON UNIVERSITY, Teaneck, NJ  
B.A. – Business Management

2008