

FILE

November 2, 2016

EnerConnex, LLC

Case Number: 16-1177-GA-AGG

Certificate Number: 16-525G(1)

The Public Utilities Commission of Ohio (PUCO)

Docketing Division

180 East Broad Street

Columbus, Ohio 43215-3793

2016 NOV - 7 PM 4: 21  
PUCO

Re: Material Changes to Business Operations

To Whom It May Concern:

On October 31, 2016, five people joined EnerConnex, LLC as Members of the LLC. The five people and their percent of ownership are listed below.

Member	Address	Percentage of Ownership
Eric Niemeyer	4140 Clark Shaw Rd Powell, OH 43065	27.25%
Janet Loop	44 Portland Street, 4 <sup>th</sup> Floor, Worcester, MA 01608	21.25%
Vitana Melesiute	44 Portland Street, 4 <sup>th</sup> Floor, Worcester, MA 01608	21.25%
Brian Dafferner	44 Portland Street, 4 <sup>th</sup> Floor, Worcester, MA 01608	27.25%
Ralph Campanelli	44 Portland Street, 4 <sup>th</sup> Floor, Worcester, MA	1.5%

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Technician AS

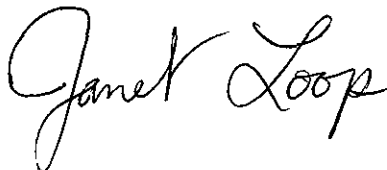
# »enerconnex

	01608Worcester, MA 01606	
Edward Campanelli	44 Portland Street, 4 <sup>th</sup> Floor, Worcester, MA 01608	1.5%

Two of those new Members are also employees/officers of the company. Janet Loop is the Chief Fiscal Officer and Vitana Melesiute is the VP of Energy Markets. Ms. Melesiute is in charge of the company's day-to-day electricity procurement.

The resumes for Ms. Loop and Ms. Melesiute detailing their experience in this industry are attached to this letter.

If you have any questions or concerns about the application, please feel free to contact me.



Janet Loop,  
Chief Fiscal Officer  
EnerConnex, LLC  
44 Portland St, 4<sup>th</sup> Floor  
Worcester, MA 01608  
(508) 769-4929  
[jloop@enerconnex.com](mailto:jloop@enerconnex.com)

## Janet Loop

**Title:** Chief Fiscal Officer/Vice President,  
Energy Markets/Managing Partner

**Role:** Operations – Energy Procurement and  
Consulting

### Contact Information

**EnerConnex, LLC**  
44 Portland St., 4<sup>th</sup> Floor  
Worcester, MA 01608  
Mobile: (508) 769-4929  
Email: [jloop@enerconnex.com](mailto:jloop@enerconnex.com)

### Background Summary Information

**Years in Energy Industry:** 32

#### Unique Skill Sets:

- Energy Procurement
- Energy Hedging & Derivatives
- Tariff Design & Analysis
- Energy Efficiency Program Design
- Project Management
- Contract Management

### Background

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

Janet began her career working for Boston Edison (now known as Eversource Energy) where she learned the intricacies of the retail energy markets including; pricing design, regulatory compliance, energy efficiency programs along with the workings of unregulated subsidiaries. In 2001, she joined SmartEnergy, an electricity supply leader in the early days of deregulation. It was here that Janet became versed in electricity and natural gas procurement. In 2004, Janet joined World Energy Solutions as a Market Director. During her 12 years with World Energy Solutions, Janet procured energy for customers in the NY, New England, PJM, Texas and Canadian markets. She handled one of the largest back office operations books in the industry while implementing a proactive, educational, and customer-centric procurement practice.

### Selected Experience

**EnerConnex, LLC**  
44 Portland St., 4<sup>th</sup> Floor, Worcester, MA 01608  
Employed from July 2016 to present  
Reference Verification: Eric Niemeyer, (614) 595-1321

#### Vice President - Energy Markets, EnerConnex, LLC

- Focus on the exceptional delivery of both companies' energy consulting and procurement services.
- Establish, maintain and enhance relationships with suppliers, channels and customers.
- New market assessments.
- Back office operations

#### Self-Employed Energy Consultant

Employed from July 2015 to July 2016

#### World Energy Solutions, Inc.

100 Front Street, 20<sup>th</sup> Floor, Worcester, MA 01608  
Employed from 2004 to July 2015  
Reference Verification: Scott Conner (508) 459-8139  
Employees Managed: 0

## Janet Loop

### **Market Director, World Energy Solutions, Inc.**

- Directly manages strategic planning and development of competitive electricity and natural gas procurements for commercial and industrial customers in New England, New York, Pennsylvania and Canada.
- Energy Team Lead for electricity and natural gas procurements for the Commonwealth of Massachusetts Operational Services Division and State of Connecticut.
- Responsible for analyzing data; evaluating competitive trends and technical and financial developments; assessing market positions and business development strategies of energy retailers; and evaluating post procurement contracting.

### **SmartEnergy, Inc.**

Unicorn Park Dr, Woburn, MA 01810

Employed from Jan 2001 to October 2003

Reference Verification: N/A – Company was disbanded

Employees Managed: 0

### **Finance Manager, SmartEnergy, Inc.**

- Performed all tracking activities of hedges and derivatives used to manage the financial risks associate with supply costs.
- Analyzed financial and business requirements of new target markets.
- Developed retail pricing plans and marketing strategies in the NY, NJ and PA markets.
- Negotiated physical and financial contracts for energy supply.
- Implemented processes and procedures associated with procurement of energy.

### **Eversource (formerly Boston Edison Company/NSTAR/Eversource Energy)**

One NSTAR Way, Westwood, MA 02090

Employed from Sept 1984 to Nov 1999

Reference Verification: Annette Slattery, (781) 441-8774

Employees Managed: 10

### **Business Manager, Eversource (Boston Edison Company/NSTAR/Eversource Energy)**

- Implemented a performance management process to track, monitor and communicate the success of Customer Care operations.
- Worked on special opportunities such as transformation of the electric delivery business, mergers and acquisitions and the creation of unregulated subsidiaries (i.e. Backcomb and Energy Vision).

### **Principal Research Analyst, Star (Boston Edison Company/NSTAR/Eversource Energy)**

- Developed rate tariffs for commercial and industrial customers.
- Developed, implemented, monitored and evaluated energy efficiency programs.

## **Education, Training, Certifications, and Affiliations**

### **EDUCATION**

1983	Boston College	BS, Finance
1992	Babson College	MBA, Management Information Systems

## Vitana Melesiute

Title: Vice President, Energy Markets/ Managing Partner	Role: Operations – Energy Procurement and Consulting
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### Contact Information

**EnerConnex, LLC**  
 44 Portland St., 4<sup>th</sup> Floor  
 Worcester, MA 01608  
 Mobile: 508-612-5947  
 Email: [vmelesiute@enerconnex.com](mailto:vmelesiute@enerconnex.com)

### Background Summary Information

Years in Energy Industry: 17

Unique Skill Sets:

- Business Development
- New Markets Assessment
- Supplier Relationships Management
- Channel Management
- Energy Procurement Management
- Development and execution of risk management strategies

### Background

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

Prior to joining EnerConnex, Vitana worked in various roles at World Energy Solutions. Since inception, she was an integral part of World Energy's evolution into one of the largest energy brokerage companies in the country. Vitana directed the company's new market entrance program, while transacting over 50 TWh in energy contracts for commercial, industrial, and government clients. As a Market Director over the PJM, MISO, NYISO, CAISO and ERCOT markets, her extensive market expertise enabled her to drive customer success by taking advantage of market opportunities while advocating on behalf of the client.

### Selected Experience

**EnerConnex, LLC**  
 44 Portland St., 4<sup>th</sup> Floor, Worcester, MA 01608  
 Employed from July 2016 to present  
 Reference Verification: Eric Niemeyer, (614) 595-1321

#### **Vice President - Energy Markets, EnerConnex, LLC**

- Focus on the exceptional delivery of both companies' energy consulting and procurement services.
- Establish, maintain and enhance relationships with suppliers, channels and customers.
- New market assessments.
- Back office operations

#### **Self-Employed Energy Consultant**

Employed from July 2015 to July 2016

**World Energy Solutions, Inc.**  
 100 Front Street, 20th Floor, Worcester, MA 01608  
 Employed from January 2000 to July 2015  
 Reference Verification: Scott Conner, (508) 459-8139

#### **Market Director, World Energy Solutions**

- Responsible for customer accounts within the PJM, MISO, New York and California.
- Manage procurement project timelines.
- Manage electric and gas procurement from data aggregation to savings analysis, to contracting.
- Schedule and run auctions.
- Calculate the savings customers can expect to achieve at auction.

## Vitana Melesiute

- Coordinate contracting between suppliers and customers.
- Support sales and marketing in development of marketing strategies and operational procedures.
- Research and build forward-curve pricing algorithms.
- Developing wholesale/retail index for use in customer pricing expectations.
- Develop new pricing products.

### **Supply Desk Analyst, World Energy Solutions**

- Collected and analyzed energy consumption data in order to establish a price to beat.
- Determined customer specific savings in various markets.
- Created tariff models for use in price to beat analyses.
- Conducted research on deregulated markets to determine the competitive landscape in each market.
- Created and implemented the forward looking market price tool used for projecting auction results.

### **Education, Training, Certifications, and Affiliations**

#### **EDUCATION**

1994 - 1998	Kaunas University of Technology, Lithuania	Bachelor of Business Administration
1993 - 1994	Kaunas Polytechnic Institute, Lithuania	Chemical Technology