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PALMcoEnergy  
8751 18th Avenue  
Brooklyn, NY 11214

w PalmcoEnergy.com  
e CustomerService@PalmcoEnergy.com  
toll free: 1 (877) 726 5862

January 11, 2018

**Via FedEx**

Docketing Division  
Public Utilities Commission of Ohio  
180 East Broad Street  
Columbus, OH 43215-3793

Re: PALMco Energy OH, LLC ("PALMco")  
Renewal Certificate Application  
Certificate No. 10-180-GA-CRS(4)

10-138-GA-CRS

To the Public Utilities Commission of Ohio:

Enclosed for filing with Public Utilities Commission of Ohio is an original, plus three (3) copies, of PALMco Energy OH, LLC's Natural Gas Renewal Certificate Application and Exhibits.

Pursuant to Ohio Administrative Code 4901:1-27-08, PALMco respectfully requests its financial statements and forecasted financial statements, attached herein as Exhibit C-3 and C-5, be afforded confidential treatment for a period of six years.

Please feel free to contact me if you have any questions via phone or email at: 718.975.9018 or [jcoleman@palmcoenergy.com](mailto:jcoleman@palmcoenergy.com).

Sincerely,

A handwritten signature in cursive script that reads "Jennifer Coleman".

Jennifer Coleman  
Regulatory Manager  
On behalf of PALMco Energy OH, LLC

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 le Date Processed 1/16/18



# Public Utilities Commission

PUCO USE ONLY – Version 1.08 May 2016		
Date Received	Renewal Certification Number	ORIGINAL CRS Case Number
		10 - 0138 - GA-CRS

## RENEWAL 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 renew its certificate as: (check all that apply)

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

#### A-2 Applicant information:

Legal Name      PALMco Energy OH, LLC  
Address      8751 18th Avenue, Brooklyn, NY 11214  
Telephone No.      718-851-6655 ext. 8      Web site Address      <https://palmcoenergy.com/>  
Current PUCO Certificate No.      10-180G(4)      Effective Dates      2/14/16-2/14/18

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

Name      PALMco Energy OH, LLC  
Address      8751 18th Avenue, Brooklyn, NY 11214  
Web site Address      <https://palmcoenergy.com/>      Telephone No.      718-851-6655 ext. 8

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

PALMco Energy OH, LLC  
PALMco

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

Name      Jennifer Coleman      Title      Regulatory Manager  
Business Address      8751 18th Avenue, Brooklyn, NY 11214  
Telephone No.      718-975-9018      Fax No.      718-851-2427      Email Address      [Regulatory@palmcoenergy.com](mailto:Regulatory@palmcoenergy.com)

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

Name Thomas Sheehy Title Compliance Officer  
Business address 8751 18th Avenue, Brooklyn, NY 11214  
Telephone No. 718-975-6601 Fax No. 718-851-2427 Email Address compliance@palmcoenergy.com

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

Customer service address 8751 18th Avenue, Brooklyn, NY 11214  
Toll-Free Telephone No. 877-726-5862 Fax No. 718-851-2427 Email Address CustomerService@PalmcoE

**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 Eileen Ficken Title Office Administrator  
Business address 4807 Rockside Road, Suite 400, Independence, OH 44131  
Telephone No. 216-642-8244 Fax No. 718-851-2427 Email Address compliance@palmcoenergy.com

**A-9 Applicant's federal employer identification number 32-0274233**

**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 checked="" type="checkbox"/> Columbia Gas of Ohio	<input checked="" type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Dominion East Ohio	<input checked="" type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Duke Energy Ohio	<input checked="" type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input 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 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 checked="" type="checkbox"/> Residential	Beginning Date of Service	07/2012	End Date
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	9/2012	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 checked="" type="checkbox"/> Residential	Beginning Date of Service	10/2012	End Date
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	11/2012	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 checked="" type="checkbox"/> Residential	Beginning Date of Service	06/2012	End Date
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	11/2012	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 checked="" type="checkbox"/> Residential	Beginning Date of Service	08/2013	End Date
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	08/2013	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 type="checkbox"/>	Columbia Gas of Ohio	Intended Start Date	N/A
<input type="checkbox"/>	Dominion East Ohio	Intended Start Date	N/A
<input type="checkbox"/>	Duke Energy Ohio	Intended Start Date	N/A
<input type="checkbox"/>	Vectren Energy Delivery of Ohio	Intended Start Date	N/A

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,"** provide the articles of incorporation filed with the state or jurisdiction in which the applicant is incorporated and any amendments thereto, *only if the contents of the originally filed documents changed since the initial application.*
- A-17 **Exhibit A-17 "Secretary of State,"** provide evidence that the applicant is still 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 renewed certification (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 for which it is seeking renewed certification since applicant last filed for certification.

- 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 since applicant last filed for certification.

☒ 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 since applicant last filed for certification.

☒ 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, Fitch IBCA, Moody's Investors Service, Standard & Poor's, 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 an 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 Experian, 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 within the two most recent years preceding the application.

## **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

*Zoja Vega*, Managing Member

Sworn and subscribed before me this

*11th*

day of

*January*

Month

*2018*

Year

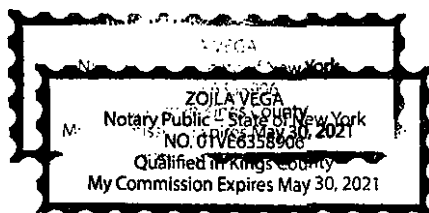
*Zoja Vega*

Signature of official administering oath

*Zoja Vega*

Print Name and Title

*Notary Public*



My commission expires on

*5/30/18*





# The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service  
Affidavit Form  
(Version 1.07)

In the Matter of the Application of )

PALMco Energy OH, LLC )

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

Case No. 10 - 0138 -GA-CRS

County of KINGS

State of NEW YORK

Robert Palmese

[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

*Robert Palmese* Managing Member

Sworn and subscribed before me this

11<sup>th</sup>

day of

January

Month

2018

Year

*Zoila Vega*  
Signature of Official Administering Oath

*Zoila Vega* Notary Public  
Print Name and Title



My commission expires on

5/30/21

(CRNGS Supplier Renewal) - Version 1.08

Page 8 of 8

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

Robert Palmese, *President/ Managing Member*

8751 18<sup>th</sup> Avenue

Brooklyn, NY 11214

Telephone: 718-851-6655 ext. 8

Michelle Hofstette, *Chief Financial Officer*

8751 18<sup>th</sup> Avenue

Brooklyn, NY 11214

Telephone: 718-975-6605

Robert Blake, *Vice President of Operations*

8751 18<sup>th</sup> Avenue

Brooklyn, NY 11214

Telephone: 718-696-0131

Adam Bashe, *Vice President of Business Development and Chief Sales Officer*

8751 18<sup>th</sup> Avenue

Brooklyn, NY 11214

Telephone: 718-696-0129

Byron Farnsworth, Jr., *Vice President of Supply and Scheduling*

8751 18<sup>th</sup> Avenue

Brooklyn, NY 11214

Telephone: 718-696-0121

Jennifer Coleman, *Regulatory Manager*

8751 18<sup>th</sup> Avenue

Brooklyn, NY 11214

Telephone: 718-975-9018

**Exhibit A-15**  
**Company History**

PALMco Energy OH, LLC (hereinafter "PALMco") was formed as an Ohio Limited Liability Company in January 2009. It was first licensed as an Ohio natural gas supplier in 2010. PALMco began selling natural gas in Ohio at retail in 2012.

PALMco currently serves approximately 11,000 natural gas customers. PALMco sells gas at retail in the service territories of Columbia Gas of Ohio, Dominion East Ohio, Duke Energy Ohio, and Vectren Energy Delivery of Ohio.

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

There has been no change to PALMco's Articles of Incorporation or Bylaws, since the original application.

**Exhibit A-17**  
**Secretary of State**

Attached is confirmation that PALMco is in good standing and currently registered with the Ohio Secretary of State.

# Jon Husted Ohio Secretary

[Jon Husted & the Office](#) | [Elections & Voting](#) | [Campaign Finance](#) | [Legislation & Ballot Issues](#) | [Businesses](#) | [Records](#) | [Media Center](#) | [Publications](#)

## Business Filing Portal

[Print this report](#)

### Corporation Details

Corporation Details		
Entity Number	1832534	
Business Name	PALMCO ENERGY OH LLC	
Filing Type	DOMESTIC LIMITED LIABILITY COMPANY	
Status	Active	
Original Filing Date	01/28/2009	
Expiry Date		
Location:	County:	State:
Agent / Registrant Information		
CORPORATION SERVICE COMPANY 50 WEST BROAD STREET SUITE 1330 COLUMBUS, OH 43215 Effective Date: 11/10/2016 Contact Status: Active		
Incorporator Information		
ROBERT PALMESE		
Filings		
Filing Type	Date of Filing	Document Number/Image
ARTICLES OF ORGNZTN/DOM. PROFIT LIM.LIAB. CO.	01/28/2009	<a href="#">200902902670</a>
AGENT ADDRESS CHANGE/LIMITED/LIABILITY/PARTNERS	11/10/2016	<a href="#">201632602630</a>

**Exhibit B-1**  
**Jurisdictions of Operation**

PALMco Energy OH, LLC is a stand-alone entity, rather than subsidiaries of a corporate parent. The individual members of the Ohio PALMco entity also own, in whole or in part, entities in other jurisdictions that are engaged in the retail sale of electricity and natural gas. The entities are as follows:

Name: Columbia Utilities, LLC (Electric) and Columbia Utilities Power, LLC (Gas)  
License Number/ State of Issuance: N/A, New York

Name: PALMco Power CA, LLC (Electric)  
License Number/ State of Issuance: ESP NO. 1387/California

Name: PALMco Energy CT, LLC (Gas)  
License Number/ State of Issuance: 09-01/ Connecticut

Name: PALMco Power DC, LLC (Electric) and PALMco Energy DC, LLC (Gas)  
License Number/ State of Issuance: EA 2016-16/ District of Columbia (Electric) and GA 2016-05/ District of Columbia (Gas)

Name: PALMco Power DE, LLC (Electric)  
License Number/ State of Issuance: 16-0929/ Delaware (Electric)

Name: PALMco Power IL, LLC (Electric) and PALMco Energy IL, LLC (Gas)  
License Number/ State of Issuance: 12-0269/ Illinois (Electric) and 12-0395/ Illinois (Gas)

Name: PALMco Power MA, LLC (Electric) and PALMco Energy MA, LLC (Gas)  
License Number/ State of Issuance: CS-092/ Massachusetts (Electric) and GS-046/ Massachusetts (Gas)

Name: PALMco Power MD, LLC (Electric) and PALMco Energy MD, LLC (Gas)  
License Number/ State of Issuance: IR-1804/ Maryland (Electric) and IR-1803/ Maryland (Gas)

Name: PALMco Power NJ, LLC (Electric) and PALMco Energy NJ, LLC (Gas)  
License Number/ State of Issuance: ESL-0049/ New Jersey (Electric) and GSL-0033/ New Jersey (Gas)

**Exhibit B-1**  
**Jurisdictions of Operation**  
***(continued)***

Name: PALMco Power NY, LLC (Electric) and PALMco Energy NY, LLC (Gas)  
License Number/ State of Issuance: N/A, New York

Name: PALMco Power OH, LLC (Electric)  
License Number/ State of Issuance: 10-199E(4)/ Ohio (Electric)

Name: PALMco Power PA, LLC (Electric) and PALMco Energy PA, LLC (Gas)  
License Number/ State of Issuance: A-2009-2108338/ Pennsylvania (Electric) and A-2009-2100320/ Pennsylvania (Gas)

Name: PALMco Energy VA, LLC (Gas)  
License Number/ State of Issuance: G-49/ Virginia



## **Exhibit B-2**

### **Experience & Plans**

#### **Experience.**

Since PALMco's last license renewal application, PALMco has taken several affirmative steps to modify its business practices and procedures. First, PALMco has made significant managerial investments to enhance its capabilities. This includes hiring the following experienced energy industry individuals to conduct oversight and management of essential functions of the business: operations, sales, supply, and regulatory compliance. The addition of a new management team has provided greater control, monitoring and oversight of the business operations and has resulted in significant cultural changes at the company including a comprehensive top-down approach to compliance and regular weekly meetings to identify, discuss, and address issues effectively across departments. There is an ongoing dialogue to implement constant improvements in accordance with best practices in the industry. These individuals, with a summary of their experience and education, are listed in Exhibit D-3.

#### **Plans.**

In order to contract with customers, PALMco hires third party vendors to market its services through door-to-door and telesales solicitations. All third party vendors hired by PALMco undergo a training program to ensure compliance with applicable laws and regulations. PALMco also employs a Sales Channel Manager to communicate regularly with vendors for any regulatory updates, agent training concerns, and changes to any marketing materials. In addition, customers may enroll on PALMco's website at <https://palmcoenergy.com/ohio/>.

To ensure compliance and proper authorization of customer accounts, PALMco implemented a new customer relationship management software system ("CRM"). The CRM provides a significant improvement in the areas of sales data retention and organization, management oversight and speed of the quality assurance process, as well as performance reporting of sales vendors, specific sales agents, and quality assurance team members performing reviews. The system facilitates analysis of data and allows for better tracking to enhance oversight and monitoring of sales and marketing activities. The CRM also allows the Compliance and Customer Service Teams to effectively respond to customer complaints and inquiries. To that end, PALMco has an onsite Customer Service Department to respond to any customer communications.

**Exhibit B-2**  
**Experience & Plans**  
***(continued)***

PALMco does not provide its own billing services to customers. Instead, PALMco has opted to have local gas utilities provide consolidated billing services on its behalf and on behalf of its customers. PALMco has contracted with Energy Services Group for its EDI and customer account billing. Furthermore, PALMco has an internal Billing and Operations Team to communicate, on a daily basis, with utilities and provide billing and transaction analysis.

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

PALMco began selling natural gas within the state of Ohio in 2012. Currently, PALMco serves 10,000 natural gas customers within the state. Between all the PALMco entities listed in Exhibit B-1, PALMco currently serves about 22,000 natural gas customers.

In 2016, PALMco sold a total of 75,572 Dekatherms in the state of Ohio. In 2016, between all the PALMco entities listed in Exhibit B-1, PALMco sold a total of 1,077,696 Dekatherms.

**Exhibit B-4**  
**Disclosure of Liabilities and Investigations**

PALMco Energy OH, LLC is a stand-alone entity, rather than subsidiaries of a corporate parent. While the below disclosures will not affect PALMco's financial or operational capabilities in Ohio, in the interest of full disclosure, other PALMco entities have had the following investigations, since PALMco last filed for renewal:

**Connecticut**

**Application of PALMco Power CT, LLC For An Electric Supplier License – Investigation of Marketing and Enrollment Practices**

Connecticut Public Utilities Regulatory Authority ("Authority")

Docket No. 10-01-24RE01

By Decision dated February 25, 2015, the Authority notified PALMco that it opened a docket "to examine PALMco's marketing and enrollment practices, and compliance with record retention requirements and other terms of its supplier license." A joint settlement between all participants was reached and a final decision was entered by the Authority on August 16, 2017. As part of the settlement, PALMco agreed to voluntarily relinquish its electric license in the state of Connecticut for a period of five years.

**New Jersey**

**Lougy v. PALMco Power NJ, LLC and PALMco Energy NJ, LLC**

Superior Court of New Jersey

Docket No. MER-C-33-14

On May 28, 2014, the New Jersey Attorney General's Office ("NJ AG") filed a complaint against PALMco Power NJ, LLC and PALMco Energy NJ, LLC (collectively "PALMco NJ"), in New Jersey Superior Court. The complaint, which arose out of the 2013-2014 winter Polar Vortex, alleged that PALMco NJ had violated certain New Jersey consumer protection laws and New Jersey Board of Public Utilities' regulations.

On May 23, 2016, PALMco entered into a settlement agreement with the NJ AG. As part of the settlement, PALMco NJ agreed to undertake various remedial measures related to PALMco NJ's marketing materials and practices. PALMco also agreed to pay restitution to customers and a civil penalty in the amount of \$500,000 as a part of the settlement. PALMco continues to sell retail electricity and natural gas to customers in the state of New Jersey.

**Exhibit B-4**  
**Disclosure of Liabilities and Investigations**  
***(Continued)***

**Illinois**

**The People of the State of Illinois vs. PALMco Power IL, LLC**

On March 9, 2017 the Illinois Attorney General (“IL AG”) filed a complaint against PALMco Power IL, LLC under the Consumer Fraud and Deceptive Business Practices Act. On October 11, 2017, PALMco entered into a settlement agreement with the IL AG. PALMco agreed to pay restitution to customers and a voluntary contribution to the Attorney General in the amount of \$20,000.00. PALMco continues to sell retail electricity to customers in the state of Illinois.

**Gress v. PALMco Energy IL, LLC**

Circuit Court for the 12<sup>th</sup> Judicial Circuit  
Case No. 17MR1477

On May 30, 2017 William Gress and Denise Gress filed a complaint against PALMco Energy IL, LLC under the Illinois Restricted Call Registry Act. The matter is ongoing and PALMco is cooperating with Plaintiffs’ counsel.

**Exhibit B-5**  
**Disclosure of Consumer Protection Violations**

None.

**Exhibit B-6**  
**Disclosure of Certification Denial, Curtailment, Suspension, or Revocation**

None.

**Exhibit C-1**  
**Annual Reports**

PALMco is a privately owned limited liability company. Thus, it is not required to prepare annual reports or any similar documents for its shareholders or owners.



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

PALMCo is not required to file with the SEC because it is a privately owned limited liability company.

**Exhibit C-3**  
**Financial Statements**  
**REDACTED**

Due to the confidential and proprietary nature of PALMco's financial statements, the statements have been redacted and filed under confidential seal.

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

Attached please find current statements from Duke Energy Corporation, The East Ohio Gas Company, Columbia Gas of Ohio, and Vectren Energy ("collectively LDUs") demonstrating PALMco meets the LDUs' collateral requirements.



139 East Fourth  
EM740  
Cincinnati, Ohio 45202

December 15, 2017

Palmco Energy OH, LLC has met the Gas Collateral obligations for Duke Energy Corporation as of December 15, 2017.

***Tom Hunt***

Duke Energy Corp  
Certified Supplier Business Center  
[Tom.Hunt@Duke-Energy.com](mailto:Tom.Hunt@Duke-Energy.com)





Dominion Energy Ohio  
1201 East 55<sup>th</sup> Street  
Cleveland, OH 44103

December 18, 2017

PALMCo Energy OH LLC has met the natural gas collateral obligations for The East Ohio Gas Company dba Dominion Energy Ohio as of December 18, 2017.

Thank you,

*Clifford E. Andrews*

Clifford E. Andrews  
Authorized Representative

Thursday, December 14, 2017

PALMco Energy OH LLC  
Attn: Alan Klein  
8751 18<sup>th</sup> Ave  
Brooklyn, NY 11214

Re: Columbia Gas of Ohio Collateral Requirements

To Whom It May Concern:

PALMco Energy OH LLC has complied with Columbia Gas of Ohio's collateral requirements.

Sincerely,

*Michele Caddell*  
Michele Caddell  
Director, Transportation Programs and Nominations



Vectren Corporation  
P.O. Box 209  
Evansville, IN 47702-0209

December 13, 2017

Alan Klein  
Assistant Controller  
Palmco Energy OH, LLC  
8751 18<sup>th</sup> Avenue  
Brooklyn, NY 11214  
[aklein@palmcoenergy.com](mailto:aklein@palmcoenergy.com)  
(718) 851-6655

**RE: PUCO Renewal**

Dear Mr. Klein:

Please use this letter as confirmation that Palmco Energy Ohio, LLC has met the collateral requirements for Vectren's Choice Program in Ohio.

Sincerely,

*Emily Lamb*

Emily Lamb  
Analyst, Enterprise Risk Management  
Vectren Corporation  
One Vectren Square  
Evansville, IN 47708-1251  
[elamb@vectren.com](mailto:elamb@vectren.com)  
(812) 491-4245

**Exhibit C-5**  
**Forecasted Financial Statements**  
**REDACTED**

Due to the confidential and proprietary nature of PALMco's forecasted financial statements, the statements have been redacted and filed under confidential seal.



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

As neither PALMco nor the other PALMco entities, listed in Exhibit B-1, are publicly traded, and each is privately owned, they do not have a credit rating from Duff & Phelps, Fitch IBCA, Moody's Investors Service, Standard & Poor's, or any similar organization. Please see Exhibit C-7 for PALMco's credit report.

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

Please see PALMco's attached credit report from Dun and Bradstreet.

This Dun & Bradstreet report is provided for your company's internal review. It may not be used for any other purpose or shared.

## Business Information Report

User Id: aklein@columbiautilities.com

Report Printed: Wednesday December 13, 2017 11:34 AM

### Business Summary

Company Name: PALMCO ENERGY OH LLC  
 Physical Address: 1350 60th St  
 Physical City: Brooklyn  
 Physical State: NY  
 Physical Zip: 11219  
 Telephone: 718 851-6655  
 Year started: 2009  
 Employs: 1  
 History: INCOMPLETE  
 SIC: 4924  
 Line of business: Natural gas distribution

D-U-N-S Number: 830077736

Additional services to monitor and build your Dun & Bradstreet file are available through Dun & Bradstreet's CreditBuilder service. Good credit is the lifeline of your business. It enables you to obtain funding for things like expansion, capital expenditures, research and development, and staffing. To speak with a Credit Advisor today, call 888-814-1435.

### Special Events

2011-10-16

Source(s) indicate the address shown above may no longer be used by this business.

### History

The following information was reported 02/05/10:

Officer(s): ROBERT PALMESE, MEMBER

A check with the New York Secretary of State found no charter for the captioned business.

Business started 2009.

ROBERT PALMESE, Antecedents are unknown. 2006-present active as a member with Columbia Utilities Power, LLC, Brooklyn, NY.

Exact start date is undetermined. The original business report for the company was created by D&B on March 31, 2009. Since D&B can confirm ongoing operation from outside sources as of February 5, 2010, a reference start date of 2009 will be presented.

#### AFFILIATES:

The following are related through common principals, management and/or ownership: Columbia Utilities Power, LLC, Brooklyn, NY. Started '2006'. DUNS #787817283. Operates as engaged in energy generation (100%). Intercompany relations: None reported by management.

### Business Registration

CORPORATE AND BUSINESS REGISTRATIONS REPORTED BY THE SECRETARY OF STATE OR OTHER OFFICIAL SOURCE AS OF 2017-12-01

Registered Name: PALMCO ENERGY OH LLC  
 Business type: DOMESTIC LIMITED LIABILITY CO  
 Corporation type:  
 Date incorporated:  
 State of incorporation: OHIO  
 Filing date: 2009-01-28  
 Registration ID: 1832534  
 Status: ACTIVE  
 Where filed: SECRETARY OF STATE/CORPORATIONS DIVISION,COLUMBUS,OH

### Operations

2010-02-05

Description: Operates as a provider of natural gas distribution (100%).

Terms are undetermined. Sells to undetermined.

Employees: 1.

Facilities: Occupies premises in a building.

### SIC & NAICS

SIC:  
49240000 Natural gas distribution

NAICS:  
221210 Natural Gas Distribution

**PAYMENT SUMMARY**

This Dun & Bradstreet report is provided for your company's internal review. It may not be used for any other purpose or shared.

The Payment Summary section reflects payment information in Dun & Bradstreet's files as of the date of this report.

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

	Total Rcv'd (#)	Total Dollar Amts (\$)	Largest High Credit (\$)	Within Terms (%)	Days Slow			
					<31(%)	31-60(%)	61-90(%)	90>(%)
Top Industries:								
Other payment categories:								
Cash experiences								
Payment record unknown								
Unfavorable comments								
Placed for collections:								
With Dun & Bradstreet								
Other								
Total in Dun & Bradstreet's file								

D&B receives over 600 million payment experiences each year. We enter these new and updated experiences into D&B Reports as this information is received. At this time, none of those experiences relate to this company.

**FINANCE**

2010-02-05

As of February 5, 2010, several attempts to contact the management of this business have been unsuccessful. Inside sources confirmed name of the captioned business.

Incomplete history caption has been applied due to the following factor(s):

-- Nature of legal structure has not been clearly established. -- Exact start date is undetermined.

As of February 5 2010 a search of Dun & Bradstreets Public Record database found no open suits, liens, judgements or UCCs to which Palmco Energy OH LLC at 1350 60th St, Brooklyn NY was named defendant or debtor. Public records received hereafter will be entered into the database and will be included in reports which contain a Public Filings section.

**PUBLIC FILINGS**

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

**UCC Filings**

**Collateral:** All Negotiable instruments and proceeds - All Inventory and proceeds - All Account(s) and proceeds - All Contract rights and proceeds - and OTHERS

**Type:** Original

**Sec. party:** CITIBANK N A, IRVING, TX

**Debtor:** PALMCO ENERGY OH LLC

**Filing number:** OH00139705050

**Filed with:** SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH

**Date filed:** 01/15/2010

**Latest Info Received:** 01/27/2010

**Original UCC filed date:**

**Original filing no.:**

**Collateral:**

**Type:** Continuation

**Sec. party:** CITIBANK N A, IRVING, TX

**Debtor:** PALMCO ENERGY OH LLC

**Filing number:** 20142270137

**Filed with:** SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH

**Date filed:** 08/15/2014

**Latest Info Received:** 08/18/2014

**Original UCC filed date:** 01/15/2010

**Original filing no.:** OH00139705050

**Collateral:** Assets and proceeds

**Type:** Original

**Sec. party:** VECTREN ENERGY DELIVERY OF OHIO, INC., EVANSVILLE, IN

**Debtor:** PALMCO ENERGY OH LLC

**Filing number:** OH00158068081

12/13/2017

## Dun &amp; Bradstreet Business Information Report: PALMCO ENERGY OH LLC

Filed with: SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH

Date filed: This Dun &amp; Bradstreet report is provided for your company's internal review. It may not be used for any other purpose or shared.

Latest Info Received: 05/09/2012

Original UCC filed date:

Original filing no.:

**Collateral:****Type:** Continuation**Sec. party:** VECTREN ENERGY DELIVERY OF OHIO, INC., EVANSVILLE, IN**Debtor:** PALMCO ENERGY OH LLC**Filing number:** 20171170286**Filed with:** SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH**Date filed:** 04/27/2017**Latest Info Received:** 05/01/2017**Original UCC filed date:** 05/02/2012**Original filing no.:** OH00158068081**Collateral:**

RIGHT, TITLE AND INTEREST and proceeds

**Type:** Original**Sec. party:** COLUMBIA GAS OF OHIO, INC., COLUMBUS, OH**Debtor:** PALMCO ENERGY OH LLC**Filing number:** OH00161432180**Filed with:** SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH**Date filed:** 09/21/2012**Latest Info Received:** 10/02/2012**Original UCC filed date:****Original filing no.:****Collateral:****Type:** Continuation**Sec. party:** COLUMBIA GAS OF OHIO, INC., COLUMBUS, OH**Debtor:** PALMCO ENERGY OH LLC**Filing number:** SR11923**Filed with:** SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH**Date filed:** 08/15/2017**Latest Info Received:** 10/03/2017**Original UCC filed date:** 09/21/2012**Original filing no.:** OH00161432180

There are additional UCC's in Dun &amp; Bradstreet's file on this company available by contacting 1-800-234-3867.

There are additional suits, liens, or judgments in Dun &amp; Bradstreet's file on this company available by contacting.

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed.

**Government Activity****Activity summary****Borrower (Dir/Guar):** NO**Administrative debt:** NO**Contractor:** NO**Grantee:** NO**Party excluded from federal program(s):** NO**Possible candidate for socio-economic program consideration****Labor surplus area:** N/A**Small Business:** N/A**8(A) firm:** N/A

The details provided in the Government Activity section are as reported to Dun &amp; Bradstreet by the federal government and other sources.

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

None.

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

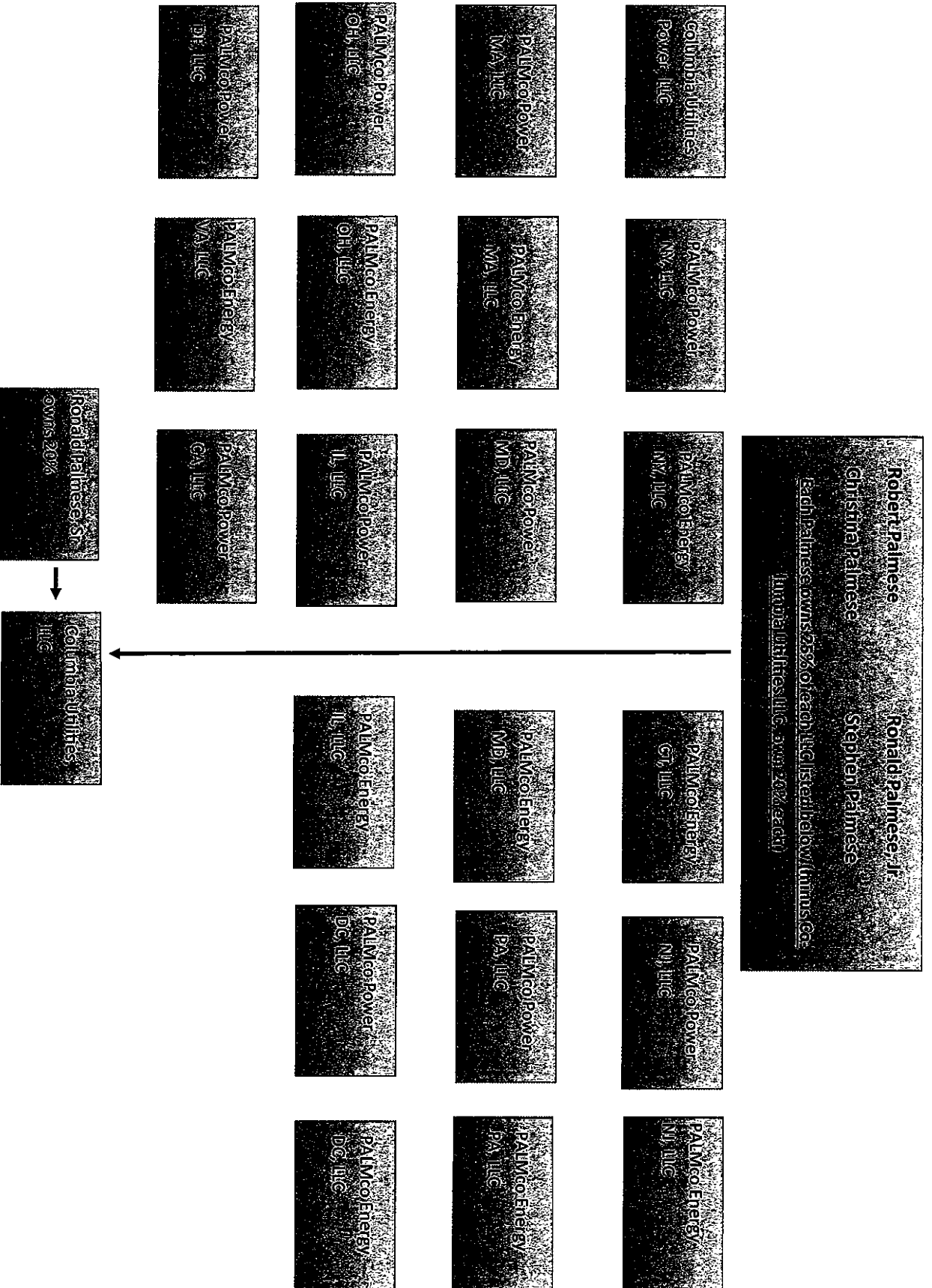
None.

**Exhibit C-10**  
**Corporate Structure**

PALMco Energy OH, LLC is a stand-alone entity, rather than subsidiaries of a corporate parent. The individual members of the Ohio PALMco entity also own, in whole or in part, entities in other jurisdictions that are engaged in the retail sale of electricity and natural gas. Please see the attached chart listing all the PALMco entities.



# Exhibit C-10 Corporate Structure



**Exhibit D-1**  
**Operations**

PALMco in conjunction with its agents, will perform the necessary functions to provide natural gas competitive services in the state of Ohio. PALMco has a skilled management team to oversee operations within the company. Bryon Farnsworth, as Vice President of Supply and Scheduling, is responsible for the management, scheduling, and nomination of all natural gas within the state of Ohio. In addition to Mr. Farnsworth's skill set, PALMco also has a contractual relationship with Quantum Gas & Power Services, Ltd. In addition, Bob Blake, as Vice President of Operations, oversees a department comprised of twenty-five (25) individuals to assist in billing, compliance, and quality assurance of PALMco's day-to-day operations.

**Exhibit D-2**  
**Operations Expertise**

**Robert Palmese – Managing Member and President**

Robert Palmese is the Managing Member of PALMco Energy OH, LLC (“PALMco”). Mr. Palmese has about 16 years’ experience selling natural gas at retail. He is in charge of the day-to-day operations of the PALMco entities that sell electric power and natural gas at retail in the states of Illinois, New York, New Jersey, Pennsylvania, Maryland, Massachusetts, Delaware, Virginia, and Washington D.C. Mr. Palmese graduated from Georgetown University with a Bachelor of Science degree in Business Administration.

**Robert (“Bob”) Blake – Vice President of Operations**

Mr. Blake began working for PALMco as a consultant in 2015 and joined PALMco full-time in 2016 as Vice President of Operations. In that capacity, Mr. Blake oversees the operation of the business of the PALMco, including market entries and strategies, billing system implementation and oversight, implementation and customer data migrations, and sales and marketing compliance. Mr. Blake has over 36 years’ experience in the energy industry, including 19 years working at retail energy suppliers (Xoom Energy, MX Energy, United Energy, Connectiv Energy) and 18 years working at a regulated utility company (United Illuminating, a Connecticut electric utility company). During this time, Mr. Blake served in a wide variety of roles related to customer operations, regulatory affairs, and product development. Mr. Blake has also served on professional boards and organizations, including the ISO New England (NEPOOL) Interruptible Loads Task Force. Mr. Blake holds an MBA from the University of New Haven and a Bachelor of Science in Mechanical Engineering from Worcester Polytechnic Institute.

**Byron Farnsworth (“Barney”) – Vice President of Supply and Scheduling**

Mr. Farnsworth joined PALMco, in his current position, in 2016. In his capacity as Vice President of Supply and Scheduling, Mr. Farnsworth is responsible for procuring electric and natural gas supply, hedging supply of electricity and natural gas to create fixed price products, and scheduling the load of electricity and natural gas supply in compliance with regulatory commission and utility company rules for delivery to customers. Mr. Farnsworth’s responsibilities also include forecasting PALMco’s delivery requirements and managing the company’s risk, ensuring compliance with applicable environmental and renewable energy standards, managing PALMco’s relationships with wholesale electricity and natural gas suppliers, and developing and implementing electricity and natural gas pricing models. Mr. Farnsworth has over 29 years in the energy industry, including over 10 years at regulated utility companies (New York State Electric & Gas, Rochester Gas and Electric) and over 19 years at deregulated energy supply companies (Your Energy Holdings, MX Energy, Energetix/NYSEG

Solutions). Mr. Farnsworth has experience working with many utilities and independent system operators, including PJM. Mr. Farnsworth holds a Bachelor of Science Degree in Electric/Mechanical Engineering and a Master of Business Administration from the Rochester Institute of Technology.

**Laura Salvesen – Director of Billing and Operations**

Ms. Salvesen has been working in the PALMco businesses since 2005. She currently serves as the Director of Billing and Operations, working closely with utilities on billing/transactional issues. Prior to becoming the Director of Billing and Operations, she served as a Compliance Officer, where she prepared regulatory filings, responded to customer complaints, and assisted in other regulatory compliance-related matters. Prior to that, she served as Supervisor of the customer service department, handling customer questions and complaints.

**Exhibit D-3**  
**Key Technical Personnel**

**Robert Palmese – Managing Member and President**

Telephone: 718-851-6655 ext. 8

Email: [RVPalmese@palmcoenergy.com](mailto:RVPalmese@palmcoenergy.com)

Robert Palmese is the Managing Member of PALMco Energy OH, LLC ("PALMco"). Mr. Palmese has about 16 years' experience selling electricity at retail. He is in charge of the day-to-day operations of Applicant and its various affiliates that sell electric power and natural gas at retail in the states of Illinois, New York, New Jersey, Pennsylvania, Maryland, Massachusetts, Delaware, Virginia, and Washington D.C. Mr. Palmese graduated from Georgetown University with a Bachelor of Science degree in Business Administration.

**Michelle Hofstetter, CPA, CGMA – Chief Financial Officer**

Telephone: 718-975-6605

Email: [mhofstetter@palmcoenergy.com](mailto:mhofstetter@palmcoenergy.com)

Ms. Hofstetter recently joined PALMco as Chief Financial Officer of the various PALMco entities. In that capacity, Ms. Hofstetter directs and oversees PALMco's Accounting Department and is responsible for all financial matters of the organization. She also plays a critical role as a member of the executive team where she advises management and provides strategic direction. Prior to joining PALMco, Ms. Hofstetter spent over 20 years working in various financial executive management positions across several industries including healthcare, IT, telecommunications, advertising, and professional services. She also spent 3 years working in public accounting. Ms. Hofstetter holds a Bachelor of Science Degree in Accounting from The College of Staten Island (CUNY). She is a New York State licensed Certified Public Accountant and holds a CGMA designation.

**Robert ("Bob") Blake – Vice President of Operations**

Telephone: 718-696-0131

Email: [bblake@palmcoenergy.com](mailto:bblake@palmcoenergy.com)

Mr. Blake began working for PALMco as a consultant in 2015 and joined PALMco full-time in 2016 as Vice President of Operations of PALMco and its various affiliates. In that capacity, Mr. Blake oversees the operation of the business of the PALMco, including market entries and strategies, billing system implementation and oversight, implementation and customer data migrations, and sales and marketing compliance. Mr. Blake has over 36 years' experience in the energy industry, including 19 years working at retail energy suppliers (Xoom Energy, MX Energy,

United Energy, Connectiv Energy) and 18 years working at a regulated utility company (United Illuminating, a Connecticut electric utility company). During this time, Mr. Blake served in a wide variety of roles related to customer operations, regulatory affairs, and product development. Mr. Blake has also served on professional boards and organizations, including the ISO New England (NEPOOL) Interruptible Loads Task Force. Mr. Blake holds an MBA from the University of New Haven and a Bachelor of Science in Mechanical Engineering from Worcester Polytechnic Institute.

**Adam Bashe – Chief Vice President of Business Development and Chief Sales Officer**

Telephone: 718-696-0129

Email: [abashe@palmcoenergy.com](mailto:abashe@palmcoenergy.com)

Mr. Bashe began joined PALMco in his current position in 2016. In his capacity as Chief Sales Officer, Mr. Bashe is responsible for the assessment, hiring, training, oversight, and monitoring of sales vendor relationships. Prior to joining PALMco, Mr. Bashe spent over 26 years cultivating business strategies and opportunities and leading product development across a wide array of industries. Most recently, Mr. Bashe has led business development initiatives at several retail energy suppliers, both in-house (Direct Energy) and as an external consultant (Aspirity Holding, Town Square Energy). Mr. Bashe holds a Bachelor of Science degree in Economics from Boston University.

**Byron Farnsworth ("Barney") – Vice President of Supply and Scheduling**

Telephone: 718-696-0121

Email: [bfarnsworth@palmcoenergy.com](mailto:bfarnsworth@palmcoenergy.com)

Mr. Farnsworth joined PALMco in his current position in 2016. In his capacity as Vice President of Supply and Scheduling, Mr. Farnsworth is responsible for procuring electric and natural gas supply, hedging supply of electricity and natural gas to create fixed price products, and scheduling the load of electricity and natural gas supply in compliance with regulatory commission and utility company rules for delivery to customers. Mr. Farnsworth's responsibilities also include forecasting PALMco's delivery requirements and managing the company's risk, ensuring compliance with applicable environmental and renewable energy standards, managing PALMco's relationships with wholesale electricity and natural gas suppliers, and developing and implementing electricity and natural gas pricing models. Mr. Farnsworth has over 29 years in the energy industry, including over 10 years at regulated utility companies (New York State Electric & Gas, Rochester Gas and Electric) and over 19 years at deregulated energy supply companies (Your Energy Holdings, MX Energy, Energetix/NYSEG Solutions). Mr. Farnsworth has experience working with many utilities and independent system operators, including PJM. Mr. Farnsworth holds a Bachelor of Science Degree in Electric/Mechanical Engineering and a Master of Business Administration from the Rochester Institute of Technology.

**Jennifer Coleman – Regulatory Manager**

Telephone: 718-975-9018

Email: [jcoleman@palmcoenergy.com](mailto:jcoleman@palmcoenergy.com)

Ms. Coleman recently joined PALMco in 2017. In her capacity as Regulatory Manager, Ms. Coleman is responsible for providing regulatory guidance and promoting overall regulatory compliance, as well as, monitoring legal and regulatory developments in the state, submitting filings, and attending commission stakeholder workshops. Ms. Coleman holds a Juris Doctor from Appalachian School of Law and a Bachelor of the Arts in Legal Studies and Political Science from St. John Fisher College.

**Stephen Schemitsch – Sales Channel Manager**

Telephone: 718-975-4235

Email: [sschemitsch@palmcoenergy.com](mailto:sschemitsch@palmcoenergy.com)

Mr. Schemitsch joined PALMco in his current position in 2016. In his capacity as Sales Channel Manager, Mr. Schemitsch serves as a liaison among PALMco's Sales Department, Compliance Department, and external sales vendors to ensure all agents representing PALMco do so in compliance with internal policies and procedures and the applicable laws, regulations. Mr. Schemitsch has over 20 years' experience in a variety of sales positions, including more than 11 years' experience in the sale of retail energy service (IDT Energy, Sperian Energy, Gateway/Direct Energy Services, Constellation NewEnergy, Econnenergy Energy) and more than 8 years' experience in the sale of telecommunications services. In these positions, Mr. Schemitsch has developed a wide range of products and sales strategies and has overseen diverse marketing campaigns involving both internal resources and independent contractors.

**Thomas Sheehy– Compliance Officer**

Telephone: 718-975-6601

Email: [tsheehy@palmcoenergy.com](mailto:tsheehy@palmcoenergy.com)

Mr. Sheehy has been working with PALMco since December 2011. He currently serves as the Compliance Officer for PALMco, responding to customer complaints, developing training materials for agents, and assisting in regulatory-compliance matters. Mr. Sheehy holds a Bachelors in English Literature from Ohio University.