

FILE

17



Public Utilities Commission

PUCO USE ONLY - Version 1.08 May 2016		
Date Received	Renewal Certification Number	ORIGINAL CRS Case Number
		16-2142-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 LE Energy LLC dba Utility Gas and Power
Address 2680 Corporate Park Dr Ste 100 Opelika, AL 36801
Telephone No. 855-747-4931 Web site Address www.utilitygasandpower.com
Current PUCO Certificate No. 16-2142-GA-CRS Effective Dates December 2, 2016 through December 2, 2018

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

Name Utility Gas and Power
Address 2680 Corporate Park Dr Ste 100 Opelika, AL 36801
Web site Address www.utilitygasandpower.com Telephone No. 855-747-4931

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

Utility Gas and Power Michigan Natural Gas

A-5 Contact person for regulatory or emergency matters:

Name J Philip Cato Title President and COO
Business Address 2680 Corporate Park Dr Ste 100 Opelika, AL 36801
Telephone No. 334-321-2260 Fax No. Email Address philip.cato@leenergy.com

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. (Supplier Renewal - Version 1.08)
Technician JMM Date Processed 10/19/18

RECEIVED-DOCKETING DIV
2018 OCT 19 PM 12:45
PUCO

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

Name J Philip Cato Title President and COO
Business address 2680 Corporate Park Dr Ste 100 Opelika, AL 36801
Telephone No. 334-321-2260 Fax No. Email Address compliance@utilitygasandpower.com

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

Customer service address 2680 Corporate Park Dr Ste 100 Opelika, AL 36801
Toll-Free Telephone No. 855-747-4931 Fax No. 734-212-1290 Email Address info@utilitygasandpower.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 Shannon Foster Title Director, IT & Business Processes
Business address 100 E Campus Blvd Ste #250 Columbus, OH 43235
Telephone No. 855-747-4931 Fax No. Email Address shannon.foster@leenergy.com

A-9 Applicant's federal employer identification number 46-1948291

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 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 checked="" type="checkbox"/>	Residential	Beginning Date of Service	7/1/2017	End Date	n/a
<input checked="" type="checkbox"/>	Small Commercial	Beginning Date of Service	7/1/2017	End Date	n/a
<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	6/22/2017	End Date	n/a
<input checked="" type="checkbox"/>	Small Commercial	Beginning Date of Service	6/22/2017	End Date	n/a
<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	04/01/2017	End Date	n/a
<input checked="" type="checkbox"/>	Small Commercial	Beginning Date of Service	04/01/2017	End Date	n/a
<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 type="checkbox"/>	Columbia Gas of Ohio	Intended Start Date	
<input type="checkbox"/>	Dominion East Ohio	Intended Start Date	
<input type="checkbox"/>	Duke Energy Ohio	Intended Start Date	
<input type="checkbox"/>	Vectren Energy Delivery of Ohio	Intended Start Date	

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

- A-14 Exhibit A-14 "Principal Officers, Directors & Partners,"** provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.
- A-15 Exhibit A-15 "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

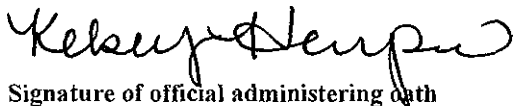
PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

- 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

 *PRESIDENT & COO*

Sworn and subscribed before me this 9 day of October Month 2018 Year



Signature of official administering oath

Kelsey Harper
Print Name and Title

My commission expires on

KELSEY T. HARPER
Notary Public, Alabama State At Large
My Commission Expires 9/6/2021



The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service Affidavit Form (Version 1.07)

In the Matter of the Application of)

LE ENERGY LLC dba Utility Gas and Power)

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

Case No. 16 2142 -GA-CRS

County of

LEE

State of

ALABAMA

LE ENERGY LLC dba Utility Gas and Power

[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

[Signature] PRESIDENT

Sworn and subscribed before me this

8th

day of

October

Month

2018

Year

[Signature]
Signature of Official Administering Oath

Kelsey Harper
Print Name and Title

KELSEY T. HARPER

Notary Public, Alabama State At Large
My Commission Expires 9/6/2021

My commission expires on

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

Clifford J Hare

Chairman and CEO

2680 Corporate Park Dr

Suite 100

Opelika, AL 36801

334-245-0736

J Philip Cato

President and COO

2680 Corporate Park Dr

Suite 100

Opelika, AL 36801

334-321-2260

Kyrstin Weinland

Director of Operations

2680 Corporate Park Dr

Suite 100

Opelika, AL 36801

734-272-4431

Exhibit A-15 "Company History"

LE Energy is a privately held, Retail Energy Provider headquartered in Opelika, Alabama and was founded in 2013 by Mr. Hare and Mr. Cato. LE Energy began doing business as Michigan Natural Gas as a licensed Alternative Gas Supplier in the State of Michigan. In 2015, LE Energy began doing business as Utility Gas and Power in Illinois, as a licensed Alternative Gas Supplier. In 2017, Utility Gas and Power began serving both natural gas and electric customers in Ohio as a Competitive Retail Electric Supplier and a Competitive Retail Natural Gas Supplier.

Exhibit A-16 "Articles of Incorporation and Bylaws"

No changes since initial application.

Exhibit A-17 "Secretary of State"

See attached.

B. APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE

Exhibit B-1 "Jurisdictions of Operation"

LE Energy is currently conducting business as an Alternative Gas Supplier in the State of Michigan doing business as Michigan Natural Gas, as an Alternative Gas Supplier in the State of Illinois doing business as Utility Gas and Power, and as a Competitive Retail Natural Gas Supplier in the State of Ohio doing business as Utility Gas and Power.

Exhibit B-2 "Experience and Plans"

The two principles of Utility Gas and Power are Cliff Hare and Philip Cato.

Cliff Hare:

Mr. Hare has been in the energy industry since 1978. Mr. Hare worked for Southern Natural Gas (now a subsidiary of Kinder Morgan) from 1978 until 1987. While at Southern Natural, Hare served as a pipeline engineer and also as Chief Engineer and Assistant to the President of South Georgia Natural Gas, a subsidiary of Southern Natural. Subsequently, Hare worked for Dynegy Marketing and Trade from 1987 until 2003. During his 16 years at Dynegy, Hare served in

various sales, marketing and trading capacities, the last of which was President of Marketing, North America. **During, this period, Hare had more than 14 years of gas sales experience.** In 2003, Hare co-founded Eagle Energy, where he was President and Chief Operating Officer. Eagle Energy marketed approximately 4 Bcf per day of natural gas and 2,000 MW of power across the US and Canada. **As President and COO of Eagle for 5 years, Hare managed all of the enterprise financial and administrative duties of the company, including profit and loss responsibilities.** In 2013, Hare co-founded LE Energy, a retail energy company, currently operating as Michigan Natural Gas in the State of Michigan and Utility Gas and Power in Illinois and Ohio. Hare serves as Chairman and CEO of LE Energy.

Philip Cato:

Mr. Cato began his career with Eagle Energy in 2004, performing various transportation and marketing activities, including his role as Manager of Midwest Trading. When Eagle was sold, Cato moved to work for EDF Trading North America in the same role. He subsequently took a position with Twin Eagle Resource Management to manage the Midwest and Western Region Marketing and Trading responsibilities. In 2013, Cato became co-founder and President and COO of LE Energy, where he oversees the day to day operations of the retail energy business. **Cato has been in the energy business since 2004 and has extensive experience in the energy markets.**

Applicant seeks to renew certification to provide natural gas and electric services to residential and small commercial customers within the service territories of various Ohio Utilities. Applicant currently offers variable and fixed price offerings to such customers and adheres to the requirements set forth by the Commission rules adopted pursuant to Section 4929.22 of the Revised Code and contained in Chapter 4901:1-29 of the Ohio Administrative Code. Customer inquiries and complaints are addressed as they are received by the customer service, quality control, and compliance teams.

Exhibit B-3 "Summary of Experience"

Since 2013, applicant has provided natural gas service to residential and commercial customers in the State of Michigan through the four main natural gas utilities in the state- DTE, Consumers Energy, SEMCO, and Michigan Gas Utilities. Since 2015, applicant provides natural gas services to residential and commercial customers in the State of Illinois through NICOR Gas Company. Applicant currently provides natural gas services to residential and commercial customers in the State of Ohio through the main natural gas utilities in the state- Columbia Gas of Ohio, Dominion Energy, and Duke Energy. Applicant currently serves thousands of customers throughout these three states.

Exhibit B-4 "Disclosures of Liabilities and Investigations"

Not applicable

Exhibit B-5 "Disclosures of Consumer Protection Violations"

Not applicable

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

Not applicable

C. APPLICANT FINANCIAL CAPABILITY AND EXPERIENCE

Exhibit C-1 "Annual Reports"

Not applicable

Exhibit C-2 "SEC Filings"

Not applicable

Exhibit C-3 "Financial Statements"

Attached. Confidential information that should be redacted from public filing.

Exhibit C-4 "Financial Arrangements"

Posting a Letter of Credit or cash with the LDU as beneficiary. Attached Columbia of Ohio documentation showing collateral obligations are being fulfilled.

Exhibit C-5 "Forecasted Financial Statements"

Attached. Confidential information that should be redacted from public filing.

Exhibit C-6 "Credit Ratings"

Not applicable

Exhibit C-7 "Credit Report"

Attached. Confidential information that should be redacted from public filing.

Exhibit C-8 "Bankruptcy Information"

Not applicable

Exhibit C-9 "Merger Information"

Not applicable

Exhibit C-10 "Corporate Structure"

LE Energy is the parent company of Michigan Natural Gas and Utility Gas and Power. Both entities supply retail natural gas to customers in Michigan, Illinois, and Ohio respectfully. LE Energy owns 100% equity in both entities. See attached Organization Chart.

D. APPLICANT TECHNICAL CAPABILITY

Exhibit D-1 "Operations"

Applicant contracts with wholesale suppliers to purchase natural gas supplies. Applicant has natural gas delivered directly to the city-gate for retail customers' delivery requirements. Applicant nominates and schedules natural gas to retail customers on multiple utility Electronic Bulletin Boards. Applicant manages all customer service responsibilities including inbound and outbound calls, as well as account management, quality control, and compliance.

Exhibit D-2 "Operations Expertise"

Applicant has operated in Michigan since 2013, Illinois since 2015, and Ohio since 2017. During this time, applicant has fielded thousands of customer service calls, responded to all customer issues in a timely and well thought out manner, as well as worked closely with all utilities to ensure deliveries and billing statements are accurate and on time.

Exhibit D-3 "Key Technical Personnel"

J Philip Cato

President and COO

philip.cato@leenergy.com

334-321-2260

Mr. Cato has managed all operations since the company's founding in 2013.

Shannon Foster

Information Systems and Business Processes Specialist

shannon.foster@leenergy.com

855-747-4931

Mr. Foster was brought on in 2015 to streamline the Customer Relation Management programs at LE Energy. Mr. Foster holds a Bachelor's in Business Administration and a Minor in Information Systems which has proven valuable to better manage customer accounts and enhance the customer experience.

EXHIBIT A-17



DATE	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
10/19/2016	201629203352	REGISTRATION OF FOREIGN FOR PROFIT LLC (LFP)	99.00	0.00	0.00	0.00	0.00

Receipt

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

LE ENERGY, LLC
ATTN: J PHILIP CATO
2680 CORPORATE PARK DR STE 100
OPELIKA, AL 36801

STATE OF OHIO CERTIFICATE

Ohio Secretary of State, Jon Husted
3950570

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

LE ENERGY, LLC

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

Document(s)

REGISTRATION OF FOREIGN FOR PROFIT LLC

Effective Date: 10/14/2016

Document No(s):

201629203352



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
19th day of October, A.D. 2016.

Jon Husted

Ohio Secretary of State

**C-4-EXHIBIT**

Philip C <philip.cato@leenergy.com>

LE Energy updated collateral requirement

Philip C <philip.cato@leenergy.com>
To: transportevaluations@nisource.com

Wed, May 23, 2018 at 8:33 AM

Great, thanks for the follow up and confirmation.

Philip Cato
President and COO
LE Energy
d/b/a Michigan Natural Gas
d/b/a Utility Gas and Power
334-321-2260- office
678-687-5421- cell
734-212-1290- faxOn Wed, May 23, 2018 at 8:24 AM, <transportevaluations@nisource.com> wrote:
Philip

We have confirmed that ACH transfer. Thank you.

Aaron ChamberlainTransportation Support Specialist | Nisource Inc.
240 Nationwide Blvd, 4th Floor | Columbus, Ohio 43215
Office: achamberlain@nisource.comFrom: Philip C <philip.cato@leenergy.com>
To: transportevaluations@nisource.com,
Date: 05/21/2018 08:24 AM
Subject: Re: LE Energy updated collateral requirementUSE CAUTION: This email was sent from an external source. Think before you click links or open attachments. If suspicious, please forward to security@nisource.com for review.

Thank you. An ACH payment has been sent for \$50,000.

Philip Cato
President and COO
LE Energy
d/b/a Michigan Natural Gas
d/b/a Utility Gas and Power
334-321-2260- office
678-687-5421- cell
734-212-1290- faxOn Wed, May 16, 2018 at 11:17 AM, <transportevaluations@nisource.com> wrote:
Mr Cato,

Columbia Gas has completed an exposure review for LE Energy and at this time the current cash

collateral of \$15,000 is inadequate to cover the exposure for the Choice program for Columbia Gas of Ohio.

In order to cover the exposure for Columbia Gas of Ohio, LE Energy would need to submit an additional \$50,000 in the form of Cash or Letter of Credit to the address below

Columbia Gas of Ohio
Attn: Aaron Chamberlain / Transportation Support Services
290 W. Nationwide Blvd
Columbus, OH 43215

Details on the calculation for the exposure can be found in the attached document.

Aaron Chamberlain

Transportation Support Specialist | Nisource Inc.
240 Nationwide Blvd, 4th Floor | Columbus, Ohio 43215
Office: achamberlain@nisource.com

LE ENERGY, LLC

MICHIGAN NATURAL GAS

UTILITY GAS & POWER

CLIFF J HARE
CEO

J PHILIP CATO
PRESIDENT

CLIFF J HARE
CEO

J PHILIP CATO
PRESIDENT

ACCOUNTING

LEGAL

OPERATIONS

CUSTOMER
SERVICE

ACCOUNTING

LEGAL

OPERATIONS

CUSTOMER
SERVICE

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