

NC

19-0056-GA-CRS



Public Utilities Commission

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

FILE

INITIAL CERTIFICATION APPLICATION COMPETITIVE RETAIL NATURAL GAS SUPPLIERS

Please type or print all required information. Identify all attachments with an exhibit label and title (*Example: Exhibit A-15 - Company History*). All attachments should bear the legal name of the Applicant. Applicants should file completed applications and all related correspondence with the Public Utilities Commission of Ohio, Docketing Division, 180 East Broad Street, Columbus, Ohio 43215-3793.

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

SECTION A - APPLICANT INFORMATION AND SERVICES

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

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

A-2 Applicant information:

Legal Name RH EnergyMarketing, LLC
Address 558 West 6th Street, Erie PA 16507
Telephone No. 814-315-0260 Web site Address

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

Name RH EnergyMarketing, LLC
Address 558 West 6th Street, Erie PA 16507
Web site Address Telephone No. 814-315-0260

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

A-5 Contact person for regulatory or emergency matters:

Name Olvind Risberg Title President
Business Address 558 West 6th Street, Erie PA 16507
Telephone No. 814-315-0260 Fax No. Email Address orisberg@rhenergymarketing.com

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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 Date Processed JAN 08 2019

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

Name Øivind Risberg Title President
Business address 558 West 6th Street, Erie PA 16507
Telephone No. 814-315-0260 Fax No. Email Address orisberg@rhenergymarketing.co

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

Customer service address 558 West 6th Street, Erie PA 16507
Toll-Free Telephone No. Fax No. Email Address info@rhenergymarketing.co

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 Greg Myers Title Agent
Business address 17 North Market Street, Jefferson Ohio 44047
Telephone No. 440-576-9126 Fax No. 440-576-5003 Email Address greg@ashtabulagrowth.com

A-9 Applicant's federal employer identification number 83-2108837

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

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

A-11 (Check all that apply) Identify each natural gas company service area in which the applicant is currently providing service or intends to provide service, including identification of each customer class that the applicant is currently serving or intends to serve, for example: *residential, small commercial, and/or large commercial/industrial (mercantile) customers*. (A mercantile customer, as defined in Section 4929.01(L)(1) of the Ohio Revised Code, means a customer that consumes, other than for residential use, more than 500,000 cubic feet of natural gas per year at a single location within the state or consumes natural gas, other than for residential use, as part of an undertaking having more than three locations within or outside of this state. In accordance with Section 4929.01(L)(2) of the Ohio Revised Code, "Mercantile customer" excludes a not-for-profit customer that consumes, other than for residential use, more than 500,000 cubic feet of natural gas per year at a single location within this state or consumes natural gas, other than for residential use, as part of an undertaking having more than three locations within or outside this state that has filed the necessary declaration with the Public Utilities Commission.)

<input type="checkbox"/>	Columbia Gas of Ohio	<input type="checkbox"/>	Residential	<input 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 checked="" type="checkbox"/>	Large Commercial / Industrial
<input type="checkbox"/>	Duke Energy Ohio	<input type="checkbox"/>	Residential	<input type="checkbox"/>	Small Commercial	<input type="checkbox"/>	Large Commercial / Industrial
<input type="checkbox"/>	Vectren Energy Delivery of Ohio	<input type="checkbox"/>	Residential	<input type="checkbox"/>	Small Commercial	<input type="checkbox"/>	Large Commercial / Industrial

A-12 If applicant or an affiliated interest previously participated in any of Ohio's Natural Gas Choice Programs, for each service area and customer class, provide approximate start date(s) and/or end date(s) that the applicant began delivering and/or ended services.

☐ Columbia Gas of Ohio

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

☐ Dominion East Ohio

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

☐ Duke Energy Ohio

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

☐ Vectren Energy Delivery of Ohio

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

A-13 If not currently participating in any of Ohio's four Natural Gas Choice Programs, provide the approximate start date that the applicant proposes to begin delivering services:

<input type="checkbox"/>	Columbia Gas of Ohio	Intended Start Date	
<input checked="" type="checkbox"/>	Dominion East Ohio	Intended Start Date	04/01/2019
<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,"** if applicable, provide the articles of incorporation filed with the state or jurisdiction in which the applicant is incorporated and any amendments thereto.
- A-17 **Exhibit A-17 "Secretary of State,"** provide evidence that the applicant is currently registered with the Ohio Secretary of the State.

SECTION B - APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED

- B-1 **Exhibit B-1 "Jurisdictions of Operation,"** provide a current list of all jurisdictions in which the applicant or any affiliated interest of the applicant is, at the date of filing the application, certified, licensed, registered, or otherwise authorized to provide retail natural gas service, or retail/wholesale electric services.
- B-2 **Exhibit B-2 "Experience & Plans,"** provide a current description of the applicant's experience and plan for contracting with customers, providing contracted services, providing billing statements, and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4929.22 of the Revised Code and contained in Chapter 4901:1-29 of the Ohio Administrative Code.
- B-3 **Exhibit B-3 "Summary of Experience,"** provide a concise and current summary of the applicant's experience in providing the service(s) for which it is seeking to be certified to provide (e.g., number and types of customers served, utility service areas, volume of gas supplied, etc.).
- B-4 **Exhibit B-4 "Disclosure of Liabilities and Investigations,"** provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocations of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational

status or ability to provide the services it is seeking to be certified to provide.

- B-5 Exhibit B-5 "Disclosure of Consumer Protection Violations,"** disclose whether the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant has been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years.

☒ No ☐ Yes

If Yes, provide a separate attachment labeled as Exhibit B-5 "Disclosure of Consumer Protection Violations," detailing such violation(s) and providing all relevant documents.

- B-6 Exhibit B-6 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation,"** disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail natural gas or retail/wholesale electric service denied, curtailed, suspended, or revoked, or whether the applicant or predecessor has been terminated from any of Ohio's Natural Gas Choice programs, or been in default for failure to deliver natural gas.

☒ No ☐ Yes

If Yes, provide a separate attachment, labeled as Exhibit B-6 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation," detailing such action(s) and providing all relevant documents.

SECTION C - APPLICANT FINANCIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED

- C-1 Exhibit C-1 "Annual Reports,"** provide the two most recent Annual Reports to Shareholders. If applicant does not have annual reports, the applicant should provide similar information, labeled as Exhibit C-1, or indicate that Exhibit C-1 is not applicable and why.
(This is generally only applicable to publicly traded companies who publish annual reports)
- C-2 Exhibit C-2 "SEC Filings,"** provide the most recent 10-K/8-K Filings with the SEC. If applicant does not have such filings, it may submit those of its parent company. An applicant may submit a current link to the filings or provide them in paper form. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 that the applicant is not required to file with the SEC and why.
- C-3 Exhibit C-3 "Financial Statements,"** provide copies of the applicant's two most recent years of audited financial statements (balance sheet, income statement, and cash flow statement). If audited financial statements are not available, provide officer certified financial statements. If the applicant has not been in business long enough to satisfy this requirement, it shall file audited or officer certified financial statements covering the life of the business. If the applicant does not have a balance sheet, income statement, and cash flow statement, the applicant may provide a copy of its two most recent years of tax returns (with social security numbers and account numbers redacted).

C-4 Exhibit C-4 “Financial Arrangements,” provide copies of the applicant's current financial arrangements to conduct competitive retail natural gas service (CRNGS) as a business activity (e.g., guarantees, bank commitments, contractual arrangements, credit agreements, etc.)

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

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

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

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

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

C-6 Exhibit C-6 “Credit Rating,” provide a statement disclosing the applicant's current credit rating as reported by two of the following organizations: Duff & Phelps, Dun and Bradstreet Information Services, Fitch IBCA, Moody's Investors Service, Standard & Poors, or a similar organization. In instances where an applicant does not have its own credit ratings, it may substitute the credit ratings of a parent or affiliate organization, provided the applicant submits a statement signed by a principal officer of the applicant's parent or affiliate organization that guarantees the obligations of the applicant. If an applicant or its parent does not have such a credit rating, enter “N/A” in Exhibit C-6.

C-7 Exhibit C-7 “Credit Report,” provide a copy of the applicant's current credit report from 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 or subsidiary companies.

SECTION D – APPLICANT TECHNICAL CAPABILITY

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

- D-1 Exhibit D-1 “Operations,”** provide a current written description of the operational nature of the applicant’s business. Please include whether the applicant’s operations will include the contracting of natural gas purchases for retail sales, the nomination and scheduling of retail natural gas for delivery, and the provision of retail ancillary services, as well as other services used to supply natural gas to the natural gas company city gate for retail customers.
- D-2 Exhibit D-2 “Operations Expertise,”** given the operational nature of the applicant’s business, provide evidence of the applicant’s current experience and technical expertise in performing such operations.
- D-3 Exhibit D-3 “Key Technical Personnel,”** provide the names, titles, email addresses, telephone numbers, and background of key personnel involved in the operational aspects of the applicant’s current business.

Applicant Signature and Title

Sworn and subscribed before me this 3rd day of January Month 2019 Year

Signature of official administering oath

Print Name and Title

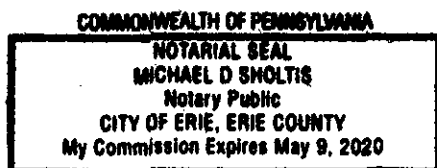
President

Michael D. Sholtis

Michael D. Sholtis

My commission expires on

May 9, 2020





The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service
Affidavit Form
(Version 1.07)

In the Matter of the Application of)
)
)
)
)

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

Case No. - -GA-CRS

County of
State of

Divind Risberg

[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

President

Sworn and subscribed before me this

3rd

day of

January

Month

2019

Year

Michael D. Sholtis

Signature of Official Administering Oath

Michael D. Sholtis

Print Name and Title

COMMONWEALTH OF PENNSYLVANIA

NOTARIAL SEAL

MICHAEL D SHOLTIS

Notary Public

CITY OF ERIE, ERIE COUNTY

My Commission Expires May 9, 2020

My commission expires on

May 1, 2020

(CRNGS Supplier - Version 1.08) Page 8 of 8

EXHIBIT A-14
"Principal Officers, Directors & Partners"
RH EnergyMarketing, LLC

Officers of RH EnergyMarketing, LLC:

Name: Øivind Risberg

Title: CEO/President

Address: 558 West 6th Street, Erie PA 16507

Telephone Number: (814) 315-0260

Name: Keith Farrell

Title: Chief Accounting Officer

Address: 558 West 6th Street, Erie PA 16507

Telephone Number: (814) 315-0260

Name: Erika Fischer

Title: Manager of Operations

Address: 558 West 6th Street, Erie PA 16507

Telephone Number: (814) 315-0260

Name: Michael Sholtis

Title: Secretary

Address: 558 West 6th Street, Erie PA 16507

Telephone Number: (814) 315-0260

Sole Manager of RH EnergyMarketing, LLC:

Name: Øivind Risberg

Address: 558 West 6th Street, Erie PA 16507

Telephone Number: (814) 315-0260

EXHIBIT A-15
“Company History”
RH EnergyMarketing, LLC

Company History

RH EnergyMarketing, LLC is a new entity. Therefore, there is no company history.

EXHIBIT A-16
“Articles of Incorporation and Bylaws”
RH EnergyMarketing, LLC

Articles of Incorporation and Bylaws

Articles of Incorporation and Bylaws are not applicable to RH EnergyMarketing, LLC.

EXHIBIT A-17
"Secretary of State"
RH EnergyMarketing, LLC



DATE	DOCUMENT ID	DESCRIPTION	FILING	EXPED	CERT	COPY
10/23/2018	201829501280	REGISTRATION OF FOREIGN FOR PROFIT LLC (LFP)	99.00	0.00	0.00	0.00

Receipt

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

RH ENERGYMARKETING, LLC
558 WEST 6TH STREET
ERIE, PA 16507

**STATE OF OHIO
CERTIFICATE**

Ohio Secretary of State, Jon Husted

4245609

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

RHENERGYMARKETING, LLC

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

Document(s)

REGISTRATION OF FOREIGN FOR PROFIT LLC

Effective Date: 10/22/2018

Document No(s):

201829501280



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
23rd day of October, A.D. 2018.

Jon Husted
Ohio Secretary of State

EXHIBIT B-1
“Jurisdictions of Operation”
RH EnergyMarketing, LLC

Jurisdictions of Operation

Currently, RH EnergyMarketing, LLC does not provide retail natural gas service, or retail/wholesale electric services.

EXHIBIT B-2
“Experience and Plans”
RH EnergyMarketing, LLC

Experience and Plans

The employees and officers of RH EnergyMarketing, LLC have decades of experience marketing natural gas; even on the extreme peak demand days. With the RH energytrans project underway, this would be a great opportunity to let the knowledgeable staff of RH EnergyMarketing find ways to save customers in Ohio money on their natural gas needs.

EXHIBIT B-3
“Summary of Experience”
RH EnergyMarketing, LLC

Summary of Experience

The employees and officers of RH EnergyMarketing, LLC have natural gas experience on Dominion Energy Ohio, Dominion Energy Transmission, Tennessee Gas Pipeline, National Fuel Gas Supply, National Fuel Gas Distribution, Texas Eastern, Equitrans, Peoples Equitable Division, Peoples Natural Gas, EmKey Gathering, and Columbia Gas of Pennsylvania. The staff knows how to move gas from the well head to the end user, create and execute sales/purchase agreements, balance pools daily, confirm nominations throughout all 5 nomination cycles, and utilize storage. In the past, staff moved 50,000 DTH/day in the NY and PA region. End users included 100's of small commercial, large commercial, small industrial, large industrial, and public authorities.

EXHIBIT B-4

“Disclosure of Liabilities and Investigations”

RH EnergyMarketing, LLC

Disclosure of Liabilities and Investigations

There are no existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact RH EnergyMarketing, LLC's financial or operational status or ability to provide the services it is seeking to be certified to provide.

EXHIBIT C-1
“Annual Reports”
RH EnergyMarketing, LLC

Annual Reports

RH EnergyMarketing, LLC is not publicly traded; therefore, there are no annual reports.

EXHIBIT C-2
"SEC Filings"
RH EnergyMarketing, LLC

SEC Filings

RH EnergyMarketing, LLC is a private company and is not required to file reports with the SEC.

EXHIBIT C-3
"Financial Statements"
RH EnergyMarketing, LLC

Financial Statements

RH EnergyMarketing, LLC has not been in business long enough to produce financial statements.

EXHIBIT C-4
“Financial Arrangements”
RH EnergyMarketing, LLC

Financial Arrangements

RH EnergyMarketing, LLC plans to meet financial obligations by posting a letter of credit with the Local Distribution Utility. As the business grows, the utility will determine the letter of credit amount.

EXHIBIT C-5
"Forecasted Financial Statements"
RH EnergyMarketing, LLC

RH EnergyMarketing, LLC

**Pro Form Financial Statements and Assumptions
For Calendar Years 2019 and 2020**

	2019	2020
Natural Gas Sales	\$ 1,111,600	\$ 2,415,000
Natural Gas Purchases	1,042,265	2,294,178
Gross Margin	69,335	120,823
General & Administrative	24,000	24,000
Net Income	\$ 45,335	\$ 96,823

Assumptions:

Annual Volumes:

-Retail	336,000	561,500
-Wholesale	61,000	243,500
Average NYMEX	\$ 2.80	\$ 3.00

Forecast Prepared by:

Keith Farrell
Chief Accounting Officer
558 West 6th Street
Erie, PA 16507
email: kfarrell@emkeyenergy.com
phone: (814) 315-0260

EXHIBIT C-6
“Credit Rating”
RH EnergyMarketing, LLC

Credit Rating

RH EnergyMarketing, LLC does not have a credit rating so this exhibit is N/A.

EXHIBIT C-7
"Credit Report"
RH EnergyMarketing, LLC

Credit Report

Since RH EnergyMarketing, LLC is an entity that was formed September 7, 2018, no credit report is currently available.

EXHIBIT C-8
“Bankruptcy Information”
RH EnergyMarketing, LLC

Bankruptcy Information

There are no bankruptcy filing against RH EnergyMarketing, LLC making this exhibit N/A.

EXHIBIT C-9
“Merger Information”
RH EnergyMarketing, LLC

Merger Information

N/A

EXHIBIT C-10
“Corporate Structure”
RH EnergyMarketing, LLC

Corporate Structure

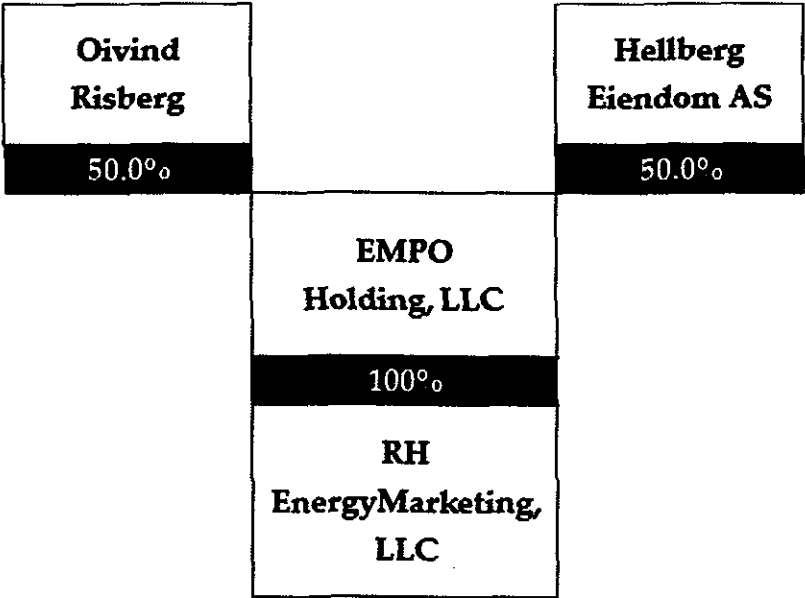


EXHIBIT D-1
“Operations”
RH EnergyMarketing, LLC

Operations

RH EnergyMarketing, LLC will use NAESB's and Gas Sales Agreements for the purchase and sale of natural gas. Staff is experienced at balancing customer demand and gas supply. Customer's historical usage will be used to determine the expected natural gas deliveries for the month. Gas delivered to pools is determined by the utilities DDQ's. Staff knows how to buy/sell gas and balance pools daily.

EXHIBIT D-2
"Operations Expertise"
RH EnergyMarketing, LLC

Operations Expertise

The employees and officers of RH EnergyMarketing, LLC have natural gas experience on Dominion Energy Ohio, Dominion Energy Transmission, Tennessee Gas Pipeline, National Fuel Gas Supply, National Fuel Gas Distribution, Texas Eastern, Equitrans, Peoples Equitable Division, Peoples Natural Gas, EmKey Gathering, Columbia Gas of Pennsylvania, and are monitoring the Risberg Line Project which runs from Meadville, PA to Ashtabula, OH. As you will see in Exhibit D-3, one of the company's key personnel has been in the natural gas business ever since gas was deregulated. The staff has plenty of experience buying, transporting, and selling natural gas across multiple pipelines.

EXHIBIT D-3
“Key Personnel”
RH EnergyMarketing, LLC

Key Personnel

RH EnergyMarketing, LLC will start out with two key employees: Jim Kuhn and Erika Fischer. Jim Kuhn will be the natural gas sales representative and Erika Fischer will be the natural gas scheduler. Below are biographies of both key employees.

Jim Kuhn: Mr. Kuhn has worked in the oil and gas industry since 1982. He has sold natural gas and electric to hundreds for consumers and has helped saved them thousands of dollars. He has held positions as Account Manager, Natural Gas Landman, and Office Manager. He possesses a Bachelor of Science degree in Business Administration from Clarion University of Pennsylvania.

Erika Fischer: Mrs. Fischer has been scheduling gas for over a decade. She has natural gas scheduling experience on Dominion Energy Ohio, Dominion Energy Transmission, Tennessee Gas Pipeline, National Fuel Gas Supply, National Fuel Gas Distribution, Texas Eastern, Equitrans, Peoples Equitable Division, Peoples Natural Gas, EmKey Gathering, and Columbia Gas of Pennsylvania. She holds a Bachelor of Science degree in Accounting from Pennsylvania State, The Behrend College and is pursuing a Master of Business Administration (MBA) degree at Gannon University.