

March 25th, 2019

Ohio Public Utilities Commission 183 East Broad St Columbus, OH, 43215

**RE: Titan Energy NE Renewal Applications for:** 

Electricity Case #:	13-0535-EL-AGG
Natural Gas Case #:	13-0534-GA-AGG 🛩

To whom it may concern,

Please find enclosed 2019 renewal applications for Titan Energy New England Inc's ("Titan") electricity and natural gas broker/aggregator certifications. The enclosed two packages correspond to a Case Numbers of 13-0535-EL-AGG (in connection to Certificate No. 16-665E(2)) and 13-0534-GA-AGG (in connection to Certificate No. 13-293G(1)), respectively–both due to expire on May 5<sup>th</sup>, 2019.

#### <u>Please note, as outlined herein, certain pages of the enclosed documents are to be filed</u> <u>confidentially, under seal of protective order with the Ohio PUCO.</u>

Please refer any questions in regard to the attached documents to Justin Kearney, Vice President of Market Development, who can be reached by phone at 860-436-2768 ext. 105 or by email at justinkearney@titanenergyne.com.

Respectfully,

Kearney

Justin Kearney, CEP Vice President, Market Development Titan Energy New England 2275 Silas Deane Highway Rocky Hill, CT, 06067 Direct: 860-436-2768 ext. 105 Fax: 860-436-3459 Mobile: 860-324-8289 Email: justinkearney@titanenergyne.com



This is to certify that the images appearing stuaccurate and complete reproduction of a  $c_{1} - c_{2}$ document delivered in the regular course of builde. Technician \_\_\_\_\_\_ Date Processed 3/28/19

Boston, MA 02127 88 Black Falcon Ave, Suite 342 P.617.338.6300; F.617.542.4487 Rocky Hill, CT 06067 2275 Silas Deane Highway P.860.436.3433; F.860.436.3459 Kingston, NH 03848 8 Williams Path P.603.642.9591; F.603.642.6477

Member of the Better Business Bureau

2019 MAR 28 PH 1:

RECEIVED-DOCKETING DIV

FILE

### **Ohio** Public Utilities Commission

PUCO USE O	NLY – Version 1.08	
Date Received	Renewal Certification Number	ORIGINAL AGG Case Number
		13 - 0534 - GA-AGG

#### **RENEWAL CERTIFICATION APPLICATION COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS**

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	- Applican	t Informatio	ON AND S	ERVICES		
			•				RECEIVE
Legal Name Address Telephone No.	Titan Energy Ne 2275 Silas Dear 860-436-2768	-	Web sit	3/20/13			CKETING D
	rmation und	er which applic New England, Inc.	cant will do bus		hio:		
List all names	under which		-				
Name Justin Kee Business Address	arney 2275 Silas De	ane Hwy, Rocky H	Title				m
	Retail Natur   Applicant info   Legal Name   Address   Telephone No.   Current PUCO Ce   Applicant info   Name   Address   Web site Address   List all names   Titan Energy - New   Contact person   Name   Justin Kea   Business Address	Applicant intends to renew   ✓ Retail Natural Gas Aggreg   Applicant information:   Legal Name Titan Energy Net   Address 2275 Silas Deat   Telephone No. 860-436-2768   Current PUCO Certificate No.   Applicant information under   Name Titan Energy - I   Address 2275 Silas Deat   Web site Address www.titanenerge   List all names under which Titan Energy - New England, Inc.   Contact person for regulato Name   Name Justin Kearney	Applicant intends to renew its certificate a	Applicant intends to renew its certificate as: (check all the generation of the second state of	Applicant intends to renew its certificate as: (check all that apply)	Image: Contact person for regulatory or emergency matters:   Name Justin Kearney   Titan Energy New England, Inc.   Legal Name Titan Energy New England, Inc.   Address 2275 Silas Deane Hwy, Rocky Hill, CT 06067   Telephone No. 860-436-2768 Web site Address   Current PUCO Certificate No. 13-293G(1) Effective Dates   Applicant information under which applicant will do business in Ohio: 3/29/13   Name Titan Energy - New England, Inc.   Address 2275 Silas Deane Hwy, Rocky Hill, CT 06067   Web site Address www.titanenergyne.com   Telephone No. 860-436-2768   List all names under which the applicant does business in North America:   Titan Energy - New England, Inc.   Verian Energy - New England, Inc.   Veriant State II names under which the applicant does business in North America:   Titan Energy - New England, Inc.   Vice President, Market II   Name Justin Kearney   Title Vice President, Market II   Business Address 2275 Silas Deane Hwy, Rocky Hill, CT 06067	Applicant intends to renew its certificate as: (check all that apply)

(CRNGS Broker/Aggregator Renewal-Revised May 2016) Page 1 of 7

A-6	Contact person for Commission Staff use in investigating customer complaints:					
	Name Brendan Kearney	Title Manager, Customer Support				
	Business address 2275 Silas Deane Hwy, Rocky Hill, CT 06067					
	Telephone No. 860-436-2768 Fax No. 860-436	3459 Email Address bkearney@titanenergyne.com				
<b>A-7</b>	Applicant's address and toll-free number for customer service and complaints					
	Customer service address 2275 Silas Deane Hwy, Roc	ky Hill, CT 06067				
	Toll-Free Telephone No. 877-285-8590 Fax No.	860-436-3459 Email Address bkearney@titanenergyne.c				

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 Jason Salzgeber			Title Senior Energy Consultant		
Business address 477	8 Glendon Rd Columbis, OH 43229				
Telephone No. 860-43	6-2768 Fax No. 860-436-3459	Email Ad	dress jsalzgeber@titanenergyne.com		

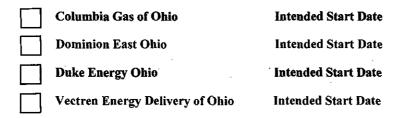
A-9 Applicant's federal employer identification number 11-3651046

A-10 Applicant's form of ownership: (Check one)	
Sole Proprietorship	Partnership
Limited Liability Partnership (LLP)	Limited Liability Company (LLC)
Corporation	Other

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



- 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 **End Date** Residential **Beginning Date of Service** Small Commercial Beginning Date of Service 4/2013 **End Date** Ongoing End Date Large Commercial Beginning Date of Service 4/2013 Ongoing **End Date** Ongoing Beginning Date of Service 4/2013 Industrial Dominion East Ohio **End Date** Residential **Beginning Date of Service** Beginning Date of Service 4/2013 **End Date** Ongoing Small Commercial Large Commercial Beginning Date of Service 4/2013 **End Date** Ongoing Beginning Date of Service 4/2013 End Date Ongoing Industrial Duke Energy Ohio End Date Residential **Beginning Date of Service** Beginning Date of Service 4/2013 End Date Ongoing Small Commercial End Date Ongoing Large Commercial Beginning Date of Service 4/2013 Industrial Beginning Date of Service 4/2013 End Date Ongoing Vectren Energy Delivery of Ohio **End Date** Residential **Beginning Date of Service** End Date Ongoing Small Commercial Beginning Date of Service 4/2013 Large Commercial Beginning Date of Service 4/2013 End Date Ongoing Beginning Date of Service 4/2013 End Date Ongoing Industrial
- 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:



**PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.** 

- A-14 <u>Exhibit A-14 "Principal Officers, Directors & Partners,</u>" 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** <u>Exhibit B-1 "Jurisdictions of Operation</u>," 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 <u>Exhibit B-2 "Experience & Plans</u>," 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** <u>Exhibit B-3 "Summary of Experience</u>," 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** <u>Exhibit B-4 "Disclosure of Liabilities and Investigations</u>," 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** <u>Exhibit B-5</u> "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.

$\checkmark$	No		]Yes
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If Yes, provide a separate attachment labeled as <u>Exhibit B-5</u> "Disclosure of Consumer Protection <u>Violations</u>," 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.



If Yes, provide a separate attachment, labeled as <u>Exhibit B-6</u> "<u>Disclosure of Certification Denial</u>, <u>Curtailment, Suspension, or Revocation</u>," 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 <u>Exhibit C-1 "Annual Reports,</u>" 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 <u>Exhibit C-2 "SEC Filings,</u>" 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. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 whether the applicant is not required to file with the SEC and why.
- C-3 <u>Exhibit C-3 "Financial Statements</u>," 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 <u>Exhibit C-4 "Financial Arrangements</u>," provide copies of the applicant's financial arrangements to satisfy collateral requirements to conduct retail electric/gas business activity (e.g., parental or third party guarantees, 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 <u>Exhibit C-5 "Forecasted Financial Statements</u>," 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 <u>Exhibit C-6 "Credit Rating</u>," 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 <u>Exhibit C-7 "Credit Report,</u>" provide a copy of the applicant's current credit report from Experion, Dun and Bradstreet, or a similar organization. An applicant that provides an investment grade credit rating for Exhibit C-6 may enter "N/A" for Exhibit C-7.

- **C-8 Exhibit C-8 "Bankruptcy Information,"** provide a list and description of any reorganizations, protection from creditors or any other form of bankruptcy filings made by the applicant, a parent or affiliate organization that guarantees the obligations of the applicant or any officer of the applicant in the current year or within the two most recent years preceding the application.
- C-9 Exhibit C-9 "Merger Information," provide a statement describing any dissolution or merger or acquisition of the applicant within the two most recent years preceding the application.
- C-10 <u>Exhibit C-10 "Corporate Structure,</u>" 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** <u>Exhibit D-1 "Operations</u>," provide a current written description of the operational nature of the applicant's business functions.
- **D-2** <u>Exhibit D-2 "Operations Expertise</u>," 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** <u>Exhibit D-3 "Key Technical Personnel</u>," 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

Justi Kearnay - Vice Pris. Mart is 26th day of March Month 2019

Sworn and subscribed before me this

Signature of official administering oath

Print Name and Title

SAMILE KEELER NOTARY PUBLIC MY COMMISSION EXPIRES MAY 31, 2022

Year

My commission expires on

In the Matter of the App	The Public Utilities Competitive Retail N Affidavit (Version	latural Gas Servi t Form	U U
Titan Energy - New England, In	c)	Case No.	13 _0534 -GA-AGG
for a Certificate or Renev Competitive Retail Natur	wal Certificate to Provide ) ral Gas Service in Ohio. )		
County of Hartford			

 THan	Energy	Now	England In	[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.

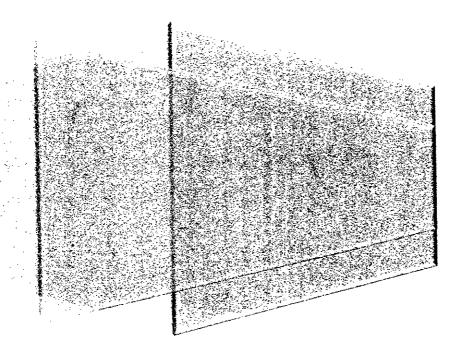
Affiant Signature & Title	w - Vile Pri	siden t
Sworn and subscribed before me this $26^{7}$ h day of	Marih	Month 2019 Year
mulabeller		
Signature of Official Administering Oath	Print Name and Title	SAMILE KEELER NOTARY PUBLIC MY COMMISSION EXPIRES MAY 31, 2022
My commissio	n expires on	·

Titan Energy – New England, Inc.

# Titan Energy - New England, Inc.

# **Ohio Natural Gas Renewal Application**

**Exhibits & Addendums** 





### SECTION A – APPLICANT INFORMATION & SERVICES

#### Exhibit A-14 "Principle Officers, Directors & Partners"

Principle Officers:

- Christopher Ramm, Vice President & General Manager 2275 Silas Deane Hwy, Rocky Hill, CT, 06067 – (860)-436-2768 x 104.
- Jerry Hawkins, President 8 Williams Path, Kingston, NH, 03848 (603)-642-9591
- Michael Horton, Executive Vice President 224 Seymour Rd, Woodbridge, CT, 06525 – (203)-464-3163
- Justin Kearney, Vice President, Market Development 2275 Silas Deane Hwy, Rocky Hill, CT, 06067 – (860)-436-2768 x 105

#### Exhibit A-15 "Company History"

Titan Energy New England, Inc was founded in Rocky Hill, Connecticut in 2001, with the goal of becoming a premier consulting company, providing quality energy products at the lowest possible cost and highest possible value. We have put together a highly experienced team of energy professionals with over one hundred years of industry knowledge. Since 2001, the Titan Energy team has a proven track record of delivering customer value in a complex and ever-changing energy industry. Today, Titan Energy New England serves thousands of customers in deregulated markets throughout the United States.

Titan Energy currently provides energy management services to the commercial, industrial, manufacturing, residential and municipal markets in New England, New York, New Jersey, Michigan, Maryland, Pennsylvania, Indiana, Illinois, California, Washington DC, Delaware and Colorado. Titan Energy utilizes numerous suppliers including Dominion Retail, Hess, UGI/Gasmark, Constellation New Energy, TransCanada Power Marketing, Integrys Energy Services, Nextera Energy Services, Spark Energy, First Energy Solutions, AEP Retail, Direct Energy, Reliant Energy, Liberty Power, Sprague Energy, Vista Energy, Tiger Energy Retail, amongst others. All natural gas and electricity customer agreements are customized based upon specific customer energy requirements, and we provide numerous product options. Titan Energy New England has a longstanding reputation of providing savings for customers on their electricity and natural gas contracts, as well as managing and maintaining an eye on a customer's long term energy spend.

#### Exhibit A-16 "Articles of Incorporation and Bylaws"

The contents of by-laws have not changed since the initial application.

#### Exhibit A-17 "Secretary of State"

Please see attached report of active, good standing of Titan Energy – New England, Inc, a foreign corporation with the Ohio Secretary of State on page 18.

### SECTION B – APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE

#### Exhibit B-1 "Jurisdictions of Operation"

For natural gas, Titan Energy – New England, Inc. operates under all deregulated utilities in the following states and commonwealths: Connecticut, Massachusetts, Rhode Island, New Hampshire, Maine, Illinois, Michigan, California, New Jersey, New York, Texas, and Washington DC, Florida, Colorado, Indiana, Georgia and Arkansas.

#### Exhibit B-2 "Experience & Plans"

Titan Energy - New England Inc. acts as a broker between the customer and the retail energy supplier. The customer contracts directly with the supplier, with Titan Energy as the agent of record under the specific contract. The supplier delivers the energy, bills the customer and handles customer service. Titan Energy – New England, Inc. collects a commission from the supplier as compensation.

#### Exhibit B-3 "Summary of Experience"

Titan Energy - New England, Inc. has over 13 years of experience working within the broker/aggregator field, and has served thousands of customers within the commercial, industrial, manufacturing, municipal and residential designations. Titan Energy – New England, Inc works under all utilities in the following areas: Connecticut, Massachusetts, Rhode Island, New Hampshire, Maine, Delaware, Illinois, Maryland, Michigan, California, New Jersey, New York, Oregon, Pennsylvania, Texas, and Washington DC.

Titan Energy – New England Inc. has run aggregations as low as 500 dth up to as much as 200,000 annual dth annual load.

#### Exhibit B-4 "Disclosure of Liabilities and Investigations"

Titan Energy - New England, Inc. has no past or present judgments, liabilities, revocation of authority, regulatory investigations or other matters that would impair its operation in any way.

# <u>SECTION C – APPLICATION FINANCIAL CAPABILITY</u> <u>AND EXPERIENCE</u>

#### Exhibit C-1 "Annual Reports"

Titan Energy – New England, Inc is a closely held business with no publicly traded shares. Titan Energy does not file annual reports.

#### Exhibit C-2 "SEC Filings"

Titan Energy – New England, Inc is not required to file with the SEC

#### Exhibit C-3 "Financial Statements"

As a privately held corporation, Titan Energy New England's financial statements are proprietary, and will hereby be filed separately under seal and protective order to the Ohio PUCO.

#### Exhibit C-4 "Financial Arrangements"

Titan Energy – New England, Inc does not have a credit rating granted by any of the credit agencies listed. Titan Energy New England is not taking title to the power.

#### Exhibit C-5 "Forecasted Financial Statements"

As a privately held corporation, Titan Energy New England's financial statements are proprietary, and will hereby be filed separately under seal and protective order to the Ohio PUCO.

#### Exhibit C-6 "Credit Rating"

Titan Energy – New England, Inc does have any financial arrangements to conduct CRES as a business activity, nor any credit agreements or bank commitments as it relates to such activities.

#### Exhibit C-7 "Credit Report"

Titan Energy – New England, Inc does not have a credit report filed with Experion, Dunn & Bradstreet or any other credit reporting agency at this time.

#### Exhibit C-8 "Bankruptcy Information"

Titan Energy – New England, Inc has no prior reorganizations, protections from creditors or any other form of bankruptcy filings.

#### Exhibit C-9 "Merger Information"

Titan Energy – New England, Inc. has no prior dissolution, merger of acquisition over the past five years.

#### Exhibit C-10 "Corporate Structure"

Titan Energy – New England, Inc. is a standalone S-Corp with no affiliates or subsidiaries, and is domiciled at 2275 Silas Deane Hwy, Rocky Hill, CT, 06067.

### <u>SECTION D – APPLICATION TECHNICAL CAPABILITY</u>

#### Exhibit D-1 "Operations"

Titan Energy – New England's operations are domiciled in Rocky Hill, CT, where the company runs all pricing and aggregating functions. As a result, all of the sales consultant's work will flow through the Rocky Hill headquarters. Essentially, the sales consultant will first obtain the appropriate information and authorization from the customer to price. At this point, materials are sent to Rocky Hill, where the account will be priced according to the specific qualifications of the customer. Pricing and products are presented to customer, and decision making on procuring a contract comes to fruition.

#### Exhibit D-2 "Operations Expertise"

Titan Energy – New England, Inc and its management has over 100 years of natural gas and electricity expertise, derived from experience within various sectors of the energy industry – including natural gas and electricity utility companies, aerospace, engineering and public policy institutions. Titan Energy has been providing broker/aggregator services for over 13 years as an organization, which was, in large part, made possible by such technical expertise.

#### Exhibit D-3 "Key Technical Personnel"

- Christopher Ramm, Vice President & General Manager <u>cramm@titanenergyne.com</u> – (860)-436-2768 x 104.
  - Taking on the daily operations and growth needs of Titan Energy, Chris comes to us with over twenty-five years of solid managerial and customer interface experience across a variety of manufacturing and energy industry businesses. Chris has a solid managerial and technical background, coupled with both entrepreneurial and process-improvement skills. He held ownership and

senior management positions at Windham Automated Machines, Fuss & O'Neill, and Pratt & Whitney. Chris was graduated from University of Connecticut's School of Business with a B.S. in Operations Management, and went on to earn his M.S. in Management from Rensselaer Polytechnic Institute.

- Jerry Hawkins, President <u>ihawkins@titanenergyne.com</u> (603)-642-9591
  - A senior partner and co-founder of Titan Energy New England, Jerry works out of the Kingston, NH office, and heads up analysis, economic modeling, and commodity pricing for Titan Energy's large client base. He has an extensive energy background, having held both customer-focused and technical positions at Connecticut Natural Gas Corporation, AllEnergy Marketing Company, Stone & Webster Engineering, and United Engineers and Constructors, Inc. Jerry received his B.S. in Mechanical Engineering from Rensselaer Polytechnic Institute.
- Michael Horton, Executive Vice President <u>mhorton@titanenergyne.com</u> (203)-464-3163
  - Michael joined the Titan Energy team in 2003 and became a partner in 2008. He has over 30 years experience in the oil, natural gas, and electric businesses. Michael is responsible for the growth of Titan's commercial, industrial, and municipal sectors. His own entrepreneurial experience gives him a strong understanding of the customer's perspective. Some of Michael's day-to-day responsibilities include managing the mid-size and larger accounts for Titan Energy throughout the country such as "big box" store chains, large car dealership organizations and real estate firms. Michael was graduated from Quinnipiac University with a major in International Business and Marketing.
- Justin Kearney, Vice President, Market Development justinkearney@titanenergyne.com – (860)-436-2768 extension 105
  - Justin directs the day-to-day sales and marketing efforts for all of Titan Energy's client commodity procurements. With clients in mind, he supports our wide-ranging sales force by developing presentations of energy cost reduction solutions and sustainability practices. In addition, Justin monitors ongoing Titan Energy market initiatives based on feedback from clients, Titan's sales force, and internal and external energy market analysis. Justin received his B.S. in Communication Sciences from the University of Connecticut, and then went on to receive Master of Public Administration from the University of Connecticut's Department of Public Policy.





Mon Mar 25 2019

Entity#:	2185347
Filing Type:	FOREIGN CORPORATION
Original Filing Date:	03/25/2013
Location:	
Business Name:	TITAN ENERGY - NEW ENGLAND, INC.
Status:	Active

Exp. Date:

### **Agent/Registrant Information**

NATIONAL REGISTERED AGENTS, INC. 4400 EASTON COMMONS WAY SUITE 125 COLUMBUS OH 43219 04/17/2017 Active

## Filings

Filing Type	Date of Filing	Document ID
FOREIGN LICENSE/FOR-PROFIT	03/25/2013	201308501585
FOREIGN/AGENT CHANGE OF ADDRESS	06/17/2014	201416800267
FOREIGN/AGENT CHANGE OF ADDRESS	03/31/2017	201710204270
FOREIGN/AGENT CHANGE OF ADDRESS	04/17/2017	201710702856





Mon Mar 25 2019

#### UNITED STATES OF AMERICA STATE OF OHIO OFFICE OF SECRETARY OF STATE

*I*, Frank LaRose, Secretary of State of the State of Ohio, do hereby certify that this is a list of all records approved on this business entity and in the custody of the Secretary of State.

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Witness my hand and the seal of the Secretary of State at Columbus, Ohio this 25th of March, A.D. 2019

Ohio Secretary of State

Just france