



Renewal Instructions for Retail Electric Generation Providers and Power Marketers

I. Where to File: Applications should be sent to: Public Utilities Commission of Ohio, Docketing Division, 180 East Broad Street, Columbus Ohio 43215-3793.

II. What to File: Applicant must submit one original notarized application signed by a principal officer and three copies including all exhibits, affidavits, and other attachments. All attachments, affidavits, and exhibits should be clearly identified. For example, Exhibit C-10 should be marked "Exhibit C-10 "Corporate Structure." All pages should be numbered and attached in a sequential order.

VERY IMPORTANT: The renewal application must be docketed in the applicant's original EL-CRS case number.

III. Renewal Application Form: The renewal application is available on the Commission's web site, www.puco.ohio.gov or directly from the Commission at: Public Utilities Commission of Ohio, Docketing Division, 180 East Broad Street, Columbus Ohio 43215- 3793.

IV. Confidentiality: An applicant may file financial statements, financial arrangements, and forecasted financial statements under seal. If these exhibits are filed under seal, they will be afforded protective treatment for a period of six years from the date of the certificate for which the information is being provided.

An applicant may file a motion for a protective order for other information not filed under seal per the previous paragraph. If the motion is filed in conformance with rule 4901:1-24-07 of the Administrative Code, it shall be automatically approved on the thirty-first day after the date of filing and the information shall be afforded protective treatment for a period of six years from the date of the certificate for which the information is being provided, unless the commission or an attorney examiner appointed by the commission rules otherwise.

At the expiration of the six-year period provided for in the previous paragraphs, the information will be automatically released into the open record. An applicant wishing to extend a protective order beyond the six-year time period must comply with paragraph (F) of rule 4901-1-24 of the Administrative Code.

V. Commission Process for Approval: An application for renewal shall be made on forms approved and supplied by the Commission. The applicant shall complete the appropriate application renewal form in its entirety and supply all required attachments, affidavits, and evidence of capability specified by the form at the time an application is filed. The Commission renewal process begins when the Commission's Docketing Division receives and time/date stamps the application. An incomplete application may be suspended or rejected. An application that has been suspended as incomplete may cause delay in certification.



The Commission may approve, suspend, or deny a renewal application within 30 days. If the Commission does not act within 30 days, the renewal application is deemed automatically approved on the 31st day after the official filing date. If the Commission suspends the application, the Commission shall notify the applicant of the reasons for such suspension and may direct the applicant to furnish additional information. The Commission shall act to approve or deny a suspended application within 90 days of the date that the application was suspended. Upon Commission approval, the applicant shall receive notification of approval and a numbered certificate that specifies the service(s) for which the applicant is certified and the dates for which the certificate is valid.

Unless otherwise specified by the Commission, a competitive retail electric service provider's certificate is valid for a period of two years, beginning and ending on the dates specified on the certificate. The applicant may renew its certificate in accordance with Rule 4901:1-24-09 of the Ohio Administrative Code.

CRES (competitive retail electric service) providers shall inform the Commission of any material change to the information supplied in a certification application within thirty days of such material change in accordance with Rule 4901:1-24-10 of the Ohio Administrative Code.

VI. Questions: Questions regarding filing procedures should be directed to CRES@puc.state.oh.us

VII. Governing Law: The certification/renewal of competitive retail electric suppliers is governed by Chapter 4901:1-24 of the Ohio Administrative Code, Chapter 4901:1-21 of the Ohio Administrative Code, and Section 4928.08 of the Ohio Revised Code.



**Public Utilities
Commission**

Original CRS Case Number	Version
18 - 126 -EL-CRS	May 2016

RENEWAL APPLICATION FOR RETAIL GENERATION PROVIDERS AND POWER MARKETERS

Please print or type all required information. Identify all attachments with an exhibit label and title (Example: Exhibit C-10 Corporate Structure). 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 input information directly onto the form.
You may also download the form, by saving it to your local disk, for later use.**

A. RENEWAL INFORMATION

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

- ☐ Retail Generation Provider ☐ Power Broker
☒ Power Marketer ☐ Aggregator

A-2 Applicant's legal name, address, telephone number, PUCO certificate number, and web site address

Legal Name Applied Energy Partners, LLC
Address 1 North White Horse Pike, Hammonton, New Jersey 08037
PUCO Certificate # and Date Certified Cert # 18-1294E(1) on Feb. 26, 2018
Telephone # (413) 478-7479 Web site address (if any) <https://www.appenergy.com/>

A-3 List name, address, telephone number and web site address under which Applicant does business in Ohio

Legal Name Applied Energy Partners, LLC
Address 50 West Broad Street, Suite 1330, Columbus, Ohio 43215
Telephone # (413) 478-7479 Web site address (if any) <https://www.appenergy.com/>

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

Applied Energy Partners, LLC

A-5 Contact person for regulatory or emergency matters

Name Lauren A. Long, Esq.

Title Assistant General Counsel

Business address 1 N. White Horse Pick, Hammonton, New Jersey 08037

Telephone # (609) 568-9028

Fax # (609) 543-2404

E-mail address laurenlong@sjindustries.com

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

Name Lauren A. Long, Esq.

Title Assistant General Counsel

Business address 1 N. White Horse Pick, Hammonton, New Jersey 08037

Telephone # (609) 568-9028

Fax #

E-mail address laurenlong@sjindustries.com

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

Customer Service address 1 N. White Horse Pick, Hammonton, New Jersey 08037

Toll-free Telephone # (609) 568-9028

Fax # (609) 543-2404

E-mail address susie.shannon@appenergy.com

A-8 Applicant's federal employer identification number # 20-1471154

A-9 Applicant's form of ownership (check one)

☐ Sole Proprietorship

☐ Partnership

☐ Limited Liability Partnership (LLP)

☒ Limited Liability Company (LLC)

☐ Corporation

☐ Other

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

A-10 Exhibit A-10 "Principal Officers, Directors & Partners" provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.

B. MANAGERIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- B-1** Exhibit B-1 "Jurisdictions of Operation," provide a 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 or wholesale electric services.
- B-2** Exhibit B-2 "Experience & Plans," provide a 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 4928.10 of the Revised Code.
- B-3** Exhibit B-3 "Disclosure of Liabilities and Investigations," provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocation 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-4** Disclose whether the applicant, a predecessor of the applicant, or any principal officer of the applicant have ever 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-4 "Disclosure of Consumer Protection Violations" detailing such violation(s) and providing all relevant documents.

- B-5** Disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail or wholesale electric service denied, curtailed, suspended, revoked, or cancelled within the past two years.
☒ No ☐ Yes

If yes, provide a separate attachment labeled as Exhibit B-5 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation" detailing such action(s) and providing all relevant documents.

C. 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 in 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 the 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 financial arrangements to conduct CRES 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 **ELECTRIC 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 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 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.

D. TECHNICAL CAPABILITY

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- D-1 **Exhibit D-1 "Operations"** provide a written description of the operational nature of the applicant's business. Please include whether the applicant's operations include the generation of power for retail sales, the scheduling of retail power for transmission and delivery, the provision of retail ancillary services as well as other services used to arrange for the purchase and delivery of electricity to retail customers.
- D-2 **Exhibit D-2 "Operations Expertise,"** given the operational nature of the applicant's business, provide evidence of the applicant's experience and technical expertise in performing such operations.
- D-3 **Exhibit D-3 "Key Technical Personnel,"** provide the names, titles, e-mail addresses, telephone numbers, and the background of key personnel involved in the operational aspects of the applicant's business.
- D-4 **Exhibit D-4 "FERC Power Marketer License Number,"** provide a statement disclosing the applicant's FERC Power Marketer License number. (Power Marketers only)

EC Gallon Vice President
Signature of Applicant and Title

JESSICA RODRIGUEZ
NOTARY PUBLIC OF NEW JERSEY
My Commission Expires April 13, 2022

Sworn and subscribed before me this 24th day of February, 2020
Month Year

[Signature]
Signature of official administering oath

Jessica Rodriguez - Notary Public
Print Name and Title

My commission expires on April 13, 2022

AFFIDAVIT

State of New Jersey :

Hammonton ss.
(Town)

County of Atlantic :

Rick Gallagher, Affiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the Vice President (Office of Affiant) of Applied Energy Partners LLC (Name of Applicant);

That he/she is authorized to and does make this affidavit for said Applicant,

1. The Applicant herein, attests under penalty of false statement that all statements made in the application for certification renewal are true and complete and that it will amend its application while the application is pending if any substantial changes occur regarding the information provided in the application.
2. The Applicant herein, attests it will timely file an annual report with the Public Utilities Commission of Ohio of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Division (A) of Section 4905.10, Division (A) of Section 4911.18, and Division (F) of Section 4928.06 of the Revised Code.
3. The Applicant herein, attests that it will timely pay any assessments made pursuant to Sections 4905.10, 4911.18, or Division F of Section 4928.06 of the Revised Code.
4. The Applicant herein, attests that it will comply with all Public Utilities Commission of Ohio rules or orders as adopted pursuant to Chapter 4928 of the Revised Code.
5. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, and its Staff on any utility matter including the investigation of any consumer complaint regarding any service offered or provided by the Applicant.
6. The Applicant herein, attests that it will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
7. The Applicant herein, attests that it will fully comply with Section 4928.09 of the Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
8. The Applicant herein, attests that it will use its best efforts to verify that any entity with whom it has a contractual relationship to purchase power is in compliance with all applicable licensing requirements of the Federal Energy Regulatory Commission and the Public Utilities Commission of Ohio.
9. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, the electric distribution companies, the regional transmission entities, and other electric suppliers in the event of an emergency condition that may jeopardize the safety and reliability of the electric service in accordance with the emergency plans and other procedures as may be determined appropriate by the Commission.
10. If applicable to the service(s) the Applicant will provide, the Applicant herein, attests that it will adhere to the reliability standards of (1) the North American Electric Reliability Council (NERC), (2) the appropriate regional reliability council(s), and (3) the Public Utilities Commission of Ohio. (Only applicable if pertains to the services the Applicant is offering)

11. The Applicant herein, attests that it will inform the Commission of any material change to the information supplied in the renewal application within 30 days of such material change, including any change in contact person for regulatory purposes or contact person for Staff use in investigating customer complaints.

That the facts above set forth are true and correct to the best of his/her knowledge, information, and belief and that he/she expects said Applicant to be able to prove the same at any hearing hereof.

[Signature] Vice President
Signature of Affiant & Title

JESSICA RODRIGUEZ
NOTARY PUBLIC OF NEW JERSEY
My Commission Expires April 13, 2022

Sworn and subscribed before me this 24th day of February, 2020
Month

Year

[Signature]
Signature of official administering oath

Jessica Rodriguez - Notary Public
Print Name and Title

My commission expires on April 13, 2022

EXHIBIT A-10 – PRINCIPAL OFFICERS, DIRECTORS & PARTNERS

Provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.

Applied Energy Partners, LLC – Members/Officers

- 1) Michael J. Renna, Executive Committee Chairman
300 Route 73 South, Suite 308
Mt. Laurel, New Jersey 08054
Phone: (609) 561-9000
mrenna@sjindustries.com
- 2) Leonard Brinson, Executive Committee Member
1001 S. Grand Street
Hammonton, New Jersey 08037
Phone: (609) 561-9000
lbrinson@sjindustries.com
- 3) Steven R. Cocchi, Executive Committee Member & President
1 South Jersey Place
Atlantic City, New Jersey 08401
Phone: (609) 561-9000
scocchi@sjindustries.com
- 4) Scott Barr, Treasurer & Secretary
1 N. White Horse Pike
Hammonton, New Jersey 08037
sbarr@sjindustries.com
- 5) Fredrick Gallagher, Vice President
1 N. White Horse Pike
Hammonton, New Jersey 08037
rgallagher@sjindustries.com

EXHIBIT B-1 – JURISDICTIONS OF OPERATION

Provide a 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 or wholesale electric services:

- 1) District of Columbia
 - a. Electric – License # EA-2017-10-4
 - b. Natural Gas – License # GA-2017-01-6
- 2) State of Illinois
 - a. Electric – License # 18-0588
 - b. Natural Gas – License # n/a
- 3) State of Maryland
 - a. Electric – License # IR-3650
 - b. Natural Gas – License # IR-3651
- 4) State of Massachusetts
 - a. Electric – License # EB-365
 - b. Natural Gas – License # RA-158
- 5) State of New Jersey
 - a. Electric – License # EC-0129
 - b. Natural Gas – License # EA-0392
- 6) State of Ohio
 - a. Electricity Power Broker - License # 18-1294E(1)
 - b. Competitive Retail Natural Gas Supplier – License # 18-643G(1)
- 7) State of Pennsylvania
 - a. Electric – A-2016-2535547
 - b. Natural Gas – A-2016-2539261
- 8) State of Texas
 - a. Electric - BR190995

EXHIBIT B-2 – EXPERIENCE & PLANS

Provide a 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 4928.10 of the Revised Code:

Management Team:

1) Fredrick Gallagher, Vice President

Mr. Gallagher is the Vice President of Applied Energy Partners, LLC ("Applied Energy"), as well as the Vice President of Sales & Business development of South Jersey Industries, Inc. ("SJI"). Mr. Gallagher has served in various capacities throughout his career at SJI including, solar and renewable development, retail energy, and utilities sales. Mr. Gallagher has experience working with large industrials, universities, hospitals, and municipalities.

In his current capacity, Mr. Gallagher formed SJI Energy Advisors ("SJIEA"), the trade name from SJI Energy Investments, LLC which is the direct parent company of Applied Energy, an energy procurement and consulting firm to more effectively service the energy needs of industrial and commercial energy users.

Mr. Gallagher graduated from Denison University and later received his Juris Doctorate from Syracuse University College of Law.

2) Thomas Dufraine, Senior Account Executive

Thomas Dufraine joined Applied Energy over eight years ago. Mr. Dufraine served as Vice President of Energy Procurement at the time of SIJEI's acquisition of Applied Energy. Mr. Dufraine previously worked in the Philadelphia School District, where he developed extensive expertise in building operations and charter school administration from 2002-2010.

In his experiences at Applied Energy, Mr. Dufraine has brokered and managed more than one thousand (1,000) commercial/industrial electricity and natural gas procurements since 2019. Mr. Dufraine has also been instrumental in creating and expanding the Energy Exchange – Applied Energy's proprietary procurement process.

Mr. Dufraine's responsibilities include negotiating and managing contracts and customer relationships, maintain the company's supplier network, managing CRM software, administering the company's website, and supporting marketing efforts.

3) Susie Shannon, Senior Sales Engineer

Susie Shannon joined Applied Energy in 2016. Ms. Shannon was the Director of Operations at the time of SJIEI's acquisition of Applied Energy. Ms. Shannon previously worked for Dow Jones and Company, Inc. beginning in 1988 in their Customer Relations Department and their IT Help Desk. She switched gears and began working in the energy industry in 2004 with Northeast Energy Partners ("NEP") and then transitioned with NEP through a series of acquisitions by World Energy and then Enernoc.

Ms. Shannon has a solid and meticulous background in operations management and since becoming a member of Applied Energy's team, she has been instrumental in helping to expand/maintain Applied Energy's system of record (SalesForce) and develop a commissions management system, as well as running the day to day pricing events.

Ms. Shannon is also responsible for compiling/creating RFPs for all electric and natural gas customers, running pricing events, contracting with suppliers, uploading and maintain customers information, creating monthly reports, and engaging in quarterly reviews with suppliers.

Summary of Experience:

Applied Energy was formed in 2004 with a primary focus on efficient energy utilization. In 2008, at the advent of deregulation, the Company's focus shifted to energy procurement, and Applied Energy was a pioneer in the adoption of electronic reverse auctions. In late 2015, Applied Energy acquired EnergyWise Consulting, which dramatically expanded Applied Energy's book of business and added substantially to its expertise with Not-for-Profit institutions and Senior Living facilities. In 2016, Applied Energy launched The Energy ExchangeSM, the best-in-class reverse auction process preferred by both Clients and Suppliers. 2016 marked Applied Energy's third successive year of 40%+ growth.

Effective August 30, 2019, SJI Energy Investments, LLC ("SJIEI"), a subsidiary of SJI acquired retail energy consultant Applied Energy. Formed in January 2019, SJIEI assists commercial, industrial and institutional organizations with the procurement of electricity and natural gas, as well as solutions to meet their energy efficiency and sustainability needs. The company also provides the following services:

- Natural gas procurement consulting services;
- Electricity procurement consulting services;
- Energy utilization analysis and advice; and
- Auditing of supplier invoices.

Summary of Plan:

Applied Energy plans to continue to provide energy procurement and consulting services, working with end users to vet and connect with third party retail suppliers.

EXHIBIT B-3 – DISCLOSURE OF LIABILITIES & INVESTIGATIONS

Provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocation 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.

1) N/A

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 in 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.)

- 1) Applied Energy Partners, LLC (“Applied Energy”) is not a publicly traded company and does not have annual reports to shareholders. As such, this requirement is generally not applicable to Applied Energy. However, Applied Energy will provide this information to the Public Utilities Commission of Ohio (“Commission”) upon written request.

EXHIBIT C-2 – SEC FILINGS

Provide the most recent 10-K/8-K Filings with the SEC. If the 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.

- 1) Applied Energy Partners, LLC (“Applied Energy”) is not a publicly traded company. As such, Applied Energy does not file 10-K and/or 8-Filings with the SEC.
- 2) South Jersey Industries, Inc (“SJI”) is Applied Energy’s indirect parent company. SJI’s two (2) most recent 10-K reports can be found at the website below.
 - a. <https://www.sec.gov/Archives/edgar/data/91928/000009192819000032/sji-12311810xk.htm>
 - b. <https://www.sec.gov/Archives/edgar/data/91928/000009192818000038/sji-12311710xk.htm>

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).

- 1) South Jersey Industries, Inc ("SJI") is Applied Energy's indirect parent company. Applied energy does not file separate financial statements. SJI's financial documents can be found at:

- a. <https://southjerseyindustries.gcs-web.com/financial-information/annual-reports>

EXHIBIT C-4 – FINANCIAL ARRANGEMENTS

Provide copies of the applicant's financial arrangements to conduct CRES 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.

- 1) N/A

EXHIBIT C-5 – FORCASTED FINANCIAL STATEMENTS

Provide two years of forecasted income statements for the applicant's **ELECTRIC 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.

- 1) Applied Energy Partners, LLC (“Applied Energy”) does not prepare forecasted income statements. As a result, no such documents exist.

EXHIBIT C-7 – CREDIT RATING

Provide a statement disclosing the applicant's 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.

1) N/A

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.

1) N/A

EXHIBIT C-9 – MERGER INFORMATION

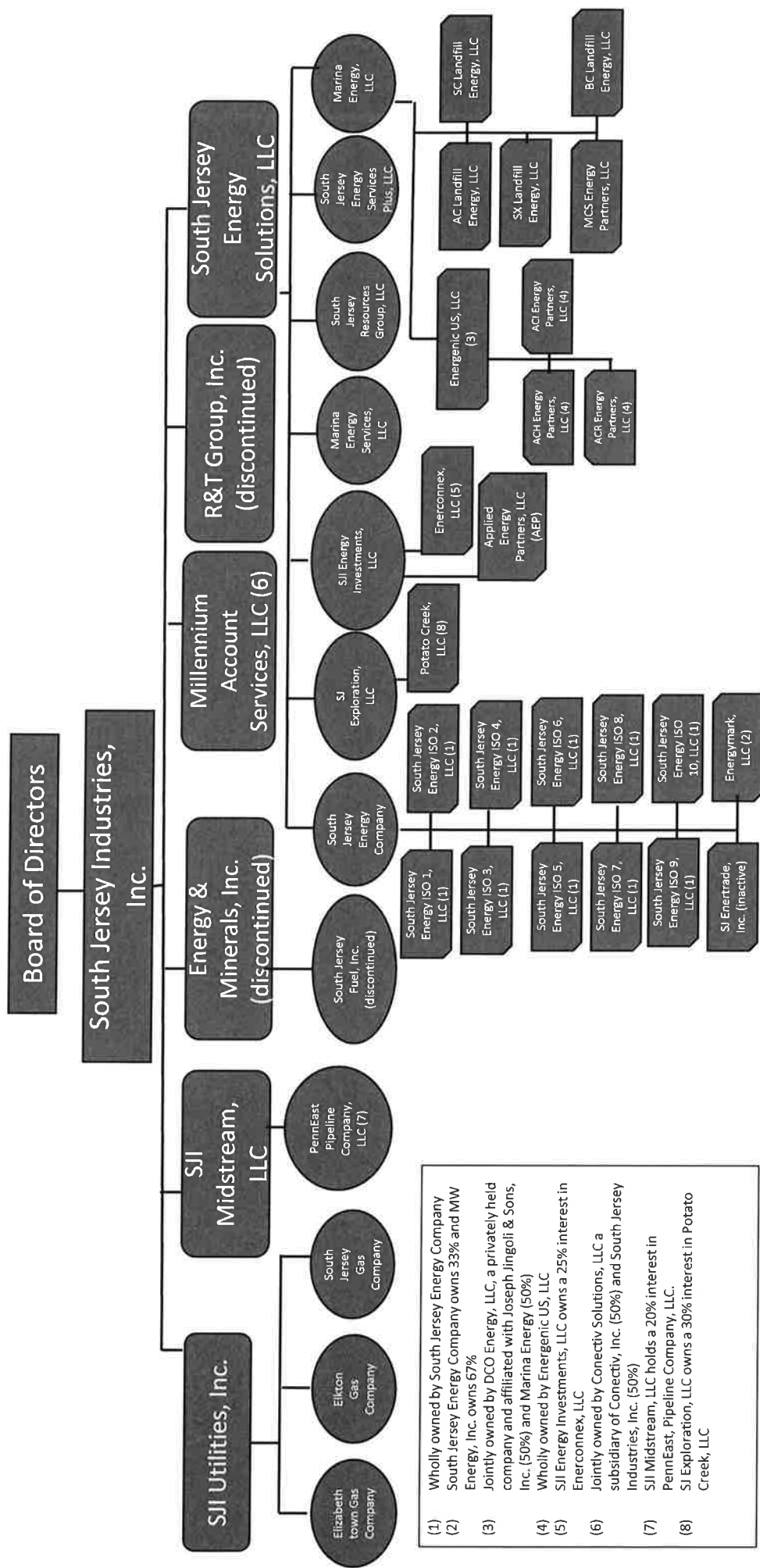
Provide a statement describing any dissolution or merger or acquisition of the applicant within the two most recent years preceding the application.

- 1) Effective August 30, 2019, SJI Energy Investments, LLC (“SJIEI”), an indirect subsidiary of South Jersey Industries, Inc. (“SJI”) acquired Applied Energy Partners, LLC (“Applied Energy”).

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.

- 1) Applied Energy is a wholly-owned subsidiary of SJI Energy Investments, LLC ("SJIEI"). SJIEI is a wholly owned subsidiary of South Jersey Energy Solutions, LLC ("SJES"). SJES is a wholly owned subsidiary of South Jersey Industries, Inc. SJES also wholly owns South Jersey Energy Company, a retail electric and natural gas supplier, and South Jersey Resources Group, LLC, a wholesale natural gas trader. SJI also indirectly owns natural gas public utilities. See attached organizational chart.



- (1) Wholly owned by South Jersey Energy Company
- (2) South Jersey Energy Company owns 33% and MW Energy, Inc. owns 67%
- (3) Jointly owned by DCO Energy, LLC, a privately held company and affiliated with Joseph Ingoli & Sons, Inc. (50%) and Marina Energy (50%)
- (4) Wholly owned by Energen US, LLC
- (5) SJI Energy Investments, LLC owns a 25% interest in Enerconex, LLC
- (6) Jointly owned by Connectiv Solutions, LLC a subsidiary of Connectiv, Inc. (50%) and South Jersey Industries, Inc. (50%)
- (7) SJI Midstream, LLC holds a 20% interest in PennEast, Pipeline Company, LLC.
- (8) SJ Exploration, LLC owns a 30% interest in Potato Creek, LLC

EXHIBIT D-1 - OPERATIONS

Provide a written description of the operational nature of the applicant's business. Please include whether the applicant's operations include the generation of power for retail sales, the scheduling of retail power for transmission and delivery, the provision of retail ancillary services as well as other services used to arrange for the purchase and delivery of electricity to retail customers.

- 1) Applied Energy Partners, LLC ("Applied Energy") provides procurement and consulting services to help end users transact with retail suppliers. Applied Energy's operations does not include the generation of power for retail sales, the scheduling of retail power for transmission or delivery, or ancillary services other than brokering.

EXHIBIT D-2 – OPERATIONS EXPERTISE

Given the operational nature of the applicant's business, provide evidence of the applicant's experience and technical expertise in performing such operations.

- 1) Applied Energy Partners, LLC ("Applied Energy") directs the Public Utilities Commission of Ohio to see the responses found in Exhibit A-10 and Exhibit B-2.

EXHIBIT D-3 – KEY TECHNICAL PERSONAL

Provide the names, titles, e-mail addresses, telephone numbers, and the background of key personnel involved in the operational aspects of the applicant's business.

Applied Energy Partners, LLC ("Applied Energy") directs the Public Utilities Commission of Ohio to see the responses found in Exhibit B-2. In addition, Applied Energy provides the following contact information:

- 1) Fredrick Gallagher, Vice President
1 N. White Horse Pike
Hammonton, New Jersey
Phone: (609) 568-9028
Rgallagher@sjindustries.com
- 2) Thomas Dufraine, Senior Account Executive
1 N. White Horse Pike
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Phone: (609) 331-3869
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- 3) Susie Shannon, Senior Sales Engineer
1 N. White Horse Pike
Hammonton, New Jersey
Phone: (413) 478-7479
Susie.shannon@appenergy.com

EXHIBIT D-4 – FERC POWER MARKETER LICENCE NUMBER

Provide a statement disclosing the applicant's FERC Power Marketer License number (Power Marketers only).

- 1) Applied Energy Partners, LLC ("Applied Energy") does not have a FERC Power Marketer License.

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Summary: Application Applied Energy Partners, LLC's Renewal Application for License # 18-1294E(1). electronically filed by Mr. Justin M Dortch on behalf of Applied Energy Partners, LLC