



RENEWAL CERTIFICATION FILING INSTRUCTIONS COMPETITIVE RETAIL NATURAL GAS SUPPLIERS

I. *Where to File:* Applications should be sent to: Public Utilities Commission of Ohio (PUCO or Commission), 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.

IMPORTANT REQUIREMENT: The renewal application must be docketed in the applicant's original GA-CRS case number. Therefore, applicant should enter that number on the renewal application form when filing a renewal application.

III. *When to File:* Pursuant to Rule 4901:1-27-09 of the Ohio Administrative Code, renewal applications shall be filed between 30 and 60 days to the prior certificate's expiration date.

IV. *Renewal Application Form:* The renewal application form is available on the PUCO Web site, www.puco.ohio.gov or directly from the Commission located at: Public Utilities Commission of Ohio, Docketing Division, 180 East Broad Street, Columbus, Ohio 43215-3793.

V. *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 4901:1-27-07 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.

VI. *Commission Process for Certification Renewal:* An application for renewal shall be made on forms approved and supplied by the Commission. The applicant shall complete the



appropriate 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 will cause delay in renewal.

The Commission may approve, suspend, or deny an 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 renewal 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 renewal application was suspended.

Upon Commission approval, the applicant shall receive notification of approval and a numbered, renewed certificate that specifies the service(s) for which the applicant is certified and the dates for which the certificate is valid. Unless otherwise warranted, the renewed certification designation will remain consistent with the previously granted certification. For example, a certified marketer will renew as a certified marketer.

Unless otherwise specified by the Commission, the competitive retail natural gas service (CRNGS) supplier's renewed certificate is valid for an additional period of two years, beginning and ending on the dates specified on the certificate. The applicant may renew its certificate in accordance with Rule 4901:1-27-09 of the Ohio Administrative Code. CRNGS suppliers, which include marketers, shall inform the Commission of any material change to the information supplied in a renewal application within thirty (30) days of such material change in accordance with Rule 4901:1-27-11 of the Ohio Administrative Code.

VII. *Contractual Arrangements for Capability Standards:* If the applicant is relying upon contractual arrangements with a third-party, to meet any of the certification requirements, the applicant must provide with its application all of the following:

- ☐ The legal name of any contracted entity;
- ☐ A statement that a valid contract exists between the applicant and the third-party;
- ☐ A detailed summary of the contract(s), including all services provided thereunder; and
- ☐ The documentation and evidence to demonstrate the contracting entity's capability to meet the requirements as if the contracting entity was the applicant.

VIII. Questions: Questions regarding filing procedures should be directed to CRNGS@puc.state.oh.us

IX. *Governing Law:* The certification/renewal of CRNGS suppliers is governed by Chapters 4901:1-27 and 4901:1-29 of the Ohio Administrative Code, and Section 4929.20 of the Ohio Revised Code.



Public Utilities Commission

PUCO USE ONLY – Version 1.08 May 2016		
Date Received	Renewal Certification Number	ORIGINAL CRS Case Number
		18 -0129 - GA-CRS

RENEWAL CERTIFICATION APPLICATION COMPETITIVE RETAIL NATURAL GAS SUPPLIERS

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

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

SECTION A - APPLICANT INFORMATION AND SERVICES

A-1 Applicant intends to renew its certificate as: (check all that apply)

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

A-2 Applicant information:

Legal Name Applied Energy Partners, LLC
Address 1 North White Horse Pike, Hammonton, New Jersey 08037
Telephone No. 610-331-3869 Web site Address <https://www.appenergy.com/>
Current PUCO Certificate No. 18-643G(1) Effective Dates 2/24/2018 through 2/24/2020

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

Name Applied Energy Partners, LLC
Address 50 West Broad Street, Suite 1330, Columbus, Ohio 43215
Web site Address <https://www.appenergy.com/> Telephone No. 610-331-3869

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 No. 609-568-9028 e: 6877 Fax No. 609-543-2404 Email 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 No. 609-568-9028 e: 6877 Fax No. 609-543-2404 Email 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 No. 609-568-9028 Fax No. 609-543-2404 Email Address susie.shannon@appenergy.com

A-8 Provide "Proof of an Ohio Office and Employee," in accordance with Section 4929.22 of the Ohio Revised Code, by listing name, Ohio office address, telephone number, and Web site address of the designated Ohio Employee

Name Corporation Service Company Title Registered Agent
Business address 50 West Broad Street, Suite 1330, Columbus, Ohio 43215
Telephone No. Fax No. Email Address

A-9 Applicant's federal employer identification number 20-1471154

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

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

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

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

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

☒ Columbia Gas of Ohio

<input type="checkbox"/> Residential	Beginning Date of Service	2/24/18	End Date	
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	2/24/18	End Date	
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	2/24/18	End Date	
<input checked="" type="checkbox"/> Industrial	Beginning Date of Service	2/24/18	End Date	

☒ Dominion East Ohio

<input type="checkbox"/> Residential	Beginning Date of Service	2/24/18	End Date	
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	2/24/18	End Date	
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	2/24/18	End Date	
<input checked="" type="checkbox"/> Industrial	Beginning Date of Service	2/24/18	End Date	

☒ Duke Energy Ohio

<input type="checkbox"/> Residential	Beginning Date of Service	2/24/18	End Date	
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	2/24/18	End Date	
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	2/24/18	End Date	
<input checked="" type="checkbox"/> Industrial	Beginning Date of Service	2/24/18	End Date	

☒ Vectren Energy Delivery of Ohio

<input type="checkbox"/> Residential	Beginning Date of Service	2/24/18	End Date	
<input checked="" type="checkbox"/> Small Commercial	Beginning Date of Service	2/24/18	End Date	
<input checked="" type="checkbox"/> Large Commercial	Beginning Date of Service	2/24/18	End Date	
<input checked="" type="checkbox"/> Industrial	Beginning Date of Service	2/24/18	End Date	

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

<input type="checkbox"/>	Columbia Gas of Ohio	Intended Start Date	
<input type="checkbox"/>	Dominion East Ohio	Intended Start Date	
<input type="checkbox"/>	Duke Energy Ohio	Intended Start Date	
<input type="checkbox"/>	Vectren Energy Delivery of Ohio	Intended Start Date	

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

- A-14 **Exhibit A-14 "Principal Officers, Directors & Partners,"** provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.
- A-15 **Exhibit A-15 "Company History,"** provide a concise description of the applicant's company history and principal business interests.
- A-16 **Exhibit A-16 "Articles of Incorporation and Bylaws,"** provide the articles of incorporation filed with the state or jurisdiction in which the applicant is incorporated and any amendments thereto, *only if the contents of the originally filed documents changed since the initial application.*
- A-17 **Exhibit A-17 "Secretary of State,"** provide evidence that the applicant is still currently registered with the Ohio Secretary of the State.

SECTION B - APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED

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

status or ability to provide the services for which it is seeking renewed certification since applicant last filed for certification.

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

☒ No ☐ Yes

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

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

☒ No ☐ Yes

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

SECTION C - APPLICANT FINANCIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED

- C-1 Exhibit C-1 "Annual Reports,"** provide the two most recent Annual Reports to Shareholders. If applicant does not have annual reports, the applicant should provide similar information, labeled as Exhibit C-1, or indicate that Exhibit C-1 is not applicable and why.
(This is generally only applicable to publicly traded companies who publish annual reports.)
- C-2 Exhibit C-2 "SEC Filings,"** provide the most recent 10-K/8-K Filings with the SEC. If applicant does not have such filings, it may submit those of its parent company. An applicant may submit a current link to the filings or provide them in paper form. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 that the applicant is not required to file with the SEC and why.
- C-3 Exhibit C-3 "Financial Statements,"** provide copies of the applicant's two most recent years of audited financial statements (balance sheet, income statement, and cash flow statement). If audited financial statements are not available, provide officer certified financial statements. If the applicant has not been in business long enough to satisfy this requirement, it shall file audited or officer certified financial statements covering the life of the business. If the applicant does not have a balance sheet, income statement, and cash flow statement, the applicant may provide a copy of its two most recent years of tax returns (with social security numbers and account numbers redacted).
- C-4 Exhibit C-4 "Financial Arrangements,"** provide copies of the applicant's current financial arrangements to conduct competitive retail natural gas service (CRNGS) as a business activity (e.g., guarantees, bank commitments, contractual arrangements, credit agreements, etc.)

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

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

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

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

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

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

- C-7 **Exhibit C-7 "Credit Report,"** provide a copy of the applicant's current credit report from Experian, Dun and Bradstreet, or a similar organization. An applicant that provides an investment grade credit rating for Exhibit C-6 may enter "N/A" for Exhibit C-7.
- C-8 **Exhibit C-8 "Bankruptcy Information,"** provide a list and description of any reorganizations, protection from creditors, or any other form of bankruptcy filings made by the applicant, a parent or affiliate organization that guarantees the obligations of the applicant or any officer of the applicant in the current year or within the two most recent years preceding the application.
- C-9 **Exhibit C-9 "Merger Information,"** provide a statement describing any dissolution or merger or acquisition of the applicant within the two most recent years preceding the application.
- C-10 **Exhibit C-10 "Corporate Structure,"** provide a description of the applicant's corporate structure, not an internal organizational chart, including a graphical depiction of such structure, and a list of all affiliate and subsidiary companies that supply retail or wholesale electricity or natural gas to customers in North America. If the applicant is a stand-alone entity, then no graphical depiction is required and applicant may respond by stating that they are a stand-alone entity with no affiliate within the two most recent years preceding the application.

SECTION D – APPLICANT TECHNICAL CAPABILITY

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

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

Applicant Signature and Title

[Signature] VICE PRESIDENT

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

Signature of official administering oath

[Signature]

Print Name and Title

Jessica Rodriguez - Notary Public

My commission expires on

April 13, 2022

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



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. 18-0127 -GA-CRS

County of Atlantic
State of OH

Rick Gallagher

[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

Rick Gallagher VICE PRESIDENT

Sworn and subscribed before me this

24th

day of

February

Month

2020

Year

[Signature]
Signature of Official Administering Oath

Jessica Rodriguez - Notary Public
Print Name and Title

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

My commission expires on

April 13, 2022

(CRNGS Supplier Renewal) - Version 1.08

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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.

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 A-15 – EXPERIENCE & PLANS

Provide a concise description of the applicant's company history and principal business interests.

Company History

Applied Energy Partners ("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. On September 2019 SJI Energy Advisors, a subsidiary of SJI ("South Jersey Industries") acquired retail energy consultant Applied Energy. Formed in January 2019, SJI Energy Advisors 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.

Principal Business Interests

Applied Energy offers a comprehensive range of value-added services including:

- 1) Electricity procurement auctions;
- 2) Natural gas procurement auctions;
- 3) Green energy procurement auctions;
- 4) Market monitoring.

EXHIBIT A-16 – ARTICLES OF INCORPORATION & 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.**

- 1) Please see Exhibit A-16A for Applied Energy Partners, LLC's ("Applied Energy's") Certificate of Organization from the State of Pennsylvania.

PENNSYLVANIA DEPARTMENT OF STATE
CORPORATION BUREAU

Entity Number

3240314

Certificate of Organization
Domestic Limited Liability Company
(15 Pa.C.S. § 8913)

Name

Tallman, Hudders & Sorrentino, P.C.

Address

1611 Pond Road, Suite 300

City

Allentown

State

PA

Zip Code

18104

Document will be returned to the
name and address you enter to
the left.
←

Fee: \$125

Filed in the Department of State on

AUG 03 2004

Pecho C. Cantos

Secretary of the Commonwealth

In compliance with the requirements of 15 Pa.C.S. § 8913 (relating to certificate of organization), the undersigned desiring to organize a limited liability company, hereby certifies that:

1. The name of the limited liability company (designator is required, i.e., "company", "limited" or "limited liability company" or abbreviation):
Applied Energy Partners, LLC

2. The (a) address of the limited liability company's initial registered office in this Commonwealth or (b) name of its commercial registered office provider and the county of venue is:

(a) Number and Street
36 Newport DriveCity
WayneState
PAZip
19087County
Chester(b) Name of Commercial Registered Office Provider
c/o:

County

3. The name and address, including street and number, if any, of each organizer is (all organizers must sign on page 2):

Name

Matthew R. Sorrentino, Esquire

Address

1611 Pond Road, Suite 300
Allentown, PA 18104

DSCB:15-8913-2

4. ~~Strike out if inapplicable term~~~~A member's interest in the company is to be evidenced by a certificate of membership interest.~~5. ~~Strike out if inapplicable:~~~~Management of the company is vested in a manager or managers.~~

6. The specified effective date, if any is:

month date year hour, if any

7. ~~Strike out if inapplicable~~ *The company is a restricted professional company organized to render the following restricted professional service(s):

8. For additional provisions of the certificate, if any, attach an 8 1/2 x 11 sheet.

IN TESTIMONY WHEREOF, the organizer(s) has (have)
signed this Certificate of Organization this

____ day of _____

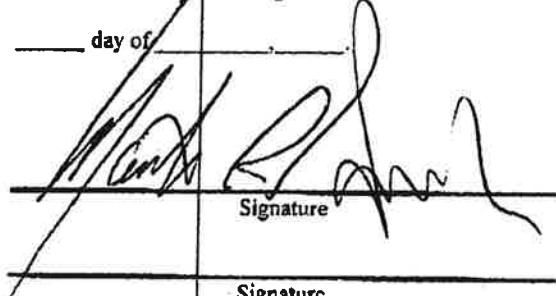

Signature_____
Signature_____
Signature

EXHIBIT A-17 – SECRETARY OF STATE

Provide evidence that the applicant is still currently resigned with the Ohio Secretary of the State.

- 1) Please see Exhibit A-17A for Applied Energy Partners, LLC's ("Applied Energy's") current filings with the Ohio Secretary of State.



DATE	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
03/10/2016	201606902460	REGISTRATION OF FOREIGN FOR PROFIT LLC (LFP)	99.00	0.00	0.00	0.00	0.00

Receipt

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

LICENSELOGIX, LLC
MEGAN ROONEY
140 GRAND ST., SUITE 300
WHITE PLAINS, NY 10601

STATE OF OHIO CERTIFICATE

Ohio Secretary of State, Jon Husted
3876681

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

APPLIED ENERGY PARTNERS, LLC

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

Document(s)

REGISTRATION OF FOREIGN FOR PROFIT LLC

Effective Date: 03/08/2016

Document No(s):

201606902460



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
10th day of March, A.D. 2016.

Ohio Secretary of State



Form 533B Prescribed by:

JON HUSTED
OHIO SECRETARY OF STATE

 Toll Free: (877) SOS-FILE (877-767-3453)
 Central Ohio: (614) 466-3910

 www.OhioSecretaryofState.gov
 busserve@OhioSecretaryofState.gov

File online or for more information: www.OHBusinessCentral.com

Mail this form to one of the following:

 Regular Filing (non expedite)
 P.O. Box 670
 Columbus, OH 43216

 Expedite Filing (Two business day processing time.
 Requires an additional \$100.00)

 P.O. Box 1390
 Columbus, OH 43216

RECEIVED
 MAR - 8 2016

Registration of a Foreign
Limited Liability Company
Filing Fee: \$99**Form Must Be Typed****CHECK ONLY ONE (1) BOX****OHIO SECRETARY OF STATE**

- (1) ☒ Registration of a Foreign For-Profit Limited Liability Company
 (106-LFA)
 ORC 1705

Jurisdiction of Formation Date of Formation

- (2) ☐ Registration of a Foreign Nonprofit Limited Liability Company
 (106-LFA)
 ORC 1705

Jurisdiction of Formation Date of Formation

Name of Limited Liability Company in its jurisdiction of formation

Name under which the foreign limited liability company desires to transact business in Ohio (if different from its name in its jurisdiction of formation) is:

Name must include one of the following words or abbreviations: "limited liability company," "limited," "LLC," "L.L.C.," "Ltd.," or "Ltd"

The address to which interested persons may direct requests for copies of the limited liability company's operating agreement, bylaws, or other charter documents of the company is:

Name

Mailing Address

City

State

ZIP Code

The limited liability company hereby appoints the following as its agent upon whom process against the limited liability company may be served in the state of Ohio. The name and complete address of the agent is

InCorp Services, Inc.

Name

9435 Waterstone Boulevard Suite 140

Mailing Address

Cincinnati

City

Ohio

State

45249

ZIP Code

The limited liability company irrevocably consents to service of process on the agent listed above as long as the authority of the agent continues, and to service of process upon the Ohio Secretary of State if:

- a. an agent is not appointed, or
- b. an agent is appointed but the authority of that agent has been revoked, or
- c. the agent cannot be found or served after the exercise of reasonable diligence.

By signing and submitting this form to the Ohio Secretary of State, the undersigned hereby certifies that he or she has the requisite authority to execute this document.

Required

Must be signed by an authorized representative.

If authorized representative is an individual, then they must sign in the "signature" box and print their name in the "Print Name" box.

If authorized representative is a business entity, not an individual, then please print the business name in the "signature" box, an authorized representative of the business entity must sign in the "By" box and print their name in the "Print Name" box.

Signature

By (if applicable)

Christopher Gutteridge

Print Name

Signature

By (if applicable)

Print Name

Signature

By (if applicable)

Print Name

COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF STATE

01/12/2016

TO ALL WHOM THESE PRESENTS SHALL COME, GREETING:

I DO HEREBY CERTIFY THAT,

APPLIED ENERGY PARTNERS, LLC

is duly registered as a Pennsylvania Limited Liability Company under the laws of the Commonwealth of Pennsylvania and remains subsisting so far as the records of this office show, as of the date herein.

I DO FURTHER CERTIFY THAT this Subsistence Certificate shall not imply that all fees, taxes and penalties owed to the Commonwealth of Pennsylvania are paid.



IN TESTIMONY WHEREOF, I have hereunto set
my hand and caused the Seal of the Secretary's
Office to be affixed, the day and year above written

Pedro A. Contes

Secretary of the Commonwealth

Certification Number: TSC160112191990-1

Verify this certificate online at <http://www.corporations.pa.gov/orders/verify.aspx>



DATE	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
02/25/2019	201905602360	Subsequent Agent Appointment (FGS)	25.00				0

Receipt

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

**CORPORATION SERVICE COMPANY
251 LITTLE FALLS DRIVE
WILMINGTON, DE, 19808**

**STATE OF OHIO
CERTIFICATE**

Ohio Secretary of State, Frank LaRose

3876681

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

APPLIED ENERGY PARTNERS, LLC

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

Document(s)

Subsequent Agent Appointment

Document No(s):

201905602360

Effective Date: 02/25/2019



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 25th day of February, A.D. 2019.

Ohio Secretary of State

Form 521 Prescribed by:

OFFICE OF THE
Ohio Secretary of State



Date Electronically Filed: 2/25/2019
Toll Free: (877) SOS-FILE (877-767-3453) | Central Ohio: (614) 466-3910
www.OhioSecretaryofState.gov | Busserv@OhioSecretaryofState.gov
File online or for more information: www.OHBusinessCentral.com

Statutory Agent Update
Filing Fee: \$25
Form Must Be Typed

(CHECK ONLY ONE(1) BOX)**(1) Subsequent Appointment of Agent**

- ☐ Corp (165-AGS)
☐ LP (165-AGS)
☒ LLC (171-LSA)
☐ Business Trust (171-LSA)
☐ Real Estate Investment Trust (171-LSA)

(2) Change of Address of an Agent

- ☐ Corp (145-AGA)
☐ LP (145-AGA)
☐ LLC (144-LAD)
☐ Business Trust (144-LAD)
☐ Real Estate Investment Trust (144-LAD)

(3) Resignation of Agent

- ☐ Corp (155-AGR)
☐ LP (155-AGR)
☐ LLC (153-LAG)
☐ Partnership (153-LAG)
☐ Business Trust (153-LAG)
☐ Real Estate Investment Trust (153-LAG)

Name of Entity Charter, License or Registration No. Name of Current Agent **Complete the information in this section if box (1) is checked**Name and Address
of New Agent

Name of Agent

Mailing Address

City

State

ZIP Code

Complete the information in this section if box (1) is checked and business is an Ohio entity

ACCEPTANCE OF APPOINTMENT FOR DOMESTIC ENTITY'S AGENT

The Undersigned, , named herein as the

Name of Agent

statutory agent for , hereby acknowledges

Name of Business Entity

and accepts the appointment of statutory agent for said entity.

Signature:

Individual Agent's Signature/Signature on behalf of Business Serving as Agent

Complete the information in this section if box (2) is checked

New Address of Agent

Mailing Address

City

OH

State

ZIP Code

Complete the information in this section if box (3) is checked

The agent of record for the entity identified on page 1 resigns as statutory agent.

Current or last known address of the entity's principal office where a copy of this Resignation of Agent was sent as of the date of filing or prior to the date filed.

Mailing Address

City

State

Zip Code

By signing and submitting this form to the Ohio Secretary of State, the undersigned hereby certifies that he or she has the requisite authority to execute this document.

Required

Agent update must be signed by an authorized representative (see instructions for specific information).

If authorized representative is an individual, then they must sign in the "signature" box and print their name in the "Print Name" box.

If authorized representative is a business entity, not an individual, then please print the business name in the "signature" box, an authorized representative of the business entity must sign in the "By" box and print their name in the "Print Name" box.

THOMAS DUFRINE, AUTHORIZED REPRESENTATIVE

Signature

By (if applicable)

Print Name

Signature

By (if applicable)

Print Name

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 SJIEI'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 AEP'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, SJIEA, a subsidiary of SJI acquired retail energy consultant Applied Energy. Formed in January 2019, SJIEA 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 – SUMMARY OF EXPERIENCE

Provide a concise and current summary of the applicant's experience in providing the service(s) for which it is seeking renewed certification (e.g., number and type of customers served, utility service areas, volume of gas supplied, etc.).

- 1) 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-4 – 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 **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.

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

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.

1) N/A.

EXHIBIT C-7 – CREDIT REPORT

Provide a copy of the applicant's current credit report from Experian, Dun and Bradstreet, or similar organization. An applicant that provides an investment grade credit rating for Exhibit C-6 may enter "N/A" for Exhibit C-7.

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

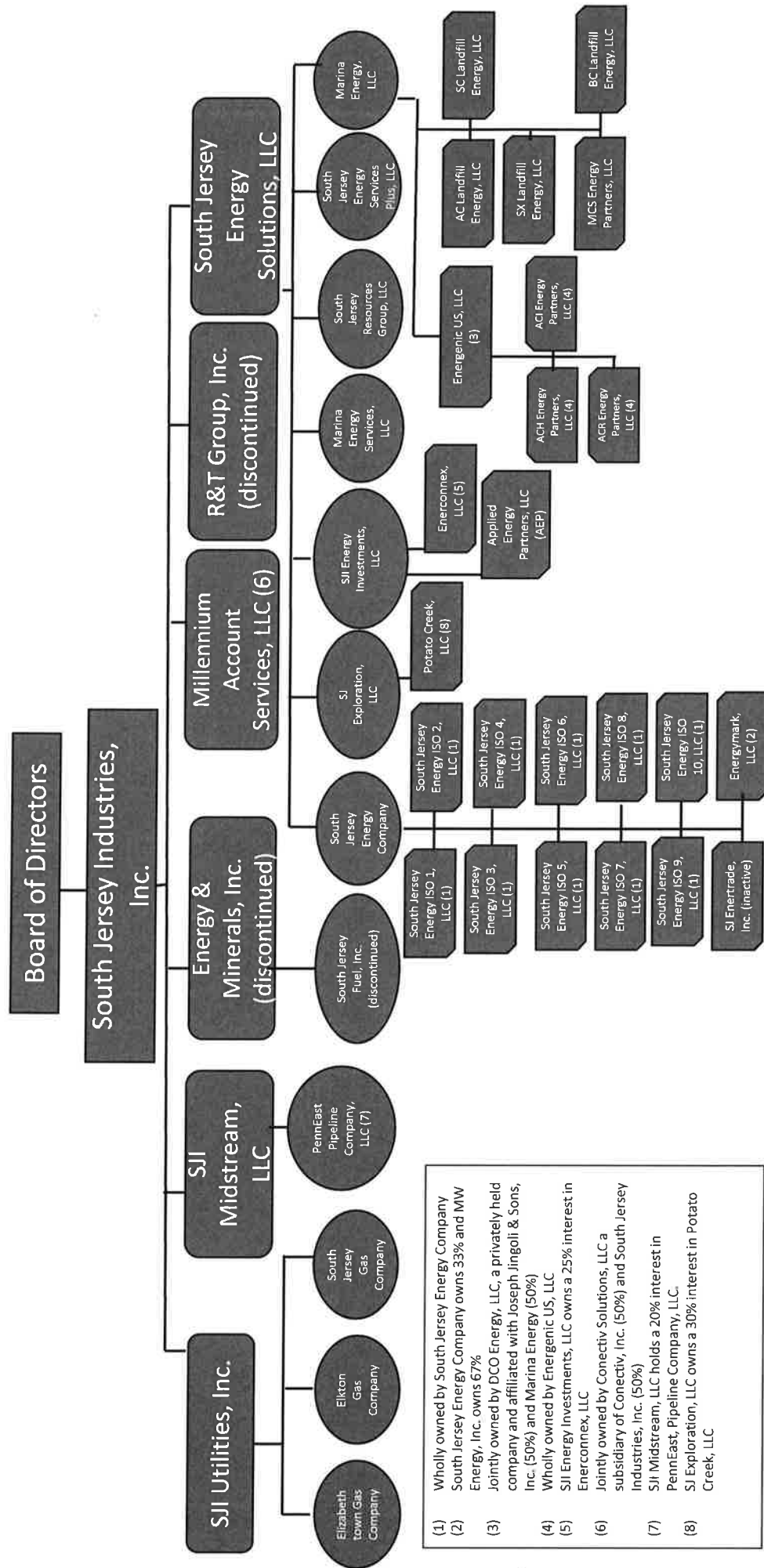
Provide a statement describing any dissolution or merger or acquisition of the applicant within the two most recent years preceding the application.

- 1) Effective August 30, 2019, SJI Energy Investments, LLC (“SJIEI”), a subsidiary of South Jersey Industries, Inc. (“SJI”) acquired retail energy consultant Applied Energy Partners (“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 Jingoli & 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-14 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 Durfraine, Senior Account Executive
1 N. White Horse Pike
Hammonton, New Jersey
Phone: (609) 331-3869
tdufraine@appenergy.com
- 3) Susie Shannon, Senior Sales Engineer
1 N. White Horse Pike
Hammonton, New Jersey
Phone: (413) 478-7479
Susie.shannon@appenergy.com

This foregoing document was electronically filed with the Public Utilities

Commission of Ohio Docketing Information System on

2/24/2020 5:13:38 PM

in

Case No(s). 18-0129-GA-AGG

Summary: Application Applied Energy Partners, LLC's Renewal Application for PUCO Certificate No. 18-643G(1). electronically filed by Mr. Justin M Dortch on behalf of Applied Energy Partners, LLC