

FILE



Case No. 20-1253-GA-CRS

400 Madison Avenue, New York, NY 10017

tel 212 779 7000 fax 212 779 3061

SmartEnergy Holdings, LLC's Ohio Natural Gas Supplier Application

Public Utilities Commission of Ohio
 Docketing Division
 180 East Broad Street
 Columbus, Ohio 43215-3793

Attached please find the application for a license to supply natural gas in Ohio for SmartEnergy Holdings, LLC for your review and consideration. Please keep under seal as "Confidential" and not make part of the public record the responses to exhibits B-2, C-3, C-4, C-5, C-6, and C-7. The retail natural gas marketplace business is highly competitive, and it is imperative that public disclosure of the confidential information contained in the documents identified above be avoided.

SmartEnergy Holdings, LLC is not a publicly traded company and, therefore, all of its information is highly confidential and is available only to those individuals on a need to know basis. The public disclosure of SmartEnergy's information as disclosed in response to the questions and provided in the exhibits referenced above would create an extreme hardship for SmartEnergy because it would give an unfair advantage to the company's competitors and would likely result in substantial economic damages to SmartEnergy Holdings, LLC.

Thank you for your time and consideration of our application as well. We look forward to working with you as we continue through the application process.

Regards,

Daniel Kern
 CEO
 SmartEnergy Holdings, LLC

PUCO

JUL 10 PM 2:25

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Public Utilities Commission

PUCO USE ONLY – Version 1.08 May 2016		
Date Received	Case Number	Certification Number
	20-1253 - GA-CRS	

INITIAL CERTIFICATION APPLICATION COMPETITIVE RETAIL NATURAL GAS SUPPLIERS

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

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

SECTION A - APPLICANT INFORMATION AND SERVICES

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

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

A-2 Applicant information:

Legal Name SmartEnergy Holdings, LLC
Address 400 Madison Avenue, Suite 9A., New York, NY 10017
Telephone No. 1-800-443-4440 Web site Address www.smartenergy.com

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

Name SmartEnergy Holdings, LLC
Address 400 Madison Avenue, Suite 9A., New York, NY 10017
Web site Address www.smartenergy.com Telephone No. 1-800-443-4440

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

SmartEnergy Holdings, LLC
SmartEnergy

A-5 Contact person for regulatory or emergency matters:

Name Ann Marie Toss Title Chief Compliance Officer
Business Address 400 Madison Avenue, Suite 9A., New York, NY 10017
Telephone No. 212-779-5843 Fax No. 212-779-3061 Email Address atoss@smartenergy.com

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

Name Ann Marie Toss Title Chief Compliance Officer
Business address 400 Madison Avenue, Suite 9A., New York, NY 10017
Telephone No. 212-779-5843 Fax No. 212-779-3061 Email Address regulatory@smartenergy.com

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

Customer service address 400 Madison Avenue, Suite 9A., New York, NY 10017
Toll-Free Telephone No. 1-800-443-4440 Fax No. 212-779-3061 Email Address customer.service@smartenergy.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 Lisa Hersh Title Customer Service Representative
Business address 201 E. Fifth Street, 19th Floor, Cincinnati, OH 45202
Telephone No. 1-800-443-4440 Fax No. 212-779-3061 Email Address customer.service@smartenergy.com

A-9 Applicant's federal employer identification number 45-4166532

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

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

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

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

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

☐ **Columbia Gas of Ohio**

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

☐ **Dominion East Ohio**

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

☐ **Duke Energy Ohio**

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

☐ **Vectren Energy Delivery of Ohio**

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

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

<input checked="" type="checkbox"/>	Columbia Gas of Ohio	Intended Start Date	7/15/2020
<input checked="" type="checkbox"/>	Dominion East Ohio	Intended Start Date	7/15/2020
<input checked="" type="checkbox"/>	Duke Energy Ohio	Intended Start Date	9/01/2020
<input checked="" type="checkbox"/>	Vectren Energy Delivery of Ohio	Intended Start Date	9/01/2020

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.

Please find attached, Exhibit A-14

- A-15 Exhibit A-15 "Company History,"** provide a concise description of the applicant's company history and principal business interests.

Please find attached, Exhibit A-15

- A-16 Exhibit A-16 "Articles of Incorporation and Bylaws,"** if applicable, provide the articles of incorporation filed with the state or jurisdiction in which the applicant is incorporated and any amendments thereto.

Please find attached, Exhibit A-16

- A-17 Exhibit A-17 "Secretary of State,"** provide evidence that the applicant is currently registered with the Ohio Secretary of the State.

Please find attached, Exhibit A-17

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.

Please find attached, Exhibit B-1

- 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.

Please find attached, Exhibit B-2 Confidential

- B-3 Exhibit B-3 "Summary of Experience,"** provide a concise and current summary of the applicant's experience in providing the service(s) for which it is seeking to be certified to provide (e.g., number and types of customers served, utility service areas, volume of gas supplied, etc.).

Please find attached, Exhibit B-3

- B-4 Exhibit B-4 "Disclosure of Liabilities and Investigations,"** provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocations of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational

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

N/A

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

☒ No ☐ Yes

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

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

☒ No ☐ Yes

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

SECTION C - APPLICANT FINANCIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED

- C-1 Exhibit C-1 "Annual Reports,"** provide the two most recent Annual Reports to Shareholders. If applicant does not have annual reports, the applicant should provide similar information, labeled as Exhibit C-1, or indicate that Exhibit C-1 is not applicable and why.
(This is generally only applicable to publicly traded companies who publish annual reports) N/A
- 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. N/A
- 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).

Please find attached, Exhibit C-3 Confidential

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.

Please find attached, Exhibit C-4 Confidential

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.

Please find attached, Exhibit C-5 Confidential

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

Please find attached, Exhibit C-6 Confidential

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.

Please find attached, Exhibit C-7 Confidential

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.

N/A

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.

N/A

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.

Please find attached, Exhibit C-10

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.

Please find attached, Exhibit D-1

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.

Please find attached, Exhibit D-2

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.

Please find attached, Exhibit D-3

Applicant Signature and Title



CEO

Sworn and subscribed before me this

30th

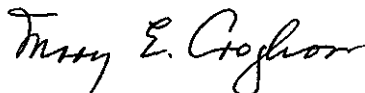
day of

June

Month

2020

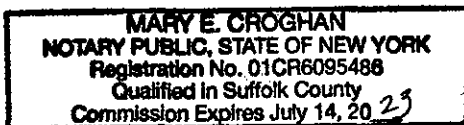
Year



Signature of official administering oath

MARY E. CROGHAN, NOTARY PUBLIC

Print Name and Title



My commission expires on

July 14, 2023



The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service
Affidavit Form
(Version 1.07)

In the Matter of the Application of)

Smart Energy Holdings, LLC)
for a Certificate or Renewal Certificate to Provide)
Competitive Retail Natural Gas Service in Ohio.)

Case No. -GA-CRS

County of Suffolk
State of New York

Daniel Kern

[Affiant], being duly sworn/affirmed, hereby states that:

- (1) The information provided within the certification or certification renewal application and supporting information is complete, true, and accurate to the best knowledge of affiant.
- (2) The applicant will timely file an annual report of its intrastate gross receipts and sales of hundred cubic feet of natural gas pursuant to Sections 4905.10(A), 4911.18(A), and 4929.23(B), Ohio Revised Code.
- (3) The applicant will timely pay any assessment made pursuant to Section 4905.10 or Section 4911.18(A), Ohio Revised Code.
- (4) Applicant will comply with all applicable rules and orders adopted by the Public Utilities Commission of Ohio pursuant to Title 49, Ohio Revised Code.
- (5) Applicant will cooperate with the Public Utilities Commission of Ohio and its staff in the investigation of any consumer complaint regarding any service offered or provided by the applicant.
- (6) Applicant will comply with Section 4929.21, Ohio Revised Code, regarding consent to the jurisdiction of the Ohio courts and the service of process.
- (7) Applicant will inform the Public Utilities Commission of Ohio of any material change to the information supplied in the certification or certification renewal application within 30 days of such material change, including any change in contact person for regulatory or emergency purposes or contact person for Staff use in investigating customer complaints.
- (8) Affiant further sayeth naught.

Affiant Signature & Title

[Signature] CEO

Sworn and subscribed before me this

30th

day of

June

Month

2020

Year

Mary E. Croghan

Signature of Official Administering Oath

MARY E. CROGHAN, NOTARY PUBLIC

Print Name and Title

MARY E. CROGHAN
NOTARY PUBLIC, STATE OF NEW YORK
Registration No. 01CR6095486
Qualified in Suffolk County
Commission Expires July 14, 2023

My commission expires on

July 14, 2023

(CRNGS Supplier -Version 1.08) Page 8 of 8



400 Madison Avenue, New York, NY 10017

tel 212 779 7000 fax 212 779 3061

"Principal Officers, Directors & Partners"

Exhibit A-14

NAME	POSITION	ADDRESS/PHONE
Daniel A Kern	Chief Executive Officer	400 Madison Avenue, Suite 9A. New York, NY 10017 (212) 779-7000
Jacqueline Kern	Chief Marketing Officer	400 Madison Avenue, Suite 9A. New York, NY 10017 (212) 779-3000
Lloyd Spencer	Chief Operating Officer	400 Madison Avenue, Suite 9A. New York, NY 10017 (212) 779-5841



400 Madison Avenue, New York, NY 10017

tel 212 779 7000 fax 212 779 3061

Company History

Exhibit A-15

SmartEnergy Holdings, LLC was formed originally in January of 2012 as Nationwide Energy, LLC, under the laws of the State of Delaware as a Domestic Limited Liability. Several months after its formation in, 2012, the company changed its name to SmartEnergy Holdings, LLC.

The company's principal business interest is operating as a Competitive Retail Electric and Natural Gas Service (CRES and CRNGS) to residential, commercial and industrial customers.



400 Madison Avenue, New York, NY 10017

tel 212 779 7000 fax 212 779 3061

Articles of Incorporation and Bylaws
Exhibit A-16

Please find the enclosed evidence of the applicants incorporation filing.

State of Delaware
Secretary of State
Division of Corporations
Delivered 10:14 AM 01/05/2012
FILED 10:14 AM 01/05/2012
SRV 120013330 - 5091005 FILE

CERTIFICATE OF FORMATION

OF

Nationwide Energy LLC

Pursuant to Section 18-201:

- FIRST:** The name of the limited liability company is:
Nationwide Energy LLC
- SECOND:** Its registered office in the State of Delaware is to be located at: 1220 N. Market
St., Ste 806, Wilmington, DE 19801, County of New Castle and its registered
agent at such address is: BlumbergExcelstor Corporate Services, Inc.
- THIRD:** The duration of the limited liability company is perpetual.

IN WITNESS WHEREOF, the undersigned, being the individual forming the limited liability
company, has executed, signed and acknowledged this Certificate of Formation this 5th day of
Januray 2012.

/s/ Ana Maisonavé
Ana Maisonavé
Authorized Person

State of Delaware
 Secretary of State
 Division of Corporations
 Delivered 05:26 PM 12/13/2012
 FILED 05:03 PM 12/13/2012
 SRV 121338340 - 5091005 FILE

STATE OF DELAWARE CERTIFICATE OF AMENDMENT

1. Name of Limited Liability Company: Nationwide Energy LLC

2. The Certificate of Formation of the limited liability company is hereby amended as follows: FIRST: The name of the limited liability company is: SmartEnergy Holdings, LLC
SECOND: The address of the registered office of the limited liability company
in the state of Delaware is located at: 108 West 13th Street, Wilmington, Delaware 19801
Located in the county of New Castle. The name of the registered agent at that
address is: Business Filings Incorporated

IN WITNESS WHEREOF, the undersigned have executed this Certificate on
 the 12th day of December, A.D. 2012

By: 
 Authorized Person(s)

Name: Daniel Korn, Manager
 Print or Type

OPERATING AGREEMENT FOR MEMBER-MANAGED

SmartEnergy Holdings, LLC

INTRODUCTION

The undersigned are all of the Members of SmartEnergy Holdings, LLC, a Limited Liability Company formed under the laws of the State of Delaware. The undersigned hereby adopt the following Operating Agreement pursuant to the LLC laws of the State of Delaware, and do hereby certify and agree as follows:

ARTICLE I. – NAME

1.1 Name of Business: The name of the Company is SmartEnergy Holdings, LLC. The business of the Company may be conducted under such trade or fictitious names as the Members may determine.

ARTICLE II. – OFFICES AND REGISTERED AGENT

2.1 Principal Office: The principal office of the Company is located at 575 Lexington Avenue 4th Floor, New York, NY 10022. The Company may have other offices, inside or outside the State of as the Members may designate.

2.2 Registered Office: The registered office of the Company in the State of Delaware is located at 108 West 13th Street, Wilmington, Delaware 19801. The registered agent of the Company for service of process at that address is Business Filings Incorporated.

ARTICLE III. – BUSINESS PURPOSE

3.1 Business Purpose: The purpose of the Company is to engage in any lawful business that may be engaged in by a limited liability company organized under the LLC laws of the State of Delaware.

ARTICLE IV. – MEMBERS

4.1 Members: The names of each initial Member, their capital contributions, and percentage interests are as follows:

Name	Capital Contribution	Percentage Interest
Daniel Kern	\$1,500,000	75%
Jacqueline Kern	\$500,000	25%

4.2 Additional Members: Additional Members may be admitted upon the consent of all Members.

4.3 Withdrawing: A Member may withdraw from the Company upon six months written notice to each remaining Member.

ARTICLE V. – MEMBERS' CAPITAL ACCOUNTS

5.1 Capital Accounts: The Company will maintain a separate capital account for each Member. Each Member's capital account will reflect the Member's capital contributions and increases for

the Member's share of any net income or gain of the Company. Each Member's capital account will also reflect decreases for distributions made to the Member and the Member's share of any losses and deductions of the Company.

a) Each Member's capital account will be increased by: 1) the amount of money or the fair market value of property contributed by the Member to the Company (net of any liabilities secured by such contributed property that the Company is considered to assume or take subject to), 2) the amount of any Company liabilities assumed by the Member, and 3) allocations to the Member of profit, income, or gain.

b) Each Member's capital account will be decreased by: 1) the amount of money and the fair market value of property distributed to the Member by the Company (net of any liabilities secured by such contributed property that the Company is considered to assume or take subject to), and 2) allocations to the Member of losses, deductions, and expenses.

c) In the event of a permitted sale or exchange of an interest in the Company, the capital account of the transferor will become the capital account of the transferee.

d) The manner in which capital accounts are to be maintained pursuant to this Operating Agreement is intended to comply with the requirements of the Internal Revenue Code Sec. 704(b) and the regulations thereunder. It is the specific intent of the Members that all adjustments as may be required pursuant to Sec. 704(b), and any restrictions thereunder, be made, so as to cause the allocations prescribed hereunder to be respected for tax purposes.

5.2 Fiscal Year: The fiscal year of the Company will be a calendar year. The books and records of the Company will be maintained in accordance with generally accepted accounting principles and Sec. 704(b) of the Internal Revenue Code and the regulations thereunder.

ARTICLE VI. – ALLOCATIONS AND DISTRIBUTIONS

6.1 Allocations and Distributions: All items of Company income, gain, loss, deduction, credit, or the like will be allocated among the Members in accordance with their respective percentage interests.

6.2 Distributions of Cash or Assets: Distributions of cash or other assets may be made to the Members from time to time. All distributions will be made to the Members in accordance with their respective percentage interests.

ARTICLE VII. – ASSIGNMENT OF MEMBERSHIP INTERESTS

7.1 Assignment of Membership Interests: A Member may assign his or her membership interest in the Company in whole or in part. The assignment of a membership interest does not in and of itself entitle the assignee to become a Member. The assignee is only entitled to receive, to the extent assigned, the distributions the assigning Member would otherwise be entitled to, and the assignee will only become an assignee of a membership interest and not a substitute Member.

7.2 Substitute Members: An assignee of a membership interest will be admitted as a substitute Member and will be entitled to all the rights and powers of the assignee only if the other Members unanimously consent. If admitted, the substitute Member has, to the extent assigned, all of the rights and powers, and is subject to all of the restrictions and liabilities of a Member.

ARTICLE VIII. – VOTING; MEMBERS MEETINGS

8.1 Voting: Except to the extent provided to the contrary in this Operating Agreement, all Members will be entitled to vote on any matter submitted to a vote of the Members.

a) Unless a greater vote is required by the LLC laws of the State of the Articles of Organization, or this Operating Agreement, the affirmative vote or consent of a majority in interest of the Members present at meeting at which a quorum is present will be the act of the Members.

b) The consent of all Members will be required to approve the following: 1) the dissolution of the Company, 2) the merger of the Company; 3) the conversion of the Company, 4) the authorization or ratification of acts that would otherwise violate the duty of loyalty, 5) an amendment to the Articles of Organization, 6) the sale, exchange, lease, or other transfer of all or substantially all of the assets of the Company other than in the ordinary course of business, 6) the compromise of an obligation to make a contribution, 7) the making of interim distributions, 8) the admission of a new Member, 9) the use of the Company's property to redeem an interest subject to a charging order, 10) an amendment to the Operating Agreement.

8.2 Annual Meetings of Members: Annual meetings of Members may be held at such time and at such place as the Members designate. Special meetings of Members may be called at the request of any Member.

8.3 Notice of Meetings: The Company will deliver notice stating the date, time, place, and purposes of any meeting to each Member entitled to vote at the meeting. Notice will be given not less than 10 nor more than 30 days before the date of that meeting.

8.4 Quorum: A majority in interest, represented in person or by proxy, will constitute a quorum for the transaction of business at a meeting of Members.

8.5 Unanimous Written Consent: Any action required or permitted to be taken at a meeting of the Members may be taken without a meeting, if consents in writing, setting forth the action taken, are signed by all Members entitled to vote at the meeting.

8.6 Voting by Proxy: A Member may appoint a proxy to vote or otherwise act for the Member by signing an appointment instrument either personally or by the Member's attorney-in-fact.

8.7 Meeting Participation: A Member may participate in a meeting by means of telephone conference or similar equipment.

ARTICLE IX. – MANAGEMENT OF THE COMPANY

9.1 Management: The Company will be managed by all of its Members.

a) Subject to the delegation of rights and powers provided for herein, the Members will have the sole right to manage the business of the Company and will have all powers and rights necessary, appropriate or advisable to effectuate and carry out the purposes and business of the Company.

b) The Members may appoint a President, Treasurer, Secretary, or such other Officers as they may deem necessary or appropriate.

c) The Members may appoint, employ, or otherwise contract with other persons or entities for the transaction of business of the Company or the performance of services for or on behalf of the Company as they may deem necessary or appropriate. The Members may delegate to any Officer of the Company or to any other person or entity such authority to act on behalf of the Company as they may deem appropriate.

d) Any Member, Officer, or other person specifically authorized by the Members may execute any contract or other agreement or document on behalf of the Company and may execute and file on behalf of the Company with the secretary of state any document required or permitted to be filed under the LLC laws of the State of Delaware.

ARTICLE X. – STANDARD OF CONDUCT; INDEMNIFICATION

10.1 Conduct: A Member owes the Company and its other members a duty of loyalty and a duty of care. The duty of loyalty is limited to: 1) accounting to the Company and holding as trustee for it, any property, profit, or benefit derived by the Member in the conduct or winding up of the Company's business, 2) refraining from dealing with the Company as or on behalf of a party having an interest adverse to the Company, and 3) refraining from competing with the Company. The duty of care is limited to refraining from engaging in grossly negligent or reckless conduct, intentional misconduct, or a knowing violation of law. A Member will discharge his or her duties consistently with the obligation of good faith and fair dealing.

10.2 Indemnification: Except as otherwise provided in this Article, the Company will indemnify any Member and may indemnify any employee or agent of the Company who was or is a party or is threatened to be made a party to any action, suit or proceeding, other than an action by or in the right of the Company, by reason of the fact that such person is or was a Member, employee or agent of the Company against expenses, including attorney's fees, judgments, penalties, fines, and amounts paid in settlement actually and reasonably incurred by such person in connection with the action, suit or proceeding, if the person met the standard of conduct set forth above in this Article.

a) To the extent that a Member, employee, or agent of the Company has been successful on the merits or otherwise in defense of an action, suit, or proceeding, such person will be indemnified against actual and reasonable expenses, including attorney's fees, incurred by such person in connection with the action, suit, or proceeding and any action, suit or proceeding brought to enforce the mandatory indemnification provided herein. Any indemnification permitted under this Article, unless ordered by a court, will be made by the Company only as authorized in the specific case upon a determination that the indemnification is proper under the circumstances because the person to be indemnified has met the applicable standard of conduct. That determination will be made by a majority vote of the Members who are not parties or threatened to be made parties to the action, suit, or proceeding.

b) No indemnification will be provided to any Member, employee, or agent of the Company for or in connection with the receipt of a financial benefit to which such person is not entitled, voting for or assenting to a distribution to Members in violation of this Operating Agreement or the Act, or a knowing violation of law.

ARTICLE XI. – DURATION; DISSOLUTION

11.1 Duration: The Company will continue in existence until dissolved pursuant to the LLC laws of the State of Delaware.

11.2 Dissolution: The Company will be dissolved and have its affairs wound up and terminated upon the determination of all of the Members to dissolve the company, or upon the occurrence of any other event causing a dissolution of the Company pursuant to the LLC laws of the State of Delaware.

11.3 Winding Up: Upon dissolution, the Company will cease carrying on its business and affairs and will commence the winding up of the Company's business and affairs and complete the winding up as soon as practicable. Upon the winding up of the Company, the assets of the Company will be distributed first to creditors to the extent permitted by law in satisfaction of the Company's debts, liabilities, and obligations, and second to Members and former Members in satisfaction of liabilities for distributions and in accordance with their percentage interests.

ARTICLE XII. - MISCELLANEOUS PROVISIONS

12.1 Entire Agreement: This Operating Agreement embodies the entire agreement and understanding among the Members with respect to the subject matter within. This Operating Agreement supersedes any and all other agreements, either oral or written, among the Members with respect to the subject matter within.

12.2 Severance: Every provision of this Operating Agreement is intended to be severable. The invalidity or illegality of any particular provision of this Operating Agreement will not effect the other provisions, and this Operating Agreement will be construed in all respects as if such invalid or illegal provisions were omitted.

12.3 Amendments and Revocations: This Operating Agreement may be amended or revoked at any time by the written consent of all of the Members.

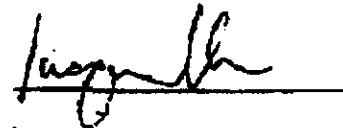
12.4 State Law: This Operating Agreement will be governed by, construed, and enforced in accordance with the laws of the State of Delaware.

THE UNDERSIGNED, being all of the Members of SmartEnergy Holdings, LLC, evidence their adoption and ratification of the foregoing Operating Agreement of the LLC.

Dated: 1-22-2013



Member Daniel A Kern



Member Jacqueline Kern



400 Madison Avenue, New York, NY 10017

tel 212 779 7000 fax 212 779 3061

Secretary of State
Exhibit A-17

Please find the enclosed evidence that the applicant has registered with the State of Ohio's Secretary of the State.

201302501035

DATE	DOCUMENT ID	DESCRIPTION	FLING	EXPED	PENALTY	CERT	COPY
01/26/2013	201302501035	REGISTRATION OF FOREIGN FOR PROFIT LLC (LFP)	125.00	100.00	.00	.00	.00

Receipt

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

SMARTENERGY HOLDINGS, LLC
DANIEL KERN
575 LEXINGTON AVE, 4TH FL
NEW YORK, NY 10022

**STATE OF OHIO
CERTIFICATE**

Ohio Secretary of State, Jon Husted

2168433

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

SMARTENERGY HOLDINGS, LLC

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

Document(s):
REGISTRATION OF FOREIGN FOR PROFIT LLC

Document No(s):
201302501035



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 January, A.D. 2013.

Jon Husted

Ohio Secretary of State

Delaware

The First State

I, JEFFREY W. BULLOCK, SECRETARY OF STATE OF THE STATE OF DELAWARE, DO HEREBY CERTIFY "SMARTENERGY HOLDINGS, LLC" IS DULY FORMED UNDER THE LAWS OF THE STATE OF DELAWARE AND IS IN GOOD STANDING AND HAS A LEGAL EXISTENCE SO FAR AS THE RECORDS OF THIS OFFICE SHOW, AS OF THE TWELFTH DAY OF NOVEMBER, A.D. 2019.

AND I DO HEREBY FURTHER CERTIFY THAT THE ANNUAL TAXES HAVE BEEN PAID TO DATE.



5091005 8300

SR# 20198025787

You may verify this certificate online at corp.delaware.gov/authver.shtml

A handwritten signature in black ink, appearing to read "JB", is written over a horizontal line. Below the line, the text "Jeffrey W. Bullock, Secretary of State" is printed in a small font.

Authentication: 203981238

Date: 11-12-19



400 Madison Avenue, New York, NY 10017

tel 212 779 7000 fax 212 779 3061

Jurisdictions of Operation
Exhibit B-1

Current Market Jurisdictions:

SmartEnergy Holdings, LLC has filed an application for Market Based Authority by the Federal Energy Commission (FERC) which was granted effective February 11, 2013, under submission docket number ER13-779-000.

SmartEnergy Holdings, LLC is also a member of PJM.

Jurisdictions where SmartEnergy Holdings, LLC is currently licensed to supply electricity.

- Delaware
- Illinois
- Massachusetts
- Maryland
- New Hampshire
- New Jersey
- Ohio
- Pennsylvania
- Rhode Island
- Texas
- Maine



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tel 212 779 7000 fax 212 779 3061

Summary of Experience

Exhibit B-3

SmartEnergy Holdings, Inc. is seeking its first natural gas CRNGS license in the state of Ohio. The principles and executives in the company have considerable experience in the energy marketplace as will be documented later in this application in Exhibit D-3 with the key personnel information.



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tel 212 779 7000 fax 212 779 3061

Corporate Structure
Exhibit C-10

SmartEnergy Holdings LLC's sole affiliate is SmartDirect, SRL which provides administrative services to SmartEnergy Holdings LLC.



400 Madison Avenue, New York, NY 10017

tel 212 779 7000 fax 212 779 3061

Operations
Exhibit D-1

SmartEnergy Holdings, LLC in conjunction with its agents and consultants will perform all of the energy requirements and serve all potential customers within the State of Ohio service territories. SmartEnergy Holdings, LLC has internal risk management staff and proprietary risk platform to accurately price, schedule, forecast their customer load into the DA and RT markets including all ancillary costs. SmartEnergy Holdings, LLC has implemented risk management policies and procedures to protect all fixed customer contracts and the ability to forecast those products with approved counterparties, price schedule, and nominate the customers load on all required pipelines.



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tel 212 779 7000 fax 212 779 3061

Operations Expertise

Exhibit D-2

To date SmartEnergy Holdings, LLC has not serviced any retail natural gas customers within the United States.

The founders and executive team of the company have significant experience with the marketing and provision of operations in the energy business. The company's Chief Executive Officer is the former CEO of an advertising agency that served over 50 of the fortune 500 companies, and acquired 2 million customers annually in both regulated and deregulated industries. The company's Chief Marketing Officer is the former Senior VP of Sales and Marketing for MX Energy, a CRS that had 500,000 customers nationwide. Her background includes marketing, compliance work, and customer care. The company's Chief Operating Officer was the COO of Credit Suisse Energy Trading and Marketing. His background includes a comprehensive mix of risk management, forecasting, and operations spread over a 17 year career in the regulated and deregulated energy markets.

SmartEnergy's EDI transactions are managed by Hansen Technologies. Among other services, Hansen Technologies provides back office support for account assignments, payments, customer enrollments, tracking current and historical usage, and remittance advice to SmartEnergy.

SmartEnergy's customer support services are provided under the direction of Lloyd Spencer the company's COO and Gina Goldberg the company's CMO. Mr. Spencer is a highly accomplished operations manager with over 17 years of operations management experience including serving as Director for Credit Suisse, a leading wholesale energy trading company. Ms. Goldberg has considerable customer care experience including the management of a customer care department that served 500,000 retail customers.

Key Support functions for SmartEnergy, including accounting, finance and information technology, are provided by SmartEnergy's experienced staff. SmartEnergy's accounting and finance functions are supervised by its Chief Operating Officer Mr. Spencer who holds an MS in Accounting from Stanford University. Mr. Spencer is a Chartered Financial Analyst (CFA). He will work with the company's Directors of Finance and Accounting who hold an MBA as well as an MBA/CPA respectively.



400 Madison Avenue, New York, NY 10017

tel 212 779 7000 fax 212 779 3061

Key Technical Personnel

D-3

Name: Daniel Kern
Position: CEO
Business Address: 400 Madison Avenue, Suite 9A.
New York, NY 10017
Business Phone: (212) 779-7000
Email: daniel.kern@smartenergy.com

Name: Jackie Kern
Position: CMO
Business Address: 400 Madison Avenue, Suite 9A.
New York, NY 10017
Business Phone: (212) 779-3000
Email: processes@smartenergy.com

Name: Lloyd Spencer
Position: Chief Operating Officer
Business Address: 400 Madison Avenue, Suite
9A. New York, NY 10017
Business Phone: (212) 779-5841
Email: Lloyd.Spencer@smartenergy.com

Company: Hansen Technologies
Name: Amanda Grube
Position: Client Operations Manager
Business Address: Independence Square
10361 Linn Station Road
Louisville, KY 40223
Business Phone: 484-235-5873
Email: amanda.grube@hansencx.com

Company: Powwr
Name: Stephanie Puntel
Address: 75 Glen Rd. Suite 200
Sandy Hook, CT 06482
Phone: 203-913-9683
Email: spuntel@escoadvisors.com

Dan Kern

400 Madison Avenue, Suite 9 A.
New York, New York

Summary

I'm currently serving as CEO to SmartEnergy Holdings (smartenergy.com), a retail energy startup that sells electricity in deregulated energy markets. I'm also co-founder of Main Street Direct, a full-service direct response ad agency. We provide customer acquisition and retention marketing services for companies both large and small. Our client roster includes over 50 Fortune 500 companies.

Experience

SmartEnergy CEO	New York, NY	2012 - Present
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SmartEnergy is an independent energy supplier committed to providing customers with low-cost, reliable electricity, and excellent customer service. In addition to offering fixed rates, SmartEnergy provides 100% renewable energy from sources like wind, solar, and hydro generators, making us a cleaner energy option. The company was founded in 2013 and is financed by Shell Energy North America.

Responsibilities include:

- Communicating, on behalf of the company, with shareholders, government entities, and the public
- Leading the development of the company's short- and long-term strategy
- Creating and implementing the company's vision and mission
- Evaluating the work of other executive leaders within the company
- Maintaining awareness of the competitive market landscape, expansion opportunities, industry developments, etc.
- Ensuring that the company maintains regulatory compliance and social responsibility wherever we do business
- Assessing risks to the company and ensuring they are monitored and minimized
- Setting strategic goals and making sure they are measurable and describable

Main Street Direct Managing Director	New York, NY	1991 - Present
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Russ Berrie & Company, Inc. Director of Marketing	New York, NY	1985-1992
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Education

The Ohio State University	BSBA, Accounting & Marketing	1984
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Jackie Kern
 400 Madison Ave, Suite 9 A.
 New York, New York

Summary

I'm currently serving as CMO to SmartEnergy Holdings (smartenergy.com), a retail energy provider that sells electricity in deregulated energy markets. I'm also co-founder of Main Street Direct, a full-service direct response ad agency. We provide customer acquisition and retention marketing services for companies both large and small. Our client roster includes over 50 Fortune 500 companies.

Experience

SmartEnergy CMO	New York, NY	2012 - Present
----------------------------------	--------------	----------------

SmartEnergy is an independent energy supplier committed to providing customers with low-cost, reliable electricity, and excellent customer service. In addition to offering fixed rates, SmartEnergy provides 100% renewable energy from sources like wind, solar, and hydro generators, making us a cleaner energy option. The company was founded in 2013 and is financed by Shell Energy North America.

Responsibilities include:

- Oversee all customer acquisition efforts
- Work with design, finance and operations to develop overall consumer marketing strategy
- Develop and evaluate key performance metrics
- Provide strategic guidance, insight and knowledge about market trends and competition
- Evaluating the work of other executive leaders within the company
- Ensure that the company maintains regulatory compliance and social responsibility wherever we do business

Main Street Direct Managing Director	New York, NY	1991 - Present
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Cooper Rand, Inc. Director of Sales	New York, NY	1985-1991
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Education

The Ohio State University	BSBA, Marketing	1985
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Lloyd B. Spencer

New York NY 10017

(212) 779-5841

Lloyd.Spencer@smartenergy.com

Operations and risk management executive with extensive energy and financial markets experience. Comfortable in large corporate settings and start-up ventures; experience managing large teams and performing detailed analysis of operations. Seeking an opportunity to bring change to an organization – to take it to the next level of operational efficiency and financial performance.

PROFESSIONAL EXPERIENCE

2013 – present COO & CFO, SmartEnergy, New York.

Build and scale retail energy supply start-up from 0 to 90,000 accounts and \$70m in sales

- **Regulatory**
 - Manage all federal and state licensing and regulatory communications including FERC, ISOs, states
 - File with utilities to set up EDI connectivity and process enrollments
 - Maintain licensing and deposit requirements through periodic reporting to EIA, ISOs and states
- **Finance**
 - Responsible for all financial planning, including building a financial model of business to define capital requirements and growth trajectory
 - Negotiate and manage secured financing and trading arrangement
 - Manage company's liquidity requirements including G&A, state tax payments, REC purchases, utilizing revolving / working capital line of credit facility
 - Direct communications with auditors, including annual audit and monthly reporting cycle
- **Risk & Position Management**
 - Forecast customer usage and track position in each of 30+ utility zones based on customer type, historical usage patterns and forecast weather
 - Buy supply to hedge forward sales obligation
 - Buy Renewable Energy Certificates to meet each state's renewable portfolio standard
 - Structure and procure weather derivative hedges for summer/winter risk management
- **Pricing**
 - Develop cost models to account for energy, capacity, transmission, ancillaries, RECs, taxes and losses for each utility zone in ISO-NE, NYISO, PJM, MISO & ERCOT
 - Manage pricing of fixed and variable products in each zone for Residential and Small Commercial offers
 - Determine adjustments to pricing to maintain budgeted margin and profitability
- **Technology**
 - Build database architecture and ETL processes to support marketing, finance, billing and operations
 - Project manage web development and deployment rollout
- **Billing & EDI**
 - Manage all 3rd party vendor relationships including EDI/Billing & TPV vendor outsourcing contract
 - Negotiate vendor contracts & pricing; monitor vendor performance and recommend changes in operations or contract terminations where necessary
 - Create and manage enrollment flows: identify failed enrollments for re-processing
 - Designed real time credit scoring model for enrollments to trigger customer deposit requirements
 - Manage billing vendor operations: monitor for missed or erroneous billing
 - Set up credit card and check payment processing

2009 – 2013 Founder, Kahu Advisors – financial services – commodity trading

Credit Suisse, New York: Migration and consolidation of trading system instance from NY to London.

Deutsche Bank, London/Sydney: Implement trade capture and risk measurement for new Australian energy commodities desk

Lloyd B. Spencer

2004 – 2008 Director, Credit Suisse, New York, NY. COO of Credit Suisse Energy business from inception

- Joined as first team member to create and build new energy trading business for the firm
- Established and managed energy specific memberships: FERC, ISOs, ICE, exchanges (including reporting)
- Budgeting, accruals, headcount management, expense management and allocations, cost containment, data provider discussions, email surveillance, compliance, mandatory training, desk moves, etc.
- CFO / risk manager for desk, calculation and hedging of interest rate exposures across 25 commodity trading books.
- Coordination of strategic vendor selection process; front office lead on systems configuration and integration
- Led monthly front office – back office meetings to identify and prioritize operational issues and IT development across whole front to back organization
- Developed process for middle office for trade fixes, daily flash PnL, currency exposure management, IR hedging
- Managed vendor relationships: software, data providers, outsourced real time desk
- Led implementation of physical trading for power and gas

2000 – 2004 Manager, PricewaterhouseCoopers Financial Risk Management, New York, NY.

- Broad range of valuation, structuring and process related projects with over 20 different energy & financial clients, covering market, credit and operational risks.
- Responsible for approximately \$1.2m in annual revenues. Managed up to 8 staff and 3 concurrent projects.
- Complete process and controls review of several physical-based energy commodity traders
- Review of FAS 133 treatment of commodity derivatives portfolios
- Purchaser due diligence of energy trading company

ARTICLES

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- *Commodity Risk Management In Energy Project Finance, Managing Energy Price Risk* (3rd Edition, March 2004)
 - *Energy Market Participants: The Risks of being a Jack-of-All-Trades* Public Utilities Fortnightly (Jun 1, 2003)
 - *The Risk that Wasn't Hedged: So What's Your Gamma Position?* Public Utilities Fortnightly (Oct 1, 2001)
 - *Derivatives In Energy Project Finance, Managing Energy Price Risk* (2nd Edition, Sept 1999)
 - *Oil's well that ends well*, Risk Magazine, June 1999
 - *The value of power*, Energy & Power Risk Magazine, May 1997

EDUCATION & CERTIFICATIONS

-
- **Stanford University Graduate School of Engineering**, California. Master of Science in Operations Research with Distinction
 - **Auckland University**, Auckland, New Zealand. Bachelor of Science and Bachelor of Commerce in Statistics and Finance
 - **Chartered Financial Analyst** Charter holder
 - **Global Association of Risk Professionals**: Financial Risk Manager

APPLICATIONS

VB .NET, Matlab, R, Python, Openlink, Excel, C#, SQL, SSIS, Tableau

PERSONAL INTERESTS

Sailing, Skiing, Real Estate Investment

POWWR

Powwr is a division of Cognitive Energy, a leader in retail energy supply managed software solutions and consulting services. Cognitive Energy was formed by a group of energy industry professionals all of whom have either owned or held top executive positions at successful retail energy supply companies.

With over 50 years of combined experience in the energy field, management quickly realized that by leveraging their knowledge and experience they could help ESCOs avoid the time consuming and costly mistakes associated with the industry.

The company's core focus is in providing operation critical applications that allow ESCOs to reduce overhead while increasing efficiency, improving margins and profitability. In addition to our software solutions; Risk Management and Demand Forecasting (DFS), Customer Relationship Management (CRM), Broker Relationship Management (BRM), Cognitive Energy also offers several industry specific consulting services.

Stephanie Puntel: Senior Analyst

Ms. Stephanie Puntel serves as a Senior Analyst of Strategic Energy Services for POWWR. She has over 6 years of experience in the deregulated energy market specializing in risk management, scheduling and position management. She started her career in the energy industry at Verde Energy in 2013 where she held numerous positions including Pricing Manager and Energy Operations Manager. As a Senior Analyst at POWWR, she works closely with clients on forecast accuracy, recommendations on position management and overall risk management. Stephanie has an M.B.A and BS in Finance from Sacred Heart University.

Hansen Software Development EDI Integration

Hansen Technologies Bio: With over 40 years' experience, Hansen Technologies is a leading global provider of billing software, transaction management, and customer care technologies for utilities, telcos and pay-TV. We continue to be at the forefront in providing the support of what is a rapidly accelerating transformation of energy markets around the globe. This transformation places demands on all participants in the market. Energy Retailers are required to provide their customers with a level of feature, function and flexibility unforeseen a decade ago and Hansen continues to provide products, solutions and consultancy to guide and assist our clients. Hansen has embraced these industry changes and continues to extend our products through development, acquisition, and integration with our expanding global partners. We also actively participate in various industry and regulatory groups to monitor and help shape the market changes. With our software servicing customers in over 80 countries, we are uniquely placed to leverage our global experience from some of the most advanced energy markets in the world for the benefit of our clients. Our approach to the market is one of flexibility and partnership to provide the innovation that extends the capabilities and mutual interests of Hansen and our clients.

Amanda Grube

Amanda Grube has over 10 years' experience working in finance and the technology industry. In her current role as Regional Financial Controller for Hansen Technologies, she oversees the day to day financial operations for Hansen's business lines in the US and Latin America. She joined Hansen Technologies through their acquisition of PPLSolutions, LLC in 2016, having been with PPLSolutions since 2008. She is a proud alumna of Penn State University, graduating in 2007 with a B.S in Business Administration concentrating in Finance and is currently enrolled in the University of Delaware's MBA program.