



DIS Case Number: 13-0534-GA-AGG

Section A: Application Information

A-1. Provider type:

☒ Retail Natural Gas
Broker

☒ Retail Natural Gas
Aggregator

☐ Retail Natural Gas
Marketer

A-2. Applicant's legal name and contact information.

Legal Name: Titan Energy New England, Inc.

Country: United States

Phone: 860-436-2768
Extension (if applicable):

Street: 750 Main St - STE 1000

Website (if any): www.titanenergyne.com

City: Hartford

Province/State: CT

Postal Code: 06103

A-3. Names and contact information under which the applicant will do business in Ohio

Provide the names and contact information the business entity will use for business in Ohio. This does not have to be an Ohio address and may be the same contact information given in A-2.

Name	Type	Address	Active?	Proof
Titan Energy New England, Inc.	Official Name	750 Main St - STE 1000 Hartford, CT 06103	Yes	Link

A-4. Names under which the applicant does business in North America

Provide all business names the applicant uses in North America, including the names provided in A-2 and A-3.

Name	Type	Address	Active?	Proof
Titan Energy New England, Inc.	Official Name	750 Main St - STE 1000 Hartford, CT 06103	Yes	Link

A-5. Contact person for regulatory matters



Justin Kearney
750 Main St - STE 1000
Hartford, CT 06103
US
justinkearney@titanenergyne.com
8604362768

A-6. Contact person for PUCO Staff use in investigating consumer complaints

Brendan Kearney
750 Main St - STE 1000
Hartford, CT 06103
US
bkearney@titanenergyne.com
8604362768

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

Phone: 877-285-8590	Extension (if applicable):	Country: United States
Fax: 860-436-3459	Extension (if applicable):	Street: 750 Main St - STE 1000
Email: info@titanenergyne.com	City: Hartford	Province/State: CT
	Postal Code: 06103	

A-8. Applicant's federal employer identification number

11-3651046

A-9. Applicant's form of ownership

Form of ownership: Corporation

A-10. Identify current or proposed service areas

Identify each service area in which the applicant is currently providing service or intends to provide service and identify each customer class that the applicant is currently serving or intends to serve.

Service area selection



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Columbia Gas of Ohio
Dominion Energy Ohio
Duke Energy Ohio
Vectren Energy Delivery of Ohio

Class of customer selection

Industrial
Small Commercial
Large Commercial

A-11. Start date

Indicate the approximate start date the applicant began/will begin offering services: 05-04-2021

A-12. Principal officers, directors, and partners

Please provide all contacts that should be listed as an officer, director or partner.

Name	Email	Title	Address
Justin Kearney	justinkearney@titanenergyn e.com	Vice President	750 Main St - STE 1000 Hartford, CT 06103 US

A-13. Company history

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

A-14. Secretary of State

Secretary of State Link: <https://businesssearch.ohiosos.gov?=businessDetails/2185347>

A-15. Proof of Ohio Employee and Office



Provide proof of an Ohio Office and Employee in accordance with Section 4929.22 of the Ohio Revised Code. List the designated Ohio employee's name, Ohio office address, telephone number and web site address

Employee Name: Jason Salzgeber
4778 Glendon Rd
Columbus,, OH 43229
US
jsalzgeber@titanenergyne.com
6149496680

Section B: Applicant Managerial Capability and Experience

B-1. Jurisdiction of operations

List all jurisdictions in which the applicant or any affiliated interest of the applicant is certified, licensed, registered or otherwise authorized to provide retail natural gas service or retail/wholesale electric service as of the date of filing the application..

Jurisdiction of Operation: Titan Energy New England, Inc. operates under all deregulated utilities in the following states and commonwealths: Connecticut, Massachusetts, New Hampshire, Maine, Illinois, New Jersey, Pennsylvania, and Washington DC.

B-2. Experience and plans

Describe the applicant's experience in providing the service(s) for which it is applying (e.g., number and type of customers served, utility service areas, amount of load, etc.). Include the 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 Sections 4928.10 and/or 4929.22 of the Ohio Revised Code.

Application Experience and Plan Description: Titan Energy New England, Inc. has 20 years of experience working within the broker/aggregator field, and has served thousands of customers within the commercial, industrial, manufacturing, municipal and residential designations in various markets throughout North America. Titan Energy currently services



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hundreds of customers under every deregulated public utility in Ohio, and has a dedicated customers service process to swiftly handle customer issues, should they arise.

B-3. Disclosure of liabilities and investigations

For the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant, describe all existing, pending or past rulings, judgments, findings, contingent liabilities, revocation of authority, regulatory investigations, judicial actions, or other formal or informal notices of violations, or any other matter related to competitive services in Ohio or equivalent services in another jurisdiction..

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

B-4. Disclosure of consumer protection violations

Has the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years?

No

B-5. Disclosure of certification, denial, curtailment, suspension or revocation

Has the applicant, affiliate, or a predecessor of the applicant had any certification, license, or application to provide retail natural gas or retail/wholesale electric service denied, curtailed, suspended, revoked, or cancelled or been terminated or suspended from any of Ohio's Natural Gas or Electric Utility's Choice programs within the past two years?

No

Section C: Applicant Financial Capability and Experience



C-1. Financial reporting

Provide a current link to the most recent Form 10-K filed with the Securities and Exchange Commission (SEC) or upload the form. If the applicant does not have a Form 10-K, submit the parent company's Form 10-K. If neither the applicant nor its parent is required to file Form 10-K, state that the applicant is not required to make such filings with the SEC and provide an explanation as to why it is not required.

Does not apply

C-2. Financial statements

Provide copies of the applicant's two most recent years of audited financial statements, including a 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, provide 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 bank account numbers redacted**.

If the applicant is unable to meet the requirement for two years of financial statements, the Staff reviewer may request additional financial information.

Preferred to file this information confidentially

C-3. Forecasted financial statements

Provide two years of forecasted income statements **based solely on the applicant's anticipated business activities in the state of Ohio**.

Include the following information with the forecast: a list of assumptions used to generate the forecast; a statement indicating that the forecast is based solely on Ohio business activities only; and the name, address, email address, and telephone number of the preparer of the forecast.

The forecast may be in one of two acceptable formats: 1) an annual format that includes the current year and the two years succeeding the current year; or 2) a monthly format showing 24 consecutive months following the month of filing this application broken down into two 12-month periods with totals for revenues, expenses, and projected net incomes for both periods. Please show revenues, expenses, and net income (revenues minus total expenses) that is



expected to be earned and incurred in **business activities only in the state of Ohio** for those periods.

If the applicant is filing for both an electric certificate and a natural gas certificate, please provide a separate and distinct forecast for revenues and expenses representing Ohio electric business activities in the application for the electric certificate and another forecast representing Ohio natural gas business activities in the application for the natural gas certificate.

Preferred to file confidentially

C-4. Credit rating

Provide a credit opinion disclosing the applicant's credit rating as reported by at least one of the following ratings agencies: Moody's Investors Service, Standard & Poor's Financial Services, Fitch Ratings or the National Association of Insurance Commissioners. If the applicant does not have its own credit ratings, substitute the credit ratings of a parent or an affiliate organization and submit 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 'Not Rated'.

This does not apply

C-5. Credit report

Provide a copy of the applicant's credit report from Experian, Equifax, TransUnion, Dun and Bradstreet or a similar credit reporting organization. If the applicant is a newly formed entity with no credit report, then provide a personal credit report for the principal owner of the entity seeking certification. At a minimum, the credit report must show summary information and an overall credit score. **Bank/credit account numbers and highly sensitive identification information must be redacted.** If the applicant provides an acceptable credit rating(s) in response to C-4, then the applicant may select 'This does not apply' and provide a response in the box below stating that a credit rating(s) was provided in response to C-4.

This does not apply.

C-6. Bankruptcy information

Within the previous 24 months, have any of the following filed for reorganization, protection from creditors or any other form of bankruptcy?



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- Applicant
- Parent company of the applicant
- Affiliate company that guarantees the financial obligations of the applicant
- Any owner or officer of the applicant

No

C-7. Merger information

Is the applicant currently involved in any dissolution, merger or acquisition activity, or otherwise participated in such activities within the previous 24 months?

No

C-8. Corporate structure

Provide a graphical depiction of the applicant's corporate structure. Do not provide an internal organizational chart. The graphical depiction should include all parent holding companies, subsidiaries and affiliates as well as 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 the applicant may respond by stating that it is a stand-alone entity with no affiliate or subsidiary companies.

Stand-alone entity with no affiliate or subsidiary companies

Section D: Applicant Technical Capacity

D-1. Operations

Retail natural gas brokers/aggregators: Include details of the applicant's business operations and plans for arranging and/or aggregating for the supply of natural gas to retail customers.

Retail natural gas brokers/aggregators: Include details of the applicant's business operations and plans for arranging and/or aggregating for the supply of natural gas to retail customers.

Operations Description: Titan Energy New England's operations are domiciled in Hartford, CT, where the company runs all pricing



and aggregation functions. Titan looks forward to continue providing superior energy brokerage and

aggregation services to our Ohio customers through a customized and rigorous bidding process.

D-2. Operations Expertise & Key Technical Personnel

Given the operational nature of the applicant's business, provide evidence of the applicant's experience and technical expertise in performing such operations. Include the names, titles, e-mail addresses, and background of key personnel involved in the operations of the applicant's business.

Operations Expertise & Personnel Description: • Christopher Ramm, Vice President & General Manager – cramm@titanenergyne.com – (860)-436-2768 x 104.

o Taking on the daily operations and growth needs of Titan Energy, Chris brings over twenty-five years of solid managerial and customer interface experience across a variety of manufacturing and energy industry businesses. Chris has held ownership and senior management positions at Windham Automated Machines, Fuss & O'Neill, and Pratt & Whitney. Chris was graduated from University of Connecticut's School of Business with a B.S. in Operations Management, and went on to earn his M.S. in Management from Rensselaer Polytechnic Institute.

• Jerry Hawkins, President – jhawkins@titanenergyne.com - (603)-642-9591

o A senior partner and co-founder of Titan Energy New England, Jerry works out of the Kingston, NH office, and heads up analysis, economic modeling, and commodity pricing for Titan Energy's large client base. He has an extensive energy background, having held both customer-focused and technical positions at Connecticut Natural Gas Corporation, AllEnergy Marketing Company, Stone & Webster Engineering, and United Engineers and Constructors, Inc. Jerry received his B.S. in Mechanical Engineering from Rensselaer Polytechnic Institute.

• Michael Horton, Executive Vice President – mhorton@titanenergyne.com (203)-464-3163

o Michael joined the Titan Energy team in 2003 and became a partner in 2008. He has over 30 years' experience in the oil, natural gas, and electric businesses. Michael is responsible for the growth of Titan's commercial, industrial, and municipal sectors. His own entrepreneurial experience gives him a strong understanding of the customer's perspective. Some of Michael's day-to-day responsibilities include managing the mid-size and larger accounts for Titan Energy throughout the country. Michael was graduated from Quinnipiac University with a major in International Business and Marketing.

• Justin Kearney, Vice President

justinkearney@titanenergyne.com – (860)-436-2768 extension 105



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o Justin directs the day-to-day sales and marketing efforts for all of Titan Energy's client commodity procurement endeavors. With clients in mind, he supports our wide-ranging sales force by developing presentations of energy cost reduction solutions and sustainability practices. In addition, Justin monitors ongoing Titan Energy market initiatives based on feedback from clients, Titan's sales force, and internal and external energy market analysis. Justin received his B.S. in Communication Sciences from the University of Connecticut, and a Master of Public Administration from the University of Connecticut's Department of Public Policy.



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Application Attachments

Competitive Retail Natural Gas Service Affidavit

County of Hartford :

State of Connecticut :

Justin Kearney, 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, and that it will amend its application while it is pending if any substantial changes occur regarding the information provided.
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 Sections 4905.10 and 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 fully with the Public Utilities Commission of Ohio and its staff on any utility matter including the investigation of any consumer complaint regarding any service offered or provided by the applicant.
6. 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 comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
8. Applicant will inform the Public Utilities Commission of Ohio of any material change to the information supplied in the application within 30 days of such material change, including any change in contact person for regulatory purposes or contact person for Staff use in investigating consumer complaints.
9. The facts set forth above are true and accurate to the best of his/her knowledge, information, and belief and that he/she expects said applicant to be able to prove the same at any hearing hereof.

10. Affiant further sayeth naught.

Justin Kearney - Vice President
Signature of Affiant & Title

Alec Steinfeldt
Notary Public, State of Connecticut
My Commission Expires 02/28/2026

Sworn and subscribed before me this 2nd day of April, 2021
Month Year

Alec Steinfeldt
Signature of official administering oath

Alec Steinfeldt / Notary
Print Name and Title

My commission expires on 02/28/2026

This foregoing document was electronically filed with the Public Utilities

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Case No(s). 13-0534-GA-AGG

Summary: In the Matter of the Application of Titan Energy New England Inc