

### RECEIVED

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DOCKETING DIVISION PUCO

# Ohio | Public Utilities Commission

Competitive Retail Natural Gas Service (CRNGS) Provider Application

Case Number: 12

Financial Statement	s). For paper filing, y	ou can mail the original and t	and title (example: Exhibit C-2 two complete copies to the Public eet, Columbus, Ohio 43215-3793.
A. Application I	nformation		
	petitive retail natural ga	as service (CRNGS) provider type can select more than one.	(s) for which the applicant is
Retail Natural C	Sas Aggregator	Retail Natural Gas Broker	Retail Natural Gas Marketer
	egal name and contact ne and contact informa	information.	
Legal Name:	Trane Energy Choice LLC		
Street Address:	12850 Plantside Drive, Suite 200		
City:	Louisville	State: KY	Zip: 40299
Telephone:	330-635-9891	Website:	roomentations americal advisorvices fenergy and eastered by fenergy supplyfener
Provide the nan	nes and contact inform	der which the applicant will do ation the business entity will use ay be the same contact informat	e for business in Ohio. This does
Name:	Trane Energy Cho	oice LLC	
Street Address:	12850 Plantside Drive, Suite 200		
City:	Louisville	State: KY	Zip: 40299
Telephone:	330-635-9891	Email: jim.maddi	gan@trane.com

This is to certify that the images appearing are at accurate and complete reproduction of a case file document delivered in the regular course of business.

Technician NIB Date Processed 9/22/21

Provide all business names the applicant uses in North America. You do not need to include the names

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

provided in A-2 and A-3.

Name(s):

Page 1 of 8

A-5. Contact per	son for regula	tory matters.		
Name:	Jim Madd	igan	Title: Ma	nager, Trane Energy Choice LLC
Street Address:	12850 Pla	antside Drive, Su	ite 200	
City:	Louisville		State: KY	Zip: 40299
Telephone:	330-635-9	9891		igan@trane.com
A-6. Contact per	son for PUCO	Staff use in investiga	ting consumer compl	aints.
Name:	Jim Madd	igan	Title: Ma	nager, Trane Energy Choice LLC
Street Address:	12850 Pla	antside Drive, Su	ite 200	
City:	Louisville	···	State: KY	Zip: 40299
Telephone:	330-635-9	9891	Email: jim.maddig	
A-7. Applicant's	address and to	oll-free number for c	ustomer service and c	complaints.
Street Address:	12850 Pla	antside Drive, Su	ite 200	
City:	Louisville		State: KY	Zip: 40299
Toll-free Telephone:	No toll-free #	- Use 330-635-9891		gan@trane.com
A-8. Applicant's	federal emplo	yer identification nu	mber.	
FEIN:	25-09004	65		
A-9. Applicant's	form of owne	rship (select one).		
Sole Propri	etorship 1	Limited Liability Partnership (LLP)	Corporation	Partnership
	J			
Limited Liabilit (LLC		Other:		
A-10. Identify cu	rrent or propo	osed service areas.		
•				ervice or intends to provide erving or intends to serve.
Service area sele	ection:			
Columbia Ga	s of Ohio	Dominion Energy Ohio	Duke Energy Ol	vectren Energy Delivery of Ohio
J	]	<b>7</b>	7	<b>7</b>

Class of custome	er selection:			
Indust	riat	Residential	Small Commercia	Large Commercial
$\checkmark$	]		$\overline{\checkmark}$	$\checkmark$
A-11. Start Date				
•	•	ate the applicant b	pegan/will begin offerin	g services.
Date: 11/12/2	2017	_		
A-12. Principal o	officers, directors a	and partners.		
Please provide	an attachment fo	r all contacts that	should be listed as an o	fficer, director or partner.
A-13. Company	history.			
Provide an atta business intere		ncise description o	of the applicant's compa	any history and principal
A-14. Secretary	of State.			
Provide eviden	ice that the applica	ant is currently reg	distered with the Ohio S	ecretary of State.
A-15. Proof of O	hio office and em	ployee.		
		• •		n 4929.22 of the Ohio Revised phone number and web site
Name:	Corporation	Service Cor	npany <sub>Title:</sub>	
Street Address:	50 West B	road Street,	Suite 1330	
City:	Columbus		State: OH	Zip: 43215
Telephone:	740-234-9	762	Email:	

### **B.** Managerial Capability

Provide a response or attachment for each of the sections below.

#### 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.

#### 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.

#### B-3. Disclosure of liabilities and investigations.

For the applicant, affillate, 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.

#### 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? If yes, attach a document detailing the information.

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#### C. Financial Capability

Provide a response or attachment for each of the sections below.

#### C-1. Financial reporting.

Provide a current link to the most recent Form 10-K filed with the Securities and Exchange Commission (SEC) or attach a copy of 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.

#### 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.

#### 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.

#### 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".

#### 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.

#### C-6. Bankruptcy Information.

•	e following filed for reorganization, protection from es, attach a document detailing the information.
Parent company of the applicant	·
Affiliate company that guarantees the financial	obligations of the applicant
Any owner or officer of the applicant	.,
Yes	No
	$\checkmark$
C-7. Merger information.	
	ution, merger or acquisition activity, or otherwise us 24 months? If yes, attach a document detailing the
Yes	No
	<b>√</b>

#### 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.

#### C-9. Financial arrangements.

This section is only applicable if power marketer or retail electric generation provider has been selected in A-1.

Provide copies of the applicant's financial arrangements to satisfy collateral requirements to conduct retail electric/natural gas business activities (e.g., parental guarantees, letters of credit, contractual arrangements, etc., as described below).

Renewal applicants may provide a current statement from an Ohio local distribution utility (LDU) that shows that the applicant meets the LDU's collateral requirements. The statement or letter must be on the utility's letterhead and dated within a 30-day period of the date the applicant files its renewal application.

First-time applicants or applicants whose certificate has expired must meet the requirements of C-9 in one of the following ways:

1. The applicant itself states that it is investment grade rated by Moody's Investors Service, Standard & Poor's Financial Services, or Fitch Ratings and provides evidence of rating from the rating agencies. If you provided a credit rating in C-4, reference the credit rating in the statement.

- 2. The applicant's parent company is investment grade rated (by Moody's, Standard & Poor's, or Fitch) and guarantees the financial obligations of the applicant to the LDU(s). Provide a copy of the most recent credit opinion from Moody's, Standard & Poor's or Fitch.
- 3. The applicant's parent company 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 parent company's financials and a copy of the parental guarantee must be included in the application if the applicant is relying on this option.
- 4. The applicant can provide evidence of posting a letter of credit with the LDU(s) listed as the beneficiary, in an amount sufficient to satisfy the collateral requirements of the LDU(s).

#### D. Technical Capability

Provide an attachment for each of the sections below.

#### D-1. Operations.

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

<u>Gas Marketers</u>: Describe the operational nature of the applicant's business, specifying whether operations will include the contracting of natural gas purchases for retail sales, the nomination and scheduling of retail natural gas for delivery, and/or 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. Operations expertise and key technical personnel.

Provide evidence of the applicant's experience and technical expertise in performing the operations described in this application. Include the names, titles, e-mail addresses, telephone numbers and background of key personnel involved in the operational aspects of the applicant's business.

As authorized representative for the above company/organization, I certify that all the information contained in this application is true, accurate and complete. I also understand that failure to report completely and accurately may result in penalties or other legal actions.

Under 9-9-21
Date

Manager, Trane Energy Choice LLC

Title

Signature

### Competitive Retail Natural Gas Service Affidavit

County of Allegheny: State of Pennsylvania:
State of Pennsylvania :
James D. Maddigan, Affiant, being duly sworn/affirmed, hereby states that:
<ol> <li>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.</li> </ol>
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.
<ol> <li>The applicant will timely pay any assessment made pursuant to Sections 4905.10 and 4911.18(A), Ohio Revised Code.</li> </ol>
<ol> <li>Applicant will comply with all applicable rules and orders adopted by the Public Utilities Commission of Ohio pursuant to Title 49, Ohio Revised Code.</li> </ol>
<ol> <li>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.</li> </ol>
<ol> <li>Applicant will comply with Section 4929.21, Ohio Revised Code, regarding consent to the jurisdiction of the Ohio courts and the service of process.</li> </ol>
<ol> <li>Applicant will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.</li> </ol>
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.
<ol><li>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.</li></ol>
Commonwealth of Pennsylvania · Notary Sea JULIE HARRITY · Notary Public Allegheny County  Signature of Affiant & Title  Commonwealth of Pennsylvania · Notary Sea JULIE HARRITY · Notary Public Allegheny County  My Commission Expires Feb 12, 2024  Commission Number 1362495
Sworn and subscribed before me this day of <u>September</u> , <u>2021</u> Month <u>Year</u>
Signature of official administering oath  Tolre Harrity - notary  Print Name and Title
State of  My commission expires on

## EXHIBIT A-12 Principal Officers, Directors, and Partners

Name	Title	Primary Business Address
Maria C. Green	President	800-B Beaty Street, Davidson, NC 28036
Joseph P. Hirl	Vice President	800-B Beaty Street, Davidson, NC 28036
Lawrence R. Kurland	Vice President	1 Centennial Avenue, Piscataway, NJ 08854
Evan M. Turtz	Secretary	800-B Beaty Street, Davidson, NC 28036
Sara W. Brown	Assistant Secretary	800-B Beaty Street, Davidson, NC 28036
Kevin H. Leonard	Assistant Secretary	1 Centennial Avenue, Piscataway, NJ 08854
W. Glenn Edwards	Assistant Secretary	800-B Beaty Street, Davidson, NC 28036
James J. Wiltzius	Assistant Secretary	4833 White Bear Parkway, St. Paul, MN 55110
Richard E. Daudelin	Treasurer	800-B Beaty Street, Davidson, NC 28036
Roger L. Cranmer	Assistant Treasurer	1 Centennial Avenue, Piscataway, NJ 08854
Zufeng Benjamin Lei	Assistant Treasurer	800-B Beaty Street, Davidson, NC 28036
Scott R. Williams	Assistant Treasurer	1 Centennial Avenue, Piscataway, NJ 08854
Lawrence R. Kurland	Manager	1 Centennial Avenue, Piscataway, NJ 08854
Evan M. Turtz	Manager	800-B Beaty Street, Davidson, NC 28036
Charles A. Lanager*	Director, Energy Operations	2790 Mosside Blvd., Suite 840, Monroeville, PA 15146
Jim Maddigan	Manager	2790 Mosside Blvd., Suite 840, Monroeville, PA 15146

<sup>\*</sup>Power of Attorney for Evan M. Turtz, Secretary for regulatory agencies

### EXHIBIT A-13 Company History

Trane Energy Choice LLC was formed in 2010 as Global Energy Market Services, LLC (GEMS), a wholly owned subsidiary of Fellon-McCord & Associates, for the purpose of providing electricity brokerage services to its clients. Fellon-McCord has been providing energy management services for 23 years. In 2014, Fellon-McCord was acquired by Ingersoll Rand and became part of the Trane Commercial HVAC business. To better align with the Trane brand, GEMS changed its name to Trane Energy Choice LLC.

In March 2020, Trane Technologies plc (formerly known as Ingersoll-Rand plc) completed a Reverse Morris Trust with Gardner Denver Holdings, Inc. (now known as Ingersoll Rand Inc.). This allowed Trane Technologies to have a simpler organizational model and business segment structure to create deep customer focus and relevance in markets around the world.

The global headquarters for Trane Technologies is in Swords, Ireland, and its North American headquarters is in Davidson, North Carolina.

- 1992 Fellon Acquisition Company LLC was established
- 2008 Name was changed to Fellon-McCord & Associates, LLC
- 2010 Global Energy Market Services, LLC (GEMS) was founded as a wholly owned subsidiary of Fellon-McCord & Associates, LLC
- 2014 Fellon-McCord & Associates was acquired by Ingersoll Rand and became part of the Trane Commercial HVAC business
- 2016 GEMS officially changed its name to Trane Energy Choice LLC
- 2020 Ingersoll Rand completed a Reverse Morris Trust and changed its name to Trane
   Technologies

### EXHIBIT A-14 OH Secretary of State Registration

\*201614000866\*

DATE: DOCUMENT ID 05/19/2018 201614000868

DESCRIPTION CORRECT REG./FOREIGN LLC (LFC) FLING 60.00 EXPED 100 00

PENALT .C CERT .00 90PY 00.

Receipt

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

CORPORATION SERVICE COMPANY STEVE ELIAS 50 W. BROAD STREET COLUMBUS, OH 43215

### STATE OF OHIO CERTIFICATE

#### Ohio Secretary of State, Jon Husted

1998755

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

TRANE ENERGY CHOICE, LLC

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

Document(s):

CORRECT REG/FOREIGN LLC

Document No(s):

201614000866

Effective Date: 05/18/2016

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 19th day of May, A.D. 2016.

Ohio Secretary of State

# **EXHIBIT B-1 Jurisdictions of Operation**

As of the date of this application, Applicant is a licensed broker or aggregator in the following states:

Delaware
District of Columbia
Florida
Illinois
Maine
Maryland
Massachusetts
New Hampshire
New Jersey
Ohio
Pennsylvania
Texas

All other states in which TEC conducts business do not require broker or aggregator licenses.

### EXHIBIT B-2 Experience & Plans

Trane Energy Choice LLC (applicant) will provide natural gas broker services. Applicant will obtain Letters of Authorization from potential customers, which will allow it to contact utilities and suppliers and request pricing for natural gas services. Supplier will contract directly with the customer for provision of natural gas. Applicant will contract with the supplier as an agent/broker. Fees for services will be paid by the third-party natural gas supplier. Utility or supplier will invoice customer for natural gas supply. Applicant will not receive any payments directly from customers; at no time will it take title to natural gas.

# EXHIBIT B-3 Disclosure of Liabilities and Investigations

There are no existing, pending or past rulings, judgments, continent liabilities, revocations of authority, regulatory investigations, or other matters 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.

### EXHIBIT B-4 Disclosure of Consumer Protection Violations

N/A - No Violations

# EXHIBIT B-5 Disclosure of Certification Denial, Curtailment, Suspension, or Revocation

N/A – No denials, curtailments, suspensions, or revocations over the past 24 months.

## EXHIBIT C-1 Financial Reporting

Trane Energy Choice LLC is a subsidiary of Trane Technologies and is not required to file with the SEC. Listed below are links to the latest SEC filings by the applicant's parent company.

8-K - https://d18rn0p25nwr6d.cloudfront.net/CIK-0001466258/5850a21e-f390-4167-af0e-05bad0757e03.pdf

**10-Q** - https://d18rn0p25nwr6d.cloudfront.net/CIK-0001466258/194d0329-e01d-426d-8128-1f6f61f7b307.pdf

### EXHIBIT C-2 Financial Statements

Please access the 2020 and 2019 Trane Technologies annual reports at:

2020 Annual Report: <a href="https://s2.q4cdn.com/950394465/files/doc\_financials/2020/ar/Trane-Technologies-2020-Annual-Report-Web-Ready-4.16.2021v2.pdf">https://s2.q4cdn.com/950394465/files/doc\_financials/2020/ar/Trane-Technologies-2020-Annual-Report-Web-Ready-4.16.2021v2.pdf</a> (Financials begin on page 158)

2019 Annual Report: https://s2.q4cdn.com/950394465/files/doc\_financial/annual/2019/FINAL-2019-Annual-Report-Web-(1).pdf (Financials begin on page 156)

### EXHIBIT C-3 Forecasted Financial Statements

Please refer to the 2020 and 2019 Trane Technologies annual reports at:

**2020 Annual Report:** https://s2.q4cdn.com/950394465/files/doc\_financials/2020/ar/Trane-Technologies-2020-Annual-Report-Web-Ready-4.16.2021v2.pdf

2019 Annual Report: <a href="https://s2.q4cdn.com/950394465/files/doc\_financial/annual/2019/FINAL-2019-Annual-Report-Web-(1).pdf">https://s2.q4cdn.com/950394465/files/doc\_financial/annual/2019/FINAL-2019-Annual-Report-Web-(1).pdf</a>

### EXHIBIT C-4 Credit Rating

Applicant has no credit rating. Please see following websites for Trane Technologies' ratings from Standard & Poor's and Moody's.

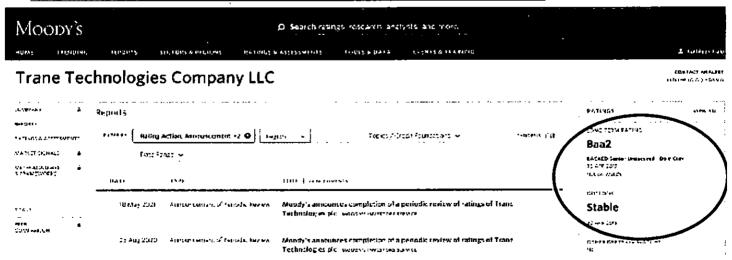
#### **STANDARD & POOR'S**

https://disclosure.spglobal.com/ratings/en/regulatory/article/-/view/type/HTML/id/2574603

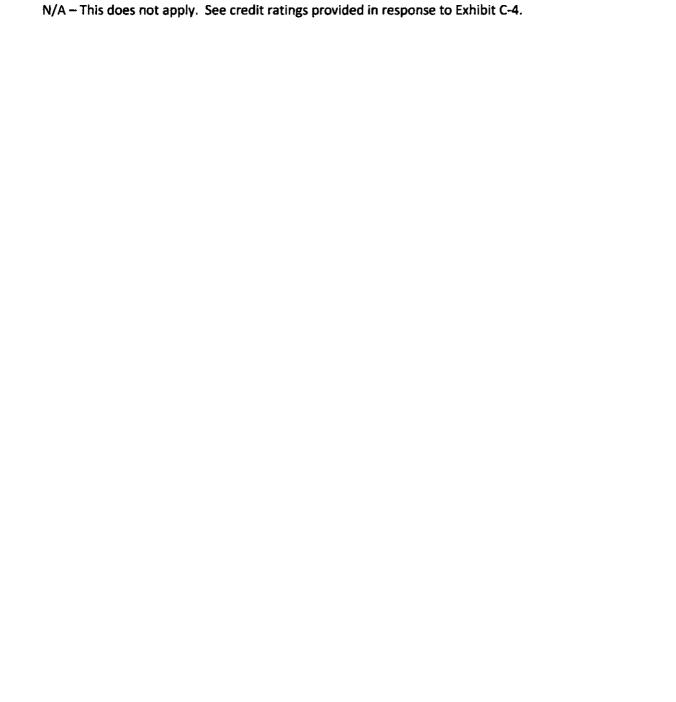


#### **MOODY'S**

https://www.moodys.com/credit-ratings/Trane-Technologies-Company-LLC-credit-rating-406200/reports?category=Ratings and Assessments Reports rc|Issuer Reports rc&type=Rating Action rc|Announcement rc|Announcement of Periodic Review rc,Credit Opinion in rc



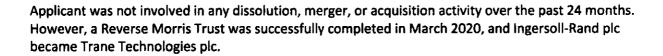
### EXHIBIT C-5 Credit Report



## EXHIBIT C-6 Bankruptcy Information

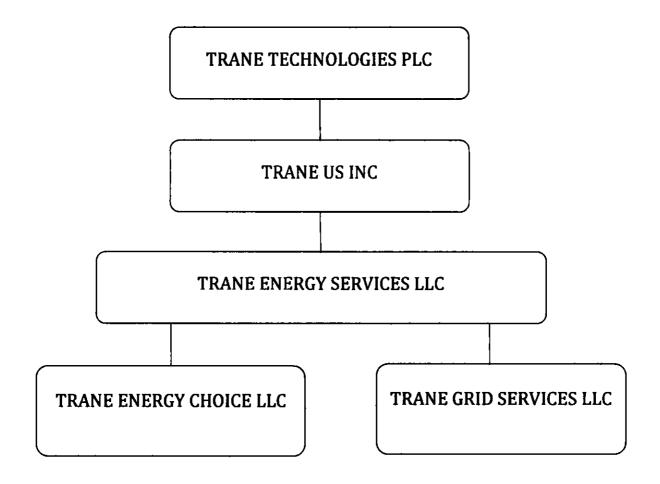
Trane Energy Choice LLC has not had any protection from creditors or other form of bankruptcy filings made by Itself, a parent or affiliate organization that guarantees the obligations of the applicant or any officer of the applicant.

## EXHIBIT C-7 Merger Information



### Exhibit C-8 Corporate Structure

Trane Energy Choice LLC is a single member Delaware LLC. Applicant has no affiliates or subsidiaries that supply retail or wholesale electricity or natural gas.



# Exhibit C-9 Financial Arrangements

N/A - Natural Gas Broker

### Exhibit D-1 Operations

Trane Energy Choice LLC (TEC) provides procurement services to clients using a broker model. After engaging the client, TEC obtains historical energy usage information and solicits pricing from various retail energy suppliers through a competitive bidding process. The applicant makes a purchase recommendation to the client, and the client is free to act on that recommendation or not. If the client chooses to move forward, TEC will facilitate the execution of a contract between the client and the chosen supplier. TEC receives payment for services from the supplier and those fees are included in the price presented to the client.

After contract execution, TEC provides ongoing market information to client and is available to help resolve billing issues, contract disputes, etc.

### Exhibit D-2 Operations Expertise

Trane Energy Choice LLC (TEC) has provided procurement services of varying degrees for over 20 years, through the original parent company, Fellon-McCord & Associates, and more recently through TEC (formerly known as Global Energy Market Services, LLC), a subsidiary of Trane U.S. and Trane Technologies, under a broker model. TEC's broker model provides an alternative for existing and new clients to access our services and experience under a different payment model. Back-office support and execution are provided by our team of over 60 energy professionals. Based on TEC's knowledge of various gas markets, it can appropriately match clients' usage to a supplier list in order to provide the most competitive bidding platform. TEC's recommendations to the client provide them with in-depth information regarding the physical and financial markets, to allow the client to make an informed business decision.

### **Key Personnel**

<u>CHARLES LANAGER</u>: Director, Energy Operations; <a href="mailto:chuck.lanager@trane.com">chuck.lanager@trane.com</a>; 12850 Plantside Drive, Suite 200, Louisville, KY 40299; 412-810-0355. Mr. Lanager has over 20 years of experience in the energy industry. He worked for regulated utilities as well as wholesale suppliers, including in transactions and supply. As of 2007, he has been providing physical and financial electricity and natural gas trading services and brokerage services in various states.

<u>THOMAS SAPP</u>: Strategic Leader, Energy Transactions; <u>tom.sapp@trane.com</u>; 12850 Plantside Drive, Suite 200, Louisville, KY 40299; 502-214-9338. Mr. Sapp has over 15 years of experience in the energy industry, primarily in natural gas. He was the Energy Manager at a major aluminum company for five years. He has been involved in natural gas consulting, including procurement at Trane Technologies' Energy Supply Services for 10 years, including as the Director of Supply and the Executive Director of Natural Gas.