

 **FILE**

**environ**

1000 Elm Street, 17th Floor  
Manchester, NH 03105

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PUCO

August 19, 2022

**VIA FEDERAL EXPRESS**

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

RE: Environ Energy, LLC f/k/a Hospital Energy, LLC  
Case No. 14-1823-GA-AGG; Certificate No. 14-396G(3)  
Renewal Application

To Whom It May Concern:

Enclosed for filing is an original and two (2) copies of a CRNGS renewal application with supporting affidavit and attachments submitted on behalf of Environ Energy, LLC f/k/a Hospital Energy, LLC for its broker certificate number 14-396G(3) in PUCO Case No. 14-1823-GA-AGG pursuant to Ohio Admin. Code 4901:1 -27-09.

Please note that the financial statements, forecasted financial statements and credit report are marked Confidential - Filed Under Seal pursuant to Ohio Admin. Code 4901:1 -27-08.

Thank you in advance for your assistance with this matter. If you have any questions, please do not hesitate to contact me via email at [ctarnowski@environenergy.com](mailto:ctarnowski@environenergy.com) (cc: [kkrier@environenergy.com](mailto:kkrier@environenergy.com)).

Sincerely,



Christine Tarnowski  
Controller, Environ Energy, LLC

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

Technician TA Date Processed AUG 24 2022



# Public Utilities Commission

## Competitive Retail Natural Gas Service (CRNGS) Provider Application

Case Number: 14 - 1823 - GA - AGG

Please complete all information. Identify all attachments with a label and title (example: Exhibit C-2 Financial Statements). For paper filing, you can mail the original and two complete copies to the Public Utilities Commission of Ohio, Docketing Division, 180 East Broad Street, Columbus, Ohio 43215-3793.

### A. Application Information

#### A-1. Provider Type.

Select the competitive retail natural gas service (CRNGS) provider type(s) for which the applicant is seeking certification. Please note you can select more than one.

Retail Natural Gas Aggregator

☐

Retail Natural Gas Broker

☒

Retail Natural Gas Marketer

☐

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

Provide the name and contact information of the business entity.

Legal Name: Environ Energy, LLC (f/k/a Hospital Energy, LLC)  
Street Address: 1000 Elm Street, 17th Floor  
City: Manchester State: NH Zip: 03105  
Telephone: 800-375-1457 Website: environenergy.com

#### 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: Environ Energy, LLC (f/k/a Hospital Energy, LLC)  
Street Address: 1000 Elm Street, 17th Floor  
City: Manchester State: NH Zip: 03105  
Telephone: 800-375-1457 Email: info@environenergy.com

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

Provide all business names the applicant uses in North America. You do not need to include the names provided in A-2 and A-3.

Name(s): Environ Energy, LLC Hospital Energy (occasionally)  
\_\_\_\_\_  
\_\_\_\_\_

**A-5. Contact person for regulatory matters.**

Name: Mark Mininberg Title: President/CEO  
Street Address: 1000 Elm Street, 17th Floor  
City: Manchester State: NH Zip: 03105  
Telephone: 800-375-1457 Email: mark@environenergy.com

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

Name: Mark Mininberg Title: President/CEO  
Street Address: 1000 Elm Street, 17th Floor  
City: Manchester State: NH Zip: 03105  
Telephone: 800-375-1457 Email: mark@environenergy.com

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

Street Address: 1000 Elm Street, 17th Floor  
City: Manchester State: NH Zip: 03105  
Toll-free  
Telephone: 800-375-1457 Email: cduell@environenergy.com

**A-8. Applicant's federal employer identification number.**

FEIN: 20-3455846

**A-9. Applicant's form of ownership (select one).**

Sole Proprietorship

☐

Limited Liability  
Partnership (LLP)

☐

Corporation

☐

Partnership

☐

Limited Liability Company  
(LLC)

☒

Other: \_\_\_\_\_

**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:**

CenterPoint Energy Ohio

☐

Columbis Gas of  
Ohio

☒

Dominion Energy Ohio

☒

Duke Energy Ohio

☒

**Class of customer selection:**

Industrial

☐

Residential

☐

Small Commercial

☐

Large Commercial

☒

**A-11. Start Date.**

Indicate the approximate start date the applicant began/will begin offering services.

Date: 01/01/2013

**A-12. Principal officers, directors and partners.**

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

**A-13. Company history.**

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

**A-14. Secretary of State.**

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

**A-15. Proof of Ohio office and employee.**

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.

Name: Incorp Services, Inc. Title: \_\_\_\_\_  
Street Address: 9435 Waterstone Boulevard, Suite 140  
City: Cincinnati State: OH Zip: 45249  
Telephone: 800-246-2677 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, 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.

**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.

Yes

☐

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? If yes, attach a document detailing the information.

Yes

☐

No

☒

## **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.**

Within the previous 24 months, have any of the following filed for reorganization, protection from creditors or any other form of bankruptcy? If yes, attach a document detailing the information.

Applicant

Parent company of the applicant

Affiliate company that guarantees the financial obligations of the applicant

Any owner or officer of the applicant

Yes

☐

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? If yes, attach a document detailing the information.

Yes

☐

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.

**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.

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.

Gas Marketers: 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. If vendors or third parties are or will be utilized for any activities listed in this application, provide the name and contact information for each and list which activities they will perform. Also indicate which activities will be performed directly by the company. Please note that this information is required to be updated within 30 days of any changes.

**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.**

Signature

Date

Controller

Title



# Competitive Retail Natural Gas Service Affidavit

County of Middlesex :

State of Massachusetts :

Christine Tarnowski

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.

[Signature] Controller  
Signature of Affiant & Title

Sworn and subscribed before me this 19 day of August, 2022

Month Year

[Signature]  
Signature of official administering oath

PAUL R. SALEM  
Notary Public

Paul R. Salee Jr  
Print Name and Title



Commonwealth of Massachusetts  
My Commission Expires  
October 25, 2024

commission expires on

10/25/2024

**ATTACHMENT A-12. PRINCIPAL OFFICERS, DIRECTORS, AND PARTNERS.**

Mark Mininberg, President/CEO  
Environ Energy, LLC f/k/a Hospital Energy, LLC  
1000 Elm Street, 17<sup>th</sup> Floor  
Manchester, NH 03105  
Phone: 800-357-1475  
Email: [mark@environenergy.com](mailto:mark@environenergy.com)

Courtney Duell, COO  
Environ Energy, LLC f/k/a Hospital Energy, LLC  
1000 Elm Street, 17<sup>th</sup> Floor  
Manchester, NH 03105  
Phone: 800-357-1475  
Email: [cduell@environenergy.com](mailto:cduell@environenergy.com)

Kyle Stanbro, Treasurer  
1000 Elm Street, 17<sup>th</sup> Floor  
Manchester, NH 03105  
Phone: 781-425-5561  
Email: [kstanbro@424capital.com](mailto:kstanbro@424capital.com)

Christine Tarnowski, Controller  
Environ Energy, LLC f/k/a Hospital Energy, LLC  
1000 Elm Street, 17<sup>th</sup> Floor  
Manchester, NH 03105  
Phone: 800-357-1475  
Email: [ctarnowski@environenergy.com](mailto:ctarnowski@environenergy.com)

#### **ATTACHMENT A-13. COMPANY HISTORY.**

Founded in 1995, Environ Energy, LLC f/k/a Hospital Energy, LLC serves as the energy procurement and development arm for several of the nations' leading healthcare group purchasing organizations (GPOs), including Premier Healthcare Alliance, which represent more than 2,000 healthcare institutions in the United States. We serve hospitals in all major U.S. markets, providing services that include energy procurement, efficiency, resiliency, and sustainability.

We are the authors of American Hospital Association (AHA) Best Practices in Energy Procurement (2017) and Business Planning for Energy Resiliency (2018).

Environ Energy, LLC f/k/a Hospital Energy, LLC's ability to organize internal hospital decision-making, aggregate Environ Energy, LLC f/k/a Hospital Energy, LLC spend to drive savings and provide leading ledge financial analytics set us apart from other advisors operating in the healthcare sector.

In 2017, Environ Energy, LLC f/k/a Hospital Energy, LLC moved to New Hampshire and incorporated there. Corporate ownership and management did not change as a result of this move.

On December 31, 2017, Hospital Energy, LLC, a Connecticut limited liability company solely owned by Mark Mininberg, merged with and into Mininberg EEC, now known as Hospital Energy, LLC, a New Hampshire limited liability company also wholly owned by Mark Mininberg. The merger resulted in Hospital Energy, LLC, the New Hampshire entity, assuming all of the obligations and assets of the Connecticut entity. The merger did not result in any material change in Hospital Energy's ownership, financial condition, insurance, bonds, staffing, clients or services offered.

As of July 31, 2020, Hospital Energy has undergone a change in ownership pursuant to which Hospital Energy Holding Company, LLC, a Massachusetts limited liability company, has acquired all of the ownership interest of Hospital Energy. Hospital Energy will continue conducting business as Hospital Energy, LLC, and the company's business operations, services and customer population will also remain unchanged.

On September 3, 2021, Environ Energy, LLC f/k/a Hospital Energy, LLC purchased a material portion of the business assets of Gotham Energy 360, LLC, a New York limited liability company (Certificate No. 16-1124E). Environ Energy, LLC f/k/a Hospital Energy, LLC intends to perform any Ohio-related customer contracts acquired from Gotham under its existing competitive retail electric service provider certificates and/or competitive retail natural gas service provider certificates.

On October 19, 2021, Hospital Energy, LLC, changed its assumed name in the State of Ohio from "Hospital Energy, LLC" to "Environ Energy, LLC." An official letter of notification was sent to the PUC of OH on November 8, 2021 regarding these matters and a copy of that letter is attached and labeled as Attachment A-13-1.

Manchester, NH | Concord, NH | Hanover, NH | Boston, MA

Mark W. Dell'Orfano  
Admitted in New Hampshire & Massachusetts  
Email: mdellorfano@sheehan.com  
Direct: 603.627.8267 • Fax: 603.641.2384

Sheehan Phinney Bass & Green, PA  
1000 Elm Street, 17<sup>th</sup> Floor  
PO Box 3701  
Manchester, NH 03105-3701

November 8, 2021

**VIA CERTIFIED MAIL**

Public Utilities Commission of Ohio  
Docketing Division  
Columbus, OH 43215

**RE: Hospital Energy, LLC - Notice of Material Change; PUCO Case No. 19-1343-EL-AGG; Certificate No. 19-1418E (Electric); and PUCO Case No. 14-1823-GA-AGG; Certificate No. 14-396G (Natural Gas).**

Dear Sir or Madam:

On behalf of our client, Environ Energy, LLC (f/k/a Hospital Energy, LLC), a New Hampshire limited liability company (the "**Registrant**"), please accept this Notice of Material Change (this "**Notice**") regarding its certifications to offer its services in the State of Ohio as a competitive retail electric aggregator and power broker and as a competitive retail natural gas aggregator and retail natural gas broker.

**Legal Name Change.**

On October 19, 2021, the Registrant changed its assumed name in the State of Ohio from "Hospital Energy, LLC" to "Environ Energy, LLC."

**Asset Purchase Transaction.**

On September 3, 2021, Registrant purchased a material portion of the business assets of Gotham Energy 360, LLC, a New York limited liability company (Certificate No. 16-1124E) ("**Gotham**"). The Registrant intends to perform any Ohio-related customer contracts acquired from Gotham under Registrant's existing competitive retail electric service provider certificate or competitive retail natural gas service provider certificate.

Thank you for your prompt attention to this matter. Should you have any questions regarding this Notice, please do not hesitate to contact me directly.

{S1976980.2}

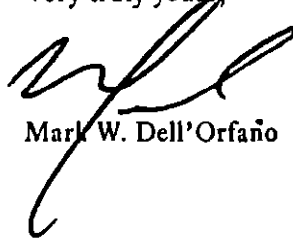
**ATTACHMENT A-13-1**

Public Utilities Commission of Ohio

RE: Hospital Energy, LLC – Notice of Material Change; PUCO Case Nos. 19-1343-EL-AGG and 14-1823-GA-AGG

November 8, 2021 – Page: 2.

Very truly yours,

A handwritten signature in black ink, appearing to read 'Mark W. Dell'Orfano', written over the typed name.

Mark W. Dell'Orfano

**ENCLOSURES**

Cc: Client

**ATTACHMENT A-14. SECRETARY OF STATE.**

Environ Energy, LLC f/k/a Hospital Energy, LLC is currently registered with the Ohio Secretary of State and is in good standing with the state of Ohio as evidenced by the attached documents labeled as A-14-1 and A-14-2.



Mon Aug 15 2022

**Entity#:** 4335788  
**Filing Type:** FOREIGN LIMITED LIABILITY COMPANY  
**Original Filing Date:** 05/14/2019  
**Location:** --  
**Business Name:** ENVIRON ENERGY, LLC  
  
**Status:** Active  
**Exp. Date:** -

## Agent/Registrant Information

INCORP SERVICES, INC.  
9435 WATERSTONE BOULEVARD, SUITE 140  
CINCINNATI OH 45249  
05/14/2019  
Active

## Filings

Filing Type	Date of Filing	Document ID
FOREIGN LLC - CERTIFICATE OF REGISTRATION	05/14/2019	201913401978
FOREIGN LLC - CERTIFICATION OF CORRECTION	10/19/2021	202129203928

## Prior Business Names

Prior Business Name	Effective Date
HOSPITAL ENERGY, LLC	10/19/2021

UNITED STATES OF AMERICA  
STATE OF OHIO  
OFFICE OF SECRETARY OF STATE

*I, Frank LaRose, Secretary of State of the State of Ohio, do hereby certify that this is a list  
of all records approved on this business entity and in the custody of the Secretary of State.*



*Witness my hand and the seal of the  
Secretary of State at Columbus,  
Ohio this 15th of August, A.D. 2022*

*Ohio Secretary of State*

A handwritten signature in cursive script, reading "Frank LaRose".





DATE	DOCUMENT ID	DESCRIPTION	FILING	EXPED	CERT	COPY
10/19/2021	202129203928	FOREIGN LLC - REGISTRATION CORRECTION (LFC)	50.00	100.00	0.00	0.00

**Receipt**

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

NATIONAL SERVICE INFORMATION, INC.  
145 BAKER STREET  
MARION, OH 43302

# STATE OF OHIO CERTIFICATE

**Ohio Secretary of State, Frank LaRose****4335788**

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

**ENVIRON ENERGY, LLC**

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

Document(s)

**FOREIGN LLC - REGISTRATION CORRECTION**

Effective Date: 10/19/2021

Document No(s)

**202129203928**

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 October, A.D. 2021.

**Ohio Secretary of State**

UNITED STATES OF AMERICA  
STATE OF OHIO  
OFFICE OF THE SECRETARY OF STATE

I, Frank LaRose, do hereby certify that I am the duly elected, qualified and present acting Secretary of State for the State of Ohio, and as such have custody of the records of Ohio and Foreign business entities; that said records show ENVIRON ENERGY, LLC, a New Hampshire Limited Liability Company, Registration Number 4335788, was registered in the State of Ohio on May 14, 2019, is currently authorized to transact business in this state.



Witness my hand and the seal of the  
Secretary of State at Columbus, Ohio  
this 15th day of August, A.D. 2022.

A handwritten signature in cursive script, appearing to read "Frank LaRose".

Ohio Secretary of State

Validation Number: 202222703064

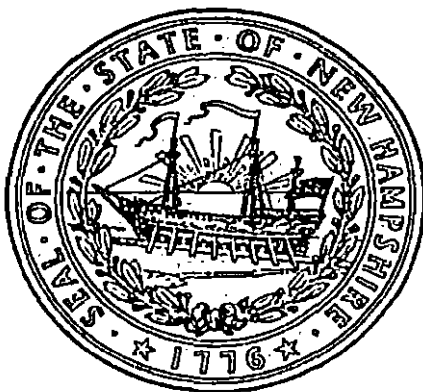
**State of New Hampshire**  
**Department of State**

CERTIFICATE

I, William M. Gardner, Secretary of State of the State of New Hampshire, do hereby certify that ENVIRON ENERGY, LLC is a New Hampshire Limited Liability Company registered to transact business in New Hampshire on December 27, 2017. I further certify that all fees and documents required by the Secretary of State's office have been received and is in good standing as far as this office is concerned.

Business ID: 785017

Certificate Number: 0005453549



IN TESTIMONY WHEREOF,

I hereto set my hand and cause to be affixed  
the Seal of the State of New Hampshire,  
this 8th day of October A.D. 2021.

A handwritten signature in black ink, appearing to read "Wm Gardner".

William M. Gardner  
Secretary of State

**ATTACHMENT B-1. JURISDICTION OF OPERATIONS.**

The Applicant is licensed to provide retail or wholesale electric services, including aggregation services in: Connecticut, Delaware, District of Columbia, Illinois, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, Ohio, Pennsylvania, Rhode Island, Virginia and Texas.

The Applicant is licensed to provide retail natural gas service, including aggregation services, in: District of Columbia, Iowa, Maryland, Massachusetts, New Hampshire, New Jersey, Ohio, Pennsylvania, and Rhode Island.

## **ATTACHMENT B-2. EXPERIENCE AND PLANS.**

Founded in 1995, Environ Energy, LLC f/k/a Hospital Energy, LLC serves as the energy procurement and development arm for several of the nations' leading healthcare group purchasing organizations (GPOs), including Premier Healthcare Alliance, which represent more than 2,000 healthcare institutions in the United States. We serve hospitals in all major U.S. markets, providing services that include energy procurement, efficiency, resiliency and sustainability.

We are the authors of American Hospital Association (AHA) Best Practices in Energy Procurement (2017) and Business Planning for Energy Resiliency (2018).

Our services are founded on the three best practice principles:

1. **Alignment:** Energy is a financial market that operates under financial rules. Successful energy procurement and management decisions are best accomplished by forming an energy committee consisting of facilities, finance and supply chain leaders.
2. **Aggregation:** Acting alone, a single hospital's energy spend may not command the respect of suppliers. However, a group of hospitals can aggregate to create buying power in the market, thereby leveraging lower costs and greater access to the best products and contracts. This is best accomplished by working through a common GPO.
3. **Analytics;** Because energy is a financial market, the key to driving energy savings and value is to employ financial analytics. This approach creates transparency and allows hospitals to address a wide range of energy issues ranging from procurement, efficiency, resiliency and sustainability. Analytical tools should be used to inform energy strategy, forecast market trends and ensure an optimal balance of savings opportunity and budget stability.

Environ Energy, LLC f/k/a Hospital Energy, LLC's ability to organize internal hospital decision-making, aggregate spend to drive savings and provide leading ledge financial analytics set us apart from other advisors operating in the healthcare sector.

**ATTACHMENT C-1. FINANCIAL REPORTING**

Environ Energy, LLC f/k/a Hospital Energy, LLC is a privately held LLC and therefore does not file with the SEC.

**ATTACHMENT C-2. FINANCIAL STATEMENTS.**

**CONFIDENTIAL**

**FILED UNDER SEAL**

**ATTACHMENT C-3. FORECASTED FINANCIAL STATEMENTS.**

**CONFIDENTIAL**

**FILED UNDER SEAL**



**ATTACHMENT C-4. CREDIT RATING.**

Environ Energy, LLC f/k/a Hospital Energy, LLC is a privately held LLC and does not have a credit rating.

**ATTACHMENT C-5. CREDIT REPORT**

**CONFIDENTIAL**

**FILED UNDER SEAL**

Please note: this section includes two partial credit reports due to the recent name change from what was f/k/a Hospital Energy, LLC to Environ Energy, LLC in late 2021.

The credit report for Environ Energy, LLC reflects credit reporting for a "new" company, but this company has existed and had been establishing/building credit as Hospital Energy, LLC for decades prior to November 2021, which is the initial Experian file date listed on page one (1) of the credit report.

Please see page three (3) of this attachment section for the Hospital Energy, LLC credit report with an initial Experian file date of May 2001.

**ATTACHMENT C-8. CORPORATE STRUCTURE.**

Environ Energy, LLC f/k/a Hospital Energy, LLC Organization

Parent: Environ Energy Holdings, LLC

Subsidiary: Environ Energy, LLC

#### **ATTACHMENT D-1. OPERATIONS.**

The core of Environ Energy, LLC f/k/a Hospital Energy, LLC's operations involves assisting customers in developing and implementing energy procurement strategies. The key elements to developing an energy procurement strategy typically are:

- Aligning all of the internal constituencies within a healthcare institution around a consistent approach to energy procurement across the entire health system.
- Aggregating energy load within large health systems and across hospital groups to maximize leverage with energy suppliers.
- Devising an energy procurement strategy that is suited to the institution's risk tolerance.

Once a procurement strategy has been created, Environ Energy, LLC f/k/a Hospital Energy, LLC assists its clients to:

- *Select the energy products best suited to the strategy.*
- Identify the supplier that provides the best combination of price, contract terms, financial strength, risk management capability and billing practices, and enter into a supply agreement.
- Monitor the energy markets and use financial analytics to make informed decisions regarding when to purchase market energy.

## **ATTACHMENT D-2. OPERATIONS EXPERTISE AND KEY TECHNICAL PERSONNEL.**

Environ Energy, LLC f/k/a Hospital Energy, LLC helps healthcare and other institutions to optimize their energy procurement and management efforts. Environ Energy, LLC f/k/a Hospital Energy, LLC serves as the energy procurement arm to several of the nation's leading hospital group purchasing organizations. Our management team has more than 20 years' experience in the energy field, including market, financial, engineering, and regulatory operations.

### **Key Technical Personnel**

#### ***MARK MININBERG: Founder, President, and CEO***

Mark provides overall management of Environ Energy, LLC f/k/a Hospital Energy, LLC's services, including relationships with clients, vendors and government agencies. His professional career spans more than three decades as a healthcare administrator, lawyer, government advisor and business leader. Mark founded what was originally Environ Energy, LLC f/k/a Hospital Energy, LLC in November 1995 to provide lower cost, clean energy sources for healthcare institutions.

In the United States, Mark has been a tireless champion for healthcare institutions seeking to improve patient care and community health through groundbreaking approaches to energy and environmental management. As an attorney, he has been at the forefront of developing federal and state laws, regulations and industry standards that improve human health and the environment. As a business leader, he has forged some of America's largest and most successful healthcare energy aggregations and used their negotiating power to create several major innovations in how hospitals procure and manage energy. As a result of these efforts, Mark was invited to author American Hospital Association (AHA) Best Practices in Energy Procurement (2017) and Business Planning for Energy Resiliency (2018).

Internationally, Mark spent many years promoting public health efforts through the introduction of clean energy alternatives, including cogeneration, in Eastern Europe and Latin America. He organized successful engagements among US governmental and business leaders and their counterparts in Russia, Poland, Ukraine, and the Czech Republic, as well as in Mexico and the Caribbean. Mark is the editor and primary author of the International Environmental Handbooks for Industry series sponsored by the Rockefeller Brothers Fund. Representative international clients have included 3M, Textron and United Technologies Corporation.

Mark is a frequent lecturer on energy, healthcare, and environmental matters, including invitations from the U.S. White House, the United Nations, the World Bank, the Oxford University Law Colloquium, the Yale University Center for International Studies, the Harvard Law School Negotiation Project, and the Columbia University School of Public Health.

Mark graduated with from Wesleyan University with Honors and from the University of Connecticut School of Law, where he was awarded the CT Law Tribune Prize.

#### ***COURTNEY DUELL | CHIEF OPERATING OFFICER***

Courtney leads the company's account management team and is responsible for maintaining and expanding relationships with the clients serviced by Environ Energy, LLC f/k/a Hospital Energy, LLC. Additionally, Courtney oversees the daily operations of the organization, ensuring the business and staff are well-coordinated and productive. Courtney's leadership impels long-term success of Environ Energy,

LLC f/k/a Hospital Energy, LLC, with detailed attention to management of organizational metrics, maintaining efficient business processes and meeting business objectives, while always maintaining focus on serving our clients.

Courtney has twelve years of commercial energy procurement experience partnering with healthcare, government, and commercial institutions nationwide. Prior to joining Environ Energy, LLC f/k/a Hospital Energy, LLC, she spent seven years in account management with Nania Energy Advisors, an Illinois-based energy marketer, then serving as an exclusive agent to Integrys, a major retail energy supplier. Her experience with the supplier side of retail energy brings great value to Environ Energy, LLC f/k/a Hospital Energy, LLC's clients, especially regarding procurement transactions and industry and market expertise. Courtney has a special focus on keeping our clients up to date on market conditions and resolving complex client concerns accurately and efficiently.

Courtney holds a Certified Energy Procurement Professional designation from the Association of Energy Engineers. She is also a graduate of Indiana University-Purdue University at Indianapolis with a Bachelor of Science in Business Management and Human Resource Management.

#### ***STEVE JALOWIEC | VICE PRESIDENT ENGINEERING SERVICES***

Steve is Licensed Professional Engineer (PE), Certified Healthcare Facility Manager (CHFM) and has earned Senior Level (SASHE) designation with the American Society for Healthcare Engineers. Steve has provided technical energy services to Environ Energy, LLC f/k/a Hospital Energy LLC's clients from June 2013 to the present. Steve's services include both energy market procurement and many aspects of campus energy management. Prior to joining Hospital Energy, Steve spent more than twenty years as a hospital facility director and gained intimate knowledge of the inner workings of hospital energy operations. Steve is also a past president of the New England Healthcare Engineering Society, and a co-author of AHA/ASHE Best Practices in Business Planning for Energy Resiliency.

#### ***BEN WALKER | VICE PRESIDENT ENERGY STRATEGIES***

Ben Walker is the VP of Energy Strategies for Environ Energy, LLC f/k/a Hospital Energy, LLC. Ben specializes in analyzing deep problems, such as developing our industry-leading market analytics; finding business solutions - especially around non-traditional energy (e.g. cogeneration, solar); and developing custom procurement strategies which balance competing priorities from finance and facilities. Additionally, he has a passion for sustainability and has worked with treasury departments from top health care institutions to change how they view investments in renewable energy. In his role, Ben focuses on the twin concepts of risk and value to help organizations make sound financial decisions.

Prior to working at Hospital Energy, Ben spent three years as a Research Engineer for academic labs in a hospital setting, helping facilitate basic-science experiments around prosthetic control. He has been published in the various fields of neuroscience, energy efficiency of IT equipment, and baseball. Ben holds a master's degree in Energy & Sustainability from Northwestern University.