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**FILE**

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**VIA ELECTRONIC FILING AND FEDERAL EXPRESS**

October 3, 2022

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

**RE: Competitive Retail Natural Gas Supplier License Renewal Application  
LE Energy LLC d/b/a Utility Gas and Power [Case No. 16-2142-GA-CRS]**

Ladies/Gentlemen:

In regards to the above-referenced matter, enclosed please find an **original and two copies** of LE Energy LLC d/b/a Utility Gas and Power's Natural Gas Supplier application ("Renewal Application"); inclusive of redacted versions.

We are asking for the following exhibits to be filed under seal:<sup>1</sup>

1. C-2: Financial Statements
2. C-3: Forecasted Financial Statements
3. C-5: Credit Report
4. C-9: Financial Arrangements

If you have any questions, or if I may provide you with additional information, please do not hesitate to contact me at (718) 690-3480 or email: [MichelleMann@feller.law](mailto:MichelleMann@feller.law).

Respectfully submitted,

/s/ Michelle Mann

Michelle Mann  
Director of Government Affairs and  
Regulatory Paralegal  
Feller Law Group, PLLC  
Phone: (718) 690-3480  
Email: [michellemann@feller.law](mailto:michellemann@feller.law)

**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 EC

Date Processed 10/3/2022

On behalf of LE Energy LLC  
d/b/a Utility Gas and Power

Enclosures

<sup>1</sup> As per 4901:1-27-08 of the Ohio Administrative Code



## Public Utilities Commission

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

Case Number: 16 - 2142 - GA - CRS

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: LE Energy LLC d/b/a Utility Gas and Power  
Street Address: 2680 Corporate Park Drive, Suite 100  
City: Opelika State: AL Zip: 36801  
Telephone: 855-747-4931 Website: www.utilitygasandpower.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: Utility Gas and Power  
Street Address: 2680 Corporate Park Drive, Suite 100  
City: Opelika State: AL Zip: 36801  
Telephone: 855-747-4931 Email: www.utilitygasandpower.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): Utility Gas and Power Michigan Natural Gas  
\_\_\_\_\_

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

Name: J. Philip Cato Title: President and COO  
Street Address: 2680 Corporate Park Drive, Suite 100  
City: Opelika State: AL Zip: 36801  
Telephone: 334-321-2260 Email: philip.cato@leenergy.com

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

Name: J. Philip Cato Title: President and COO  
Street Address: 2680 Corporate Park Drive, Suite 100  
City: Opelika State: AL Zip: 36801  
Telephone: 334-321-2260 Email: compliance@utilitygasandpower.com

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

Street Address: 2680 Corporate Park Drive, Suite 100  
City: Opelika State: AL Zip: 36801  
Toll-free Telephone: 855-747-4931 Email: info@utilitygasandpower.com

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

FEIN: 46-1948291

**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 ☒ Columbus 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: 2017

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

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

**Please refer to Exhibit A-12.**

**A-13. Company history.**

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

**Please refer to Exhibit A-13.**

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

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

**Please refer to Exhibit A-14.**

**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: Shannon Foster Title: Vice President, IT & Business Processes  
Street Address: 100 E. Campus Blvd., Suite 250  
City: Columbus State: OH Zip: 43235  
Telephone: 855-747-4931 Email: shannon.foster@leenergy.com

**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.

**Please refer to Exhibit B-1.**

**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.

**Please refer to Exhibit B-2.**

**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.

**Please refer to Exhibit B-3.**

**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.

**Please refer to Exhibit C-1.**

**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.

**Please refer to Exhibit C-2 - Confidential and Redacted.**

**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.

**Please refer to Exhibit C-3 - Confidential and Redacted.**

**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".

**Please refer to Exhibit C-4.**

**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.

**Please refer to Exhibit C-5 - Confidential and Redacted.**

**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.

**Please refer to Exhibit C-8.**

**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).

**Please refer to Exhibit C-9 - Confidential and Redacted.**

## **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.

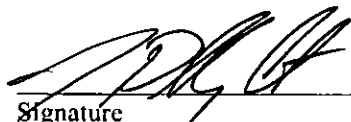
**Please refer to Exhibit D-1.**

### **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.

**Please refer to Exhibit D-2.**

**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

08-02-2022  
Date

**President and COO**

Title



# Competitive Retail Natural Gas Service Affidavit

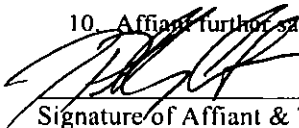
County of Lee :

State of Alabama :

J. Philip Cato, 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.

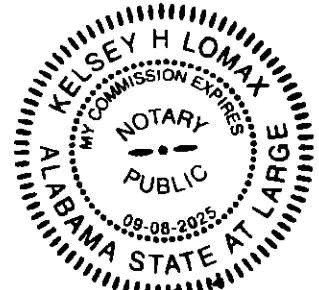
10. Affiant further sayeth naught.

 **President and COO**  
Signature of Affiant & Title

Sworn and subscribed before me this 2 day of August, 2022  
Month Year

  
Signature of official administering oath

Kelsey Lomax; Notary Public  
Print Name and Title



My commission expires on 9-8-2025

# **Exhibit A-12**

## **Principal Officers, Directors and Partners**

Clifford J. Hare  
Chairman and CEO  
2680 Corporate Park Drive, Suite 100  
Opelika, AL 36801  
334-245-0736

J. Philip Cato  
President and COO  
2680 Corporate Park Drive, Suite 100  
Opelika, AL 36801  
334-321-2260

Scott Summerlin  
Director of Operations  
2680 Corporate Park Drive, Suite 100  
Opelika, AL 36801  
734-272-4431

# **Exhibit A-13**

## **Company History**

Applicant has operated in Michigan since 2013, Illinois since 2015, and Ohio since 2017. During this time, Applicant has fielded thousands of customer service calls, responded to all customer issues in a timely and well thought out manner, as well as worked closely with all utilities to ensure deliveries and billing statements are accurate and on time.

**Exhibit A-14**  
**Secretary of State**



DATE	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
11/10/2016	201631500388	TRADE NAME REGISTRATION (RNO)	39.00	100.00	0.00	0.00	0.00

**Receipt**

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

LE ENERGY, LLC  
2680 CORPORATE PARK DR STE 100  
OPELIKA, AL 36801

**STATE OF OHIO  
CERTIFICATE**

**Ohio Secretary of State, Jon Husted  
3957890**

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

**UTILITY GAS AND POWER**

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

Document(s)

**TRADE NAME REGISTRATION**

Effective Date: 11/10/2016

Document No(s):

**201631500388**

Date of First Use: 07/18/2015

Expiration Date: 11/10/2021

LE ENERGY, LLC  
2680 CORPORATE PARK DR, STE 100  
OPELIKA, AL 36801



United States of America  
State of Ohio  
Office of the Secretary of State

Witness my hand and the seal of the  
Secretary of State at Columbus, Ohio this  
10th day of November, A.D. 2016.

*Jon Husted*

**Ohio Secretary of State**



DATE	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
10/19/2016	201629203352	REGISTRATION OF FOREIGN FOR PROFIT LLC (LFP)	89.00	0.00	0.00	0.00	0.00

**Receipt**

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

LE ENERGY, LLC  
ATTN: J PHILIP CATO  
2680 CORPORATE PARK DR STE 100  
OPELIKA, AL 36801

**STATE OF OHIO  
CERTIFICATE**

**Ohio Secretary of State, Jon Husted**  
**3950570**

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

**LE ENERGY, LLC**

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

Document(s)

**REGISTRATION OF FOREIGN FOR PROFIT LLC**

Effective Date: 10/14/2016

Document No(s):

**201629203352**



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. 2016.

*Jon Husted*

**Ohio Secretary of State**

# **Exhibit B-1**

## **Jurisdiction of Operations**

LE Energy is authorized to provide retail natural gas and electricity to retail customers in Ohio, and electricity to retail customers in Michigan and Illinois. LE Energy is currently conducting business as an Alternative Gas Supplier in the State of Michigan under the DBA Michigan Natural Gas, and as an Alternative Gas Supplier in the State of Illinois under the DBA Utility Gas and Power, and as a Competitive Retail Natural Gas Supplier and Competitive Retail Electric Supplier in the State of Ohio doing business as Utility Gas and Power.

# **Exhibit B-2**

## **Experience and Plans**

The two principles of Utility Gas and Power are Cliff Hare and Philip Cato.

### **Cliff Hare:**

Mr. Hare has been in the energy industry since 1978. He worked for Southern Natural Gas (now a subsidiary of Kinder Morgan) from 1978 until 1987. While at Southern Natural, Hare served as a pipeline engineer and also as Chief Engineer and Assistant to the President of South Georgia Natural Gas, a subsidiary of Southern Natural. Subsequently, Hare worked for Dynegy Marketing and Trade from 1987 until 2003. During his 16 years at Dynegy, Hare served in various sales marketing and trading capacities, the last of which was President of Marketing, North America. During this period, Hare had more than 14 years of gas sales experience. In 2003, Hare cofounded Eagle Energy, where he was President and Chief Operating Officer. Eagle marketed approximately 4 Bcf/d of natural gas and 2,000 MW of power across the US and Canada. Eagle was subsequently sold to Lehman Brothers in 2007. As President and COO of Eagle for 5 years, Hare managed all of the enterprise financial and administrative duties of the company, including profit and loss responsibilities. In 2013, Hare cofounded LE Energy, a retail energy company, currently operating as Michigan Natural Gas in the State of Michigan and Utility Gas and Power in Illinois. Hare serves as CEO of LE Energy.

### **Philip Cato:**

Mr. Cato began his career with Eagle Energy in 2004, performing various transportation and marketing activities, including his role as Manager of Midwest Trading. When Eagle was sold to Lehman, Cato moved to work for EDF Trading North America in the same role. He subsequently took a position with Twin Eagle Resource Management



to manage the Midwest and Western Region Marketing and Trading responsibilities. In 2013, Cato became co-founder, President and CEO of LE Energy, where he oversees the day to day operations of the retail energy business. Cato has been in the energy business since 2004 and has extensive experience in the energy markets.

Since 2013, applicant has provided natural gas service to residential and commercial customers in the State of Michigan through the four main natural gas utilities in the state- DTE, Consumers Energy, SEMCO, and Michigan Gas Utilities. Since 2015, applicant provides natural gas services to residential and commercial customers in the State of Illinois through NICOR Gas Company. Applicant currently supplies natural gas and electricity to residential and commercial customers in the State of Ohio. Applicant currently serves thousands of customers throughout these three states.

Applicant seeks to renew certification to provide natural gas and electric services to residential and small commercial customers within the service territories of various Ohio Utilities. Applicant currently offers variable and fixed price offerings to such customers and adheres to the requirements set forth by the Commission rules adopted pursuant to Section 4928.10 of the Revised Code. Customer inquiries and complaints are addressed as they are received by the customer service, quality control, and compliance teams.

**Exhibit B-3**

**Disclosure of Liabilities  
and Investigations**

Not applicable

# **Exhibit C-1**

## **Financial Reporting**

As a privately held company, LE Energy LLC is not required to file with the Securities and Exchange Commission. The Applicant is not an SEC registrant, has no public issuances of debt or equity and, therefore, has no SEC reporting obligations. Quarterly and annual reports such as 10-K's, 8-K's, and 10-Q's are not applicable.

# **Exhibit C-4**

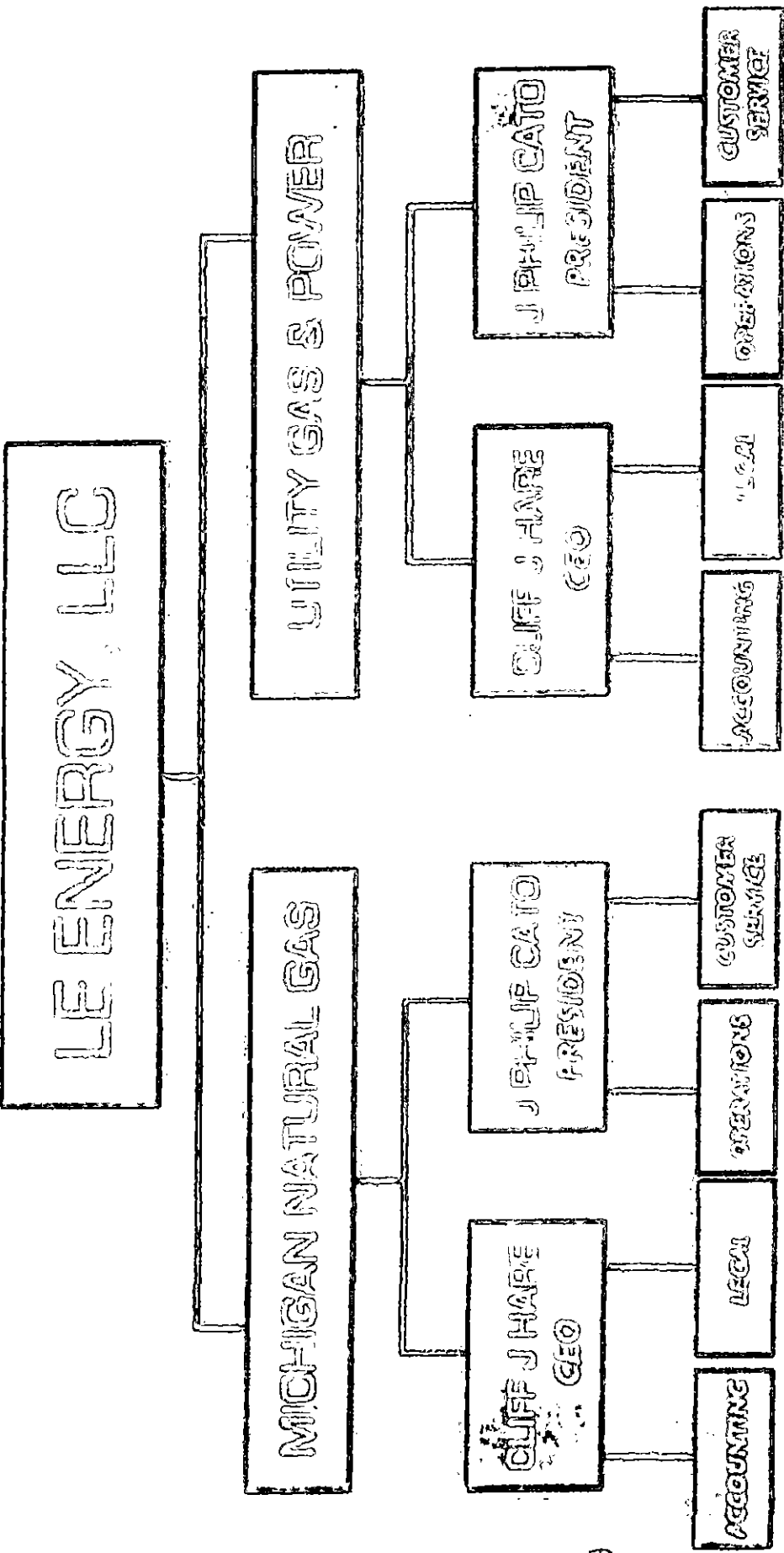
## **Credit Rating**

Not applicable

## **Exhibit C-8**

### **Corporate Structure**

LE Energy LLC utilizes a trade name registration in Ohio with the name Utility Gas and Power and a trade name in Michigan of Michigan Natural Gas. Both LE Energy LLC and Michigan Natural Gas LLC supply retail natural gas to customers in Michigan, Illinois and Ohio, as well as electricity in Ohio. LE Energy LLC owns 100% equity in Michigan Natural Gas LLC. Please see the attached organizational chart.



## **Exhibit D-1**

### **Operations**

Applicant contracts with wholesale suppliers to purchase natural gas supplies. Applicant has natural gas delivered directly to the city-gate for retail customers' delivery requirements. Applicant nominates and schedules natural gas to retail customers on multiple utility Electronic Bulletin Boards. Applicant manages all customer service responsibilities – including inbound and outbound calls, as well as account management, quality control, and compliance.

## **Exhibit D-2**

# **Operations Expertise and Key Technical Personnel**

Applicant has operated in Michigan since 2013, Illinois since 2015, and Ohio since 2017. During this time, Applicant has fielded thousands of customer service calls, responded to all customer issues in a timely and well thought out manner, as well as worked closely with all utilities to ensure deliveries and billing statements are accurate and on time.

J. Philip Cato  
President and COO  
[philip.cato@leenergy.com](mailto:philip.cato@leenergy.com)  
334-321-2260

Mr. Cato has managed all operations since the company's founding in 2013.

Shannon Foster  
Vice President, IT & Business Processes  
[shannon.foster@leenergy.com](mailto:shannon.foster@leenergy.com)  
855-747-4931

Mr. Foster was brought on in 2015 to streamline the Customer Relation Management programs at LE Energy. Mr. Foster holds a Bachelor's in Business Administration and a Minor in Information Systems which has proven valuable to better manage customer accounts and enhance the customer experience.