PUCO USE O	NLY -version 1.08	
Date Received	Renewal Certification Number	ORIGINAL AGG Case Number
		16 - 1973 - GA-AGG

RENEWAL CERTIFICATION APPLICATION COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS

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

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

SECTION A - APPLICANT INFORMATION AND SERVICES

	X Retail Natu	ıral Gas Aggregator
A-2	Applicant inf	formation:
	Legal Name	Dovetail Energy Services LLC
	Address	9433 E Kemper Rd, Loveland, OH 45140

Telephone No. 614-582-3484 Web site Address www.dovetailenergyservices.com

Current PUCO Certificate No. 16-552G Effective Dates Nov.12, 2020 through Nov. 12, 2022

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

Applicant intends to renew its certificate as: (check all that apply)

Name Dovetail Energy Services LLC

Address 9433 E Kemper Rd, Loveland, OH 45140

Web site Address www.dovetailenergyservices.com Telephone No. 614-582-3484

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

Dovetail Energy Services LLC

A-5 Contact person for regulatory or emergency matters:

Name David Burig Title Owner/ President

Fax No.

Business Address 19433 E Kemper Rd, Loveland, OH 45140

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.

(CRNGS Broker/Aggregator Renewal-Revised May 2016)

Email Address dburig@desvc.com

Page 1 of 7

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Technician ______ Date Processed_0CT_1_2_2022

A-6	Contact person for Commission Staff use in investigating customer complaints:								
	Name David Burig		Title Owner/ President						
	Business address 9433 E Kempe	r Rd, Loveland, OH 4514	0						
	Telephone No. 614-582-3484	Fax No.	Email Address dburig	@desvc.com					
A-7	Applicant's address and toll-	Applicant's address and toll-free number for customer service and complaints							
	Customer service address 9433 E	E Kemper Rd, Loveland,	OH 45140						
	Toll-Free Telephone No. 614-582-	3484 Fax No.	Email Address dl	ourig@desvc.com					
A-8	Provide "Proof of an Ohio Office and Employee," in accordance with Section 4929.22 of the Ohio Revised Code, by listing name, Ohio office address, telephone number, and Web site address of the designated Ohio Employee								
	Name David Burig	٠	Title Owner/ President						
	Business address 9433 E Kemper Rd, Loveland, OH 45140								
	Telephone No. 614-582-3484	Fax No.	Email Address dburig@de	svc.com					
A-9	Applicant's federal employe	r identification nun	ber 46-4981380	e e e e e e e e e e e e e e e e e e e					
A-10	Applicant's form of ownersh	nip: (Check one)							
	Sole Proprietorship		Partnership						
	Limited Liability Partners	hip (LLP)	✓ Limited Liability Company	(LLC)					
	Corporation		Other						

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

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\checkmark	Columbia Gas of Ohio	[! !	Residentia		Small Commerc	cial 🗸	Large	e Commercial / Industi
√	Dominion East Ohio			Résidentia	ا	Small Commerc	cial 🗸	Larg	e Commercial / Industr
V	Duke Energy Obio		j	Residential	V	Small Commerc	ial 🗸	Large	e Commercial / Industr
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ogran te(s) t	cant or an affiliate ns, for each service that the applicant b mbia Gas of Ohio	e area ai	nd c	customer	cla	ss, provide ap	proxin		
	Residential	Beginnin	ng D	ate of Serv	ice	8/1/1998	End [Date	8/1/2004
<u>.</u>	Small Commercial	Beginnin	ig D	ate of Serv	ice	8/1/1998	End I	Date	1/28/2014 .
	Large Commercial	Beginnin	ıg D	ate of Serv	ice	8/1/1998	End I)ate	1/28/2014
\checkmark	Industrial	Beginnin	ıg D	ate of Serv	ice	8/1/1998	End I	Date	Currently supply
Domi	inion East Ohio								,
V	Residential	Beginnin	ıg D	ate of Serv	ice	1/1/2000	End I	Date	8/1/2004
\checkmark	Small Commercial	Beginnin	ıg D	ate of Serv	ice	1/1/2000	End I	Date	1/28/2014
V	Large Commercial	Beginnin	ıg D	ate of Serv	ice	1/1/2000	End I)ate	1/28/2014
✓	Industrial	Beginnin	ıg D	ate of Serv	ice	1/1/2000	End I	Date	Currently supply
Duke V	Residential Small Commercial Large Commercial	Beginnin	ıg D	ate of Serv ate of Serv ate of Serv	ice	1/1/2001	End I End I	Date Date	8/1/2004 1/28/2014 1/28/2014
Vect	Industrial	J	ng D	ate of Serv	ice	1/1/2001	End I	Date	Currently supply
7	Residential	Reginnin	ıg I)	ate of Serv	ice	1/1/2001	F.nd I)ate	8/1/2004
<u></u>	Small Commercial	Beginnin	ıg D	ate of Serv	ice	1/1/2001	End I	Date	1/28/2014
	Large Commercial	Beginnin	ıg D	ate of Serv	ice	1/1/2001	End I	Date	1/28/2014
<u>.</u>	Industrial	Reginnin	na D	ate of Serv	ice	1/1/2001	End I	Date	Currently supply

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

Columbia Gas of Ohio	Intended Start Date	Currently Supplying
Dominion East Ohio	Intended Start Date	Currently Supplying
✓ Duke Energy Ohio	Intended Start Date	Currently Supplying
Vectren Energy Delivery of Ohio	Intended Start Date	Currently Supplying

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

- A-14 Exhibit A-14 "Principal Officers, Directors & Partners," provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.
- A-15 Exhibit A-15 "Company History," provide a concise description of the applicant's company history and principal business interests.
- A-16 Exhibit A-16 "Articles of Incorporation and Bylaws," provide the articles of incorporation filed with the state or jurisdiction in which the applicant is incorporated and any amendments thereto, only if the contents of the originally filed documents changed since the initial application.
- A-17 Exhibit A-17 "Secretary of State," provide evidence that the applicant is still currently registered with the Ohio Secretary of the State.

TION B - APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED

- Exhibit B-1 "Jurisdictions of Operation," provide a current list of all jurisdictions in which the B-1 applicant or any affiliated interest of the applicant is, at the date of filing the application, certified, licensed, registered, or otherwise authorized to provide retail natural gas service, or retail/wholesale electric services.
- B-2 Exhibit B-2 "Experience & Plans," provide a current description of the applicant's experience and plan for contracting with customers, providing contracted services, providing billing statements, and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4929.22 of the Revised Code and contained in Chapter 4901:1-29 of the Ohio Administrative Code.
- B-3 Exhibit B-3 "Summary of Experience," provide a concise and current summary of the applicant's experience in providing the service(s) for which it is seeking renewed certification (e.g., number and types of customers served, utility service areas, volume of gas supplied, etc.).
- B-4 Exhibit B-4 "Disclosure of Liabilities and Investigations," provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocations of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational

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status or ability to provide the services for which it is seeking renewed certification since applicant last filed for certification.

B-5	Exhibit B-5 "Disclosure of Consumer Protection Violations," disclose whether the applicant,
	affiliate, predecessor of the applicant, or any principal officer of the applicant has been convicted or held
	liable for fraud or for violation of any consumer protection or antitrust laws since applicant last filed for
	certification.

√ No	Yes
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If Yes, provide a separate attachment labeled as <u>Exhibit B-5 "Disclosure of Consumer Protection Violations,"</u> detailing such violation(s) and providing all relevant documents.

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

/	No	Yes
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If Yes, provide a separate attachment, labeled as <u>Exhibit B-6 "Disclosure of Certification Denial</u>, <u>Curtailment, Suspension, or Revocation,"</u> detailing such action(s) and providing all relevant documents.

SECTION C - APPLICANT FINANCIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED

- C-1 Exhibit C-1 "Annual Reports," provide the two most recent Annual Reports to Shareholders. If applicant does not have annual reports, the applicant should provide similar information, labeled as Exhibit C-1, or indicate that Exhibit C-1 is not applicable and why.

 (This is generally only applicable to publicly traded companies who publish annual reports.)
- C-2 Exhibit C-2 "SEC Filings," provide the most recent 10-K/8-K Filings with the SEC. If applicant does not have such filings, it may submit those of its parent company. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 whether the applicant is not required to file with the SEC and why.
- C-3 Exhibit C-3 "Financial Statements," provide copies of the applicant's two most recent years of audited financial statements (balance sheet, income statement, and cash flow statement). If audited financial statements are not available, provide officer certified financial statements. If the applicant has not been in business long enough to satisfy this requirement, it shall file audited or officer certified financial statements covering the life of the business. If the applicant does not have a balance sheet, income statement, and cash flow statement, the applicant may provide a copy of its two most recent years of tax returns (with social security numbers and account numbers redacted).

C-4 <u>Exhibit C-4 "Financial Arrangements."</u> provide copies of the applicant's financial arrangements to satisfy collateral requirements to conduct retail electric/gas business activity (e.g., parental or third party guarantees, contractual arrangements, credit agreements, etc...).

Renewal applicants can fulfill the requirements of Exhibit C-4 by providing a current statement from an Ohio local distribution utility (LDU) that shows that the applicant meets the LDU's collateral requirements.

First time applicants or applicants whose certificate has expired as well as renewal applicants can meet the requirement by one of the following methods:

- 1. The applicant itself stating that it is investment grade rated by Moody's, Standard & Poor's or Fitch and provide evidence of rating from the rating agencies.
- 2. Have a parent company or third party that is investment grade rated by Moody's, Standard & Poor's or Fitch guarantee the financial obligations of the applicant to the LDU(s).
- 3. Have a parent company or third party that is not investment grade rated by Moody's, Standard & Poor's or Fitch but has substantial financial wherewithal in the opinion of the Staff reviewer to guarantee the financial obligations of the applicant to the LDU(s). The guarantor company's financials must be included in the application if the applicant is relying on this option.
- 4. Posting a Letter of Credit with the LDU(s) as the beneficiary.

If the applicant is not taking title to the electricity or natural gas, enter "N/A "in Exhibit C-4. An N/A response is only applicable for applicants seeking to be certified as an aggregator or broker.

- C-5 <u>Exhibit C-5 "Forecasted Financial Statements</u>," provide two years of forecasted income statements for the applicant's NATURAL GAS related business activities in the state of Ohio Only, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer. The forecasts should be in an annualized format for the two years succeeding the Application year.
- C-6 Exhibit C-6 "Credit Rating," provide a statement disclosing the applicant's current credit rating as reported by two of the following organizations: Duff & Phelps, Fitch IBCA, Moody's Investors Service, Standard & Poor's, or a similar organization. In instances where an applicant does not have its own credit ratings, it may substitute the credit ratings of a parent or an affiliate organization, provided the applicant submits a statement signed by a principal officer of the applicant's parent or affiliate organization that guarantees the obligations of the applicant. If an applicant or its parent does not have such a credit rating, enter "N/A" in Exhibit C-6.
- C-7 <u>Exhibit C-7 "Credit Report."</u> provide a copy of the applicant's current credit report from Experion, Dun and Bradstreet, or a similar organization. An applicant that provides an investment grade credit rating for Exhibit C-6 may enter "N/A" for Exhibit C-7.

- C-8 Exhibit C-8 "Bankruptcy Information," provide a list and description of any reorganizations, protection from creditors or any other form of bankruptcy filings made by the applicant, a parent or affiliate organization that guarantees the obligations of the applicant or any officer of the applicant in the current year or within the two most recent years preceding the application.
- C-9 Exhibit C-9 "Merger Information," provide a statement describing any dissolution or merger or acquisition of the applicant within the two most recent years preceding the application.
- C-10 Exhibit C-10 "Corporate Structure," provide a description of the applicant's corporate structure, not an internal organizational chart, including a graphical depiction of such structure, and a list of all affiliate and subsidiary companies that supply retail or wholesale electricity or natural gas to customers in North America. If the applicant is a stand-alone entity, then no graphical depiction is required and applicant may respond by stating that they are a stand-alone entity with no affiliate or subsidiary companies.

SECTION D - APPLICANT TECHNICAL CAPABILITY

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

- **D-1** Exhibit D-1 "Operations," provide a current written description of the operational nature of the applicant's business functions.
- **D-2** Exhibit D-2 "Operations Expertise," given the operational nature of the applicant's business, provide evidence of the applicant's current experience and technical expertise in performing such operations.
- D-3 <u>Exhibit D-3 "Key Technical Personnel,</u>" provide the names, titles, email addresses, telephone numbers, and background of key personnel involved in the operational aspects of the applicant's current business.

Applicant Signature and Title				
Sworn and subscribed before me this	day of		Month	Year
e de la companya de La companya de la co				
Signature of official administering oath	Print Nar	ne and Title		
Narry	My commission expires on	ı		
Seal				



The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service Affidavit Form (Version 1.07)

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In t	he Matter of the Application of
Dov	etail Energy Services LLC Case No. GA-AGG
for	a Certificate or Renewal Certificate to Provide
Cor	npetitive Retail Natural Gas Service in Ohio.
	te of Ohio
	David M. Burig [Affiant], being duly sworn/affirmed, hereby states that:
(1)	The information provided within the certification or certification renewal application and supporting information is complete, true, and accurate to the best knowledge of affiant.
(2)	The applicant will timely file an annual report of its intrastate gross receipts and sales of hundred cubic feet of natural gas pursuant to Sections 4905.10(A), 4911.18(A), and 4929.23(B), Ohio Revised Code.
(3)	The applicant will timely pay any assessment made pursuant to Section 4905.10 or Section 4911.18(A), Ohio Revised Code.
(4)	Applicant will comply with all applicable rules and orders adopted by the Public Utilities Commission of Ohio pursuant to Title 49, Ohio Revised Code.
(5)	Applicant will cooperate with the Public Utilities Commission of Ohio and its staff in the investigation of any consumer complaint regarding any service offered or provided by the applicant.
(6)	Applicant will comply with Section 4929.21, Ohio Revised Code, regarding consent to the jurisdiction of the Ohio courts and the service of process.
(7)	Applicant will inform the Public Utilities Commission of Ohio of any material change to the information supplied in the certification or certification renewal application within 30 days of such material change, including any change in contact person for regulatory or emergency purposes or contact person for Staff use in investigating customer complaints.
(8)	Affiant further sayeth naught.
	Affiant Signature & Title Raft Burger President
	Sworn and subscribed before me this 11 day of October Month 2022 ,. Year
	Signard Ford Brewer, Notory Print Name and Title
	My commission expires on 11/01/2020

Exhibit A-14 "Principal Officers, Directors & Partners"

Company: Dovetail Energy Services LLC

Principal Officer and sole member: David M. Burig

Title: President

Address: 9433 E. Kemper Rd. Loveland, OH 45140

Telephone Number: (614) 582-3484

Dovetail Energy Services LLC has no other officers, directors or partners.

Exhibit A-15 "Company History,"

Company: Dovetail Energy Services LLC

Dovetail Energy Services LLC was formed on March 3, 2014 to provide energy consulting services to large energy consumers nationwide. With a strong background in the equipment that consumes energy as well as energy commodity sales and utility distribution systems, Dovetail Energy Services has helped customers in the areas of energy conservation and management, tariff optimization, demand reduction, power factor correction and energy procurement. Dovetail Energy Services is also a channel partner for an energy monitoring hardware/software product.

Since becoming an Ohio Natural Gas Broker, Dovetail Energy Services has brokered natural gas to industrial natural gas users throughout the state of Ohio.

Dovetail Energy Services is also an Ohio Certified Retail Electric Supplier, as well as participating in the Demand Response marketplace.

Exhibit A-16 "Articles of Incorporation and Bylaws,"

Company: Dovetail Energy Services LLC

There have been no changes to the Articles of Incorporation an Bylaws of Dovetail Energy Services LLC.

Exhibit A-17 "Secretary of State,"

201406300349

DOCUMENT ID 201406300349 DATE: 03/54/2014

DESCRIPTION ARTICLES OF ORGAZTA/COM. PROFIT LLM LIAB, CO. (LCP)

Receipt

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

DOUGLAS LINN 7588 CENTRAL PARKE BLVD #134 MASON, OH 45040

STATE OF OHIO CERTIFICATE

Ohio Secretary of State, Jon Husted 2273135

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

DOVETAIL ENERGY SERVICES LLC

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

Document(s)

Document No(s):

ARTICLES OF ORGNZTN/DOM. PROFIT LIMILIAB. CO.

201406300349

Effective Date: 03/03/2014



State of Ohio Office of the Secretary of State Witness my hand and the seal of the Secretary of State at Columbus. Ohio this 4th day of March, A.D. 2014.

Ohio Secretary of State

SECTION B - APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE

Exhibit B-1 "Jurisdictions of Operation,"

Company: Dovetail Energy Services LLC

Jurisdiction: Dovetail Energy Services LLC is a licensed natural gas broker in Ohio, Virginia and Massachusetts. Energy consulting services are offered in Ohio and other states.

Exhibit B-2 "Experience & Plans,"

Company: Dovetail Energy Services LLC

Dovetail Energy Services LLC was started by David M. Burig after working in the energy industry since 1998. I spent the 10 years prior to that selling factory automation equipment to manufacturers, making their manufacturing processes more accurate and efficient.

For 6 years, from 1998 to 2004 I was the Director of Customer Choice programs for Interstate Gas Supply, now IGS Energy, overseeing the growth of the residential and small commercial Customer Choice markets from pilot programs to more than 600,000 customers. From 2008 through January 2014 I was Vice President of Sales at Stand Energy Corporation, with oversight of a sales force that sold energy commodity to commercial and industrial customers.

Since starting Dovetail Energy Services in March of 2014, I have been an energy consultant; helping clients reduce energy costs primarily through conservation, tariff optimization, demand shifting and reduction, and power factor correction, as well as brokering natural gas and power to industrial clients..

Plans for the future are to increase the brokering of natural gas and electric supply to existing clients and further broaden Dovetail Energy Services' customer base.

Exhibit B-3 "Summary of Experience,"

Company: Dovetail Energy Services LLC

Since starting Dovetail Energy Services in March of 2014, I have been working with a select group of manufacturers. Once engaged, I become their single point of accountability for energy cost and usage. This includes not just advising them on the procurement of their energy, but monitoring consumption, in some cases on a daily basis, and tying it to their production to ascertain an energy cost and usage per unit of goods produced. My clients typically have multiple locations, and by analyzing the efficiency per unit produced across facilities, I am able to help pinpoint less efficient operations, estimate costs to upgrade equipment or processes, obtain utility efficiency incentives if applicable, and verify cost savings once the upgrade has been implemented. My services are heavily data-driven, and I am able to show my clients that the cost of employing my services is far exceeded by the benefit.

Since becoming a Certified Ohio Natural Gas and Power Broker, Dovetail Energy Services has grown its business through providing these services to its customers.

2021 and 2022 have been growth years for Dovetail Energy Services, with business picking back up following the pandemic, and with the addition of new customers outside of Ohio which were obtained through customer referrals.

Exhibit B-4 "Disclosure of Liabilities and Investigations,"

Company: Dovetail Energy Services LLC

Exhibit B-5 "Disclosure of Consumer Protection Violations,"

Company: Dovetail Energy Services LLC

Exhibit B-6 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation,"

Company: Dovetail Energy Services LLC

SECTION C - APPLICANT FINANCIAL CAPABILITY AND EXPERIENCE

Exhibit C-1 "Annual Reports,"

Company: Dovetail Energy Services LLC

Dovetail Energy Services LLC is a single member Limited Liability Company whose only member and shareholder is the sole member. As such, annual reports are not created.

Exhibit C-2 "SEC Filings,"

Company: Dovetail Energy Services LLC

Dovetail Energy Services LLC is not a publicly traded company, and is therefore not required to submit filings to the SEC.

Exhibit C-3 "Financial Statements,"

Company: Dovetail Energy Services LLC

Dovetail Energy Services' 2020 and 2021 Profit and Loss Statements are attached as Exhibit C-3

Exhibit C-4 "Financial Arrangements,"

Company: Dovetail Energy Services LLC

N/A

Dovetail Energy Services is seeking to renew its application as a broker and aggregator.

Exhibit C-5 "Forecasted Financial Statements,"

Company: Dovetail Energy Services LLC

Forecasted Financial Statements: Attached as Exhibit C-5

Exhibit C-6 "Credit Rating,"

Company: Dovetail Energy Services LLC

N/A

Dovetail Energy Services does not have a credit rating.

Exhibit C-7 "Credit Report,"

Company: Dovetail Energy Services LLC

Dovetail Energy Services does not have a credit report, however David Burig as principal has a personal credit rating which is attached as Exhibit C-7.

Exhibit C-8 "Bankruptcy Information,"

Company: Dovetail Energy Services LLC

Exhibit C-9 "Merger Information,"

Company: Dovetail Energy Services LLC

Exhibit C-10 "Corporate Structure,"

Company: Dovetail Energy Services LLC is a stand-alone company with no affiliate or subsidiary companies.

SECTION D - APPLICANT TECHNICAL CAPABILITY

Exhibit D-1 "Operations,"

Company: Dovetail Energy Services LLC

Dovetail Energy Services operates as a natural gas broker. As such, natural gas operations such as wholesale supply, scheduling and billing are provided by the companies with whom Dovetail Energy Services has supply agreements. Operations performed by Dovetail Energy Services as they pertain to commodity supply will focus on providing the proper product for the customer's needs, price and proposal dissemination (based on pricing provided by suppliers), contract administration, and customer service.

Exhibit D-2 "Operations Expertise,"

Company: Dovetail Energy Services LLC

David Burig, President of Dovetail Energy Services, spent 6 years (1998 - 2004) as Director of Customer Choice Programs at Interstate Gas Supply (now IGS Energy). During that time, he was in charge of IGS' marketing efforts toward residential and commercial customers in the evolving Customer Choice markets in Ohio. These efforts included participation in early stakeholder meetings with various utilities involving the establishment of rules for dealing with the new Customer Choice markets, as well as community outreach and education, development of direct mail and telemarketing programs, and managing the roll-out of the first and largest government aggregation programs in Ohio. Burig was also instrumental in establishing IGS' marketing presence in Kentucky, Pennsylvania, Michigan and Illinois. Under his direction, customers enrolled in their Choice roles grew from a few hundred customers in the Columbia Gas of Ohio and Dominion East Ohio pilot programs to more than 600,000 residential and small commercial customers in five states.

From 2007 to 2014, Mr. Burig was employed by Stand Energy Corporation as Vice President of Sales. In that capacity, he was responsible for oversight and direction of a 30 person sales force covering 9 states and more than 25 utilities, focused exclusively on industrial and commercial customers.

Since its inception in 2014, Dovetail Energy Services has worked with industrial customers throughout Ohio to reduce energy consumption and increase their efficiency, as well as providing natural gas and power brokering services to industrial customers.

Exhibit D-3 "Key Technical Personnel,"

Company: Dovetail Energy Services LLC

The sole provider of technical services related to natural gas at Dovetail Energy Services is David Burig

Title: Owner/President

Email Address: dburig@desvc.com

Telephone (614) 582-3484

Background of David Burig is found within this application.