



DIS Case Number: 16-1117-GA-CRS

Section A: Application Information

A-1. Provider type:

☐ Retail Natural Gas
Broker

☒ Retail Natural Gas
Aggregator

☒ Retail Natural Gas
Marketer

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

Legal Name: Realgy LLC

Phone: 8602332270 **Extension (if applicable):**

Website (if any):
www.realgyenergyservices.com

Country: United States

Street: 675 Oakwood Avenue

City: West Hartford **Province/State:** CT

Postal Code: 06110

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

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

Name	Type	Address	Active?	Proof
Realgy Energy Services	DBA	675 Oakwood Ave West Hartford, CT 06110	Yes	File

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

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

Name	Type	Address	Active?	Proof
Realgy Energy Services	DBA	675 Oakwood Ave West Hartford, CT 06110	Yes	File



Public Utilities Commission

A-5. Contact person for regulatory matters

Michael Vrtis
675 Oakwood Ave
West Hartford, CT 06110
US
michael.vrtis@realgy.com
8602332270

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

Laura LaRocco
675 Oakwood Avenue
West Hartford, CT 06110
US
businessoffice@realgy.com
8608181672

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

Phone: 877-300-6747	Extension (if applicable):	Country: United States
Fax: 877-810-0675	Extension (if applicable):	Street: 6545 Market Avenue E. Ste 100
Email: support@realgy.com		City: North Canton
		Province/State: OH
		Postal Code: 44721

A-8. Applicant's federal employer identification number

06-1561408

A-9. Applicant's form of ownership

Form of ownership: Limited Liability Company (LLC)

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

Columbia Gas of Ohio
Dominion Energy Ohio
Duke Energy Ohio
CenterPoint 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: 04-01-2017

A-12. Principal officers, directors, and partners

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

Name	Email	Title	Address
Michael Vrtis	michael.vrtis@realgy.com	Pres	675 Oakwood Ave West Hartford, CT 06110 US
Laura LaRocco	businessoffice@realgy.com		675 Oakwood Avenue West Hartford, CT 06110 US

A-13. Company history

Realgy was incorporated in June 1999. Realgy was and is private and independently owned and operated.

Realgy was a software services company specializing in the development of energy software and marketing tools for use by energy service companies, trading companies and marketers seeking to serve the emerging deregulated energy industry.

Realgy Energy Services is operated as a dba of Realgy and is organized to provide natural gas, electricity and energy services to customers. Realgy has operated as an energy marketer providing natural gas as follows:



- Indiana; authorized supplier of residential and commercial customers behind Citizens Gas since May 2009
- Illinois; non-residential and non-small commercial customers' alternative gas supplier (AGS) since April 2004, behind Nicor Gas, Peoples Gas, and North Shore Gas. Realgy has been serving residential and small commercial since February 2012.
- Ohio; Competitive Retail Natural Gas Aggregator. Case No. 16-1117-GA-CRS since June 2016, currently serving customers in Duke Energy and Columbia Gas of Ohio.

Realgy has operated as an energy marketer providing electricity service to customers as follows;

- Illinois; Alternative Retail Electric Supplier (ARES) docket number 09-0555 approved December 16, 2009, behind Commonwealth Edison (ComEd), Ameren, and MidAmerican Energy.
- Ohio; Competitive Retail Electric Service Provider. Case No. 16-055-EL-CRS since June 2016, currently serving customers in Duke Energy, First Energy and AEP.

A-14. Secretary of State

Secretary of State Link:

A-15. Proof of Ohio Employee and Office

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

Employee Name: M Vrtis
6545 Market Ave N, Suite 100
North Canton, OH 44721
US
support@realgy.com
8602868243



Section B: Applicant Managerial Capability and Experience

B-1. Jurisdiction of operations

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

File Attached

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.

File(s) attached

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..

File Attached

B-4. Disclosure of consumer protection violations

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

No

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



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

No

Section C: Applicant Financial Capability and Experience

C-1. Financial reporting

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

Does not apply

C-2. Financial statements

Provide copies of the applicant's two most recent years of audited financial statements, including a balance sheet, income statement, and cash flow statement. If audited financial statements are not available, provide officer certified financial statements. If the applicant has not been in business long enough to satisfy this requirement, provide audited or officer certified financial statements covering the life of the business. If the applicant does not have a balance sheet, income statement, and cash flow statement, the applicant may provide a copy of its two most recent years of tax returns with **social security numbers and bank account numbers redacted**.

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

Preferred to file this information confidentially

C-3. Forecasted financial statements



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

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

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

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

Preferred to file confidentially

C-4. Credit rating

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

This does not apply

C-5. Credit report

Provide a copy of the applicant's credit report from Experian, Equifax, TransUnion, Dun and Bradstreet or a similar credit reporting organization. If the applicant is a newly formed entity with no credit report, then provide a personal credit report for the principal owner of the entity seeking certification. At a minimum, the credit report must show summary information and an



Public Utilities Commission

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.

File(s) attached

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?

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

No

C-7. Merger information

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

No

C-8. Corporate structure

Provide a graphical depiction of the applicant's corporate structure. Do not provide an internal organizational chart. The graphical depiction should include all parent holding companies, subsidiaries and affiliates as well as a list of all affiliate and subsidiary companies that supply retail or wholesale electricity or natural gas to customers in North America. If the applicant is a stand-alone entity, then no graphical depiction is required, and the applicant may respond by stating that it is a stand-alone entity with no affiliate or subsidiary companies.

Stand-alone entity with no affiliate or subsidiary companies

C-9. Financial arrangements

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).

File(s) attached

Section D: Applicant Technical Capacity

D-1. Operations

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.



File(s) attached

D-2. Operations Expertise & Key Technical Personnel

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

File(s) attached



Public Utilities
Commission

Application Attachments



DATE	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
02/09/2016	201603902494	FOREIGN LLC - REGISTRATION CORRECTION (LFC)	50.00	100.00	0.00	0.00	0.00

Receipt

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

REALGY, LLC
LAURA LAROCCO
675 OAKWOOD AVENUE
WEST HARTFORD, CT 06110

**STATE OF OHIO
CERTIFICATE**

Ohio Secretary of State, Jon Husted
2014452

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

REALGY, LLC DBA REALGY ENERGY SERVICES

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

Document(s)

FOREIGN LLC - REGISTRATION CORRECTION

Effective Date: 02/08/2016

Document No(s):

201603902494



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
9th day of February, A.D. 2016.

Jon Husted

Ohio Secretary of State

B-3 "Disclosure of Liabilities and Investigations," provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational status or ability to provide the services it is seeking to be certified to provide.

REALGY'S DISCLOSURE OF LIABILITIES AND INVESTIGATIONS

As of Nov 2022, Applicant has no liabilities, rulings, judgements or investigations that could adversely impact Realgy financial or operational status.

B-2 "Experience & Plans," Describe the applicant's experience in providing the service for which it is applying. 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 Section 4928.10 and 4929.22 of the Ohio Revised Code.

REALGY'S EXPERIENCE & PLANS

As documented within this Application, Realgy has experience as an energy marketer.

Our approach in entering a new utility market is as follows;

1. Model the utility tariffs to determine their costs structure and service requirements.
2. Review our wholesale purchase options and cost of service throughout the utility service area.
3. Create Realgy's service plan based on competing with the utility tariff structure and costs.
4. Create a pricing comparison between the utility and Realgy's service plan offering.

Examples can be seen at our web site: www.realgyenergyservices.com

The above process results in a specific offering for use throughout the utility territory or specific offers to residential, commercial and industrial.

Realgy's sales plan includes direct agents, telemarketers, referral services and employees.

Realgy will use both recorded third party verification and paper contracts to enroll customers.

Realgy will supply natural gas (as it has since 2002) for our customers by purchasing wholesale supplies from various suppliers then using our internal nomination and balancing personnel to arrange for deliveries to the various supply points.

Realgy prefers to utilize utility consolidated billing (UCB) where available and that would be the case in Ohio. Where UCB is not available, Realgy has experience providing supply-only invoices and we plan to provide that as needed in Ohio. Our invoices include service period dates, metered quantities, price, and monthly billing amounts. Additional information would be added to comply with Ohio requirements or provide additional detail.

Customer service is provided using online access to customer specific information, call center messaging, employee based customer service, agent directly and through online chat.

Realgy trains all sales and customer service employee and agents. Customer complaint resolution is a top priority. Customer service has discretion to resolve all matters within given parameters and they are encouraged to seek approval from management where circumstances warrant. Realgy always informs customers of their rights to file complaints with the utility and regulatory authority.

Realgy has reviewed the Commission's rules adopted pursuant to Section 4928.10 and 4929.22 of the Ohio Revised Code and will comply.

B-1 “Jurisdictions of Operation” 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 services as of the date of filing the application.

REALGY’S JURISDICTIONS OF OPERATIONS as of the date of filing.

Electric:

- PJM Interconnection
- Midwest Independent System Operator
- Commonwealth Edison Company (Illinois)
- Ameren Illinois (Illinois)
- MidAmerican Energy Company (Illinois service territory)
- Duke Electric Ohio (Ohio)
- AEP Ohio (Ohio)
- First Energy (Ohio)

Natural Gas:

- Nicor Gas (Illinois)
- Peoples Gas Light and Coke Company (Illinois)
- North Shore Gas Company (Illinois)
- Citizens Gas and Coke Utility (Indiana)
- Duke Gas Ohio (Ohio)
- Columbia Gas of Ohio (Ohio)

Realgy has no interest in any other entity providing retail or wholesale electric or natural gas services.

Provided From:

Realgy, Llc DUNS: 94-146-7370

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CreditSignal

Summary

Company Info [Update Company Info](#)

- 1100 New Britain Ave Ste 103

West Hartford, CT 06110

Phone: (860) 233-2270

URL:

- DBA's :

Scores and Ratings

Score / Rating:	Status	Last Date Changed
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PAYDEX®	Fair	04/12/2015
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Delinquency

Predictor Class	Fair	02/10/2016
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Financial

Stress Class	Fair	10/12/2015
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Supplier

Evaluation

Rating	Fair	09/15/2015
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D&B

Rating	N/A	02/10/2016
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D&B

Viability Rating Fair

D&B has recently updated their scores. [Learn how these changes affect your business credit profile.](#)

Alerts

There are currently no alerts issued for this company. If you only recently began monitoring this company, you will not receive your first alerts until score changes or events occur. To configure your alerts notification settings, please [Click Here](#)

[Configure Alerts](#)

Inquiries

You have received 0 new inquiries. Inquiries are the number of individual product(s) purchased by a customer(s) on a D&B D-U-N-S® Number in a rolling one-year(365 days) time period. Although the specific name of the inquiring customer(s) is not available, your product may allow you to see the inquiring customer's industry.

Special Events

You have received 0 new special events. Special events display information on your company such as bankruptcies, suits, liens, mergers, acquisitions or changes in ownership that may impact your relationship with other firms or lending institutions.

Dashboard

Summary

Update Company Info

Tools

Realgy, Llc

DUNS: 94-146-7370

CS CreditSignal

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Summary

Company Info

Update Company Info

1100 New Britain Ave Ste 103

West Hartford, CT 06110

Phone: (860) 233-2270

URL:

DBA's :

Scores and Ratings

Score / Rating:	Status	Last Date Changed
PAYDEX®	Fair	04/12/2015
Delinquency Predictor Class	Fair	02/10/2016
Financial Stress Class	Fair	10/12/2015
Supplier Evaluation Rating	Fair	09/15/2015
D&B Rating	N/A	02/10/2016
D&B Viability Rating	Fair	

D&B has recently updated their scores. [Learn how these changes affect your business credit profile.](#)

Upgrade to CreditBuilder™ Today

Help build your D&B® scores and ratings and benchmark your company against your industry and competitors

Speak with a Credit Advisor to learn more

1-800-700-2733

Alerts

There are currently no alerts issued for this company. If you only recently began monitoring this company, you will not receive your first alerts until score changes or events occur. To configure your alerts notification settings, please [Click Here](#)

Configure Alerts

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Upgrade to View

Special Events

You have received 0 new special events.

Special events display information on your company such as bankruptcies, suits, liens, mergers, acquisitions or changes in ownership that may impact your relationship with other firms or lending institutions.

Upgrade to View

D-1 “Operations” Describe the operational nature of the applicant’s business, specifying whether operations will include the contracting of natural gas purchases for retail sales, the nominations 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.

REALGY’S OPERATIONS

Realgy is a retail energy supplier in Illinois, Indiana, and Ohio. We provide natural gas service in all three states and electric service in Illinois via the PJM Interconnection (PJM) and Midwest Independent System Operator (MISO) and Ohio.

In Ohio since our authorization, we have become certified by Duke Energy Ohio and Columbia Gas of Ohio. Our immediate priority is to become certified by the remaining Ohio Natural Gas Utilities. Realgy will contract for and procure wholesale supply and we will use interstate and intrastate transportation to deliver supplies to the various city gates. We will utilize ancillary services, storage where it is feasible to do so, and comply with all nominations, balancing and curtailment rules and procedures as required. We will schedule our load per the attendant utility and federal and state regulatory protocols and comply with all state regulatory requirements and utility rules.

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, email 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, contact information for each, and list which activities they 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.

REALGY’S OPERATIONS EXPERTISE

As described in this application Realgy has management practice in retail energy spanning 30+ years as of Nov 2022.

Realgy Energy Services is a private and independently owned energy services company and a retail marketer of natural gas and electricity. Realgy Energy Services has been providing natural gas services to customers as follows:

Illinois; non-residential and non-small commercial customers’ alternative gas supplier (AGS) since April 2004 and residential customers since February 2012. ICC docket number 12-0356.

Indiana; authorized supplier of commercial customers behind Citizens Gas since May 2009

Ohio; Competitive Retail Natural Gas Marketer (Case No. 16-1117-GA-CRS) since June 2016.

Realgy has been providing electricity service to customers as follows;

Illinois; Alternative Retail Electric Supplier (ARES) since December 16, 2009. ICC docket number 12-0363.

Ohio; Competitive Retail Electric Service Provider (Case No. 16-055-EL-CRS) approved June 15, 2016.

REALGY’S KEY TECHICAL PERSONNEL

As of 2022:

- **SIXTEEN YEARS ELECTRICAL SALES EXPERIENCE, BUYING AND SELLING POWER AND ENRGY IN WHOLESALE MARKETS**
Michael Vrtis and Doug Gugino
- **TWELVE YEARS OF SCHEDULING EXPERIENCE WORKING FOR AN ENTITY THAT IS EITHER A MEMBER OF PJM, A MARKET PARTICIPANT IN THE MIDWEST ISO, OR HAS A SYSTEM OPERATOR CERTIFICATE FROM NERC, OR HAS EARNED CERTIFIED ENERGY PROCUREMENT**

**PROFESSIONAL STATUS BY THE ASSOCIATION OF ENERGY ENGINEERS
OR EQUIVALENT CERTIFICATION.**

Michael Vrtis and Doug Gugino

- **TWENTY OR MORE YEARS EXPERIENCE WITH ENTERPRISE FINANCIAL
AND ADMINISTRATION RESPONSIBILITIES INCLUDING PROFIT AND
LOSS RESPONSIBILITIES**

Michael Vrtis, Doug Gugino, Laura LaRocco and Dirk Shilling

- **FOURTEEN YEARS ELECTRIC SYSTEM OPERATIONAL EXPERIENCE**

Michael Vrtis and Doug Gugino

NAME	EMAIL	TELEPHONE
Michael Vrtis	michael.vrtis@realgy.com	860-233-2270 x 7000
Doug Gugino	doug.gugino@realgy.com	860-233-2270 x 7001
Laura LaRocco	lauralarocco@realgy.com	860-233-2270 x 7002

**Michael VP Vrtis
Managing Partner**

Michael VP Vrtis is the Managing Partner for Realgy, LLC.

Mr. Vrtis has management responsibility including hiring, daily operations and profit and loss responsibility since 1998. During this period, Realgy Energy Services was begun and has exclusively sold natural gas, electricity and energy information services to retail customers.

In selling natural gas, Michael has utilized North American Energy Standards Board (NAESB) and its predecessor Gas Institute Standards Board (GISB) in contract energy purchases, in addition to private contracts.

Prior to forming Realgy, LLC Michael worked with Kenetch, Inc. as Director Project Development and contributed to the accomplished of; 6 generation projects totaling over 230 MWs; implementing demand side projects totaling over 3 MWs and over \$1,500 million dollars in energy trading and sales. All energy sales involving natural gas included GISB. Commencing operations in 2000 Realgy Energy Services has performed marketing services in 8 states and 14 utility service territories. Michael, as the Managing Partner and founder of Realgy has consistently grown revenues, exercising full P&L responsibilities, trained and managed sales agents and employees and has integrated on-line energy information services to clients.

A native of Chicago, Illinois, Vrtis graduated from the U.S. Merchant Marine Academy with a bachelor degree in Marine Engineering Systems. He went on to earn his Professional Engineering certificate in New York and Connecticut. In addition, he completed the training to assume full responsibility as a Shift Supervisor of nuclear plants under the Department of Energy.

Doug Gugino
Vice-President, Natural Gas Operations

Mr. Gugino joined Realgy in October 2001. Mr. Gugino assumed responsibility for Realgy Energy Service natural gas operation in February 2002. Since then, Mr. Gugino has been responsible for profit and losses, supplier management, regulatory compliance, sales practices and administrative responsible for his direct reports.

Realgy began its wholesale operations, purchasing wholesale for retail, in 2001.

Realgy is a member of PJM, and Mr. Gugino has performed its power scheduling since 2010.

Previous to Realgy, Doug Gugino has a career spanning twenty years with Northeast Utilities, Inc. Doug is currently under a service agreement contract with Realgy.

Mr. Gugino has over 26 years of natural gas sales experience and over 18 years of power and energy sales experience, including profit and loss responsibility. This entire experience was gained using NAESB/GISB criteria and documents.

Douglas Gugino, VP of Operations at Realgy, LLC, has more than 18 years’ experience buying and selling power and energy in wholesale markets. Mr. Gugino began his energy career at Northeast Utilities (NU) in 1982 – working in the company’s fossil fuel procurement department, supplying coal, natural gas and fuel oil to generation stations – also at Select Energy, Inc., NU’s retail marketing subsidiary, responsible for purchase of electricity and natural gas for its retail markets. NU was a member of NARUC, NEPOOL and PJM among others.

While at Select Energy, Doug oversaw its retail natural gas marketing business and directing its Energy Operations function. In these capacities, Doug has overseen the growth from 1,000 Dth/month in the first year, to 1,000,000 Dth/month the second year and to over 2,000,000 Dth per month in the third year. Entering the fourth year - the forward book was approaching 5,000,000 MMBtu per month winter business. The peak day delivery was over 150,000 MMBtu. The business included thousands of retail meters (customers), almost 50,000 forward deal months of wholesale products, across 10 states, 35 distribution companies, and 17 wholesale trading regions.

Doug is the recipient of numerous awards and citations for his public and private service.

Education

- University of Connecticut; Hartford, Connecticut, JD/MBA Dual Degree, Juris Doctor and Master of Business Administration (Finance Concentration)
- Lehigh University; Bethlehem, Pennsylvania, Bachelor of Science in Civil Engineering; Delta Upsilon Fraternity Awards
- Northeast Utilities Chairman’s Award; Retired Member of Connecticut Bar; Beta Gamma Sigma, National Business Honor Fraternity; Graduated with Honors, Lehigh University;

Summer Research Scholarship, Princeton University, Princeton, New Jersey; Tau Beta Pi, National Engineering Honor Fraternity; Chi Epsilon, National Civil Engineering Honor Fraternity; Star Cadet, Top 5% of Freshman Class, United States Military Academy, West Point, New York (transfer to Lehigh University, sophomore through senior years)

Laura LaRocco
Manager, Customer Service

Laura joined Realgy in May 2009. Previous to joining Realgy, Laura had a career spanning 18 years at Unisource Worldwide Inc., where she was responsible for all aspects of Administrative Services to both the Sales and Operations Departments including profit and loss responsibility.

As the Customer Service/Office Manager at Realgy, Laura is responsible for implementing Realgy’s marketing messages, communicating responses to customer inquiries and the satisfaction of all of our customers.

Laura has management responsibility including administration responsibilities related to profit and loss.

Dirk Schilling
CPA

Dirk is a CPA who has over 25 years of accounting, tax and financial consulting experience working with small and mid-sized family businesses. Dirk has worked with client throughout the United States providing support from beginning the planning stages of operations all the way through the eventual transition of ownership. He has provided compliance filings, financial and tax projections, and consulted with owners and management on general business and financial strategies. He graduated from Northern Illinois University in 1990 with a BS in Accounting and started his own Professional Corporation in 2005. He currently serves on several Board of Advisors for clients and his church and resides in Wheaton, IL with his wife Shelley and 2 kids.



139 East Fourth
EX396
Cincinnati, Ohio 45202

November 11, 2022

Realgy, LLC dba Realgy Energy Services has met the Natural Gas Collateral obligations for Duke Energy Corporation as of November 11, 2022.

Tom Hunt

Duke Energy Corp
Certified Supplier Business Center
Tom.Hunt@Duke-Energy.com



Competitive Retail Natural Gas Service Affidavit

County of Hartford :

State of CT :

Michael Vrtis, 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 of Affiant & Title President

Sworn and subscribed before me this 14th day of Nov, 2022
Month Year

Signature of official administering oath

Laura LaRocca, OFFICE MGR
Print Name and Title

My commission expires Notary Public State of Connecticut

My Commission Expires
31st of May 2027

**This foregoing document was electronically filed with the Public Utilities
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in

Case No(s). 16-1117-GA-CRS

Summary: In the Matter of the Application of Realgy LLC