



October 30, 2018

New Hampshire Public Utilities Commission
Debra Howland, Executive Director
21 South Fruit Street, Suite 10
Concord, NH 03301-2429

NHPUC 1 NOV 18 PM 12:42

Re: EnerConnex, LLC Initial Natural Gas Aggregator Registration Application

Dear Ms. Howland:

Enclosed is the Natural Gas Aggregator Registration Application for EnerConnex, LLC.
Per N.H. Code Admin. Rules Puc 3000.

EnerConnex, LLC (ECX) is a domestic Ohio LLC formed on January 26, 2016. ECX was founded to help customers make educated procurement decisions and to provide customers with unbiased energy consulting.

EnerConnex, LLC (ECX) will provide its customers with an end to end procurement process that includes managing the customer's procurement needs, providing market intelligence, developing requests for pricing, analyzing the pricing once it is received, assisting customers through the contracting process and tracking customers' energy contracts and usage history. In addition, EnerConnex, LLC will assist its customers with the analysis of distributed generation projects that use natural gas, and other means that may impact the overall usage and cost of energy to a customer. EnerConnex, LLC has partnered with established companies in the area of distributed generation.

EnerConnex does not trade or ever take title or ownership of natural gas or other energy commodity. EnerConnex will remain supplier neutral and will not have an exclusive relationship with any supplier or group of suppliers.

EnerConnex has had no enrollments in NH prior to NHPUC approval of its registration application.

Information regarding ECX's technical and managerial expertise has been provided to the NHPUC as an addendum to the registration. In addition, a one page marketing piece has also been attached.

This submittal contains one original, two (2) copies, and a check payable to the State of New Hampshire in the amount of \$250. In addition, a pdf copy of the entire application packet has been emailed to



executive.director@puc.nh.gov and to the two LDC contacts along with the appropriate stat analyst at the PUC listed in the General Instructions and checklist.

If you have any questions or concerns about the application, please feel free to contact me.

A handwritten signature in blue ink that reads "Janet Loop".

Janet Loop
Chief Fiscal Officer
EnerConnex, LLC
44 Portland Street, 4th Floor
Worcester, MA 01608
Email: jloop@enerconnex.com
Phone: (508) 769-4929



New Hampshire Initial Application Aggregator of Natural Gas Loads

Registration Per PART Puc 3006.02 Form for Initial and Renewal Registration of Aggregators.

1. The legal name of the applicant as well as any trade name(s) under which it intends to operate in this state:

Legal Name:

EnerConnex, LLC
4140 Clark Shaw Road
Powell, Ohio 43065

2. The applicant's business address, telephone number, email address and website address, as applicable:

a. Business Address:

EnerConnex, LLC
44 Portland St, 4th Floor
Worcester, MA 01608

b. Phone Number (toll-free)

1-(800) 319-0856

c. Email Address:

info@enerconnex.com

d. Website address:

www.enerconnex.com

3. The name(s), title(s), business address(es), telephone number(s), and email address(es) of the applicant if an individual or of the applicant's principal(s) if anything other than an individual:

The Managing Principals are:



Brian Dafferner
President
44 Portland Street, 4th Floor
Worcester, MA 01608
(713) 398-6166
bdafferner@enerconnex.com

Eric Niemeyer
Exec VP of Sales
4140 Clark Shaw Rd
Powell, OH 43065
(614) 595-1321
eniemeyer@enerconnex.com

Anthony (Tony) Barnhart
VP of Business Development
4140 Clark Shaw Rd
Powell, OH 43065
(614) 581-8802
tbarnhart@enerconnex.com

Janet Loop
Chief Fiscal Officer
44 Portland Street, 4th Floor
Worcester, MA 01608
(508) 769-4929
jloop@enerconnex.com

Vitana Melesiute
VP of Energy Markets
44 Portland Street, 4th Floor
Worcester, MA 01608
(508) 612-5947

4. The telephone number of the customer service department or the name, title, telephone number and e-mail address of the customer service contact person of the applicant, including toll free telephone numbers if available:

The customer service contact person is:

Janet Loop
Chief Fiscal Officer
44 Portland Street, 4th Floor
Worcester, MA 01608



Phone: (508) 769-4929
Toll free number: (800) 319-0856
jloop@enerconnex.com

5. A copy of the applicant's authorization to do business in New Hampshire from the secretary of state, if anything other than an individual:

A copy of EnerConnex's authorization to do business in New Hampshire form the secretary of state is attached as Exhibit A.

6. A list of the CNGSs in New Hampshire through which the applicant intends to provide service:
EnerConnex, LLC has agreements with the following CNGS companies through which it intends to provide service to customers:

Agera Energy LLC
Direct Energy Business Marketing, LLC
Shell Energy North America, LP
Sprague Operating Resources, LLC

7. A statement that the applicant is not representing any supplier interest, or a listing of any supplier interest(s) the applicant intends to represent:

EnerConnex, LLC remains CNGS neutral and does not have an exclusive relationship with any supplier or group of suppliers.

8. Payment of the required filing fee:

A check for the initial registration application fee of \$250 is attached to this filing.

The check has been made out to the State of New Hampshire.

Applicant: EnerConnex, LLC

Filed By:



Janet Loop, Managing Member and CFO

Date:

30 October 2018



Exhibit A

Authorization to Do Business in New Hampshire



State of New Hampshire

Department of State



Accepted Date: **10/18/2018**
Business Name: **ENERCONNEX, LLC**
Principal Office Address: **4140 Clark Shaw Rd, Powell, OH, 43065, USA**

RE: Acceptance of Business Formation

This letter is to confirm the acceptance of the following business formation:

Business ID: **805389**
Tracking #: **4198819**
Effective Date: **10/17/2018**
Payment Transaction #: **20189980144896001**

To maintain your business registration in good standing you must maintain a Registered Agent at all times.

You must also file an annual report no later than April 1st of each year. To file your annual report please go to <https://quickstart.sos.nh.gov/online/Account>.

It is incumbent upon you to keep this office informed of address or email changes to ensure that all communications from our office reaches you.

Please visit our website for helpful information regarding all your business needs. If you require assistance or should you have any questions, you may contact the Corporation Division using the information provided below.

Please reference your Business ID in your communication.

Thank you,

New Hampshire Department of State
Corporation Division



State of New Hampshire

Department of State

Filed
 Date Filed : 10/17/2018 06:18:00 PM
 Effective Date : 10/17/2018 06:18:00 PM
 Filing # : 4198819 Pages : 2
 Business ID : 805389
 William M. Gardner
 Secretary of State
 State of New Hampshire

Form FLLC-1
 RSA 304-C:175

APPLICATION FOR REGISTRATION AS A
 FOREIGN LIMITED LIABILITY COMPANY

PURSUANT TO THE PROVISIONS of the New Hampshire Limited Liability Company laws, the undersigned hereby applies for registration to transact business in New Hampshire and for that purpose submits the following statement:

FIRST: The name of the limited liability company is:

ENERCONNEX, LLC

SECOND: The name which it proposes to register and do business in New Hampshire is:

ENERCONNEX, LLC

Principal Business Information:

Principal Office Address:

4140 Clark Shaw Rd	Powell	OH	43065
(no. & street)	(city/town)	(state)	(zip code)

Principal Mailing Address(if different):

44 Portland St, 4th Floor	Worcester	MA	01608
(no. & street)	(city/town)	(state)	(zip code)

Business Phone: **508-769-4929**

Business Email: **documents@incorp.com**

Please check if you would prefer to receive the Annual Report Reminder Notice by email.

THIRD: It is formed under the laws of **Ohio**

FOURTH: The date of its formation is **01/26/2016**

FIFTH: Describe the nature of the business or purposes to be conducted or promoted in New Hampshire (and if known, list the NAICS Code and Sub Code):

Other / Energy Broker/Consultant for Electricity, Natural Gas, Renewables, Demand Response, and Distributed Generation

SIXTH: The name of its registered agent in New Hampshire is:

INCORP SERVICES, INC. (420703)

The complete address of its registered office **IN NEW HAMPSHIRE** (agent's business address) is:

152 S Mast Street	Goffstown	NH	03045
(no. & street)	(city/town)	(state)	(zip code)

The period of its duration is: **Perpetual**

Title: **Manager**
Signature: **Janet Loop**
Name of Signer: **Janet Loop**
Date signed: **10/17/2018**
Effective Date: **10/17/2018 06:18:00 PM**

Complete address of person signing: **44 Portland St, 4th Floor, Worcester, MA, 01608, USA**

Note: The sale or offer for sale of membership interests of the limited liability company will comply with the requirements of the New Hampshire Uniform Securities Act (RSA 421-B). The membership interests of the limited liability company: 1) have been registered or when offered will be registered under RSA 421-B; 2) are exempted or when offered will be exempted under RSA 421-B; 3) are or will be offered in a transaction exempted from registration under RSA 421-B; 4) are not securities under RSA 421-B; OR 5) are federal covered securities under RSA 421-B. The statement above shall not by itself constitute a registration or a notice of exemption from registration of securities within the meaning of sections 448 and 461(i)(3) of the United States Internal Revenue Code and the regulation promulgated thereunder.

*Shall be executed on behalf of the foreign limited liability company by a person with authority to do so under the laws of the state or other jurisdiction of its formation, or, if the foreign limited liability company is in the hands of a receiver, executor, or other court appointed fiduciary, trustee, or other fiduciary, it must be signed by that fiduciary.

DISCLAIMER: All documents filed with the Corporation Division become public records and will be available for public inspection in either tangible or electronic form.

State of New Hampshire
Department of State

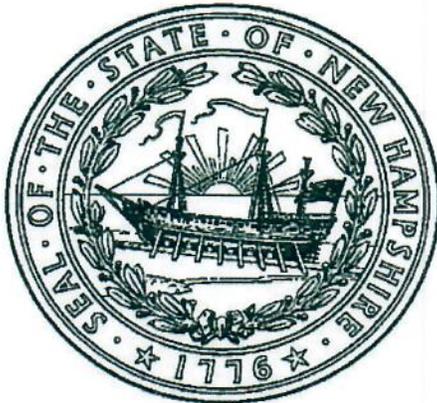
CERTIFICATE OF EXISTENCE

OF

ENERCONNEX, LLC

This is to certify that **ENERCONNEX, LLC** is registered in this office as a **Ohio Limited Liability Company** to transact business in New Hampshire on 10/17/2018 6:18:00 PM.

Business ID: **805389**



IN TESTIMONY WHEREOF,
I hereto set my hand and cause to be affixed
the Seal of the State of New Hampshire,
this 17th day of October A.D. 2018

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

William M. Gardner
Secretary of State



New Hampshire Initial Application Aggregator of Natural Gas Loads Additional Information

Managerial and Technical Competency:

Technical Competency:

Since its creation in January 2016, EnerConnex has assisted customers with their natural gas buying decisions in Massachusetts, New York, Ohio, Michigan, and Texas. As of October 29, 2018, EnerConnex, LLC has 8.7 million DTH in natural gas contracts under management in these states.

EnerConnex has partnered with the most reliable and financially secure suppliers in order to provide its customers with the best terms and pricing options. Customers executed contracts directly with a supplier once they chose a term and price. EnerConnex reviewed the contracts with the customers so they understood what they were signing.

EnerConnex does not trade or take title or ownership of the electricity commodity. EnerConnex remains supplier neutral and does not have an exclusive relationship with any supplier or group of suppliers. EnerConnex does not bill the customers directly for brokerage services. The EnerConnex fee is paid by the supplier.

After a contract is signed, EnerConnex is available to the customer for questions and to handle any issues that may arise over the life of the contract. The Managing Partners use their experience and relationships with suppliers to quickly resolve all customer inquiries.

EnerConnex provides its customers with an end to end procurement process that includes managing the customer's procurement needs, providing market intelligence, developing requests for pricing, analyzing the pricing once it is received, assisting customers through the contracting process and tracking customers' energy contracts and usage history. In addition, EnerConnex will assist customers with the analysis of energy efficiency projects, alternative energy opportunities, lighting and HVAC retrofits, distributed generation projects, demand response programs, and other means that may reduce the overall usage and cost of energy to a customer. EnerConnex has partnered with established companies in the arenas of energy efficiency, lighting and HVAC retrofits, alternative energy sources, and the purchase or renewables sources or credits.

EnerConnex intends to provide the same service that it has provided in Massachusetts, New York, Ohio, Michigan, and Texas to the commercial, industrial and government customers of New Hampshire.



EnerConnex, LLC is now or has been engaged in the brokering of electricity and/or natural gas in the following states:

State	Commodity	License Number
OH	Electric Broker	16-1091E(2)
OH	Nat Gas Broker	16-525G(2)
MA	Electric Broker	EB-390
MA	Retail Agent Nat Gas	RA-172
IL	Electric Broker	16-0543
NJ	Energy Agent	EA-0452
NJ	Energy Consultant	EC-0147
NJ	Private Aggregator	PA-0200
NY	Electric Broker	Not Needed
NY	Nat Gas Broker	Not Needed
RI	Electric Broker	Not Needed
RI	Nat Gas Broker	Not Needed
TX	Electric Broker	Not Needed
CT	Electric Broker	Not Needed
CT	Nat Gas Broker	Not Needed
MI	Nat Gas Broker	Not Needed
KY	Nat Gas Broker	Not Needed
IN	Nat Gas Broker	Not Needed



Managerial Competency:

In terms of Managerial Competency, the resumes for the owners and key employees can be found at the back of this attachment. The owners and key employees have over 100 years of combined experience in the energy industry and below is a summary of their qualifications.

Brian Dafferner, who is the President of EnerConnex, is an established retail energy sales leader with over nineteen years of experience in the industry working in various roles for energy suppliers and brokerage firms. Helped found, build, oversee and eventually sell an energy brokerage company with over 10M in annual sales. Involved in energy procurement, efficiency, and sustainability services for large commercial and industrial customers since California deregulated in 1998.

Brian started his career within the retail energy sector in a sales role at Reliant Energy in 1998. After subsequent stops at Enron and Shell Trading, he helped to launch GSE Consulting in 2002 where he served as President for over nine years. GSE Consulting was eventually sold to World Energy Solutions in late 2011.

One of the founding members of TEPA (The Energy Professionals Association) formed in 2005, a 501 (c) organization specializing in providing market knowledge to energy consumers while upholding the integrity of the deregulated retail energy markets. Helped develop a standardized code of conduct and bylaws for member aggregators, brokers and consultants. Received a Bachelors in Business Administration at the University of Colorado in Boulder.

Eric Niemeyer, who is Exec VP of Sales, is an accomplished retail energy sales leader with 20+ years of experience in developing long term business-to-business relationships. He has worked in numerous leadership roles for energy suppliers and brokerage companies while maintaining one of the largest books of business in the industry. Areas of expertise include; electricity and natural gas procurement, energy conservation, demand response, and distributed generation.

Eric began his career in the energy industry at Enron Energy Services working in various sales roles. As Director of Sales he was responsible for growing new and emerging markets and maximizing electricity & natural gas market share. Eric joined Energy Gateway in 2002 where he was a Managing Partner & Vice President. Eric was instrumental in helping to build the company and contributed to creating one of the very first online exchanges for electricity and natural gas transactions. In 2007 Energy Gateway was acquired by World Energy Solutions. During his eight years at World Energy Solutions, Eric was VP of Sales where he continued in developing relationships with his customers – some of whom he had worked with for over a decade and a half.

Eric firmly believes in taking care of the customer which has translated into firm and longstanding relationships over the years. He has brought this same customer-centric approach with him in his role as Managing Partner at EnerConnex.



Janet Loop, is the Chief Fiscal Officer and acts as VP of Energy Markets, is an energy industry veteran with over 30 years of experience in the electricity and natural gas markets. She has been involved in utility rate/tariff design, energy efficiency program implementation, deregulation rule setting, regulatory compliance and most importantly electricity and natural gas procurement.

Janet began her career working for Boston Edison (now known as Eversource Energy) where she learned the intricacies of the retail energy markets including; pricing design, regulatory compliance, energy efficiency programs along with the workings of unregulated subsidiaries. In 2001, she joined SmartEnergy, an electricity supply leader in the early days of deregulation. It was here that Janet became versed in electricity and natural gas procurement. In 2004, Janet joined World Energy Solutions as a Market Director. During her 12 years with World Energy Solutions, Janet procured energy for customers in the NY, New England, PJM, Texas and Canadian markets. She handled one of the largest back office operations books in the industry while implementing a proactive, educational, and customer-centric procurement practice. While with World Energy Solutions, Janet handled the electricity and natural gas procurements for the Commonwealth of MA, the Commonwealth of PA, and GSA's New England and New York regions. In addition, her regulatory experience with Boston Edison, allowed Janet to create all of the regulatory filings needed for World Energy Solutions to obtain and maintain its broker licenses across multiple jurisdictions.

Vitana Melesiute, is the chief VP of Energy Markets, and Vitana is an established leader in the retail energy industry with more than 17 years of experience marketing energy commodity products and services to large C&I customers. She has worked with Fortune 500 companies in developing customized strategies for energy procurement, demand side management, and energy efficiency planning and implementation.

Prior to joining EnerConnex, Vitana worked in various roles at World Energy Solutions, a leading energy brokerage firm that pioneered the use of the auction platform. Since inception, she was an integral part of World Energy's evolution into one of the largest energy brokerage companies in the country. Vitana was the first employee hired by the founder of World Energy Solutions and helped to build it into a publicly traded company with over 120 employees when it was sold to EnerNOC in 2015. Vitana directed World Energy's new market entrance program, while transacting over 50 TWh in energy contracts for commercial, industrial, and government clients. Vitana trained numerous sales and analyst personnel in the intricacies of the energy markets and the energy brokerage world. As a Market Director over the PJM, MISO, NYISO, CAISO and ERCOT markets, her extensive market expertise enabled her to drive customer success by taking advantage of market opportunities while advocating on behalf of the client. While with World Energy Solutions, Vitana handled procurements for the State of Maryland (DGS), Montgomery County Public Schools, and Adventist Healthcare.



Tony Barnhart, is the VP of Business Development. Tony is a proven leader with nearly thirty years in the retail and wholesale energy markets. Serving in various roles in Executive Management, Sales, Regulatory and General Management, he has dedicated his career to assisting utilities, industrial and commercial customers manage energy requirements enabling them to reduce costs and mitigate risk.

Throughout his career, Tony has held senior executive roles at several leading energy companies; from start-ups with successful exits, to major firms leading a divestiture. He has in-depth experience on both the supply side and brokerage side of the business. Tony helped co-found and grow a retail energy supplier that eventually was acquired by a larger supplier. He also helped build an energy brokerage company as a member of the leadership team tripling the company's energy procurement revenues while broadening its service offerings and later positioning the company for acquisition at 18x EBITDA. More recently, Tony helped lead an Australian energy software company's US entry by establishing organic sales while acquiring an energy efficiency rebate management firm. Under his leadership, the firm went from negative to positive earnings in less than a year.

Our Energy Expertise. Your Energy Savings.

Learn how our extensive energy supplier network, hyper-competitive pricing and consultative approach will deliver the best results for you.



ECX Marketplace platform

Our point of difference centers around a unique, proprietary cloud-based pricing tool that empowers customers to test multiple pricing events simultaneously – including contract-term length, pricing structures, green power mixes, segmentation by region and load type – to get results in real time.



Experience you can count on

Each member of our team comes with over 20 years of energy experience. We offer market intel and unbiased guidance to optimize an energy procurement strategy and minimize risk. And it's all simpler with one point of contact for all your energy needs.



Hyper-competitive pricing

Our innovative online pricing events are designed to compel suppliers to deliver the lowest possible price in order to outbid the competition. The format shortens the supplier bidding window, reducing supplier risk premiums. And with an extensive network of energy suppliers spanning North America, we can guarantee greater competition – and lower prices.



Renewable energy expertise

EnerConnex helps organizations reach their internal sustainability targets with on-site energy offset measures, as well as assisting with the purchase of renewable energy sources. We can help with energy supplier negotiations to include a designated percentage of green power within your agreement and keep a detailed report of your carbon footprint reduction.



Continued guidance & support

Our innovative online pricing platform gives you transparent access into the state of your energy procurement strategy. You can also track the status of contracts against current market conditions after initial negotiation and execution. The ECX Marketplace platform allows you to make real-time decisions based on constantly fluctuating conditions, so when the market changes, your energy strategy can change along with it.

Schedule a demo today or learn more at EnerConnex.com.

enerconnex