



NHPUC 1APR'19PM1:21

March 27, 2019

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

Re: EnerConnex, LLC Initial Electric Aggregator Registration Application

Dear Ms. Howland:

Enclosed is the Electric Aggregator Registration Application for EnerConnex, LLC.  
Per N.H. Code Admin. Rules Puc 2000.

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 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 does not trade or ever take title or ownership of electricity 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, three marketing pieces have also been attached.



This submittal contains one original, two (2) copies, and a check payable to the New Hampshire Public Utilities Commission in the amount of \$250. In addition, a pdf copy of the entire application packet has been emailed to [executive.director@puc.nh.gov](mailto:executive.director@puc.nh.gov).

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". The signature is fluid and cursive, with the first name "Janet" and last name "Loop" clearly distinguishable.

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





## Electric Load Aggregation Application Form

This form may be used to: (1) apply for initial registration as an electric load aggregator in New Hampshire, (2) apply for renewal of registration as an electric load aggregator in New Hampshire, and (3) notify the Commission of any changes to information in a previously-filed electric aggregator application form. *This form is provided as a convenience for filing only; you are required to provide all information specified under Puc 2006.02 when applying for initial or renewal registration as an electric aggregator, but you are not required to use this form when doing so.*

Indicate whether this application is for an initial registration or for a renewal. Initial <input checked="" type="checkbox"/> Renewal <input type="checkbox"/>		
Applicant's General Information		
Puc 2006.02(a)	Legal Name	EnerConnex, LLC
	Trade Name (d/b/a) (if applicable)	
Puc 2006.02(b)	Business Mailing Address	44 Portland St, 4 <sup>th</sup> Floor Worcester, MA 01608
	Telephone Number	800-319-0856
	E-Mail Address	info@enerconnex.com
	Website Address (if applicable)	www.enerconnex.com
	Provide the name(s), title(s), business address(es), telephone number(s), and e-mail address(es) of the applicant, if an individual, or of the applicant's principal(s), <sup>1</sup> if the applicant is anything other than an individual. Use additional sheets if your response exceeds the space provided on the form.	
Puc 2006.02(c)	Name	Brian Dafferner
	Title	President
	Business Mailing Address	44 Portland St, 4 <sup>th</sup> Floor Worcester, MA 01608
	Telephone Number	713-398-6166
	E-Mail Address	bdafferner@enerconnex.com
	Name	Eric Niemeyer
	Title	Exec VP of Sales
	Business Mailing Address	4140 Clark Shaw Road Powell, OH 43065
	Telephone Number	614-595-1321
	Email Address	eniemeyer@enerconnex.com
	Name	Anthony Barnhart
	Title	VP Business Development
	Business Mailing Address	4140 Clark Shaw Road Powell, OH 43065
	Telephone Number	614-581-8802
	E-Mail Address	tbarnhart@enerconnex.com

<sup>1</sup> "Principals" means, for a corporation, any of its officers, directors, or controlling shareholders, for a limited liability company, any of its managers or controlling members, for a partnership, any of its general partners, and for any other business entity, any of its personnel exercising executive functions and any of its controlling equity owners.



Customer Service Contact		
Puc 2006.02(d)	Name	Janet Loop
	Title	Chief Fiscal Officer
	Telephone Number	508-769-4929
	Toll-Free Telephone Number (if available)	800-319-0856
	E-Mail Address	jloop@enerconnex.com

Customer Complaints Contact		
Puc 2006.02(e)(1)	Name	Janet Loop
	Title	Chief Fiscal Officer
	Business Mailing Address	44 Portland St, 4 <sup>th</sup> Flr
		Worcester, MA 01608
	Telephone Number	508-769-4929
	E-Mail Address	jloop@enerconnex.com

Regulatory Compliance Matters Contact		
Puc 2006.02(e)(2)	Name	Janet Loop
	Title	Chief Fiscal Officer
	Business Mailing Address	44 Portland St, 4 <sup>th</sup> Flr
		Worcester, MA 01608
	Telephone Number	508-769-4929
	E-Mail Address	jloop@enerconnex.com

Commission Assessment Payments Contact		
Puc 2006.02(e)(3)	Name	Janet Loop
	Title	Chief Fiscal Officer
	Business Mailing Address	44 Portland St, 4 <sup>th</sup> Flr
		Worcester, MA 01608
	Telephone Number	508-769-4929
	E-Mail Address	jloop@enerconnex.com

Separate Attachments: Business Authority and Trade Name	
Puc 2006.02(f)	Provide, as a separate attachment, evidence of the applicant's authorization to do business in New Hampshire from the New Hampshire secretary of state by submitting either of the following: (1) a recent printout of the applicant's listing on the N.H. Secretary of State website with the status "In Good Standing" or words of similar import; or  (2) a copy of a certificate from the N.H. Secretary of State's office stating that the applicant is authorized to do business in New Hampshire.
Puc 2006.02(g)	Provide, as a separate attachment, evidence of the applicant's registration of the trade name, if any, to be used by the applicant in New Hampshire from the New Hampshire secretary of state by submitting either of the following: (1) a recent printout of the applicant's trade name on the N.H. Secretary of State website with the status "Active" and indicating that the trade name is owned by the applicant; or  (2) a copy of a certificate from the N.H. Secretary of State's office indicating that the applicant has registered as doing business under the trade name.





Statements Regarding Applicant and its Principals		
	Please respond to each of the following questions with either "Yes" or "No."	
Puc 2006.02(h)(1)	Has applicant or any of its principals ever been convicted of any felony that has not been annulled by a court?	NO
Puc 2006.02(h)(2)	Has applicant or any of its principals, within the 10 years immediately prior to application, had any civil, criminal, or regulatory sanctions or penalties imposed against it, him, or her pursuant to any state or federal consumer protection law or regulation?	NO
Puc 2006.02(h)(3)	Has applicant or any of its principals, within the 10 years immediately prior to application, settled any civil, criminal, or regulatory investigation or complaint involving any state or federal consumer protection law or regulation?	NO
Puc 2006.02(h)(4)	Is applicant or any of its principals currently the subject of any pending civil, criminal, or regulatory investigation or complaint involving any state or federal consumer protection law or regulation?	NO
Puc 2006.02(h)(5)	Has applicant or any of its principals been denied authorization to provide competitive electricity supply service or electric aggregation service in any other state or jurisdiction?	NO
	If an affirmative answer is provided to any item above, then provide a detailed explanation of the occurrence and the related circumstances. Use additional sheets as needed.	

Other States		
Puc 2006.02(i)	Please list other states or jurisdictions in which the applicant currently conducts business relating to the aggregation of electric customers.	SEE ATTACHED

Statement Regarding Supplier Representation		
Puc 2006.02(j)	Please respond to the following question with either "Yes" or "No." Is the applicant representing any supplier interest?	NO
	If the response to the preceding question is "Yes," please list the supplier(s) represented. Use additional sheets if needed.	

Expected Marketing Start Date		
Puc 2006.02(k)	Provide the date upon which the applicant expects to commence marketing its services to customers in New Hampshire.	MAY 1 2019 Date

Attestation and Signature		
Puc 2006.02(l) and (m)	<p>BY SIGNING BELOW, THE APPLICANT REPRESENTATIVE CERTIFIES THAT IT HAS THE AUTHORITY TO FILE THE APPLICATION ON BEHALF OF THE AGGREGATOR AND ATTESTS THAT THE CONTENTS OF THE APPLICATION ARE TRUTHFUL, ACCURATE, AND COMPLETE.</p> <p><i>Janet Loop</i> Signature of the applicant or its authorized representative</p> <p>Name: <i>Janet Loop</i></p> <p>Title: <i>Managing Member / Chief Fiscal Officer</i></p>	<p><i>27 March 2019</i> Date</p>

Filing Instructions		
	<p>1) Mail an original and two paper copies of this form and all separate attachments to: Executive Director, NHPUC, 21 South Fruit St., Suite 10, Concord, NH 03301</p> <p>2) E-mail a PDF of this form and all separate attachments to: <a href="mailto:Executive.Director@puc.nh.gov">Executive.Director@puc.nh.gov</a></p>	



## Managing Principals

Brian Dafferner  
President  
44 Portland Street, 4<sup>th</sup> Floor  
Worcester, MA 01608  
(713) 398-6166  
[bdafferner@enerconnex.com](mailto:bdafferner@enerconnex.com)

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

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

Janet Loop  
Chief Fiscal Officer  
44 Portland Street, 4<sup>th</sup> Floor  
Worcester, MA 01608  
(508) 769-4929  
[jloop@enerconnex.com](mailto:jloop@enerconnex.com)

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



# 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:

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

Principal Mailing Address(if different):

<b>44 Portland St, 4th Floor</b>	<b>Worcester</b>	<b>MA</b>	<b>01608</b>
(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:

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

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

**Mailing Address** - Corporation Division, NH Department of State, 107 North Main Street, Room 204, Concord, NH 03301-4989

**Physical Location** - State House Annex, 3rd Floor, Room 317, 25 Capitol Street, Concord, NH

**Phone:** (603)271-3246 | **Fax:** (603)271-3247 | **Email:** corporate@sos.nh.gov | **Website:** sos.nh.gov



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

I, William M. Gardner, Secretary of State of the State of New Hampshire, do hereby certify that ENERCONNEX, LLC is a Ohio Limited Liability Company registered to transact business in New Hampshire on October 17, 2018. I further certify that all fees and documents required by the Secretary of State's office have been received and is in good standing as far as this office is concerned.

Business ID: **805389**

Certificate Number: **0004468605**



IN TESTIMONY WHEREOF,

I hereto set my hand and cause to be affixed  
the Seal of the State of New Hampshire,  
this 27th day of March A.D. 2019.

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

William M. Gardner  
Secretary of State





DATE	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
01/28/2016	201602702710	DOMESTIC FOR PROFIT LLC - ARTICLES OF ORG (LCP)	99.00	0.00	0.00	0.00	0.00

**Receipt**

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

MARK E PHILLIPS  
107 W JOHNSTOWN RD  
GAHANNA, OH 43230

# STATE OF OHIO CERTIFICATE

Ohio Secretary of State, Jon Husted  
3856033

It is hereby certified that the Secretary of State of Ohio has custody of the business records for  
**ENERCONNEX, LLC**

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

Document(s)

**DOMESTIC FOR PROFIT LLC - ARTICLES OF ORG**  
Effective Date: 01/26/2016

Document No(s):

**201602702710**

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  
28th day of January, A.D. 2016.

Ohio Secretary of State



Form 533A Prescribed by:  
Ohio Secretary of State

**JON HUSTED**  
Ohio Secretary of State

Central Ohio: (614) 466-3910  
Toll Free: (877) SOS-FILE (767-3453)  
[www.OhioSecretaryofState.gov](http://www.OhioSecretaryofState.gov)  
[Busserv@OhioSecretaryofState.gov](mailto:Busserv@OhioSecretaryofState.gov)

Mail this form to one of the following:

Regular Filing (non expedite)  
P.O. Box 670  
Columbus, OH 43216

**Expedite Filing (Two-business day processing time requires an additional \$100.00).**  
P.O. Box 1390  
Columbus, OH 43216

## Articles of Organization for a Domestic Limited Liability Company

**Filing Fee: \$125**

**CHECK ONLY ONE (1) BOX**

(1) ☒ Articles of Organization for Domestic For-Profit Limited Liability Company (115-LCA)

(2) ☐ Articles of Organization for Domestic Nonprofit Limited Liability Company (115-LCA)

Name of Limited Liability Company	EnerConnex, LLC
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Name must include one of the following words or abbreviations: "limited liability company," "limited," "LLC," "L.L.C.," "Ltd.," or "Ltd."

Effective Date  
(Optional)

mm/dd/yyyy

(The legal existence of the limited liability company begins upon the filing of the articles or on a later date specified that is not more than ninety days after filing)

This limited liability company shall exist for  
(Optional)

Period of Existence

Purpose  
(Optional)

**\*\*Note for Nonprofit LLCs**

The Secretary of State does not grant tax exempt status. Filing with our office is not sufficient to obtain state or federal tax exemptions. Contact the Ohio Department of Taxation and the Internal Revenue Service to ensure that the nonprofit limited liability company secures the proper state and federal tax exemptions. These agencies may require that a purpose clause be provided.



**ORIGINAL APPOINTMENT OF AGENT**

The undersigned authorized member(s), manager(s) or representative(s) of

EnerConnex, LLC

Name of Limited Liability Company

hereby appoint the following to be Statutory Agent upon whom any process, notice or demand required or permitted by statute to be served upon the limited liability company may be served. The name and address of the agent is

Mark E. Phillips

Name of Agent

107 W. Johnstown Road

Mailing Address

Gahanna

City

Ohio

State

43230

ZIP Code

**ACCEPTANCE OF APPOINTMENT**

The undersigned, Mark E. Phillips named herein as the statutory agent

Statutory Agent Name

for EnerConnex, LLC

Name of Limited Liability Company

hereby acknowledges and accepts the appointment of agent for said limited liability company

Statutory Agent Signature

Individual Agent's Signature / Signature on Behalf of Business Serving as Agent

By signing and submitting this form to the Ohio Secretary of State, the undersigned hereby certifies that he or she has the requisite authority to execute this document.

**Required**

Articles and original appointment of agent must be signed by a member, manager or other representative.

If authorized representative is an individual, then they must sign in the "signature" box and print their name in the "Print Name" box.

If authorized representative is a business entity, not an individual, then please print the business name in the "signature" box, an authorized representative of the business entity must sign in the "By" box and print their name in the "Print Name" box.

  
Signature

By (if applicable)

Mark E. Phillips

Print Name

Signature

By (if applicable)

Print Name

Signature

By (if applicable)

Print Name





## Technical and Managerial Competency

### Technical Competency:

Since its creation in January 2016, as a Domestic LLC in Ohio, EnerConnex has assisted customers with their energy buying decisions in Ohio, Illinois, Maryland, Massachusetts, New Jersey, New York, Texas and CT. As of Feb 28, 2019, EnerConnex, LLC has \$3.5 million in electricity 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.

Please see the marketing materials provided— this will give you an idea of the procurement services EnerConnex provides.

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



**Managerial Competency:**

In terms of Managerial Competency, the resumes for the owners and key employees can be found at the back of this attachment along with a corporate organization chart as of February 28, 2019. 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.





## Listing of States in Which EnerConnex Conducts Business

State	Commodity	License Number
OH	Electric Broker	16-1091E(2)
OH	Nat Gas Broker	16-525G(2)
IL	Electric Broker	16-0543
MA	Electric Broker	EB-390
MA	Retail Agent Nat Gas	RA-172
MD	Electric Broker	IR-4132
MD	Nat Gas Broker	IR-4131
NH	Nat Gas Broker	DM 18-170
NJ	Energy Agent	EA-0452
NJ	Energy Consultant	EC-0147
NJ	Private Aggregator	PA-0200
CT	Electric Broker	Not Needed
CT	Nat Gas Broker	Not Needed
IN	Nat Gas Broker	Not Needed
KY	Nat Gas Broker	Not Needed
NY	Electric Broker	Not Needed
MI	Electric Broker	Not Needed
MI	Nat Gas 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
PA	Electric Broker	Filed March 22 2019
PA	Nat Gas Broker	Filed March 25 2019



**EXHIBIT A****EnerConnex, LLC  
Capitalization**

<b><u>Member</u></b>	<b><u>Address</u></b>	<b><u>Units</u></b>	<b><u>Percentage of Ownership</u></b>	<b><u>Member Since:</u></b>
SJI Energy Investments, LLC	1 S. Jersey Plaza Folsom, NJ 08037	25	25%	5- 24-2018
Eric Niemeyer	4140 Clark Shaw Road Powell, OH 43065	18.3	18.3%	1-26-2016
Brian Dafferner	75 Wood Manor Pl. The Woodlands, TX 77381	18.3	18.3%	10-31-2016
Janet Loop	44 Portland Street Worcester, MA 01608	14.59	14.59%	7-18-2016
Vitana Melesiute	44 Portland Street Worcester, MA 01608	14.59	14.59%	7-18-2016
CORE Marketplace, LLC, a Texas limited liability company	2855 Mangum Road, Suite 122 Houston, TX 77092	3.72	3.72%	11-1-2017
Dadonne, LLC	44 Portland Street Worcester, MA 01608	3.0	3.0%	10-31-2016
Anthony Barnhart	5430 Forest Highland Court Westerville, Ohio 43082	2.5	2.5%	10-23-2018



## We Look Out For Your Energy Interests

### How We Can Help You

#### COMPETITIVE SOURCING

We present energy suppliers with the opportunity to compete for your business, so you can get the best price, terms, conditions, and pricing structure

#### UNBIASED ADVOCATE

We help you get the best possible deal by remaining independent while we evaluate suppliers and advise you on the best offering for your business

#### Connecting Energy Buyers and Sellers

EnerConnex takes the complexity out of energy management and creates bottom-line impact for customers throughout the United States, Canada, and Mexico. With an extensive network of energy suppliers and volume of electricity and natural gas transactions, EnerConnex has the buying power to deliver real savings to your business.

#### ENERGY EFFICIENCY

We conduct an energy audit and secure utility incentives before modernizing your facilities to reduce your energy consumption and improve your bottom line

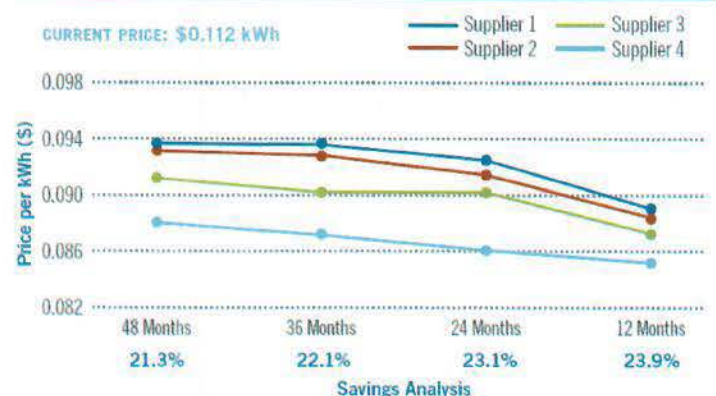
#### DEMAND MANAGEMENT

We give you options to gain more control over market volatility and peak demand through demand response, on-site generation and energy offset alternatives

### Rely on the energy experts.

The EnerConnex management team has been servicing **business, institutional, utility** and **government** customers of all sizes for more than two decades. **Our Goal:** to simplify the complicated energy markets around us, acting as an advocate and advisor for our customers to help them get the energy they need at the lowest available rates, in the most efficient manner possible.

#### Offer Analysis



We deliver bottom line results by lowering the price you pay for energy, minimizing the quantity you use, and maximizing the incentive dollars available to you.





## Your Trusted Energy Advisor

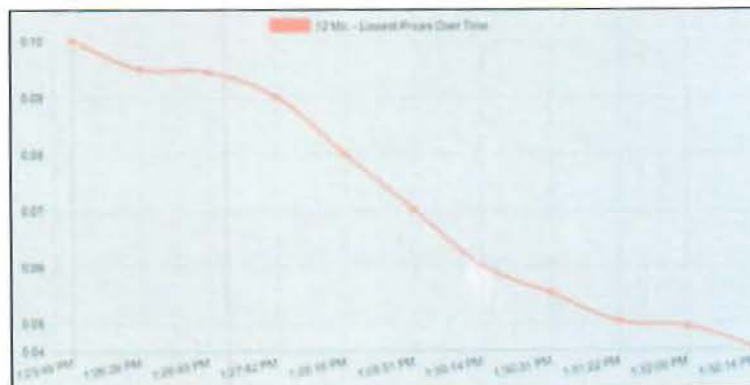
- Comprised of energy professionals with extensive experience in **Retail** and **Wholesale** electricity and natural gas markets across North America
- Independent advisor that provides in-depth analysis of energy markets specific to your facility locations
- We help you solidify a purchasing strategy based upon tolerance for risk, budgetary needs, and market outlook
- Our Market Directors act as an extension of your company, before and after the transaction, to ensure that the services you select align with your business goals and market conditions
- Create supplier transparency through a formal, hyper-competitive bid process
- Incorporate corporate sustainability initiatives into your purchasing strategy
- Secure the optimal price, terms, conditions, and pricing structures available
- Evaluate on-site generation and energy offset alternatives for demand-side savings opportunities
- Identify available rebates and incentives to benchmark and implement efficiency measures

[www.enerconnex.com](http://www.enerconnex.com)

## ecx»marketplace

ECX Marketplace is the latest online bidding technology used by businesses and utilities to transact more efficiently and in real time. The platform design compels suppliers to deliver the lowest possible price while putting you in control.

- **Secure the lowest market price**
- **Save time, improve efficiency**
- **Create multiple procurement events with customized pricing parameters**
- **Manage contracts and renewals**
- **Open & closed auctions, direct source**



### Our People – energy auction pioneers:

- Over **19,000** successful online energy auctions completed
- Over **150 million MWh** and **8,000 BCF** transacted

### Our Platform – tested and proven:

- More than **200,000** executed energy transactions
- More than **110 million MWh** and **2,000 BCF** managed
- Servicing more than **80,000** customers



Phone: (800)-319-0856

Email: [info@enerconnex.com](mailto:info@enerconnex.com)



# ecx»marketplace

## Connecting Energy Buyers and Sellers

EnerConnex delivers unmatched energy procurement through an online pricing tool that simplifies and optimizes the energy procurement process. Developed by pioneers of the online reverse auction, ECX Marketplace uses the latest technology that allows for management of complex energy products and pricing structures. ECX Marketplace is superior to other online energy pricing technologies for three important reasons:

### 1) Process 2) Technology 3) Expertise

#### Process

Create hyper competitive online pricing events using a unique design which compels suppliers to deliver the lowest possible price as they compete to outbid the competition. The format shortens the supplier bidding window, which in turn reduces supplier risk premiums resulting in lower bids. EnerConnex has the most extensive network of energy suppliers spanning North America. The greater the competition, the lower the price.

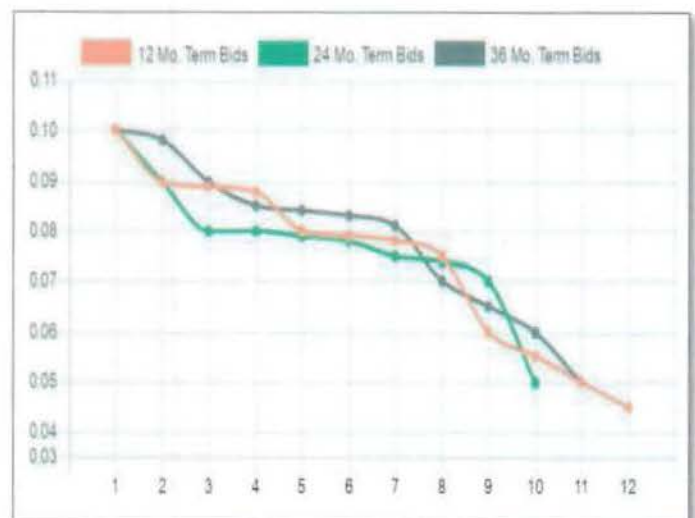
#### Technology

ECX Marketplace is a real-time cloud based pricing tool with the ability to create and test multiple pricing parameters such as contract term length, pricing structures, green power mixes as well as segmentation by location and load type. Each procurement event is electronically timed and date stamped for compliance standards.

***Request a Demo - See what ECX Marketplace can do for your business.***

## Simplify & Optimize... the procurement process.

- Secure the lowest available price
- Save time, improve efficiency
- Create online procurement events with multiple pricing parameters
- Manage contracts and renewals
- Track results for compliance standards



#### Expertise

EnerConnex provides the market intelligence and support you need giving you the confidence to make the best energy purchasing decisions. Our market directors each have 20+ years of experience in deregulated energy markets. Our team will help you develop the optimum energy procurement strategy to minimize risk and optimize results.

# **>>enerconnex**

*Energy Management & Procurement*





# Who We Are

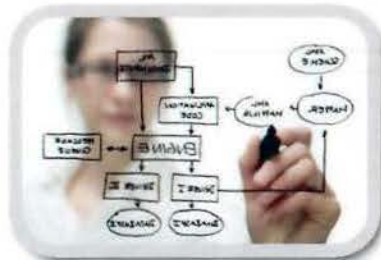
**EnerConnex** is an energy procurement and management firm helping companies implement strategies to manage, control and reduce energy costs across the United States, Canada, and Mexico.

We have the **Experience**, **Process**, and **Technology** to deliver optimum results to buyers and sellers of energy commodities.

**Who We Serve:** Commercial, Industrial, Government, Institutional, Utilities



**EXPERIENCED  
PEOPLE**



**PROVEN  
PROCESS**



**INNOVATIVE  
TECHNOLOGY**

**» enerconnex**





# Who We Are

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**EnerConnex** takes the complexity out of energy management to deliver real bottom-line impact.

We deliver results by focusing on the **price you pay**, the **quantity you use**, and **when and how you use it**.

$$E = P \times Q - i$$

Total Energy Cost =  
Price times Quantity minus incentives

With an **extensive network of energy suppliers**, efficiency, and sustainability partners, **EnerConnex** has the buying power to deliver optimum results to your energy cost line item.

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# What We Do

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**Customized analysis** of current energy situation; benchmarking, market analysis, usage forecasting, savings projections, and relevant threats & opportunities.

**Review business objectives**; current cost model, critical event timing, appetite for risk, and other variables.

**Set priorities** in collaborative working session, establish & refine our implementation strategy.

**Develop an action plan** based on outputs; go to market.



## **EnerConnex Energy Management Services**

- Energy Procurement
- Energy Efficiency
- Distributed Generation
- Bill Auditing & Resolution
- Demand Side Management
- Solar Solutions

**»enerconnex**





# How We Do It

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**EnerConnex** delivers unmatched energy procurement capabilities through an online pricing tool that simplifies and optimizes the buying/selling process.

Developed by pioneers of the online reverse auction:

**ecx»marketplace**

1. **Squeezes** margins while attracting bidders
2. **Shortens** the buying/selling process
3. **Produces** a compliance-ready audit
4. **Customizable** per customer requirements
5. **Proves** best available price was achieved...

**»enerconnex**





# How We Do It

Enhance your RFQ process and leverage additional liquidity.

Companies turn to **ECX Marketplace** for complex product structures and real-time pricing feedback. Our online bidding platform design and extensive supplier network drives hyper-competition delivering the best available market price.

Your Existing  
Process



ECX  
Marketplace



Technology  
Proven Results



**BID**



**»enerconnex**



# How We Do It

---

- Increased supplier participation resulting in greater competition
- Innovative and effective RFQ process via proprietary **ECX Marketplace** online pricing tool; Direct Source, Sealed Bid, Reverse Auction.
- In depth market analysis & support specific to each customer location
- Total transparency for pricing events
- Fair and objective outcomes
- Superior and accountable results



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# The Process

## BEFORE

- Benchmarking
- Market Intelligence
- Data Management & Load Profiling
- Objective Definition
- Green Requirements
- RFP Architecture
- Solicitation Development
- Supplier Sourcing and Vetting
- Contract Reviews
- Process Management

## - EVENT -

REVERSE  
AUCTION

SEALED  
BID

DIRECT  
SOURCE

## AFTER

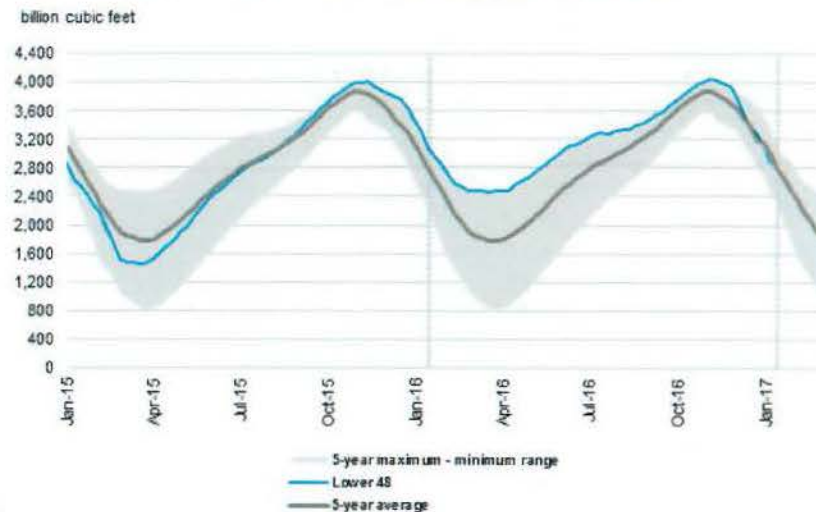
- Contracting Support
- Refresh Objective
- Market Intelligence
- Follow-on Posting
- Data Management & Reporting
- Billing Support
- Market Rules Monitoring
- Sustainability Strategy Support
- Planning Support for Next Transaction

# Market Intelligence

**ECX Energy Market Update** keeps you up to date with valuable market data pulled directly from our data feeds on a weekly basis.

- Natural Gas Storage Report
- Bear/Bull Market Drivers
- Natural Gas & WTI Crude Oil Strips
- Power Strips - PJM, NYISO, Mass Hub, ERCOT, CA SP15 & NP15
- PJM Capacity Prices
- New England Capacity Prices
- NOAA Weather Forecast

Working gas in underground storage compared with the 5-year maximum and minimum



Source: U.S. Energy Information Administration



# Benchmarking

Gain a better understanding of your overall energy situation. **EnerConnex** will **obtain**, **track**, and **maintain** critical energy information and KPI's so you can more effectively manage your energy spend.

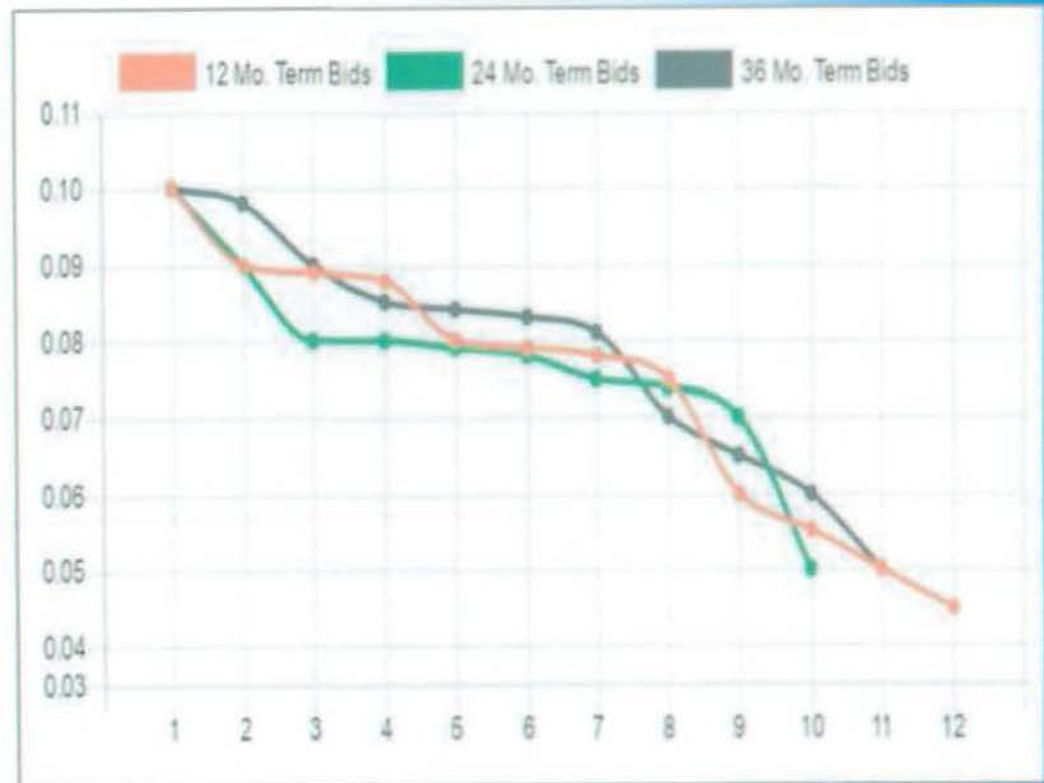
State	Incumbent Supplier	Electric Utility	Current Rate (\$/kWh)	Current Term	Est. Annual Usage	Est. Annual Spend	Expiration - Renewal Date	Indicative Bid	Est. % Savings	Est. Annual Savings
Texas										
TX	Out of Contract	CNP, Oncor, AEP, TNMP	\$0.04764		4,910,960	\$ 233,958	Feb-16	\$0.04128	13%	\$ 31,234
TX	Reliant	CNP, Oncor, AEP, TNMP	\$0.05280	12	9,503,416	\$ 501,780	Feb-16	\$0.04128	22%	\$ 109,479
Ohio										
OH	First Energy	DPL	\$0.05720	28	72,032	\$ 4,120	Apr-17	\$0.06897	-21%	\$ (848)
OH	First Energy	DPL	\$0.05720	12	362,146	\$ 20,715	Dec-14	\$0.06390	-12%	\$ (2,426)
OH	First Energy	AEP (CS)	\$0.06610	36	1,283,705	\$ 84,853	May-16	\$0.07250	-10%	\$ (8,216)
OH	Direct Energy	Ohio Edison, CE, TE	\$0.06005	36	13,135,667	\$ 788,797	May-17	\$0.05650	6%	\$ 46,632
OH	Out of Contract	Ohio Edison, AEP, CE, DPL	\$0.10200		1,180,453	\$ 120,406	May-17	\$0.05176	49%	\$ 59,306
Connecticut										
CT	Liberty Power	CLP	\$0.08669	36	216,629	\$ 18,780	Jul-16	\$0.09810	-13%	\$ (2,472)
CT	Liberty Power	CLP	\$0.08809	36	230,544	\$ 20,309	Jun-16	\$0.09570	-9%	\$ (1,754)
CT	Out of Contract	UI, Eversource	\$0.11210		493,384	\$ 55,308		\$0.08040	28%	\$ 15,640
CT	Liberty Power	CLP, UI	\$0.07440	36	353,400	\$ 26,293	Jul-15	\$0.08190	-10%	\$ (2,651)



# Reverse Auction

## Transaction Details

Type	Name	Customer
Open Bid - Private	2 MW RTC Block&Index / 25% Green	The Customer 1
Contract Start Date	Contract Terms	Meters
01/01/18	24	5
Fee	Procurement Amount	Commodity Type
\$0.003/kWh	15,000,000 kWh	Electricity
Transaction Start Time	Transaction End Time	
03/16/17 10:01 AM	03/16/17 10:30 AM	






# Sealed Bid



# Sealed Bid & Direct Source

**EnerConnex** compares supplier bids & terms by state in concise format. Suppliers are shortlisted to drive down prices further. Supplier, term and price is chosen by client following review and recommendation.

Date	5/3/2017						
Customer Name	ABC Company						
State / Utility	TX / Centerpoint						
Annual Usage (kWh)	8,123,338						
Accounts	8						
Start Date	Jun-17						
Current Supplier	Supplier A						
Current Rate (\$/kWh)	\$0.05560						
Term (months)	Rate (\$/kWh)	Start Date	End Date	Provider	% Saved	Annual Savings	Term Savings
12	\$0.03911	Jun-17	Jun-18	Supplier G	30%	\$133,954	\$133,954
24	\$0.03804	Jun-17	Jun-19	Supplier G	32%	\$142,646	\$285,292
36	\$0.03784	Jun-17	Jun-20	Supplier G	32%	\$144,270	\$432,811

Supplier	12	24	36	48	Credit	Bandwidth	Notes
Supplier A	\$0.04091	\$0.03915	\$0.03885	\$0.03925	Approved	Unlimited, 25% MAC	n/a
Supplier B	\$0.03984	\$0.03822	\$0.03784	\$0.03846	Approved	Unlimited, 25% MAC	n/a
Supplier C	\$0.04052	\$0.03921	\$0.03884	\$0.03940	Approved	Unlimited, 25% MAC	n/a
Supplier D	\$0.04340	\$0.04150	\$0.04110	\$0.04210	Approved	25%	n/a
Supplier E	\$0.03977	\$0.03860	\$0.03814	\$0.03823	Approved	Full Swing, no MAC	n/a
Supplier F	\$0.04113	\$0.03977	\$0.03925	\$0.04005	Approved	20%	n/a
Supplier G	\$0.03911	\$0.03804	\$0.03784	\$0.03802	Approved	Full swing, no MAC	n/a



# Why It Makes Sense

---

- **Lowest available price**, increased competition, best in class technology via **ECX Marketplace**. Test the market and pricing parameters to find your sweet spot.
- **Simplified bidding cuts administrative costs** for suppliers, who can be more aggressive in their bidding.
- **Faster award times** minimize risk premiums, cutting costs.
- **Automation** — All procurement and contract information is captured on the **ECX Marketplace** platform for easy access.
- **Control and accountability** — Meet your objectives with budget certainty, cost savings, and fulfillment of green energy requirements at the lowest available cost.



*Thank You!*

**»enerconnex**

**Eric Warth**

**EnerConnex, LLC**

**346-234-4443**

**[ewarth@enerconnex.com](mailto:ewarth@enerconnex.com)**

