



February 26, 2014

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

Dear Ms. Howland,

Ecova, Inc. ("Ecova") respectfully submits its renewal application for license as a Natural Gas Aggregator in the state of New Hampshire.

**Ecova, Inc., company profile:**

- Length of time in business: 18 years
- Length of time in the electric and natural gas business: 18 years
- Date of Organization: November 6, 1995

**Company History :** Founded in 1995, as WWP Energy Solutions (and formerly known as Avista Advantage, Inc. and Advantage IQ, Inc.), Ecova pioneered the utility expense management industry, and today, continues as a leader in the field – offering facility information and expense management services not only for utility costs but also for telecom, lease and waste services. As the developer and provider of Performance IQ, our patented reporting system, Ecova provides world-class outsourced bill payment, auditing, reporting and enhanced consulting services for multi-site companies nationwide. Ecova offers clients a superior and effective solution for the management and payment of facility-related energy and telecom costs – converting bill data into actionable intelligence about each facility.

On or about July 2, 2008, Ecova merged with Cadence Network, Inc., a Delaware corporation, where Cadence Network, Inc. was the disappearing corporation and Ecova was the surviving corporation. On September 1, 2009 Ecova acquired Ecos IQ, Inc., a Portland, Oregon-based energy efficiency solutions provider. On or about January 1, 2011, Ecova acquired substantially all of the assets and liabilities of The Loylton Group, Inc., a Minneapolis-based energy management company. On November 21, 2011 Ecova acquired Prenova, Inc., an Atlanta-based energy management company. On January 31, 2012 Ecova acquired LPB Energy Management, a Dallas-based energy management company.

Ecova is owned by a publicly traded company, Avista Corp, (NYSE: AVA) and therefore our audited financial information can be found at:

<http://investor.avistacorp.com/phoenix.zhtml?c=97267&p=irol-reportsAnnual>

**Description of Services:** Ecova provides sustainable utility expense management and energy management solutions to multi-site companies across North America to assess and manage utility costs and usage. Ecova's invoice processing, auditing and payment services, coupled with energy

procurement, comprehensive reporting and advanced analysis, provide the critical data clients need to balance the financial, social and environmental aspects of doing business. Ecova also provides comprehensive energy efficiency program management services to utilities across North America. With respect to energy procurement and consulting services, Ecova intends to provide such services to commercial, industrial and government customer classes throughout the state of New Hampshire.

Information included with this packet:

- Renewal Application, original and 2 copies and a DVD
- Renewal fee of \$125.00
- Authorization to do business in New Hampshire
- Attachment 1: Corporate Structure Diagram
- Attachment 2: Officers & Directors List
- Attachment 3: Key Operating Personnel

Thank you for your consideration of this renewal application.

Sincerely,

ECOVA, INC.

  
Gene Lynes  
EVP, CFO & Treasurer

NEW HAMPSHIRE

**Puc 3006.02 Form for Initial and Renewal Registration of Aggregators.**

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

Mail cover letter with original and 2 copies of the application. Plus an electronic copy on a CD/DVD.  
Renewal fee \$125.00.

(a) The registration application required by Puc 3003.04 and Puc 3003.05 shall include the following:

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

**Ecova, Inc.**

(2) The applicant's business address, telephone number, e-mail address and website address, as applicable;

**1313 N. Atlantic Street  
Suite 5000  
Spokane, WA 99201  
Telephone number: 1-800-767-4197  
E-mail: [legal@ecova.com](mailto:legal@ecova.com)  
Website address: [www.ecova.com](http://www.ecova.com)**

(3) 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), if the applicant is anything other than an individual.

**Donato Capobianco, General Counsel  
1313 N. Atlantic Street  
Suite 5000  
Spokane, WA 99201  
Telephone number: 1-800-767-4197  
E-mail: [legal@ecova.com](mailto:legal@ecova.com)  
Website address: [www.ecova.com](http://www.ecova.com)**

**Also please see Attachment 1: Corporate Structure Diagram  
Also please see Attachment 2: List of Officers and Directors  
Also please see Attachment 3: Key Operating Personnel**

(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:

**Customer Service Contact: Steve Huber, Supply Manager  
Telephone number: 651-900-6039  
E-mail address: [shuber@ecova.com](mailto:shuber@ecova.com)  
Toll free number: 1-800-767-4197**

(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. **Attached**

(6) A list of CNGS in New Hampshire through which the applicant intends to provide service.

**Glacial Energy  
Global Partners LP  
Hess Energy Marketing, A Direct Energy Company  
Energy Express d/b/a Metromedia Energy Inc.  
Santa Buckley Energy  
Shell Energy North America  
South Jersey Energy Solutions, LLC  
Sprague Operating Resources, LLC**

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

**Ecova does not represent any one particular supplier's interest. However, Ecova does enter into Non Exclusive Fee Agreements and other types of broker agreements with the majority of suppliers in order to allow commercial, industrial and government clients to pay for our services through suppliers fees.**

(8) Payment of the required filing fee; \$125 attached

(9) The signature of the applicant or its representative.

WHEREFORE, Applicant requests that the Commission grant its renewal application for licensure as an aggregator to engage in the procurement or sale of retail natural gas supply for third parties.

Respectfully submitted,  
Ecova, Inc.

By:   
Gene Lyles, EVP, CFO and Treasurer

Name of Attorney:  
M. Todd Colton, Corporate Counsel  
Ecova, Inc.  
1313 N. Atlantic St., Suite 5000  
Spokane, WA 99201  
Telephone: 509-329-7198  
Fax: 509-321-0828  
Email: tcolton@aecova.com

# State of New Hampshire Department of State

## CERTIFICATE OF AUTHORITY OF

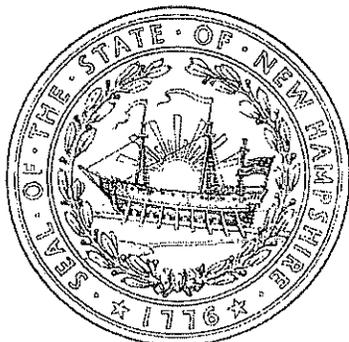
ECOVA, INC.

The undersigned, as Secretary of State of the State of New Hampshire, hereby certifies that an Application of ECOVA, INC. for a Certificate of Authority to transact business in this State, duly signed pursuant to the provisions of the New Hampshire Business Corporation Act, has been received in this office.

ACCORDINGLY the undersigned, as such Secretary of State, and by virtue of the authority vested in him by law, hereby issues this Certificate of Authority to ECOVA, INC. to transact business in this State under the name of ECOVA, INC. and attaches hereto a copy of the Application for such Certificate.

Business ID#: 663202

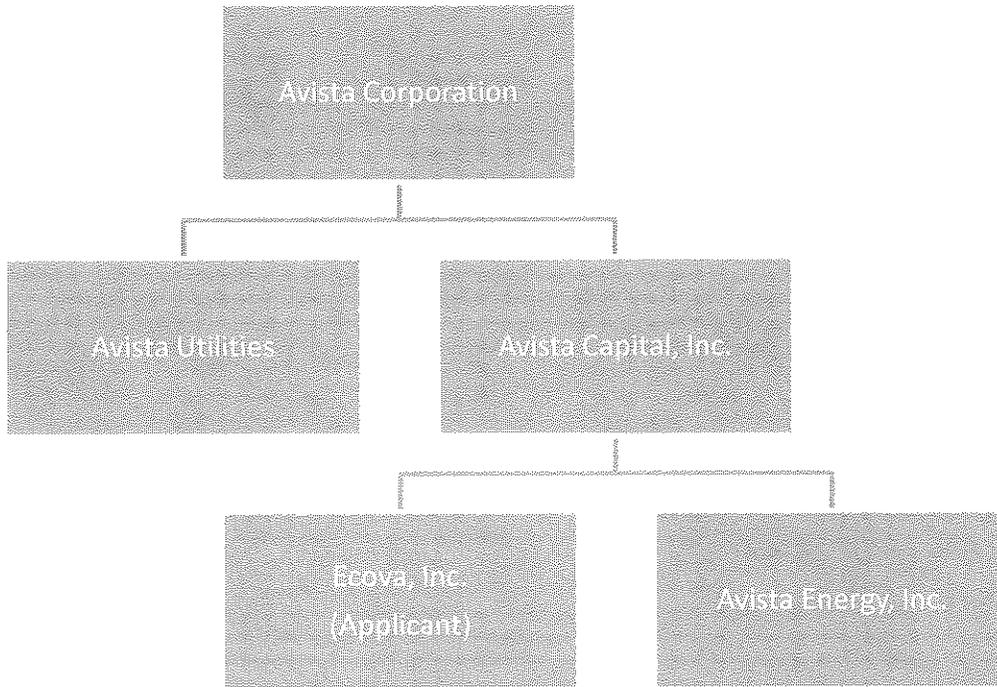
IN TESTIMONY WHEREOF, I hereto  
set my hand and cause to be affixed  
the Seal of the State of New Hampshire,  
this 15th day of December, 2011 A.D.



A handwritten signature in cursive script, appearing to read "William M. Gardner".

William M. Gardner  
Secretary of State

Attachment 1 - General Graphical Depiction of Applicant's Corporate Structure



Avista Corporation  
1411 E. Mission Avenue  
Spokane, WA 99202

Avista Capital, Inc.  
1411 E. Mission Avenue  
Spokane, WA 99202

Avista Utilities  
1411 E. Mission Avenue  
Spokane, WA 99202

Ecova, Inc. (Applicant)  
1313 N. Atlantic St., Suite 5000  
Spokane, WA 99201

Avista Energy, Inc.  
1411 E. Mission Avenue  
Spokane, WA 99202

**Ecova, Inc.  
91-1701028**

**List of Corporate Officers**

**Attachment 2**

<b>Name</b>	<b>Title</b>	<b>SSN</b>	<b>Address</b>	<b>Telephone</b>
Scott L. Morris	Chairman of the Board	533-72-7574	4805 E. Gleneagle, Spokane, WA 99223	509-443-2226
Jeff Heggedahl	President & Chief Executive Officer	474-90-3773	165 South Post Str. #305, Spokane, WA 99201	612-722-3983
Ed Schlect	Executive Vice President	534-72-4868	15114 E. Palomino Lane, Mica, WA 99023	509-922-7909
Gene Lynes	Executive Vice President & Chief Financial Officer	558-86-3077	11016 Valle Vista Road, Lakeside, CA 92040	619-561-1285
Donato Capobianco	Sr. Vice President & General Counsel	164-54-0926	3354 SE Stark Street, Portland, OR 97214	971-409-4352
Marian M. Durkin	Sr. Vice President	166-48-0597	1019 E. 20th Ave., Spokane, WA 99203	509-534-1460
Mark T. Thies	Sr. Vice President	479-82-8041	10602 N. Alberta Road, Spokane, WA 99208	509-443-3619
Karen S. Feltes	Sr. Vice President & Corporate Secretary	522-84-6221	2806 S. Park Road, Spokane, WA 99212	509-465-1235
Julie Kearney	Sr. Vice President - Human Resources	519-88-4663	2374 NW Birkendene Str., Portland, OR 97229	503-296-9883
Jana Schmidt	Sr. Vice President & General Manager - Sales, Client Management and UEM Delivery	449-73-8128	3175 Sugarloaf Club Dr., Duluth, GA 30097	770-622-4749
Seth Nesbitt	Sr. Vice President & General Manager - Marketing & Technology Innovation	105-66-4946	313 NW 81st Street, Seattle, WA 98117	206-782-5150
Robert Zak	Sr. Vice President - Facility Solutions Delivery	534-90-4582	4659 SE Cavalry Way, Port Orchard, WA 98367	206-713-4644
Ted Schultz	Sr. Vice President - Utility Solutions Delivery	118-54-2067	110 White Horse Drive, Mooresville, NC 28117	704-677-9866
Susan Y. Fleming	Assistant Corporate Secretary	519-86-2174	600 W. Hubbard Str. #32, Coeur d'Alene, ID 83814	208-667-1144

## **Attachment 3 - Key Operating Personnel**

### **Craig Schilling, VP Facility Expense Services**

As the senior individual responsible for all client service delivery, Craig leads a team of Utility Expense Management, Energy Procurement, Facility Optimization, IT and Sustainability experts in providing high level, value driven solutions to the client. Craig spent two year leading the Energy Procurement and IT team in support of client contract transactions and customer technology collaborative tools before his current position. Craig brings 15 years of financial market and trading experience with a BS in Business from the University of Minnesota and an MBA from the University of Phoenix. Craig is a former Naval Aviator and a Commander in the U.S. Navy Reserve.

### **Melody Swanson, Sr. Director Energy Procurement**

Melody is an expert in the field of energy procurement and has worked with Ecova, Inc. for more than twelve years. Melody serves as the primary resource for client risk assessment and analytics, working with clients to evaluate and establish custom energy procurement strategies. Her team currently manages over \$15 billion in annual energy expenditures for clients and works with nearly 200 multi-site clients. Having worked as a Market Manager in every market in the U.S. and Canada for both gas and electric, Melody assisted in the development of the Ecova, Inc. Energy Procurement service offerings. Melody played a crucial role in the development of proprietary analytic tools including: Value at Risk reporting (VAR), energy forecasting, and historical analytical instruments that evaluate current and historical wholesale energy prices to identify timing and strategy for executing energy hedge positions. She developed complex hedging strategies for large energy users and built custom energy reports, such as benchmark reports, savings calculators, and volatility and risk assessments.

### **Brad Gawboy, Sr. Director Rates/Expense Management**

A degreed engineer and graduate of the U.S. Naval Academy, Brad has worked in the energy industry for 25 years. He began his career in electric generation and then served for an extended period in the marketing and national account sales arena in the utility industry. Brad leads Ecova, Inc.'s electricity procurement solutions in deregulated states and spearheads service offerings related to demand response and the emerging Smart Grid. He is a Captain in the U.S. Navy Reserves.

### **Dennis Pearson - Senior Director, Supply Solutions**

As Senior Director, Supply Solutions, "Denny" brings nearly 30 years of multi-faceted, energy-related experience to Ecova Inc. Denny's experience includes hands-on operational expertise at interstate and intrastate natural gas pipeline transmission systems that move supplies from the producing regions to individual citygates located throughout the lower 48 states and to de-regulated Canadian provinces. Denny's operational and marketing experience also includes field and market storage operations, local distribution company ("LDC) delivery systems from the citygate to the meter, and marketing and retail sales of natural gas supply and electric supply throughout North America.

During the past 15 years, Denny has focused on developing and negotiating a broad range of value-added, energy-related products and services that are tailored to meet risk management strategies of individual, client-specific portfolios that are located in deregulated environments. Denny is responsible for developing, managing, maintaining, and growing Ecova's supplier network throughout North America while also insuring that state-mandated licensing requirements are met.

**Steven Huber – Senior Manager, Energy Procurement Services**

Steve has been with Ecova for 6 years and is market expert in the procurement of energy in all deregulated natural gas and electric markets. Steve leads a team of 18 highly skill analysts in the procurement activities for Ecova's clients in all deregulated markets of the U.S. and Canada. He and his team are responsible for understanding all utility tariffs in the deregulated market place, and to provide our clients with transparency into these markets through our detailed analysis of Retail Provider pricing and Local Distribution Company pricing. Transparency is provided through our competitive bidding process, and our detailed analysis of both bid pricing and LDC pricing. Steve is also responsible for ensuring that only licensed retail providers are used in our competitive bid process and who are recommend to our clients. Steve is a military veteran with 25 years of service in the U.S. Navy, prior to working for Ecova.