



Rick Gallagher
Vice President

EnerConnex, LLC
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August 31, 2020

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

Dear Ms. Howland:

Enclosed is the EnerConnex, LLC Natural Gas Aggregator Renewal Application for DM 18-170 Per N.H. Code Admin. Rules Puc 3000.

This submittal contains one original, two (2) copies, and a check payable to the State of New Hampshire in the amount of \$125. 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 staff 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.

Rick Gallagher
Vice President
EnerConnex, LLC
1 South Jersey Plaza
Folsom, NJ 08037
Email: rgallagher@enerconnex.com
Phone: (609) 561-9000 x 6913

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: **0004989450**



IN TESTIMONY WHEREOF,

I hereto set my hand and cause to be affixed
the Seal of the State of New Hampshire,
this 29th day of August A.D. 2020.

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

William M. Gardner
Secretary of State



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New Hampshire Renewal 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
1 South Jersey Plaza
Folsom, NJ 08037

2. The applicant's state or jurisdiction of organization, if anything other than an individual.

EnerConnex, LLC was organized as a Domestic LLC in the State of Ohio on January 26, 2016. It became a wholly owned subsidiary of SJI Energy Investments on August 7, 2020. EnerConnex will continue doing business in New Hampshire and across the United States under the EnerConnex, LLC name.

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

a. Business Address:

EnerConnex, LLC
Attn: Janet Loop
1 South Jersey Plaza
Folsom, NJ 08037

b. Phone Number (toll-free)

1-(800) 319-0856

c. Email Address:

info@enerconnex.com

d. Website address:

www.enerconnex.com

4. 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 sole member of EnerConnex, LLC is SJI Energy Investments, LLC

The Executive Committee Members and Officers of EnerConnex, LLC are:

Name	Title	Address/Phone Number/Email
Michael J. Renna	Executive Committee Chairman	300 Route 73 South, Suite 308 Mt Laurel, NJ 08054 (609) 561-9000 mrenna@sjindustries.com
Leonard Brinson, Jr.	Executive Committee Member	300 Route 73 South, Suite 308 Mt Laurel, NJ 08054 (609) 561-9000 lbrinson@sjindustries.com
Kathleen Larkin	Executive Committee Member	300 Route 73 South, Suite 308 Mt Laurel, NJ 08054 (609) 561-9000 klarkin@sjindustries.com
Scott Barr	Treasurer & Secretary	1 South Jersey Plaza Folsom, NJ 08037 (609) 568-9028 sbarr@sjindustries.com
Rick Gallagher	Vice President	1 South Jersey Plaza Folsom, NJ 08037 (609) 568-9028 rgallagher@sjindustries.com

5. 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
Managing Director
EnerConnex, LLC
44 Portland Street, 7th Floor
Worcester, MA 01608
Phone: (508) 769-4929
Toll free number: (800) 319-0856
jloop@enerconnex.com

6. The contact information of the individual responsible for responding to commission inquiries regarding customer complaints.

Janet Loop
Managing Director
EnerConnex, LLC
44 Portland Street, 7th Floor
Worcester, MA 01608
Phone: (508) 769-4929
Toll free number: (800) 319-0856
jloop@enerconnex.com

7. The contact information for the regulatory compliance contact:

Lauren Long
Assistant General Counsel
SJI
1 South Jersey Plaza
Folsom, NJ 08037
Phone: (609) 568-9028 ext. 6877
laurenlong@sjindustries.com

8. The contact information for the Commission assessment payments:

Janet Loop
Managing Director
EnerConnex, LLC
44 Portland St, 7th Floor
Worcester, MA 01608
Phone: (508) 769-4929
jloop@enerconnex.com

9. 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 from the secretary of state is attached as Exhibit A.

10. A list of the LDCs in New Hampshire through which the applicant intends to provide service:

EnerConnex will provide service to customers behind the following LDCs:

Liberty Utilities/Energy North
Unitil/Northern Utilities, Inc.

11. A description of the types of customers the applicant intends to service:

EnerConnex intends to provide brokerage services to commercial, industrial and government customers.

12. A list of other states or jurisdictions in which the applicant currently conducts business relating to the sale of natural gas:

Listing of States in Which EnerConnex, LLC has Broker Licenses

IL	Electric Broker/Aggregator	16-0543
MA	Electric Broker/Aggregator	EB-390
MA	Retail Agent Nat Gas	RA-172
MD	Electric Broker/Aggregator	IR-4132
MD	Nat Gas Broker/Aggregator	IR-4131
ME	CEP Electric	2019-00330
NH	Electric Broker/Aggregator	DM 19-071
NH	Nat Gas Broker/Aggregator	DM 18-170
NJ	Energy Agent	EA-0452

NJ	Energy Consultant	EC-0147
NJ	Private Aggregator	PA-0200
OH	Electric Broker/Aggregator	16-1091E(3)
OH	Nat Gas Broker/Aggregator	16-525G(3)
PA	Electric Broker/Aggregator	A-2019-3009680
PA	Nat Gas Broker/Aggregator	A-2019-3009685
TX	Electric Broker/Aggregator	BR190159
VA	Electric/Nat Gas Aggregator	PUR 2019-00210: No. A-88

13. A statement as to whether the applicant or any of the applicant's principals:

- a. Has ever been convicted of any felony that has not been annulled by a court;
- b. Has, within the 10 years immediately prior to the 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;
- c. Has, 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;
- d. Is currently the subject of any pending civil, criminal, or regulatory investigation or complaint involving any state or federal consumer protection law or regulation; or
- e. Has been denied authorization to provide competitive natural gas supply service or natural gas aggregation service in any other state or jurisdiction.

Neither the applicant nor any of the applicant's principals have been convicted of any felony that has not been annulled by a court.

Within the 10 years immediately prior to the application, no civil, criminal, or regulatory sanctions or penalties have been imposed against the applicant or its principals pursuant to any state or federal consumer protection law or regulation.

Within the 10 years immediately prior to application, the applicant or its principals have not settled any civil, criminal, or regulatory investigation or complaint involving any state or federal consumer protection law or regulation.

Neither the applicant nor any of the applicant's principals are the subject of any pending civil, criminal, or regulatory investigation or complaint involving any state or federal consumer protection law or regulation.

The applicant has not been denied authorization to provide competitive natural gas supply service or natural gas aggregation service in any other state or jurisdiction.

14. 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:

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

15. 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.

16. Payment of the required filing fee:

A check for the renewal registration application fee of \$125 is attached to this filing. The check has been made out to the State of New Hampshire.

I, Rick Gallagher, Vice President of EnerConnex, LLC, have the authority to file the application on behalf of EnerConnex, LLC. I attest that the contents of this application are truthful, accurate and complete.

Applicant: EnerConnex, LLC

Filed



By: _____
Rick Gallagher, Vice President

Date: 8/31/20

EnerConnex, LLC
Additional Information

Managerial and Technical Competency

In terms of Managerial and Technical Competency, the experience of the team can be found below. The key employees have over 100 years of combined experience in the energy industry.

Rick Gallagher, Vice President

Rick is the Vice President of Applied Energy Partners, as well as the Vice President of Sales & Business development of South Jersey Industries, Inc. ("SJI"), EnerConnex's ultimate parent company. Rick has served in various capacities throughout his 14-year career at SJI including, solar and renewable development, retail energy, and utility sales. Rick has experience working with large industrials, universities, hospitals, and municipalities.

In his current capacity, Rick formed SJI Energy Advisors (the trade name for SJI Energy Investments, LLC, which is the direct parent company of EnerConnex, LLC) an energy procurement and consulting firm to more effectively service the energy needs of industrial and commercial energy users.

Rick graduated from Denison University and later received his Juris Doctor from Syracuse University College of Law.

Brian Dafferner, Managing Director of EnerConnex

Brian Dafferner 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, Managing Director

Eric Niemeyer 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 Director at EnerConnex.

Eric received a Bachelors in Marketing from Ohio University.

Janet Loop, Managing Director

Janet 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, de-regulation 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.

Janet received a Bachelor's of Science in Finance from Boston College and a MBA from Babson College.

Vitana Melesiute, Managing Director

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.

Vitana received a Bachelor of Business Administration from Kaunas University of Technology in Lithuania.

Tony Barnhart, Managing Director

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.

Tony received a Bachelors Degree in Business Administration from The Ohio State University.