

September 16, 2013

Pennsylvania Public Utility Commission Secretary of the Commission Keystone Building, 400 North Street 2<sup>nd</sup> Floor Room N201 Harrisburg, PA 17120

SEP 16 2013

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

### Re: Plymouth Rock Energy, LLC Natural Gas Supplier License Application

Dear Secretary,

Enclosed please find Plymouth Rock Energy, LLC ("Plymouth")'s Natural Gas Supplier License Application. Plymouth has included a verified original, one copy, and an electronic version on a CD-ROM containing a searchable PDF version. A \$350 check for the application fee has also been included.

Plymouth respectfully requests confidential treatment for the 2012 Audited financial statements submitted under seal. These financial statements have been submitted as part of Attachment 3 to meet the "Financial Fitness" requirement in Section 17. Plymouth is a privately held New York Corporation and as such, its financial information is not part of the public record. Such information, if it were to become publically available, could harm the competitive and commercial operations of Plymouth by providing competitors with comprehensive access to Plymouth's sensitive financial data including profit margins, operating expenses, acquisition costs, salary costs, net margins and forward looking business forecasts and estimates.

Acknowledgement and date of receipt of this filing is respectfully requested. Please date and file stamp the extra copy of this letter and return it using the prepaid, preaddressed envelope enclosed.

Please do not hesitate to contact me with any questions or concerns.

Respectfully Submitted,

Robert Abraham Customized Energy Solutions P: 267-592-3140 Email: rabraham@ccs-ltd.com

On behalf of Plymouth Rock Energy, LLC

### **BEFORE THE PENNSYLVANIA PUBLIC UTILITY COMMISSION**

Application of \_\_\_\_Plymouth Rock Energy, LLC\_\_, d/b/a \_\_\_n/a\_\_\_\_\_, for approval to offer, render, furnish, or as a(n)\_\_\_[as specified in item #8 below] to the public in the Commonwealth of Pennsylvania.

To the Pennsylvania Public Utility Commission:

1. **IDENTITY OF THE APPLICANT:** The name, address, telephone number, and FAX number of the Applicant are:

Plymouth Rock Energy, LLC 1074 Broadway Woodmere, NY 11598 Web: www.plymouthenergy.com Phone: 1-855-327-6937, 516-734-0408 Fax: 516-295-1417

Please identify any predecessor(s) of the Applicant and provide other names under which the Applicant has operated within the preceding five (5) years, including name, address, and telephone number.

Plymouth does not have any predecessors.

2. a. **CONTACT PERSON:** The name, title, address, telephone number, and FAX number of the person to whom questions about this Application should be addressed are:

Robert Abraham, Consultant, Customized Energy Solutions, Ltd. 1528 Walnut Street, 22<sup>nd</sup> Floor Philadelphia, PA 19102 Phone: 267-592-3140 Fax: 215-875-9490 Email: rabraham@ces-ltd.com

b. **CONTACT PERSON-PENNSYLVANIA EMERGENCY MANAGEMENT AGENCY:** The name, title, address telephone number and FAX number of the person with whom contact should be made by PEMA:

Sam Ritter, COO Plymouth Rock Energy, LLC 1074 Broadway Woodmere, NY 11598 Phone: 516-734-0408 Fax: 516295-1417 Email: sritter@plymouthenergy.com

3.a. **ATTORNEY:** If applicable, the name, address, telephone number, and FAX number of the Applicant's attorney are:

Scott H. DeBroff, Esq. Rhoads & Sinon LLP One South Market Square Harrisburg, PA 17108 Phone: (717) 233-5731 Email: sdebroff@rhoads-sinon.com



SEP 16 2013

b. **REGISTERED AGENT:** If the Applicant does not maintain a principal office in the Commonwealth, the required name, address, telephone number and FAX number of the Applicant's Registered Agent in the Commonwealth are:

Thomas Marzella 13 Owl Hollow Road Tannersville, PA 18372 Tel: 516-734-2157 Fax: 516-295-1417

### 4. FICTITIOUS NAME: (select and complete appropriate statement)

The Applicant will be using a fictitious name or doing business as ("d/b/a"):

Attach to the Application a copy of the Applicant's filing with the Commonwealth's Department of State pursuant to 54 Pa. C.S. §311, Form PA-953.

### or

X The Applicant will not be using a fictitious name.

5. **BUSINESS ENTITY AND DEPARTMENT OF STATE FILINGS:** (select and complete appropriate statement)

The Applicant is a sole proprietor.

If the Applicant is located outside the Commonwealth, provide proof of compliance with 15 Pa. C.S. §4124 relating to Department of State filing requirements.

### or

The Applicant is a:

domestic general partnership (\*)

- domestic limited partnership (15 Pa. C.S. §8511)
- foreign general or limited partnership (15 Pa. C.S. §4124)
- domestic limited liability partnership (15 Pa. C.S. §8201)
  - foreign limited liability general partnership (15 Pa. C.S. §8211)
  - foreign limited liability limited partnership (15 Pa. C.S. §8211)

### Provide proof of compliance with appropriate Department of State filing requirements as indicated above.

Give name, d/b/a, and address of partners. If any partner is not an individual, identify the business nature of the partner entity and identify its partners or officers.

	If a corporate partner in the Applicant's domestic partnership is not domiciled in Pennsylvania, attach a copy of the Applicant's Department of State filing pursuant to 15 Pa. C.S. §4124.
	or
	The Applicant is a:
	<ul> <li>domestic corporation (none)</li> <li>foreign corporation (15 Pa. C.S. §4124)</li> <li>domestic limited liability company (15 Pa. C.S. §8913)</li> <li>X foreign limited liability company (15 Pa. C.S. §8981)</li> <li>Other</li> </ul>
	Provide proof of compliance with appropriate Department of State filing requirements as indicated above. Additionally, provide a copy of the Applicant's Articles of Incorporation.
	Give name and address of officers.
	Please see Attachment 1
	The Applicant is incorporated in the state ofNew York
6.	AFFILIATES AND PREDECESSORS WITHIN PENNSYLVANIA: (select and complete appropriate statement)
	Affiliate(s) of the Applicant doing business in Pennsylvania are:
	Give name and address of the affiliate(s) and state whether the affiliate(s) are jurisdictional public utilities.
	<ul> <li>Does the Applicant have any affiliation with or ownership interest in:         <ul> <li>(a) any other Pennsylvania retail natural gas supplier licensee or licensee applicant,</li> <li>(b) any other Pennsylvania retail licensed electric generation supplier or license applicant,</li> <li>(c) any Pennsylvania natural gas producer and/or marketer,</li> <li>(d) any natural gas wells or</li> <li>(e) any local distribution companies (LDCs) in the Commonwealth</li> </ul> </li> </ul>
affiliatio	If the response to parts a, b, c, or d above is affirmative, provide a detailed description and explanation of the on and/or ownership interest.
🔲 Pro	vide specific details concerning the affiliation and/or ownership interests involving: (a) any natural gas producer and/or marketers, (b) any wholesale or retail supplier or marketer of natural gas, electricity, oil, propane or other energy sources.
	<ul> <li>X Provide the Pa PUC Docket Number if the applicant has ever applied:</li> <li>(a) for a Pennsylvania Natural Gas Supplier license, or</li> <li>(b) for a Pennsylvania Electric Generation Supplier license. A-2011-2264916</li> </ul>
	implier License Application 4 ment #: 139346 2013

If the Applicant or an affiliate has a predecessor who has done business within Pennsylvania, give name and address of the predecessor(s) and state whether the predecessor(s) were jurisdictional public utilities.

### or

- X The Applicant has no affiliates doing business in Pennsylvania or predecessors which have done business in Pennsylvania.
- 7. APPLICANT'S PRESENT OPERATIONS: (select and complete the appropriate statement)

The Applicant is presently doing business in Pennsylvania as a

- 🕽 natural gas interstate pipeline.
- municipal providing service outside its municipal limits.
- local gas distribution company
- retail supplier of natural gas services in the Commonwealth
- a natural gas producer
- X Other. (Identify the nature of service being rendered.)
   Plymouth Rock Energy is currently doing business in Pennsylvania as an Electric Generation Supplier.

### or

- The Applicant is not presently doing business in Pennsylvania.
- 8. APPLICANT'S PROPOSED OPERATIONS: The Applicant proposes to operate as a:
  - X supplier of natural gas services.
  - Municipal supplier of natural gas services.
  - Cooperative supplier of natural gas services.
  - X Broker/Marketer engaged in the business of supplying natural gas services.
  - Aggregator engaged in the business of supplying natural gas services.
  - Other (Describe):

9. PROPOSED SERVICES: Generally describe the natural gas services which the Applicant proposes to offer.

Plymouth intends to operate as a third party retail natural gas supplier for commercial, industrial and residential customers.

10. SERVICE AREA: Provide each Natural Gas Distribution Company (NGDC) in which Applicant proposes to offer services.

PECO, PGW, UGI Gas Service, UGI Central Penn Gas, UGI Penn Natural Gas, Peoples Natural Gas, Peoples TWP

- 11. CUSTOMERS: Applicant proposes to initially provide services to:
  - × × × × □ **Residential Customers**
  - Commercial Customers (Less than 6,000 Mcf annually)
  - Commercial Customers (6,000 Mcf or more annually)
  - Industrial Customers
  - **Governmental Customers**
  - All of above
    - Other (Describe):
- 12. START DATE: The Applicant proposes to begin delivering services on \_\_\_upon certification\_\_\_\_ (approximate date).

13. **NOTICE:** Pursuant to Section 5.14 of the Commission's Regulations, 52 Pa. Code §5.14, serve a copy of the signed and verified Application with attachments on the following:

Irwin A. Popowsky Office of the Attorney General Office of Consumer Advocate Bureau of Consumer Protection 5th Floor, Forum Place Strawberry Square, 14th Floor 555 Walnut Street Harrisburg, PA 17120 Harrisburg, PA 17120-1921 William R. Lloyd, Jr. Commonwealth of Pennsylvania Commerce Building, Suite 1102 Department of Revenue Small Business Advocate **Bureau of Compliance** 300 North Second Street Harrisburg, PA 17128-0946 Harrisburg, PA 17101

Any of the following Natural Gas Distribution Companies through whose transmission and distribution facilities the applicant intends to supply customers:

racinities the applicant intends to supply customers.	
Valley Energy Inc.	National Fuel Gas Distribution Corp.
Robert Crocker	David D. Wolford
523 South Keystone Avenue	6363 Main Street
Sayre, PA 18840-0340	Williamsville, NY 14221
PH: 570.888-9664	PH: 716.857.7483
FAX: 570.888.6199	FAX: 716.857.7479
email: rcrocker@ctenterprises.org	email: wolfordd@natfuel.com
UGI Central Penn	Peoples Natural Gas Company LLC
David Beasten	Lynda Petrichevich
2525 N. 12 <sup>th</sup> Street, Suite 360	375 North Shore Drive, Suite 600
Reading, PA 19612-2677	Pittsburgh, PA 15212
PH: 610.796.3425	email: Lynda.w.petrichevich@peoples-gas.com
FAX: 610,796,3559	PH: 412.208.6528
	FAX: 412.208.6577
Peoples TWP LLC (Formerly T. W. Phillips)	UGI
Andrew Wachter	David Beasten
375 North Shore Drive, Suite 600	2525 N. 12 <sup>th</sup> Street, Suite 360
Pittsburgh, PA 15212	Reading, PA 19612-2677
PH: 724,431,4935	PH: 610.796.3425
FAX: 724.287.5021	FAX: 610.796.3559
email: Andrew.Wachter@peoplestwp.com	T AX. 010,700,0000
UGI Penn Natural	Equitable Gas Company
David Beasten	Jerald Moody
2525 N. 12 <sup>th</sup> Street, Suite 360	225 North Shore Drive
Reading, PA 19612-2677	
PH: 610,796,3425	Pittsburgh, PA 15212-5352
FAX: 610,796,3559	PH: 412.395.3209
PECO	FAX: 412.395.3335
	Columbia Gas of Pennsylvania Inc.
Carlos Thillet, Manager, Gas Supply and Transportation	Thomas C. Heckathorn
2301 Market Street, S9-2	200 Civic Center Drive
Philadelphia, PA 19103	Columbus, OH 43215
email: carlos.thillet@exeloncorp.com	PH: 614.460.4996
PH: 215.841.6452	FAX:614.460.6442
	email: <u>theckathorn@nisource.com</u>
Philadelphia Gas Works	
Douglas Moser	
800 West Montgomery Avenue	
Philadelphia, PA 19122	
email: douglas.moser@pqworks.com	
PH: 215.684.6899	

Pursuant to Sections 1.57 and 1.58 of the Commission's Regulations, 52 Pa. Code §§1.57 and 1.58, attach Proof of Service of the Application and attachments upon the above named parties. Upon review of the Application, further notice may be required pursuant to Section 5.14 of the Commission's Regulations, 52 Pa. Code §5.14.

- 14. **TAXATION:** Complete the <u>TAX CERTIFICATION STATEMENT</u> attached as Appendix B to this application.
- 15. **COMPLIANCE:** State specifically whether the Applicant, an affiliate, a predecessor of either, or a person identified in this Application has been convicted of a crime involving fraud or similar activity. Identify all proceedings, by name, subject and citation, dealing with business operations, in the last five (5) years, whether before an administrative body or in a judicial forum, in which the Applicant, an affiliate, a predecessor of either, or a person identified herein has been a defendant or a respondent. Provide a statement as to the resolution or present status of any such proceedings.

Plymouth Rock Energy, LLC, nor any other person identified in this Application has been convicted for a crime involving fraud or similar activity.

- 16. **STANDARDS, BILLING PRACTICES, TERMS AND CONDITIONS OF PROVIDING SERVICE AND CONSUMER EDUCATION:** All services should be priced in clearly stated terms to the extent possible. Common definitions should be used. All consumer contracts or sales agreements should be written in plain language with any exclusions, exceptions, add-ons, package offers, limited time offers or other deadlines prominently communicated. Penalties and procedures for ending contracts should be clearly communicated.
  - a. Contacts for Consumer Service and Complaints: Provide the name, title, address, telephone number and FAX number of the person and an alternate person responsible for addressing customer complaints. These persons will ordinarily be the initial point(s) of contact for resolving complaints filed with Applicant, the Distribution Company, the Pennsylvania Public Utility Commission or other agencies.
  - b. Provide a copy of all standard forms or contracts that you use, or propose to use, for service provided to residential customers.
  - c. If proposing to serve Residential and/or Small Commercial customers, provide a disclosure statement. A sample disclosure statement is provided as Appendix B to this Application.

Please see Attachment 2 for the above information.

### 17. FINANCIAL FITNESS:

- A. Applicant shall provide sufficient information to demonstrate financial fitness commensurate with the service proposed to be provided. Examples of such information which may be submitted include the following:
- Actual (or proposed) organizational structure including parent, affiliated or subsidiary companies.
- Published parent company financial and credit information.
- Applicant's balance sheet and income statement for the most recent fiscal year. Published financial information such as 10K's and 10Q's may be provided, if available.
- Evidence of Applicant's credit rating. Applicant may provide a copy of its Dun and Bradstreet Credit Report and Robert Morris and Associates financial form or other independent financial service reports.
- A description of the types and amounts of insurance carried by Applicant which are specifically intended to provide for or support its financial fitness to perform its obligations as a licensee.
- Audited financial statements
- Such other information that demonstrates Applicant's financial fitness.
- B. Applicant must provide the following information:
- Provide proof of compliance with bonding/credit requirements for each NGDC the applicant is proposing to provide service in. This requirement is designated by each NGDC and can commonly be found in the NGDC supplier tariff.

- Identify Applicant's chief officers including names and their professional resumes.
- Provide the name, title, address, telephone number and FAX number of Applicant's custodian for its accounting records.

Please see Attachment 3 for all Financial Fitness Requirements.

- 18. TECHNICAL FITNESS: To ensure that the present quality and availability of service provided by natural gas utilities does not deteriorate, the Applicant shall provide sufficient information to demonstrate technical fitness commensurate with the service proposed to be provided. Examples of such information which may be submitted include the following:
  - The identity of the Applicant's officers directly responsible for operations, including names and their professional resumes.
  - A copy of any Federal energy license currently held by the Applicant.
  - Proposed staffing and employee training commitments.
  - Business plans.

Please see Attachment 4 for Technical Fitness Requirements.

- 19. **TRANSFER OF LICENSE:** The Applicant understands that if it plans to transfer its license to another entity, it is required to request authority from the Commission for permission prior to transferring the license. See 66 Pa. C.S. Section 2208(D). Transferee will be required to file the appropriate licensing application.
- 20. UNIFORM STANDARDS OF CONDUCT AND DISCLOSURE: As a condition of receiving a license, Applicant agrees to conform to any Uniform Standards of Conduct and Disclosure as set forth by the Commission.

Plymouth agrees to conform to the Uniform Standards of Conduct and Disclosure.

- 21. **REPORTING REQUIREMENTS**: Applicant agrees to provide the following information to the Commission or the Department of Revenue, as appropriate:
  - a. Reports of Gross Receipts: Applicant shall report its Pennsylvania intrastate gross receipts to the Commission on an annual basis no later than 30 days following the end of the calendar year.

Applicant will be required to meet periodic reporting requirements as may be issued by the Commission to fulfill the Commission's duty under Chapter 22 pertaining to reliability and to inform the Governor and Legislature of the progress of the transition to a fully competitive natural gas market.

Plymouth agrees to submit all required information to the Commission.

- 22. FURTHER DEVELOPMENTS: Applicant is under a continuing obligation to amend its application if substantial changes occur in the information upon which the Commission relied in approving the original filing.
- 23. **FALSIFICATION:** The Applicant understands that the making of false statement(s) herein may be grounds for denying the Application or, if later discovered, for revoking any authority granted pursuant to the Application. This Application is subject to 18 Pa. C.S. §§4903 and 4904, relating to perjury and falsification in official matters.
- 24. **FEE:** The Applicant has enclosed the required initial licensing fee of \$350.00 payable to the Commonwealth of Pennsylvania.

Applicant: Stypen PERSAND	
By mensed	
Title: VI-FNAN CÉ	_

# RECEIVED

### SEP 16 2013

### AFFIDAVIT

[Commonwealth/State] of <u>しこい yoek</u>	:
	: SS.
County of NASSAU	:
SHYAN PERSAUS, Affiant, being duly [su	worn/affirmed] according to law, deposes and says that:
[He/she is the <u>VP-FINAN CÉ</u> (Office of A	Affiant) of <u>PCy Mo 14 Rock (محطوم</u> ame of Applicant);]

[That he/she is authorized to and does make this affidavit for said Applicant;]

That <u>S'Hypers</u> <u>Person</u>, the Applicant herein, acknowledges that [Applicant] may have obligations pursuant to this Application consistent with the Public Utility Code of the Commonwealth of Pennsylvania, Title 66 of the Pennsylvania Consolidated Statutes; or with other applicable statutes or regulations including Emergency Orders which may be issued verbally or in writing during any emergency situations that may unexpectedly develop from time to time in the course of doing business in Pennsylvania.

That <u>Support</u> <u>FERSAUD</u>, the Applicant herein, asserts that [he/she/it] possesses the requisite technical, managerial, and financial fitness to render natural gas supply service within the Commonwealth of Pennsylvania and that the Applicant will abide by all applicable federal and state laws and regulations and by the decisions of the Pennsylvania Public Utility Commission.

That <u>Suppor</u> <u>ResAss</u>, the Applicant herein, certifies to the Commission that it is subject to , will pay, and in the past has paid, the full amount of taxes imposed by Articles II and XI of the Act of March 4, 1971 (P.L. 6, No. 2), known as the Tax Reform Act of 1971 and any tax imposed by Chapter 22 of Title 66. The Applicant acknowledges that failure to pay such taxes or otherwise comply with the taxation requirements of, shall be cause for the Commission to revoke the license of the Applicant. The Applicant acknowledges that it shall report to the Commission its jurisdictional natural gas sales for ultimate consumption, for the previous year or as otherwise required by the Commission. The Applicant also acknowledges that it is subject to 66 Pa. C.S. §506 (relating to the inspection of facilities and records).

Applicant, by filing of this application waives confidentiality with respect to its state tax information in the possession of the Department of Revenue, regardless of the source of the information, and shall consent to the Department of Revenue providing that information to the Pennsylvania Public Utility Commission.

That <u>SHYAN</u> <u>RERAW</u>, the Applicant herein, acknowledges that it has a statutory obligation to conform with 66 Pa. C.S. §506, and the standards and billing practices of 52 PA. Code Chapter 56.



SEP 16 2013

That the Applicant agrees to provide all consumer education materials and information in a timely manner as requested by the Commission's Office of Communications or other Commission bureaus. Materials and information requested may be analyzed by the Commission to meet obligations under applicable sections of the law.

That the facts above set forth are true and correct/true and correct to the best of his/her knowledge, information, and belief.

ionature of Affiant 13 2013. Sworn and subscribed before me this day of Signature of official administering oath My commission expires

IRA M. SCHARAGA Notary Public, State of New York No. 02SC4708172 Qualified In Nassau County



SEP 16 2013

### AFFIDAVIT

:

·

[Commonwealth/State] of NEい Jork

SS.

County of Norse .....

Sing Area CREAL, Affiant, being duly [sworn/affirmed] according to law, deposes and says that:

[He/she is the UP FOR WE (Office of Affiant) of By North Reck GURS (Name of Applicant);]

[That he/she is authorized to and does make this affidavit for said Applicant;]

That the Applicant herein \_\_\_\_\_\_ has the burden of producing information and supporting documentation demonstrating its technical and financial fitness to be licensed as a natural gas supplier pursuant to 66 Pa. C.S. §2208(c)(1).

That the Applicant herein \_\_\_\_\_ has answered the questions on the application correctly, truthfully, and completely and provided supporting documentation as required.

That the Applicant herein \_\_\_\_\_\_ acknowledges that it is under a duty to update information provided in answer to questions on this application and contained in supporting documents.

That the Applicant herein \_\_\_\_\_\_ acknowledges that it is under a duty to supplement information provided in answer to questions on this application and contained in supporting documents as requested by the Commission.

That the facts above set forth are true and correct to the best of his/her knowledge, information, and belief, and that he/she expects said Applicant to be able to prove the same at hearing.

Signature of Affiant	
Sworn and subscribed before me this $13$ day of $System before, 3003.$	
tra M Dehamah	
Notary Public, State of New York	RECEIVED
Qualified in Nassau County	SEP 16 2013

### Appendix B

### Sample Disclosure Statement Format for Natural Gas Suppliers

This is an agreement for natural gas services, between <u>NGS name</u> and <u>customer's name and full address</u>.

### Background

We at <u>NGS Company Name</u> are licensed by the Pennsylvania Public Utility Commission to offer and supply natural gas services in Pennsylvania. Our PUC license number is <u>A-110XXX</u>.

- We set the prices and charges that you pay. The Public Utility Commission regulates distribution or delivery prices and services. The Federal Energy Regulatory Commission regulates interstate pipeline prices and services.
- If you ask us, we can bill you directly for our service.
- Right of Recision You may cancel this agreement at any time before midnight of the third business day after receiving this disclosure.

### Definitions

- Interstate Pipeline Charges Charges for moving natural gas to the distribution lines of a distribution company.
- Nonbasic Charges Define each nonbasic service being offered.

#### Terms of Service

1. (a) Basic Service Prices - Itemize Basic Services you are billing for and their prices.

You will pay <u>rate per</u> (Mcf/Dth/ccf) for the commodity of natural gas. Suppliers are to include any variable pricing conditions and limits, if charging a variable rate.

You will pay <u>rate per</u> (Mcf/Dth/ccf) for other natural gas service. Suppliers are to include transmission service prices if billed.

(b) Nonbasic Service Prices - Itemize Nonbasic Services you are offering and their prices.

#### 2. Length of Agreement

You will buy your natural gas services for the above street address from <u>company's name</u> beginning <u>date</u> through <u>date of</u> <u>expiration, if any</u>.

3. Special Terms and Conditions - List and explain all that apply.

Sign-up bonuses Add-ons Limited time offers Other Sales Promotions Exclusions

**4. Special Services** - *Provide explanation of price, terms and conditions, including advanced metering deployment, if applicable.* 

5. **Penalties, Fees and Exceptions -** *List any that apply including a late payment charge. The print size for this section must be larger than the print in the rest of the agreement.* 

6. **Cancellation Provisions -** This category may consist of both customer initiated cancellation provisions and supplier initiated cancellation provisions.

7. Renewal Provision - If this is a fixed term agreement with automatic renewal, explain the procedure here.

### 8. Agreement Expiration/Change in Terms

If you have a fixed term agreement with us and it is approaching the expiration date **or** if we propose to change our terms of service, we will send you written notice in each of our last three bills or in separate mailings before either the expiration date or the effective date of the changes. We will explain your options in these three advance notices.

### 9. Dispute Procedures

Contact us with any questions concerning our terms of service. You may call the PUC if you are not satisfied after discussing your terms with us.

#### 10. Contact Information

Supplier Name:	
Address:	<u>_</u> _
Phone Number:	
Internet Address:	
Distribution Company Name:	
Provider of Last Resort Name:	
Address:	
Phone Number:	
Public Utility Commission (PUC) Address:	P.O. Box 3265 Harrisburg, PA 17105-3265
Natural Gas Competition Hotline Number:	1-888-xxx-xxxx
Universal Service Program Name:	
Phone Number:	

### **APPENDIX C** EXAMPLE FORM OF NOTICE

### PENNSYLVANIA PUBLIC UTILITY COMMISSION NOTICE

Application of <u>Company Name</u> (d/b/a "<u>Trade Name</u>") For Approval To Offer, Render, Furnish Natural Gas Supply Services as a Marketer/Broker or Aggregator Engaged In The Business Of Supplying Natural Gas Supply Services, To The Public In The Commonwealth Of Pennsylvania, Docket No. <u>A-125XXX.</u>

On Month Date, Year, Company Name filed an application with the Pennsylvania Public Utility Commission ("PUC") for a license to provide natural gas supply services as (1) a supplier of natural gas, (2) a broker/marketer engaged in the business of supplying natural gas, and (3) an aggregator engaged in the business of providing natural gas supply services. Company Name proposes to sell natural gas and related services throughout all of Pennsylvania under the provisions of the new Natural Gas Choice and Competition Act.

The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of **Company Name** may be filed within 15 days of the date of this notice with the Secretary of the PUC, P.O. Box 3265, Harrisburg, PA 17105-3265. You should send copies of any protest to **Company's Name** attorney at the address listed below. Please include the PUC's "docket number" on any correspondence, which is

<u>A-125XXX.</u>

By and through Counsel: Attorney's Name

### Company Name Address Address Phone FAX

### APPENDIX D

### **Standards of Conduct**

- (1) The [natural gas distribution company] should apply its tariffs in a nondiscriminatory manner to its affiliate, its own marketing division and any nonaffiliate.
- (2) The [natural gas distribution company] should likewise not apply a tariff provision in any manner that would give its affiliate or division an unreasonable preference over other marketers with regard to matters such as scheduling, balancing, transportation, storage, curtailment, capacity release and assignment, or nondelivery, and all other services provided to its affiliated suppliers.
- (3) If a tariff provision is mandatory, the [natural gas distribution company] should not waive the provision for its affiliate or division absent prior approval of the Commission.
- (4) If a tariff provision is not mandatory or provides for waivers, the [natural gas distribution company] should grant the waivers without preference to affiliates and divisions or non-affiliates.
- (5) The [natural gas distribution company] should maintain a chronological log of tariff provisions for which it has granted waivers. Entries should include the name of the party receiving the waiver, the date and time of the request, the specific tariff provision waived and the reason for the waiver. Any chronological log should be open for public inspection during normal business hours.
- (6) The [natural gas distribution company] should process requests for transportation promptly and in a nondiscriminatory fashion with respect to other requests received in the same or a similar period. The [natural gas distribution company] should maintain a chronological log showing the processing of requests for transportation services. Any chronological log should be open for public inspection during normal business hours.
- (7) Transportation discounts and fee waivers and rebates provided to the [natural gas distribution company's] or its marketing affiliate's favored customers should be offered to other similarly situated customers and should not be tied to any unrelated service, incentive or offer on behalf of either the parent of affiliate. A chronological

log should be maintained showing the date, party, time and rationale for the action. Any chronological log should be open for public inspection during normal business hours.

- (8) The [natural gas distribution company] should not disclose any customer proprietary information to its marketing affiliate or division, and to the extent that it does disclose customer information, it should contemporaneously paovide this same information to other similarly situated marketers in a similar fashion so as not to selectively disclose, delay disclosure, or give itself or its affiliate any undue advantage related to the disclosure. A chronological log should be maintained showing the date, time and rationale for the disclosure. Any chronological log should be open for public inspection during normal business hours. A natural gas distribution company should not provide information received from non-affiliated customers or suppliers to its affiliated natural gas suppliers.
- (9) The [natural gas distribution company] should justly and reasonably allocate to its marketing affiliate or division the costs or expenses for general administration or support services.
- (10) The [natural gas distribution company] selling surplus gas supplies and/or upstream capacity on a short-term basis (as defined by the Federal Energy Regulatory Commission) to its affiliate should make supplies available to similarly situated marketers on nondiscriminatory basis. The [natural gas distribution company] should not make any gas supplies and/or upstream capacity available through private disclosure to the [natural gas distribution company's] affiliate unless the availability is made simultaneously with public dissemination in a manner that fairly apprises interested parties of the availability of the gas supplies and/or upstream capacity. The [natural gas distribution company] should maintain a chronological log of these public disseminations. Any chronological log should be open for public inspection during normal business hours.
- (11) The [natural gas distribution company] should not condition or tie agreements to release interstate pipeline capacity to any service in which the [natural gas distribution company] or affiliate is involved.
- (12) The [natural gas distribution company] should not directly or by implication . . . represent to any customer, supplier or third party that an advantage may accrue to any party through use of the [natural gas distribution company's] affiliate or subsidiary.

- (13) The [natural gas distribution company] should establish and file with the Commission a complaint procedure for dealing with any alleged violations of any of the standards listed in paragraphs (1) through (12), this paragraph or paragraphs (14) and (15), excepting for paragraph (9), which should be exclusively under the purview of the Commission. These procedures should be developed in consultation with interested parties during consideration of any tariff guided by this section and §69.191 (relating to general). The Commission may expect establishment of a complaint procedure or other recordkeeping requirements if warranted by subsequent facts or circumstances.
- (14) The [natural gas distribution company] should keep a chronological log of any complaints, excepting paragraph (9), regarding discriminatory treatment of natural gas suppliers. This chronological log should include the date and nature of the complaint and the [natural gas distribution company's] resolution of it. Any chronological log should be open for inspection during normal business hours.
- (15) Parties alleging violations of these standards may pursue their allegations through the Commission's established complaint procedures. A complainant bears the burden of proof consistent with 66 Pa. C.S. (relating to Public Utility Code) in regard to the allegations.
- (16) Licensees shall provide accurate information about their natural gas supplier services using plain language and common terms. Where new terms are used, such terms must be defined again using plain language: Information should be provided in a format which will allow for comparison of the various natural gas supply services offered and the prices charged for each type of service.
- (17) Licensees shall provide notification of the change in conditions of service, intent to cease operation as an natural gas supplier, explanation of denial of service, proper handling of deposits and proper handling of complaints in accordance with Commission regulations where applicable.
- (18) Licensees shall maintain the confidentiality of customers' historic payment information and right of access to their own load and billing information.

- (19) Licensees shall not discriminate in the provision of natural gas supply services as to availability and terms of service based on race, color, religion, national origin, sex, marital status, age receipt of public assistance income, and exercise of rights under the Consumer Credit Protection Act, 15 U. S. C. §§1691-1691f; Regulation B, 12 C.F.R. §§202-202.14.
- (20) Licensees will be responsible for any fraudulent deceptive or other unlawful marketing or billing acts performed by their agents or representatives. Licensee shall inform consumers of state consumer protection laws that govern the cancellation or rescission of natural gas supply service contracts. 73 P. S. §201-7.
- (21) The natural gas distribution company shall not give any affiliate or marketing division preference over a non-traditional affiliate in the provision of goods and services such as processing requests for information, complaints and responses to service interruptions. The natural gas distribution company shall provide comparable treatment without regard to a customer's chosen natural gas supplier.
- (22) No transaction between the natural gas distribution company and an affiliated natural gas supplier shall involve an anti-competitive cross-subsidy and all such transactions shall comply with applicable law.
- (23) Natural gas distribution company employees who have responsibility for operating the distribution system, including natural gas delivery or billing and metering, shall not be shared with an affiliated or divisional Supplier, and their offices shall be physically separated from the office(s) used by those working for the Supplier. Such natural gas distribution company employees may transfer to a Supplier provided such transfer is not used as a means to circumvent these interim standards of conduct. Any supplier shall have its own direct line management. Any shared facilities shall be fully and transparently allocated between the natural gas distribution company function and the Supplier function. The natural gas distribution company accounts and records shall be maintained such that the costs a Supplier incurs may be clearly identified.
- (24) (a) Neither the natural gas distribution company nor an affiliated or divisional Supplier may directly or by implication falsely and unfairly represent:

• that the Pa PUC jurisdictionally regulated services provided by the natural gas distribution company are of a superior quality when power is purchased from an affiliated or divisional Supplier; or

• that the merchant services (for natural gas) are being provided by the natural gas distribution company rather than an affiliated or divisional Supplier;

• that the natural gas purchased from a Supplier that is not an affiliate or division of the natural gas distribution company may not be reliably delivered;

• that natural gas must be purchased from an affiliate or divisional Supplier to receive Pa PUC jurisdictional regulated services.

(b) The natural gas distribution company shall not jointly market or jointly purchase its Pa PUC jurisdictional regulated services with the services of an affiliated or divisional Suppler. This prohibition includes prohibiting the natural gas distribution company from including bill inserts in its natural gas distribution company bills promoting an affiliated or divisional Supplier's services, and further precludes a reference or link from the natural gas distribution company's web-site to any affiliated or divisional supplier.

(c) When an affiliated or divisional Supplier markets or communicates to the public using the natural gas distribution company name or logo, it shall include a disclaimer that states:

(i) That the Supplier is not the same company as the natural gas distribution company; (2) that the prices of the Supplier are not regulated by the Pa PUC; and (3) that a customer does not have to by natural gas or other products from the Supplier in order to receive the same quality service from the natural gas distribution company. When a Supplier advertises or communicates verbally through radio or television to the public using the natural gas distribution company name or logo, the Supplier shall include at the conclusion of any such communication a disclaimer that includes all of the disclaimers listed in this paragraph.

(25) The natural gas distribution company must: (a) make interstate capacity available for release, assignment, or transfer to its affiliated or divisional Supplier only through the intestate pipeline electronic bulletin boards and the competitive bidding procedures in place on those interstate systems; (b) not give its affiliated or divisional Supplier any preference over nonaffiliated or non-divisional Suppliers, or potential non-affiliated or nondivisional Suppliers, in matters relating to the assignment, release, or other transfer of the natural gas distribution company's capacity rights on interstate pipeline systems; and (c) not condition or tic its agreement to release, assign, or otherwise transfer interstate pipeline capacity to any agreement by a gas Supplier, customer or other third party relating to any service in which its marketing affiliate is involved.

### Attachment 1:

Articles of Incorporation Filing Receipt

Articles of Incorporation

Pennsylvania Business Registration

Certificate of Good Standing

List of Officers

## RECEIVED

SEP 16 2013

DIVISION OF CORPORATIONS AND STATE RECORDS

ALBANY, NY 12231-0001

COUNTY: KING

EXIST DATE

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09/02/2004

FILING RECEIPT

ENTITY NAME: PLYMOUTH ROCK ENERGY, LLC

DOCUMENT TYPE: ARTICLES OF ORGANIZATION (DOM LLC)

SERVICE COMPANY: BUSINESS FILINGS INCORPORATED SERVICE CODE: M9 \*

FILED:09/02/2004 DURATION:12/31/2044 CASH#:040902000031 FILM #:040902000031

ADDRESS FOR PROCESS DAVID SOKOL 165 REMSEN STREET BROOKLYN, NY 11201

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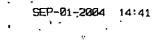
REGISTERED AGENT DAVID SOKOL 165 REMSEN STREET BROOKLYN, NY 11201



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SEP 16 2013

FILER	FEES	235.00	PAYMENTS	235.00		
	FILING	200.00	CASH	0.00		
BUSINESS FILINGS INCORPORATED	TAX	0.00	CHECK	0.00		
8025 EXCELSIOR DR., SUITE 200	CERT	0.00	CHARGE	0.00		
·	COPIES	10.00	DRAWDOWN	235.00		
MADISON, WI 53717	HANDLING	25.00	BILLED	0.00		
			REFUND	0.00		
			DOS-1025	(11/89)		



P.03/04 F0409020000831

### ARTICLES OF ORGANIZATION OF PLYMOUTH ROCK ENERGY, LLC

Under Section 203 of the Limited Liability Company Law:

are true under the penalties of perjury.

FIRST:	The name of the limited liability company is: PLYMOUTH ROCK ENERGY, LLC
SECOND:	The office of the limited liability company is to be located in the city of Brooklyn, county of Kings, state of New York.
THIRD:	The latest date on which the limited liability company is to dissolve is: 12/31/2044.
FOURTH:	The secretary of state is designated as the agent of the limited liability Company upon whom process against it may be served. The post office Address within or without of this state to which the secretary of state shall mail a copy of any process against the limited liability company served upon him or her is: David Sokol, 165 Remsen Street, Brooklyn, New York 11201.
FIFTH:	The name and street address within this state of the registered agent of the Registered agent of the limited liability company upon whom and at which process against the limited liability company can be served is: David Sokol, 165 Remsen Street, Brooklyn, New York 11201. Located in the county of Kings,
SIXTH:	The limited liability company is to be managed by 1 or more Members.
aj daž	IN WITNESS WHEREOF, this certificate has been subscribed this 1st day of September, 2004 by the undersigned who affirms that the statements made herein

Mark Schiff, AVP, Organizer Business Filings Incorporated 8025 Excelsior Dr., Suite 200 Madison, WI 53717

RECEIVED

SEP 16 2013





### CERTIFICATE OF ORGANIZATION

### $\mathbb{OF}$

### PLYMOUTH ROCK ENERGY, LLC

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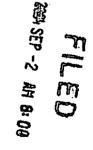
STATE OF NEW YORK DEPARTMENT OF STATE FILED

SEP -2 2004

TAX S. 8Y:

NAME AND ADDRESS OF FILER Drawdown Acct. - #M9 Business Filings Incorporated 8025 Excelsior Dr., Suite 200 Madison WI 53717

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TOTAL P.04

 BUREAU OF CUMPORATION TAXES PO BOX 280765 HARRISBURG PA 17128-0705



PLYMOUTH ROCK ENERGY L 1074 BROADWAY WOODMERE NY 11595

## RECEIVED

NOTICE #:	.01088434	•
DATE OF NOTICE	05/02/2011	
ACCOUNT ID:	6007-726	
FISCAL YEAR END:	DEC	
FEDERAL EIN #:	PA-9546106	
INCORPORATION DATE	03/31/2011	• .
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FOREIGN FRANCHISE LOANS CORPORATE NET INCOME

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SEP 16 2013

PA PUBLIC UTILITY COMMISSION

SECRETARY'S BUREAU

Dear Taxpayer,

Welcome to Pennsylvania's business community. The Department of Revenue has been advised that you are authorized to conduct business in Pennsylvania.

The above Corporate Account ID number has been assigned to your business for tax reporting purposes. Please reference this number on all correspondence with the department. The taxes you are required to report annually are also listed. Carefully review this information and make sure your name, address and other tax information is complete and accurate.

If no federal employer identification number (EIN) is indicated above, please provide this number as soon as it is available to you from the federal government. Write the federal EIN in the top right-hand corner in the blank space and return this letter to us.

If there are changes or additions to be made regarding your account, make the appropriate adjustments on a copy of this letter and return it promptly to:

PA DEPARTMENT OF REVENUE PO BOX 280705 HARRISBURG PA 17128-0705

PLEASE NOTE: Section 601 of the Tax Reform Code of 1971 includes limited liability companies and business trusts in the definition of a corporation for capital stock/foreign franchise tax purposes, regardless of how an entity files with the Internal Revenue Service (IRS). Under Section 401, any entity that elects to file as a corporation with the IRS is subject to corporate net income tax. In the case of limited liability companies and business trusts, this determination will be made upon review of the PA Corporation Tax Report.

Pay particular attention to the month your business or fiscal year ends for the following reasons:

- For most taxes, the annual report must be filed within 105 days after the close of the tax year.
- For capital stock/foreign franchise, corporate net income and mutual thrift taxes, the first quarterly estimated payments are due within 75 days following the incorporation/authority date.
- A federal sub-chapter S corporation desiring not to be taxed as a PA S corporation is required to file form REV-976 on or before the due date or extended due date of the first tax period for which it is to be in effect. REV-976 is available at www.revenue.state.pa.us.

#### PLYMOUTH ROCK ENERGY 1074 BROADWAY WOODMERE NY 11598

Enclosed is the information you requested. Your payment of \$50.00 is hereby acknowledged.

If the name on the enclosed document(s) does not match exactly with the name of the entity you requested, this office does not have a record of the exact name you requested. The document(s) provided appear(s) to be of sufficient similarity to be the entity requested.

đ

### 201109010090 101

### State of New York Department of State } ss:

I hereby certify, that PLYMOUTH ROCK ENERGY, LLC a NEW YORK Limited Liability Company filed Articles of Organization pursuant to the Limited Liability Company Law on 09/02/2004, and that the Limited Liability Company is existing so far as shown by the records of the Department.



\*\*+

WTTNESS my hand and the official seal of the Department of State at the City of Albany, this 31st day of August two thousand and eleven.

First Deputy Secretary of State

201109010090 101

### Plymouth Rock Energy, LLC

### List of Officers

### **Officers:**

Adam Sokol, President 1074 Broadway Woodmere, NY 11598 <u>asokol@plymouthenergy.com</u> Phone: 516-634-2152 Fax: 718-852-8628

Sam (Samuel) Ritter, COO 1074 Broadway Woodmere, NY 11598 <u>sritter(*a*)plymouthenergy.com</u> Phone: 516-734-0408 Fax: 718-852-8628

### David Sokol, Vice President

1074 Broadway Woodmerc, NY 11598 <u>dsokol@plymouthenergy.com</u> Phone: 516-634-2151 Fax: 718-852-8628

#### Shyam Persaud, VP of Finance

1074 Broadway Woodmerc, NY 11598 spersaud@plymouthenergy.com Phone: 516-634-2501 Fax: 718-852-8628

### Mendy Sokol, Chairman

1074 Broadway Woodmere, NY 11598 <u>msokol@plymouthenergy.com</u> Phone: 516-634-2153 Fax: 718-852-8628

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### SEP 16 2013

### Attachment 2:

Contacts for Consumer Services and Complaints

**Customer Care Associate Procedures** 

Sample Bill

**Disclosure Statement** 

# RECEIVED

SEP 16 2013

### **Contacts for Consumer Service and Complaints:**

Michael Reiss Customer Care Manager 1074 Broadway Woodmere, NY 11598 <u>mreiss@plymouthenergy.com</u> 516-634-2155 Fax: 516-295-1417

Sam Ritter COO 1074 Broadway Woodmere, NY 11598 <u>sritter@plymouthenergy.com</u> 516-734-0408 Fax: 516-295-1417



### SEP 16 2013

### Customer Care Associate Procedures Plymouth Rock Energy, LLC

- 1. Upon Arrival Customer Care Associate
  - Log In Shortel Phone
  - Sales Force
  - Check Voice Mail
  - Check Email
- 2. CCA Introduction Answering Calls
  - Good Morning/Afternoon you have reached the Customer Care Department
  - This is \_\_\_\_\_YOUR NAME
  - How may I help you?
- 3. Assisting Inquiries or Resolving Issues

• Obtain information from the customer to access and verify the account or premises information

• Determine the nature of the inquiry and if the Utility or if Plymouth Rock Energy is responsible for assisting the customer

• CCA will follow normal procedures for responding to inquiries. If the inquiry is specific to the Utility or another internal department the CCA will take one of the following actions:

- a. Forward/transfer the inquiry to the responsible party;
- b. Direct the customer to contact the responsible party; or

c. Contact the responsible party to resolve the matter and provide a prompt response to the customer.

- 4. Opening Case Procedure
  - Enter Customer Contact Account information in Sales Force Quick Create
  - Provide Description of customer's complaint
  - Resolve or Create Task to get support from Responsible Department
  - Close Case or Create Follow-up to customer or internal support
- 5. Customer Emergencies
- An emergency call means any communication from a customer concerning an emergency situation relating to the distribution system, including, but not limited to, reports of gas odor, natural disaster, downed wires, electrical contact, or fire.
- The CCA shall provide the distribution utility's emergency number to the customer for direct contact to the distribution utility.

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CONSOLIDATED BILL

Questions? Place cillus	<b>5</b> 3
(513)784-0403	21122 4 C 2 4

Previous Balance	\$0.00
Amount Due	\$31.12

PAYMENT DUE OUPON RECEIPT: A Late Payment Charge of 1.5% will accrue if Payment is not received within 15 days IMPORTANT: If you smell gas or have any other emergency, call your local utility at:

Plymouth Rock Energy, LLC • 1074 Broadway • Woodmere, New York 11598 Tel: (516) 734-0408 • Fax: (516) 295-1417 • www.plymouthenergy.com

### **Disclosure Statement Plymouth Rock Energy, LLC**

This is an agreement for natural gas services, between Plymouth Rock Energy, LLC and <u>customer's</u> <u>name and full address</u>.

### Background

We at Plymouth Rock Energy, LLC are licensed by the Pennsylvania Public Utility Commission to offer and supply natural gas services in Pennsylvania. Our PUC license number is <u>A-110XXX</u>.

- We set the prices and charges that you pay. The Public Utility Commission regulates distribution
  or delivery prices and services. The Federal Energy Regulatory Commission regulates interstate
  pipeline prices and services.
- If you ask us, we can bill you directly for our service.
- Right of Recision You may cancel this agreement at any time before midnight of the third business day after receiving this disclosure.

#### Definitions

- Interstate Pipeline Charges Charges for moving natural gas to the distribution lines of a distribution company.
- Nonbasic Charges Define each nonbasic service being offered.

#### Terms of Service

1. (a) Basic Service Prices - Itemize Basic Services you are billing for and their prices.

You will pay rate per (Mcf/Dth/ccf) for the commodity of natural gas.

Variable Price shall reflect each month the wholesale cost of natural gas (including commodity, capacity, storage and balancing), transportation to the Delivery Point, and other market-related factors, plus all applicable taxes, fees, charges or other assessments and Plymouth's costs, expenses and margins.

You will pay <u>rate per</u> (Mcf/Dth/ccf) for other natural gas service. <u>Suppliers are to include transmission service prices if billed.</u>

(b) Nonbasic Service Prices - Itemize Nonbasic Services you are offering and their prices.

### 2. Length of Agreement

You will buy your natural gas services for the above street address from Plymouth Rock Energy, LLC beginning \_\_\_\_\_\_ through \_\_\_\_\_\_.

3. Special Terms and Conditions - <u>List and explain all that apply.</u> Sign-up bonuses Add-ons Limited time offers Other Sales Promotions Exclusions

#### 4. Special Services - <u>Provide explanation of price, terms and conditions, including advanced</u> metering deployment, if applicable.

5. Penalties, Fees and Exceptions - Plymouth will invoice Customer monthly for natural gas delivered under this Agreement, as measured by the EDC, and Customer will pay each invoice in full within 20 days of the invoice date or be subject to a late payment charge of 1.5% per month.

#### 6. Cancellation Provisions

Customer may rescind this Agreement within 3 business days after the signing or receipt of this Agreement, whichever comes first, by contacting Plymouth at 1.866.539.6450 or in writing. Customer is liable for all Plymouth charges until Customer returns to theEDC or goes to another supplier. A final bill will be rendered within twenty (20) days after the final scheduled meter reading or if access is unavailable, an estimate of consumption will be used in the final bill, which will be trued up subsequent to the final meter reading.

#### 7. Renewal Provision

Upon completion of the Initial Term, this Agreement will automatically renew on a month-to-month basis at the same terms, except the rate will be a variable monthly rate. If Plymouth proposes changes to the Agreement, Customer will receive written notification from Plymouth in each of the last three bills for supply charges or in corresponding separate mailings that precede either the expiration date or the effective date of the proposed changes. Plymouth will explain your options to you in these three advance notifications. While receiving service on a month-to-month basis, Customer or Plymouth may cancel or terminate this Agreement so long 30 days' advance written notice of cancellation is provided to the other party.

#### 8. Agreement Expiration/Change in Terms

If you have a fixed term agreement with us and it is approaching the expiration date or if we propose to change our terms of service, we will send you written notice in each of our last three bills or in separate mailings before either the expiration date or the effective date of the changes. We will explain your options in these three advance notices.

#### 9. Dispute Procedures

Contact us with any questions concerning our terms of service. You may call the PUC if you are not satisfied after discussing your terms with us.

#### **10. Contact Information**

Supplier Name: Plymouth Rock Energy, LLC

Address: 1074 Broadway Woodmere, NY 11598

Phone Number: <u>855-327-6937</u>

Internet Address: www.plymouthenergy.com

Distribution Company Name: \_\_\_\_\_\_

Provider of Last Resort Name: \_\_\_\_\_

Address:

\_\_\_\_\_

Phone Number:

## Attachment 3

Organizational Structure

Audited Financial Statements: **CONFIDENTIAL** 

Credit Report

Proof of compliance with bonding/credit for each NGDC in which Plymouth proposes to serve

**Chief Officers and Resumes** 

Custodian of Accounting Records



SEP 1 6 2013

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

## **Custodian for Accounting Records:**

Andy Sookram, Controller 1074 Broadway Woodmere, NY 11598 Phone: 516-634-2154 Fax: 516-295-1417

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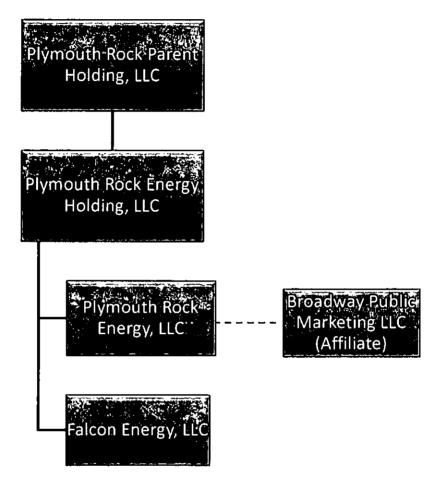


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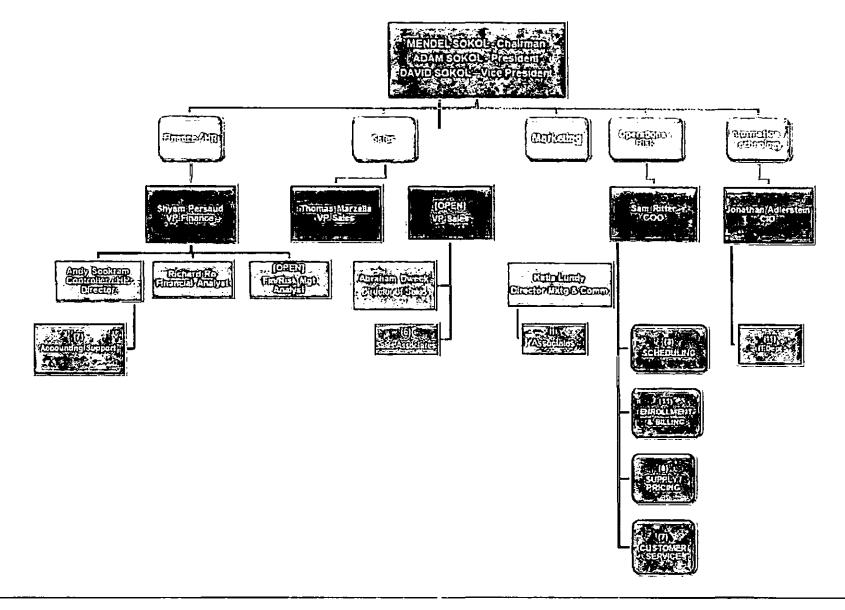
PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU



**Organizational Chart** 



# **Organizational Chart**



· Plymouth Rock

👦 Print Plymouth Rock Energy, Llc DUNS: 87-740-6641 Dashboard Company Info 1074 Broadway URL: www.plymouthenergy.com Woodmere, NY 11598 Phone: (516) 734-0408 Scores DandB Delinquency Financial Supplier Eval. Risk Credit Limit Paydex Predictor Stress Rating Rec Raling Score Score Çlasa Score Cians Rating Recommendation Rating 80 7 557 7 2 3 1462 **Δ** 6 🗸 \$35K 1R3 Recent Alerts Definquency Predictor Score SCORE . 08/11/13 8 New Inquiries **UNOULRY** Declined 07/28/13 1 New Inquiry 06/27/13 D&B Rating Change AINQUIRY SCOAL Inquiries Most Recent Date SIC / Sector Report type Finance, Insurance 03/09/13 Poyment Analysis Report and Real Estate Finance, Insumnue 08/09/13 Payment Analysis Report and Real Estate Finance, Insurance 03/09/13 Puyment Analysis Report and Real Estate Finance, Insurance 08/05/13 Payment Analysis Report and Real Estate Finance, Insurance 08/09/13 Comprehensive Report and Real Estate Top 5 Inquiries by SIC / Sector (12 Months) 31 x 5 -----Top 5 Inquiries by Report Type (12 Months)

## Philadelphia Gas Works



Raymond M. Snyder – Vice President, Gas Management 800 W. Montgomery Avenue, Philadelphia, PA 19122 Telephone: (215) 684-6405 Fax: (215) 684-6602

July 31, 2013

Mr. Adam Sokol President Plymouth Rock Energy, LLC 1074 Broadway Woodmere, NY 11598

RE: Security Requirement Bond for Plymouth Rock Energy, LLC

Dear Mr. Sokol:

Philadelphia Gas Works ("PGW") is aware that Plymouth Rock Energy, LLC has filed an application with the Pennsylvania Public Utility Commission to supply natural gas services to the public in Pennsylvania and specifically within the services territory of Philadelphia Gas Works.

As you know, in making such an application, Plymouth Rock Energy, LLC must furnish acceptable security to each utility where Plymouth Rock Energy, LLC will do business. As such, under its tariff, Philadelphia Gas Works could require Plymouth Rock Energy, LLC to provide a bond or other financial security instrument in an amount that Philadelphia Gas Works determines to be appropriate.

However, you have indicated, and it is Philadelphia Gas Works' understanding, that Plymouth Rock Energy, LLC intends only to provide natural gas aggregating, brokering and consulting services at this time. You have stated that, in performing these services, Plymouth Rock Energy, LLC will never take title to any delivered natural gas.

Based upon your representations, Philadelphia Gas Works has determined that, at this time, Plymouth Rock Energy, LLC does not need to post a bond or other form of security to operate in its service territory. If the services provided by Plymouth Rock Energy, LLC should change, Philadelphia Gas Works reserves the right to require security from Plymouth Rock Energy, LLC as it deems appropriate.

If you have any questions concerning the foregoing, please contact me at (215) 684-6405.

Sincerely

Raymond M. Snyder Vice President Gas Management

RMS:⊅



USI Utilitues, Inc 2525 North 12th Street State 350 Post Office Box 12677 Reading, PA 19512-2677

1610) 795-3400 Telephone

August 7, 2013

Erika Schmitt Customized Energy Solutions 1528 Walnut Street, 22<sup>nd</sup> Floor Philadelphia, PA 19102

RE: UGI Financial Security Requirements

Dear Ms. Schmitt,

UGI Utilities, Inc. ("UGIU") has reviewed the financial information of Plymouth Rock Energy, LLC ("Plymouth Rock"). Based on this review and the requirement that Plymouth Rock must post security as specified in the UGI Gas ("UGI"), UGI Penn Natural Gas ("PNG") and/or UGI Central Penn Gas ("CPG") Supplier Coordination Tariffs before it serves customers on the UGI, PNG and/or CPG distribution systems, UGIU has determined that Plymouth Rock has demonstrated adequate creditworthiness to satisfy any costs UGI, PNG and/or CPG may incur in the event they operate as a supplier of last resort due to a default on the part of Plymouth Rock.

This determination may change in the event there is a material deterioration in Plymouth Rock's financial condition, if Plymouth Rock's obligations to UGI, PNG and/or CPG exceed the amount of the financial security provided, if the financial security is withdrawn or is deemed to be null and void or inadequate due to the material financial deterioration of any guarantor, or if Plymouth Rock fails to abide by the terms and conditions of the UGI, PNG and/or CPG Gas Tariffs and the UGI, PNG and/or CPG Natural Gas Supplier Coordination Tariffs.

Sincerely, alifs. foll

David E. Lahoff Manager, Rates UGI Utilities, Inc.



-375 North Shore Drive Suite 600 - Pattsburgh PA-15212

www.peoples-gav.com

August 7, 2013

Adam Sokol President Plymouth Rock Energy, LLC 1074 Broadway Woodmere, NY 11598

Dear Mr. Sokol:

This letter serves as notification that Peoples Natural Gas Company does not require Plymouth Rock Energy, LLC to provide a security or credit enhancement. Our decision is based on the fact that your company is not currently operating, and has no immediate plans to operate, a Non-Priority One Pool or a Priority One Pool on the Peoples Natural Gas system. However, if in the future your company desires to establish a Non-Priority One Pool or a Priority One Pool on the Peoples Natural Gas Company system, it may be required to establish a security or credit enhancement based on the terms set forth under Paragraphs 6 and 7 of the Rules and Regulations of The Peoples Natural Gas Company Supplier Tariff.

;

If you have any questions feel free to contact me at 412-208-6528 or by email at Lynda.W.Petrichevich@peoples-gas.com.

Sincerely,

Inda jotuchunck

Lynda W. Petrichevich Manager, Rates and Regulatory Affairs Peoples Natural Gas Company LLC



An Exelon Company

July 31, 2013 PECO - Exelon Corporation Energy Acquisition 2301 Market Street Philadelphia, PA. 19101

Ms. Erika Schmitt Customized Energy Solutions 1528 Walnut Street, 22nd Floor Philadelphia, PA. 19102 www.ces-ltd.com

In compliance with your original request of October 12th, 2012, and yesterday, July 30<sup>th</sup>, 2013, PECO Energy Acquisition is providing this notification letter that Plymouth Rock Energy, LLC has met the creditworthiness business requirement involved with the Pennsylvania Gas Choice - Low Volume Transportation program; pursuant to the receipt of an initial Surety of \$35,000.00 Guaranty. The Surety may be submitted to PECO via three acceptable forms; a Cash Deposit, a Letter of Credit, or a Surety bond. PECO will hold any surety to cover potential obligations to PECO and other system costs that could result from failure of a Supplier to meet its competitive Natural Gas Supply service delivery obligations.

Please note, although the creditworthiness requirements were met, as referenced within Section 7.13 (Creditworthiness of a Natural Gas Supplier (NGS) Serving Low Volume Transportation Customers) of the Gas Service Tariff, PECO has the right to re-assess the creditworthiness of the company if PECO has any reason to suspect a change in the marketer's financial condition.

If you should have any questions regarding this matter, please contact the Electric & Gas Choice Hotline at 215-841-3700.

Sincerely.

Carol Reilly Manager

## Plymouth Rock Energy, LLC List of Officers

#### Adam Sokol:

Adam Sokol is the President of Plymouth Rock Energy, LLC and has over 15 years experience in the energy industry. Prior to co-founding Plymouth Rock Energy, LLC in 2004, Adam served, and continues to serve, as the Senior Vice President of Plymouth Rock Fuel Corp. Plymouth Rock Fuel Corp is responsible for delivering heating oil to residential and commercial customers in the New York metropolitan area.

As President of Plymouth Rock Energy, LLC, Adam is responsible for providing strategic guidance and vision to grow the business. This includes overseeing all aspects of the business, including sales and marketing, pricing, buying and selling natural gas and power in the wholesale energy market, ensuring the proper risk management of the company's portfolio, financing, operational and IT functions, and regulatory and statutory compliance. Adam is also involved in the acquisition of businesses that will allow Plymouth to continue to grow.

Since starting Plymouth Rock Energy, LLC, Adam has overseen growth at a compounded annual rate of 110% in revenue over an 8 year period. As a result of this continued growth, Adam has recruited a team of knowledgeable and experienced managers and staff to help oversee the day to day operations of the company.

#### Sam Ritter:

Sam Ritter is in his third year as Chief Operating Officer for Plymouth Rock Energy, LLC. As a member of the executive team, he is involved in the day to day management and growth of natural gas and electricity sectors of the business. He is responsible for managing activity in existing markets, and overseeing entry into new ones. As Plymouth has continued to grow, Sam has helped manage the expansion of the existing internal infrastructure with the departments of finance, risk, supply, technology and operations. He has established revenue and budget forecasts for the promotion of short term and long term, tactical and strategic planning expectations for the overall business.

Prior to joining Plymouth, Sam was involved in natural gas trading and marketing at RBS Sempra Commodities. In this role Sam was on the natural gas trading desk, where he managed the position of customer flow business. The customer book consisted of ESCO's, power plants, municipalities and large industrial clients utilizing cash and forward physical and financial markets to manage their demand side needs. Sam also has several years of management experience as a Senior Director of Trading, Pricing and Risk, at Gateway Energy Services Corp.

Sam holds a Masters in Science from the Columbia University, Fu Foundation School of Engineering, and has a strong understanding of the complexities of the energy markets. His expertise has been valuable as Plymouth has continued to grow and expand to new markets.

#### **Shyam Persaud:**

Shyam Persaud is in his third year as VP of Finance for Plymouth Rock Energy, LLC. As a member of the executive team, he is responsible for all accounting and finance activities for the company. Shyam has over 20 years of experience in various finance and accounting roles including management positions at Ram Power, Homeland Renewable Energy, and Constellation Newenergy.

## Adam Sokol 13708 72<sup>nd</sup> Road Flushing, NY 11367 Telephone: 516-634-2152

#### Plymouth Rock Energy, LLC (September 2004 to Current)

Plymouth Rock Energy, LLC is an independently owned retail energy provider serving natural gas and electricity to commercial and residential customers.

#### **President**

Co-founder of the company in 2004, and has since maintained overall responsibility for the daily management and operation of the company. Responsibilities include:

- Providing strategic guidance and vision to grow the business, leading to a Compounded Annual Growth Rate of 110% in net sales between 2004 and 2011.
- Developing marketing and sales initiatives. The result is the continued expansion into new markets, such as New Jersey, Pennsylvania, and Ohio.
- Maintaining the profitability and growth of the business. This includes review and oversight of all financial information related to the company, including profit and loss responsibilities.
- Managing the wholesale portfolio, including the buying and selling of natural gas and power in the wholesale energy market.
- Ensuring and reviewing of proper risk management policies of the portfolio.
- Ensuring compliance with regulatory and statutory agencies.

## Plymouth Rock Fuel Corp (June 1997 to Current)

Plymouth Rock Fuel Corp is a family owned business, delivering heating oil to residential and commercial customers in the NY metropolitan area since 1948.

#### Vice - President

Oversee the operational and financial aspects of the business. Responsibilities include:

- Daily management of the business.
- Maintaining the profitability and growth of the business. This includes review of all financial information related to the company.
- Managing the wholesale portfolio, including the buying and selling of heating oil in the wholesale energy market, as well as entering into supply arrangement with various wholesale entities.
- Ensuring and reviewing proper risk management policies of the portfolio.
- Ensuring compliance with regulatory and statutory agencies.

Education: Columbia University, Fu Foundation School of Engineering, New York, NY Master of Science, December 2002, Operations Research Engineering – GPA: 3.61 Veshiva University, Yeshiva College, New York, NY

Bachelor of Arts, January 2000, Major: Physics, Minor: Mathematics

Passed the SOA/CAS Actuary Exam I - May 2003

#### Work Experience:

#### **Plymouth Rock Energy**

Chief Operating Officer

As a member of the executive team, involved in the day to day management and growth of a New York based natural gas and electricity ESCO.

Key Responsibilities include:

• Expansion and development of the electricity business within the current natural gas footprint as well as into neighboring territories.

p: 917-715-9711

- Expansion of the existing internal infrastructure within the departments of finance, risk, supply, technology and operations,
- Establish revenue and budget forecasts for the promotion of short term and long term, tactical and strategic planning expectations for the overall business

#### **RBS Sempra Commodities**

#### Natural Gas Trading & Marketing

Sat on the natural gas trading desk at RBS Sempra Commodities where I managed a book and position of customer flow business. Customer book consisted of retail energy service companies (ESCO's), power plants, municipalities and large industrial clients utilizing cash and forward physical and financial markets to manage their demand side needs.

- Active in physical and paper markets: NYMEX, basis, index in the Northeast, Southeast, Gulf and Midwest.
- Liaise between customers and regional market making desks/electronic exchanges.
- Assist with and create client relationships and improve operational work flow for the trading and marketing side of business.
- Analyze, review and respond to supply and AMA RFP's
- Strong knowledge and experience with the structured finance/supply/guarantee arrangement commonly found between high credit rated trading institutions and ESCO's

#### Senior Business Analyst

Managed 3 enterprise-wide project implementation initiatives. Day-to-day tasks included business owner interviews and investigation, execution plan documentation, modification testing and end-user training

Management Information – Revenue Reporting

Designed and implemented revenue capture and reporting business process within time and resource budget

#### Interest Rate and FX Risk

• Integrated non-trading book IR and FX exposure into risk and hedging reporting., IR and FX Forward curve validation

Deal Tracker Workflow

- Primary business analyst on corporate rollout of Deal Tracker application
- Liaise between end-users and development team on enhancements and functionality

#### GasLimit, Inc.

Co-Founder

GasLimit was launched as a "proof of concept" looking to provide fuel price risk management services to small and medium size vehicle fleets. The company's niche was to perform as mass market counterparty for fuel consumers in need of medium to long term retail fuel price guarantees for budgeting and/or cash flow planning purposes. The resulting price risk would then be hedged by purchasing offsetting, financially settled, refined fuel products in bulk from energy traders and brokers similar to the deregulated retail natural gas and electricity model.

#### July 2008 – September 2009

Monsey, New York May 2007 – July 2008

Stamford, Connecticut

Woodmere, New York

January 2011 - Present

October 2009 – December 2010

- Managed all aspects of the venture fund raising, website design and development, counterparty/trading relationships, market risk, sales and marketing
- · Market test results could not justify the continuation of the venture and entity was wound down in July 2008

#### **Gateway Energy Services Corp** (formerly Econnergy Energy Company) Senior Director, Trading, Pricing and Risk

Suffern, New York July 2003 – May 2007

Managed the Trading. Pricing and Risk Group for a retail aggregator of natural gas and power (ESCO). The company served 250,000 residential and small commercial customers across 7 states in the Northeast United States with approximately \$500 million in annual revenue. Key responsibilities included planning and execution for physical commodity, financial hedging, retail rate construction, risk management and general middle office management; reported directly to the CEO and CFO.

### Trading and Supply Management Tasks

Oversaw planning and performed execution of all physical and financial commodity purchasing

### Risk Management Tasks

- Hedging responsibilities using swaps, futures, options and other derivatives to cover retail book of business
- Re-engineered work flow processes for the mitigation of operational risks

### General Tasks

• Coordinated the development of reporting and pricing tools

### Computer Skills:

Microsoft Office, SQL, DB Structures, Programming Logic, energy trading platforms. Elementary knowledge of: VBA (Excel), JAVA & C++

### Professional Skills:

Swaps, Options, Derivatives, Bond Pricing, Calculus, Statistics, Simulation, VaR Utility and Retail Energy (ESCO) commodity price risk, some FAS133

### Interests and Hobbies:

Traveling, Music, Snowboarding, Reading, Tennis

# SHYAM PERSAUD

89-17, 213 Street, Queens Village, New York 11427

Cell: (917)-710-2869

#### shyampersaud@gmail.com

Home: (718)-776-1346

#### FINANCE AND MANAGEMENT EXECUTIVE

#### Innovative and Entrepreneurial Leadership ~ Business Development ~ Change Management

Astute, results-oriented Leader with proven success in working with corporations to achieve profitability and business growth objectives within start ups, turnarounds and rapid change environments. Background includes creating and implementing accounting process and controls, systems and management reports within six months, three months ahead of plan at Homeland Renewable Energy, with leading technology, competent human resources, and decisive leadership. Critical thinker, who can take large conceptual project or problem, break into components, establish plan and critical path, achieve incremental goal and deliver project or solution to problem on time. Expertly directs resources, technology and expenses to achieve objectives. Additional expertise includes:

- Accounting

Corporate / Operational Finance

- Due Diligence
  - Marketing Analysis 

    Business Development
    - Change Management
- Treasury
- Mergers and Acquisitions
- Risk Management
- Sarbanes-Oxley (SOX) Requirement .
- Employee Development
- **Budgets and Forecasts** .
- System Technology Design & Implementation

#### CAREER ACCOMPLISHMENTS

- Partnered with the Board in providing analysis, strategies and insight to secure additional financing in excess of \$50M at Ram Power.
- Successfully converted accounting reporting from Canadian GAAP to IFRS at Ram Power.
- Created and developed complex financial model to determine capital requirements and investment needed to construct renewable energy fueled power plants, as well as expected Return on Investment (ROI), operating profits and cash flows, and which was presented to investors by Homeland Renewable Energy to acquire financing in excess of \$200 million and to start construction four months ahead of plan.
- Implemented accounting systems, controls and process, including management financial reports, reducing the reporting cycle from 2 months to 1week, and improving accuracy of financial statements.
- Increased earnings \$15 million by initiating and leading project at Constellation NewEnergy to identify and reduce risk exposure by analyzing the energy trading portfolio and customers' energy usage pattern and implementing sound risk management policies and controls to mitigate exposures.
- Reduced collection period from 8 weeks to 5 days by creating and implementing aggressive credit and collection policies and process, new Customer Relation Management (CRM) system, recruiting and developing a competent team.
- Boosted earnings \$5 million by initiating process improvement that resulted in the efficient streamlining of regional operational functions and reduction of cost whilst improving productivity and customer satisfaction.
- Recruited a knowledgeable and competent team of accounting and finance staff after New Energy Venture was acquired by AES Corporation and transitioned to Boston, resulting in accounting and financial management reporting that provided visibility on the company's performance, and where such information had previously never existed.

#### PROFESSIONAL ACCOMPLISHMENTS

#### PLYMOUTH ROCK ENERGY, Woodmere, NY

Energy service provider of natural gas and electricity to residential, commercial and industrial customers. **Vice President of Finance** 

- Member of the executive team involved in the management and growth of the business.
- Manages the Finance Department overseeing all accounting and finance related activities of the company .
- Provide strategic and tactical insight and guidance to the Members and management of the company.

May 2011 -- Present

#### RAM POWER INC, Reno, Nevada

September 2010 - May 2011

A Canadian registered builder, owner and operator of geathermal power plants in North America and Latin America (T\$X:RPI). **Director of Financial Planning & Analysis** 

- Manages the Finance Department, developing and implementing financial management reports, analysis and models.
- Partnering with executive management and Board in developing strategies and executing on these strategies to achieve the overall business objectives.
- Partnering with the Latin American Project Manager to ensure successful completion of a 72Mw geothermal facility in Nicaragua.
- Developed high level project budgets for the exploration of geothermal resources and construction budgets for power plants.
- Developed business plan and models to secure financing of geothermal projects.
- Successfully implemented Microsoft Dynamics AX accounting system.
- In the process of implementing AX Project in Latin America.
- Converted accounting reporting standard from CGAAP to IFRS.

#### HOMELAND RENEWABLE ENERGY, LLC, Newtown, Pennsylvania

A builder, owner and operator of biomass fuel power plants in the US.

VP of Finance /Consultant, Finance and Management

- Managed the Accounting and Finance Department, implementing systems, establishing controls, policies and procedures in accordance with General Accepted Accounting Principles (GAAP), development of financial management reports, analysis and models.
- Partner with CFO in developing strategies to acquire and maintain capital to secure the company's long term growth, including planned . public offering.
- Provided critical analytical support to Executive Management, including development of Monthly Cash Flows, Balance Sheet and Income Statement projection models, to make strategic business decisions.
- Interface with auditors.
- Initiated and created Key Performance Indicators (KPI) to measure and report on operating efficiency of the power plants, resulting in increased productivity, efficiency and reduction in cost by \$600K.
- Recruited and developed accounting and finance staff.

#### ENVIRONMENTAL POWER GROUP, Portsmouth, New Hampshire

A developer, owner, and operator of clean energy production facilities in the US.

#### **Consultant, Finance and Management**

- Assigned complete responsibility for all accounting and finance functions, including strategic planning, executive management and SEC reporting during transitional period.
- Developed models to support various business initiatives, resulting in providing a detailed and accurate picture to potential partners and investors.

#### **CONSTELLATION NEWENERGY**, Baltimore, Maryland

February 2000 - January 2007

February 2007 - May 2007

\$4 billion energy service provider to Commercial customers. Company was owned by AES (NYSE: AES) 1999 –2002 and then sold to Constellation Energy Group (NYSE: CEG). NewEnergy company has nine offices in the U.S. and Canada in the following cities Los Angeles, Chicago, Baltimore, Boston, Southfield, New York, Columbus, Houston, Calgary and Toronto.

#### Consultant, Finance and Management (July 2006 –January 2007)

- Actively partnering with the Regional Vice President of the East Region in creating and implementing long term strategic plan to sustain 10% to 15% annual growth, and creating infrastructure, new products and pricing to support growth.
- Initiated and championed project to review Pricing Model business assumptions and to implement corrective measures where there were variations from actual, resulting in a 40% increase in gross margin.

July 2007 - February 2010

#### Regional Group Controller (March 2002 – April 2006)

- Developed and managed a team of 14 Regional Accountants and support staff.
- Directed general accounting, cash management, financial reporting, credit and collections and wholesale portfolio management for all
  regional business units.
- Reduced reporting cycle to 4 days from 2 weeks, by streamlining accounting and operational process, designing and implementing
  management reporting system, and tailored financial and operational systems to meet requirements of all regional business units.
- As member of the Leadership Team, actively participated in the creation and implementation of strategic goals and business development to grow business 20%.
- Cut receivable write-offs \$2 million by developing credit policies, instituting aggressive collection strategies, and establishing constructive dialogue with delinquent customers.
- Directed annual budget process and strengthened accountability by partnering with the Regional Vice Presidents in all the regional businesses.
- Recognized critical need and upgraded accounting and operational systems to support the growth of the company from a \$500 million to
  a \$4 billion company in 5 years.
- Implemented Sarbanes-Oxley requirements 3 months ahead of schedule.
- Researched and analyzed potential new markets and making a business case for entering these markets, resulting in the expansion into 3 new markets and increased growth by 20%.

#### Controller, East Region (February 2000 - February 2002)

- Initiated broad review and analysis of pricing, risk management, cost and hedging strategies to understand reasons for sustained loses as key finance member of team charged with turning around the business from a loss making entity to profitability when it was acquired by AES Corporation, resulting in the implementation of sound business policies, controls and accountability and a return to profitability within 2 years.
- Initiated, developed and implemented critical financial modeling tools (including rolling 5 years P&L, Balance Sheet and Cash Flows) to
  provide visibility of the long-term business plan and determine future infrastructure and resources needed to sustain growth, resulting in
  achieving growth of 25%.
- Increased margin \$5 million through hedging strategy for a cost component by identifying a counterparty willing to enter into such transaction even though a visible forward market never existed.
- Assigned ownership for financial consolidation and management reporting for all regional business units, resulting in consistent reporting and a reduction in the reporting cycle from 2 ½ weeks to 2 weeks.

BARNES AND NOBLE, INC, New York, New York Leading retail bookseller with annual sales of \$4.8 billion January 1990 - January 2000

#### Senior Business Analyst (April 1997 - January 2000)

- Directed budgeting, strategic planning, reporting, gathering and analysis of competitive; economic and demographic information.
- Responsible for the financial modeling of all new stores, including ROI, earnings, inventory and staffing levels, lease and construction costs resulting in the rollout of over 200 new superstores and growth in excess of 15%.

#### Manager – Merchandize Planning and Control (March 1995 – March 1997)

- Implemented change management and process improvement leading to increase productivity and reduction in the annual planning cycle from 5 months to 2 months.
- Reduced inventory 5% and improved cash flow by identifying slow turn over and obsolete books and returning these to the vendors.

#### Senior Staff Accountant- Operational Accounting (January 1990 - March 1995)

- Managed the operational accounting, reporting and analysis for approximately 1000 stores.
- Initiated and led project to automate daily Sales Audit process, resulting in cost reduction, increased efficiency and scalability.

### SHYAM PERSAUD

 GUYANA AGRICULTURAL DEVELOPMENT COMPANY LTD, Georgetown, Guyana
 August 1987 – October 1989

 Start up agricultural production and processing company funded by the Government of Guyana and foreign investors
 Start up agricultural production and processing company funded by the Government of Guyana and foreign investors

#### Vice President of Finance and Operations

- Directed procurements, operational accounting, strategic planning, and cost and management planning and reporting.
- Negotiated with trade union and structured workers' compensation and benefit package resulting in company savings of \$ (GUY) 2 million.

#### EDUCATION

Certified Accountant - London, England

UNIVERSITY OF LONDON – London, England, Bachelor of Science in Accounting(May 1985)

## Attachment 4:

Overview of Operations

Key Personnel

# RECEIVED

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PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

## "Operations"

Plymouth Rock Energy, LLC currently operates as a retail gas supplier in New York and New Jersey, an outline of Plymouth's procurement and scheduling procedures is included below. Plymouth maintains a 24 hour customer help line with trained staff that are able to assist customers in emergency and in registration issues.

## Natural Gas Procurement & Pipeline/LDC Scheduling Procedures:

### LDC Prior Month Set-up

- Develop prompt month LDC demand for firm delivery customers and for interruptible delivery customers (1) week prior to Nymex futures contract prompt month settlement date.
- Confirm prompt month physical supply agreements to the LDC city gate and pipeline capacity assets available to the LDC city gate.
- Balance LDC demand & LDC supply per LDC tariff.
- Execute pipeline capacity contracts and purchase supply as needed.
- Nominate base-load supply via pipeline's Electronic Bulletin Board (EBB) and via counter parties to the LDC city gate.
- Nominate LDC's EBB to firm customer account/pools and to interruptible customer account/pools from the city gate.

#### Daity Pipeline & LDC Scheduling (Day Ahead)

- Utilizing the LDC's EBB confirm the LDC's operational status. Operational Flow Order (OFO) posted or no operational issues posted.
- Confirm customer demands for firm and interruptible customers based on LDC's EBB and predicted weather.
- Utilizing the pipeline's EBB confirm the pipeline's operational status.
- Balance LDC demand & LDC supply per LDC tariff.
- Nominate daily supply via pipeline's Electronic Bulletin Board (EBB) and via counter parties to the LDC city gate.
- Nominate daily supply changes via LDC's EBB to firm customer account/pools and to interruptible customer account/pools from the city gate.

## Daily Pipeline & LDC Scheduling (Same Day)

- Confirm supply for firm and interruptible customers based on LDC's EBB.
- Confirm scheduled pipeline deliveries to the LDC on pipeline's EBB.
- Make any adjustments to LDC as necessary via pipeline EBB and counter party delivered supply.



# SEP 16 2013

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

## "Key Technical Personnel"

Key personnel for Plymouth Rock Energy are listed below, with resumes following:

#### Sam (Samuel) Ritter, COO 1074 Broadway

Woodmere, NY 11598 sritter@plymouthenergy.com Phone: 516-734-0408 Fax: 718-852-8628

Sam, as a member of the executive team, is involved in the day to day management and growth of the company, and oversees the internal infrastructure within the department of finance, risk, supply, technology and operations, including customer service. His resume is included as a part of this attachment.

### Shyam Persaud, VP of Finance

1074 Broadway Woodmere, NY 11598 spersaud@plymouthenergy.com Phone: 516-634-2501 Fax: 718-852-8628

As a member of the executive team Shyam is involved with the management and growth of the business, and actively manages the financial department, overseeing all accounting and finance related activities. His resume is included as a part of this attachment.

## Archie Bibawy, Pricing Manager

1074 Broadway Woodmere, NY 11598 Archie.bibawy@gmail.com Phone: 646-330-1179

Archie develops systems to forecast customer load, target potential customers, develop procurement plans and maintain power contracts. He is involved in the operations of Plymouth in the energy markets. His resume is included as a part of this attachment.

### Chris Pizzimenti, Scheduler / Analyst 1074 Broadway Woodmere, NY 11598 cpizzimenti@plymouthenergy.com

Chris is responsible for managing the company's natural gas portfolio, including purchasing, hedging, scheduling, delivery and balancing of natural gas, and maintaining position reports. Also includes monthly reconciliation of actual customer usage and delivered usage. His resume is included as a part of this attachment.

# **Claude Guinchard, Pricing and Reporting Analyst**

1074 Broadway

Woodmere, NY 11598 cguinchard@plymouthenergy.com

Claude is responsible for pricing of residential and commercial customers and maintenance of all pricing models. His responsibility also includes preparation of daily pricing and load forecast reports. His resume is included as a part of this attachment.

1

Education: Columbia University, Fu Foundation School of Engineering, New York, NY

Master of Science, December 2002, Operations Research Engineering – GPA: 3.61
 Yeshiva University, Yeshiva College, New York, NY
 Bachelor of Arts, January 2000, Major: Physics, Minor: Mathematics

Passed the SOA/CAS Actuary Exam I - May 2003

#### Work Experience:

#### **Plymouth Rock Energy**

Chief Operating Officer

As a member of the executive team, involved in the day to day management and growth of a New York based natural gas and electricity ESCO.

Key Responsibilities include:

• Expansion and development of the electricity business within the current natural gas footprint as well as into neighboring territories.

p: 917-715-9711

- Expansion of the existing internal infrastructure within the departments of finance, risk, supply, technology and operations.
- Establish revenue and budget forecasts for the promotion of short term and long term, tactical and strategic planning expectations for the overall business

#### **RBS Sempra Commodities**

#### Natural Gas Trading & Marketing

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- Liaise between customers and regional market making desks/electronic exchanges.
- Assist with and create client relationships and improve operational work flow for the trading and marketing side of business.
- Analyze, review and respond to supply and AMA RFP's
- Strong knowledge and experience with the structured finance/supply/guarantee arrangement commonly found between high credit rated trading institutions and ESCO's

#### Senior Business Analyst

Managed 3 enterprise-wide project implementation initiatives. Day-to-day tasks included business owner interviews and investigation, execution plan documentation, modification testing and end-user training

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• Designed and implemented revenue capture and reporting business process within time and resource budget

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• Integrated non-trading book IR and FX exposure into risk and hedging reporting., IR and FX Forward curve validation

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- Liaise between end-users and development team on enhancements and functionality

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Co-Founder

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# Woodmere, New York

January 2011 - Present

#### July 2008 – September 2009

Monsey, New York

May 2007 - July 2008

Stamford, Connecticut

October 2009 - December 2010

e: samuelritter@gmail.com

- Managed all aspects of the venture fund raising, website design and development, counterparty/trading relationships, market risk, sales and marketing
- Market test results could not justify the continuation of the venture and entity was wound down in July 2008

Gateway Energy Services Corp (formerly Econnergy Energy Company)	Suffern, New York
Senior Director, Trading, Pricing and Risk	July 2003 – May 2007

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Oversaw planning and performed execution of all physical and financial commodity purchasing

#### Risk Management Tasks

- Hedging responsibilities using swaps, futures, options and other derivatives to cover retail book of business
- Re-engineered work flow processes for the mitigation of operational risks

General Tasks

• Coordinated the development of reporting and pricing tools

#### **Computer Skills:**

Microsoft Office, SQL, DB Structures, Programming Logic, energy trading platforms. Elementary knowledge of: VBA (Excel), JAVA & C++

#### Professional Skills:

Swaps, Options, Derivatives, Bond Pricing, Calculus, Statistics, Simulation, VaR Utility and Retail Energy (ESCO) commodity price risk, some FAS133

#### **Interests and Hobbies:**

Traveling, Music, Snowboarding, Reading, Tennis

# SHYAM PERSAUD

89-17, 213 Street, Queens Village, New York 11427

Cell: (917)-710-2869

#### shyampersaud@gmail.com

Home: (718)-776-1346

#### FINANCE AND MANAGEMENT EXECUTIVE

#### Innovative and Entrepreneurial Leadership ~ Business Development ~ Change Management

Astute, results-oriented Leader with proven success in working with corporations to achieve profitability and business growth objectives within start ups, turnarounds and rapid change environments. Background includes creating and implementing accounting process and controls, systems and management reports within six months, three months ahead of plan at Homeland Renewable Energy, with leading technology, competent human resources, and decisive leadership. Critical thinker, who can take large conceptual project or problem, break into components, establish plan and critical path, achieve incremental goal and deliver project or solution to problem on time. Expertly directs resources, technology and expenses to achieve objectives. Additional expertise includes:

- Accounting

- Mergers and Acquisitions
- Risk Management
- Sarbanes-Oxley (SOX) Requirement
- Employee Development
- Budgets and Forecasts
- System Technology Design & Implementation

#### **CAREER ACCOMPLISHMENTS**

- Partnered with the Board in providing analysis, strategies and insight to secure additional financing in excess of \$50M at Ram Power.
- Successfully converted accounting reporting from Canadian GAAP to IFRS at Ram Power.
- Created and developed complex financial model to determine capital requirements and investment needed to construct renewable energy fueled power plants, as well as expected Return on Investment (ROI), operating profits and cash flows, and which was presented to investors by Homeland Renewable Energy to acquire financing in excess of \$200 million and to start construction four months ahead of plan.
- Implemented accounting systems, controls and process, including management financial reports, reducing the reporting cycle from 2 months to 1week, and improving accuracy of financial statements.
- Increased earnings \$15 million by initiating and leading project at Constellation NewEnergy to identify and reduce risk exposure by analyzing the energy trading portfolio and customers' energy usage pattern and implementing sound risk management policies and controls to mitigate exposures.
- Reduced collection period from 8 weeks to 5 days by creating and implementing aggressive credit and collection policies and process, new Customer Relation Management (CRM) system, recruiting and developing a competent team.
- Boosted earnings \$5 million by initiating process improvement that resulted in the efficient streamlining of regional operational functions and reduction of cost whilst improving productivity and customer satisfaction.
- Recruited a knowledgeable and competent team of accounting and finance staff after New Energy Venture was acquired by AES Corporation and transitioned to Boston, resulting in accounting and financial management reporting that provided visibility on the company's performance, and where such information had previously never existed.

#### PROFESSIONAL ACCOMPLISHMENTS

PLYMOUTH ROCK ENERGY, Woodmere, NY

May 2011 -- Present

Energy service provider of natural gas and electricity to residential, commercial and industrial customers. **Vice President of Finance** 

- Member of the executive team involved in the management and growth of the business.
- Manages the Finance Department overseeing all accounting and finance related activities of the company .
- Provide strategic and tactical insight and guidance to the Members and management of the company.

- Corporate / Operational Finance
- Marketing Analysis 

  Business Development
  - Change Management
- Treasury
- Strategic Planning 

  Process Improvement
- Due Diligence

#### RAM POWER INC, Reno, Nevada

September 2010 – May 2011

A Canadian registered builder, owner and operator of geothermal power plants in North America and Latin America (TSX:RPI). Director of Financial Planning & Analysis

- Manages the Finance Department, developing and implementing financial management reports, analysis and models.
- Partnering with executive management and Board in developing strategies and executing on these strategies to achieve the overall business objectives.
- Partnering with the Latin American Project Manager to ensure successful completion of a 72Mw geothermal facility in Nicaragua.
- Developed high level project budgets for the exploration of geothermal resources and construction budgets for power plants.
- Developed business plan and models to secure financing of geothermal projects.
- Successfully implemented Microsoft Dynamics AX accounting system.
- In the process of implementing AX Project in Latin America.
- Converted accounting reporting standard from CGAAP to IFRS.

#### HOMELAND RENEWABLE ENERGY, LLC, Newtown, Pennsylvania

A builder, owner and operator of biomass fuel power plants in the US.

VP of Finance /Consultant, Finance and Management

- Managed the Accounting and Finance Department, implementing systems, establishing controls, policies and procedures in accordance with General Accepted Accounting Principles (GAAP), development of financial management reports, analysis and models.
- Partner with CFO in developing strategies to acquire and maintain capital to secure the company's long term growth, including planned public offering.
- Provided critical analytical support to Executive Management, including development of Monthly Cash Flows, Balance Sheet and Income Statement projection models, to make strategic business decisions.
- Interface with auditors.
- Initiated and created Key Performance Indicators (KPI) to measure and report on operating efficiency of the power plants, resulting in increased productivity, efficiency and reduction in cost by \$600K.
- Recruited and developed accounting and finance staff.

**ENVIRONMENTAL POWER GROUP**, Portsmouth, New Hampshire A developer, owner, and operator of clean energy production facilities in the US.

Consultant, Finance and Management

- Assigned complete responsibility for all accounting and finance functions, including strategic planning, executive management and SEC reporting during transitional period.
- Developed models to support various business initiatives, resulting in providing a detailed and accurate picture to potential partners and investors.

#### **CONSTELLATION NEWENERGY**, Baltimore, Maryland

February 2000 – January 2007

February 2007 - May 2007

July 2007 - February 2010

\$4 billion energy service provider to Commercial customers. Company was awned by AES (NYSE: AES) 1999–2002 and then sold to Constellation Energy Group (NYSE: CEG). NewEnergy company has nine offices in the U.S. and Canada in the following cities Los Angeles, Chicago, Baltimore, Boston, Southfield, New York, Columbus, Houston, Calgary and Toronto.

#### Consultant, Finance and Management (July 2006 - January 2007)

- Actively partnering with the Regional Vice President of the East Region in creating and implementing long term strategic plan to sustain 10% to 15% annual growth, and creating infrastructure, new products and pricing to support growth.
- Initiated and championed project to review Pricing Model business assumptions and to implement corrective measures where there were
  variations from actual, resulting in a 40% increase in gross margin.

Regional Group Controller (March 2002 – April 2006)

- Developed and managed a team of 14 Regional Accountants and support staff.
- Directed general accounting, cash management, financial reporting, credit and collections and wholesale portfolio management for all
  regional business units.
- Reduced reporting cycle to 4 days from 2 weeks, by streamlining accounting and operational process, designing and implementing
  management reporting system, and tailored financial and operational systems to meet requirements of all regional business units.
- As member of the Leadership Team, actively participated in the creation and implementation of strategic goals and business development to grow business 20%.
- Cut receivable write-offs \$2 million by developing credit policies, instituting aggressive collection strategies, and establishing constructive dialogue with delinquent customers.
- Directed annual budget process and strengthened accountability by partnering with the Regional Vice Presidents in all the regional businesses.
- Recognized critical need and upgraded accounting and operational systems to support the growth of the company from a \$500 million to
  a \$4 billion company in 5 years.
- Implemented Sarbanes-Oxley requirements 3 months ahead of schedule.
- Researched and analyzed potential new markets and making a business case for entering these markets, resulting in the expansion into 3 new markets and increased growth by 20%.

#### Controller, East Region (February 2000 – February 2002)

- Initiated broad review and analysis of pricing, risk management, cost and hedging strategies to understand reasons for sustained loses as key finance member of team charged with turning around the business from a loss making entity to profitability when it was acquired by AES Corporation, resulting in the implementation of sound business policies, controls and accountability and a return to profitability within 2 years.
- Initiated, developed and implemented critical financial modeling tools (including rolling 5 years P&L, Balance Sheet and Cash Flows) to
  provide visibility of the long-term business plan and determine future infrastructure and resources needed to sustain growth, resulting in
  achieving growth of 25%.
- Increased margin \$5 million through hedging strategy for a cost component by identifying a counterparty willing to enter into such transaction even though a visible forward market never existed.
- Assigned ownership for financial consolidation and management reporting for all regional business units, resulting in consistent reporting and a reduction in the reporting cycle from 2 ½ weeks to 2 weeks.

BARNES AND NOBLE, INC, New York, New York Leading retail bookseller with annual sales of \$4.8 billion January 1990 - January 2000

#### Senior Business Analyst (April 1997 - January 2000)

- Directed budgeting, strategic planning, reporting, gathering and analysis of competitive; economic and demographic information.
- Responsible for the financial modeling of all new stores, including ROI, earnings, inventory and staffing levels, lease and construction costs resulting in the rollout of over 200 new superstores and growth in excess of 15%.

#### Manager - Merchandize Planning and Control (March 1995 - March 1997)

- Implemented change management and process improvement leading to increase productivity and reduction in the annual planning cycle from 5 months to 2 months.
- Reduced inventory 5% and improved cash flow by identifying slow turn over and obsolete books and returning these to the vendors.

#### Senior Staff Accountant- Operational Accounting (January 1990 - March 1995)

- Managed the operational accounting, reporting and analysis for approximately 1000 stores.
- Initiated and led project to automate daily Sales Audit process, resulting in cost reduction, increased efficiency and scalability.

## SHYAM PERSAUD

 GUYANA AGRICULTURAL DEVELOPMENT COMPANY LTD, Georgetown, Guyana
 August 1987 – October 1989

 Start up agricultural production and processing company funded by the Government of Guyana and foreign investors
 Start up agricultural production and processing company funded by the Government of Guyana and foreign investors

#### **Vice President of Finance and Operations**

- Directed procurements, operational accounting, strategic planning, and cost and management planning and reporting.
- Negotiated with trade union and structured workers' compensation and benefit package resulting in company savings of \$ (GUY) 2 million.

#### **EDUCATION**

Certified Accountant - London, England

UNIVERSITY OF LONDON – London, England, Bachelor of Science in Accounting(May 1985)

## ARCHIE BIBAWY PHONE: 646.330.1179 Email: archie.bibawy@gmail.com

## EXPERIENCE:

*Gateway Energy Services,* Montebello, New York <u>Energy Analyst</u> (April 2009-Present)

- Created an automated system to retrieve, process, and store usage from the websites of all major NYISO utilities, as well as BG&E and Rockland Electric
- Updated the pricing model for PJM and for automatic blending and extensions and increased its efficiency by over 30%
- Created a system to do post-processing for the pricing model including aggregating the price of individual accounts as well as calculating margins and additional fees
- Created a system utilizing a SQL Server backend and an Access front end to automatically intervalize over 50,000 customers in the PJM territories, calculate estimated usage and export the aggregate usage of customers who will be active on a specific day for scheduling purposes
- Created a system to obtain weather from 4 major weather providers for several locations
- Analyzed the customer lists of PPL and PECO to find customers with the lowest cost to serve and suggested a
  marketing campaign geared towards those customers
- Price deals for NYISO, PJM and ERCOT
- Record trades in Monaco, as well as make recommendations on hedging strategy and ICAP Auction bids
- Check, record, and sign contracts
- Forecast ERCOT, PJM, and NYISO load and schedule it in the Day Ahead market.

## Enrollments Analyst (June 2008-April 2009)

- Created a system for comparing active accounts to account listings from utilities in order to check for discrepancies
- · Contacted utilities regarding missing usage and discrepancies in account listings
- Created and maintained a credit-check database with daily status reports and automated email alerts on changes in status
- Created a program for the Enrollments Department in order to provide them with user-friendly access to database information
- · Created ad-hoc and automated daily reports
- Found processes in the customer information system that were not functioning properly and suggested resolutions
- Created a system to notify sales staff of rejected accounts and forward issue to the telemarketing group for resolution if not corrected in due time

## Constellation New Energy (Adecco Financial), New York, New York

Enrollments Analyst

- Enrolled and dropped accounts manually and through EDI transactions
- Checked start and end dates for accounts based on utility meter read schedules
- · Informed sales staff of early or late drops or enrollments and of accounts that needed attention
- Checked for and repaired errors in the SMIS database
- Ran macros to process data for usage, enrollments, and drops and processed interval usage from utility websites
- · Consulted with utilities regarding problems with accounts and checked incoming contracts for validity

## SKILLS:

Proficiency in: Word, Excel (Functions, Pivot Tables, Lookups, Macros, and advanced VBA), Access (queries, reports, database design, and advanced VBA), PowerPoint, and SQL Server (database design, stored procedures, DSN creation). Basic knowledge of: Computer Hardware, Networking, C++, and Web Design.

## EDUCATION:

*Rutgers University,* BS Management 2007 Concentration: Management Information Systems Oct 2007-Mar 2008

Jun 2008- Present

# CHRISTIAN PIZZIMENTI

Long Island, New York 11801 CJPIZZWZHTI@GMAIL.COM, 516-816-0936

## CAREER EXPERIENCE

FIRST DATA (credit card processor), Melville, New York, 4/08 - Present

#### Credit Risk Analyst

- Skilled at credit and fraud analysis of a variety of alliance accounts, including Wells Fargo, PNC, Chase, Bank of America, SunTrust, Huntington, Sovereign and First Data owned accounts.
- Adhere to daily quotas which include 4 merchant reviews while also responding to 12-15 calls and addressing several escalated issues promptly.
- · Strong knowledge and experience with a variety of businesses, sectors and industries.
- Document all pertinent information in regards to the steps, justification of decisions, and final
  outcomes for all merchant reviews. These decisions are dictated by processing history, industry and
  type of product or service, delivery timeframes and credit information (personal credit reports, bank
  references, collections history, prior processing).
- Create legal letters which are sent to businesses based on the final outcome of a review. Types of letters can include change of terms, restrictions and even account termination.
- Excellent ability to clearly convey information and calmly diffuse merchant complaints by problem solving via phone and email.
- Identify and execute funding holdback averaging \$ 1.75 million per year for purposes of hedging First Data loss exposure.
- Earned authority to approve risk decisions up to \$25,000.
- Attend yearly developmental training to expand credit risk skills through case studies.
- Received compliments on special projects, including reorganization of review-task checklists and non-risk related hotline calls. Continue to receive special awards and recognition for meeting and exceeding expectations.

NATIONALGRID (gas and electric company), Melville, New York, 2/06 - 4/08

Business Analyst (fulltime internship while attending graduate school)

 Oracle Financials extensively: created projects, cost centers and accounts to enable processing of purchase orders and journal entries in general ledger system.

COMPS, Inc. (real estate data provider), Glen Cove, New York, 6/05 - 12/05

- Support Specialist
- Assisted Realtors and Appraisers in identifying comparable information about residential and commercial real estate within the proprietary software application for the purposes of valuation and market comparisons. Reports included real property assessment records, tax payment status, zoning, property classification, school districts, flood zone maps, lis pendens, and selling prices.

## EDUCATION

Master of Business Administration (MBA), 2008 Bachelor of Science, 2005 LONG ISLAND UNIVERSITY – Brookville, Long Island

## CERTIFICATION

Real Estate Agent Certification, New YORK REAL ESTATE INSTITUTE (NYREI), 2012

# **Claude Guinchard**

(713) 501-8771	2300 Richmond Avenue Apt 234
cguinchard3@gmail.com	Houston, TX 77098

## EXPERIENCE

## Constellation, an Exclon Company

Pricing Analyst - Constellation Energy Gas Choice Inc.

- Built Daily Pricing Model to price physical gas and physical power at basis locations throughout the US
  - Each day, I interact with the trading desk and update all of the prices throughout the system and provide Daily Pricing Reports to all of the origination teams
  - I produce Daily Pricing Reports for use with specific clients (and in some cases by client type) to provide up to date pricing for originators
  - Clients include Local Distribution Companies (Gas), Small Commercial/Industrial Markets (Gas/Power) and Mass Markets (Gas/Power)
- Understand the building blocks of how natural gas is supplied, transported, valued, and sold in the marketplace
  - o For each client I build out the prompt and forward curve with basis out 3-4 years
  - For auctions, I support the trading desk with model output which includes all of the fixed and variable costs associated with a specific basis location
- Similar to gas, I also produce the Electricity Daily Pricing Report and understand the building blocks of how physical power is priced
- Strong Excel skills involving management of large amounts of data that can be easily manipulated and viewed
  - Constantly work on improving pricing model performance and on adding new clients as these become Constellation customers
  - Currently in the process of building a new model which will be used to enter a new market for Constellation in the northern states
  - Methodology must match what actually happens to the physical natural gas once it enters the pipeline at the hub in Louisiana all the way to the delivery location
  - Costs must be built into each new model and must account for each new basis location as well as other costs from the utilities etc. that we are supplying physical gas to
- Manage "Price-To-Compare's" for all gas and power markets
  - Price To Compare is what a distribution company will charge its customer per kWh or dTh or unit of electricity or gas in a given location for a set duration of time (1, 3, 6, 12, etc. months)
  - Critical function as it gives our trading desk visibility as to where our competitors are priced

## **RenRe Energy Advisors Limited**

Intern at physical commodity/weather derivative arm of RenRe, a Bermuda reinsurer

- Worked with commodity traders/structurers pricing commodity derivatives (origination, pricing, physical delivery)
- Researched emerging energy, electricity, and weather markets
- Built pricing models of my own to understand Black model "greeks" and mechanics and binomial/trinomial trees

## EDUCATION

## Southern Methodist University

Bachelors of Science (dual): Mathematics and Environmental Engineering

## SKILLS

- Advanced user Microsoft Excel, PowerPoint and Word
- Advanced programming Microsoft VBA, Java, C# (intermediate programming in Acces/SQL/PLSQL)
- Proficiency Bloomberg, AutoCAD and Matlab

## LEADERSHIP

- Organized and managed company softball team (in collaboration with the Constellation Employee Council)
- Organized Constellation "Movember and Sons" men's health awareness fundraiser
- Beta Theta Pi Fraternity SMU Chapter (Founding Father/Brother/Chorister Chair)
- Don Bosco Prep Ironman (8 varsity letters), twice MVP for track, track team captain (NJ State Champs)
   o #1-ranked All-County Indoor Pole Vault (Bergen County, NJ)

Activities - Golf, Tennis, Skeet Shooting, Rock Climbing, Snowboarding, Music

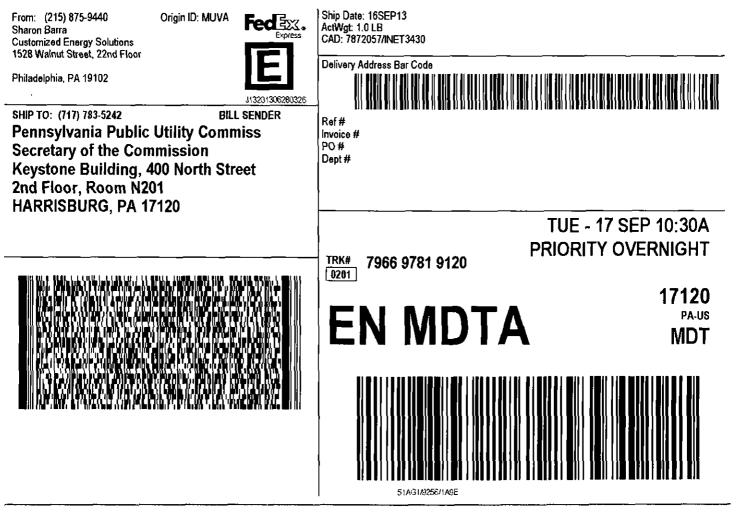
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