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November 24, 2014

**VIA HAND DELIVERY**

Rosemary Chiavetta, Secretary  
Pennsylvania Public Utility Commission  
Commonwealth Keystone Building  
400 North Street  
P. O. Box 3265  
Harrisburg, PA 17105-3265

RE: Natural Gas Supplier Application of Convenient Ventures, LLC;  
Docket No. A-2014-2445962; **Responses to Data Requests**

Dear Secretary Chiavetta:

By letter dated November 14, 2014 in the above-captioned natural gas supplier application proceeding, the Commission's Bureau of Technical Utility Services directed the Applicant to submit responses to four data requests. Enclosed with this letter are the responses of Convenient Ventures, LLC to those data requests.

Thank you for your attention to this matter. Please contact me with any questions you may have.

Sincerely,



Steven K. Haas  
*Counsel to Convenient Ventures, LLC*

SKH/jld  
Enclosures  
cc: Stephen Jakab

**MAILING ADDRESS: P.O. BOX 1778 HARRISBURG, PA 17105**

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Application of Convenient Ventures, LLC  
Docket No. A-2014-2445962

Data Requests

**Request No. 1**

Reference application, Section 2, Business Entity and Department of State Filings – The application requires the company’s formation Documents. Please provide an original document by using the submission method listed above.

**Response**

The LLC was originally formed in August of 2002. The original name of the company was Reliable Tank Lines, LLC. In November of 2002, the company’s name was changed to Convenient Ventures, LLC. This change was merely a name change. Copies of (1) the original Certificate of Organization and (2) the Certificate of Amendment, which effectuated the name change, are attached as Attachment A.

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# ATTACHMENT A

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SEP. 6. 2002 4:30PM  
09/06/2002 11:38 PA 1 010 370 2690  
SEP. 6. 2002 11:32AM

BARLEY SNYDER SENT  
DEPT OF STATE CORPORATION BUREAU

LANCASTER NO. 543 P. 3006  
NO. 715 P. 9/12

Microfilm Number 200207-1000  
Entry Number 3090600

Filed with the Department of State on AUG 23 2002  
C. Mark Gault  
Secretary of the Commonwealth

**CERTIFICATE OF ORGANIZATION-DOMESTIC LIMITED LIABILITY COMPANY**

DSCA:15-0913 (Rev 05)

In compliance with the requirements of 15 Pa.C.S. § 8913 (relating to certificate of organization), the undersigned, desiring to organize a limited liability company, hereby states that:

- The name of the limited liability company is: Reliable Tank Lines, LLC
- The address of this limited liability company's initial registered office in this Commonwealth is:  
415 Norway Street, P.O. Box 1509 York PA 17405 York  
Number and Street City State Zip County
- The name and address, including street and number, if any, of each organizer is:  

NAME	ADDRESS
<u>Jeffrey D. Lobash</u>	<u>Barley, Snyder, Sent &amp; Cohen, LLC - 100 East Market Street, York, PA 17401</u>
- Management of the company is vested in a manager or managers.
- The specified effective date, if any is: upon filing  
month day year hour, if any

IN TESTIMONY WHEREOF, the organizer has signed this Certificate of Organization this 23<sup>rd</sup> day of August 2002,

Jeffrey D. Lobash Esquire

Entity Number 3090668

Secretary of the Commonwealth *JK*

**CERTIFICATE OF AMENDMENT-DOMESTIC LIMITED LIABILITY COMPANY**  
DSCB:15-8951 (Rev 95)

In compliance with the requirements of 15 Pa.C.S. § 8951 (relating to certificate of amendment), the undersigned limited liability company, desiring to amend its Certificate of Organization, hereby states that:

1. The name of the limited liability company is: Reliable Tank Lines, LLC

2. The date of filing of the original Certificate of Organization is: AUGUST 23, 2002

3. (Check, and if appropriate complete, one of the following):

The amendment adopted by the limited liability company, set forth in full is as follows:

Item One of the Certificate of Organization of the limited liability company be and it hereby is amended in its entirety to read as follows: The name of the limited liability company is: **Convenient Ventures, LLC.**

\_\_\_\_\_ The amendment adopted by the limited liability company is set forth in full in Exhibit A attached hereto and made a part hereof.

4. (Check, and if appropriate complete, one of the following):

The amendment shall be effective upon filing this Certificate of Amendment in the Department of State.

\_\_\_\_\_ The amendment shall be effective on: \_\_\_\_\_ at \_\_\_\_\_  
Date Hour

5. (Check if the amendment restates the Certificate of Organization):

\_\_\_\_\_ The restated Certificate of Organization supersedes the original Certificate of Organization and all previous amendments thereto.

IN TESTIMONY WHEREOF, the undersigned limited liability company has caused this Certificate of Amendment to be executed this 5<sup>th</sup> day of December, 2002.

REALIABLE TANK LINES, LLC

By: *William S. Shipley, III*  
William S. Shipley, III, Member

**Request No. 2**

Reference application, Section 3, Affiliates and Predecessors – The applicant failed to provide the web addresses and phone numbers of the applicant's predecessors. Please provide an original document by using the submission method listed above.

**Response**

The original application mistakenly lists Shipley Energy Company and Shipley Choice, LLC as predecessors to the Applicant. Shipley Energy Company and Shipley Choice, LLC are, in fact, affiliates of the Applicant and not predecessors. They are listed as such in Section 3a of the application. Convenient Ventures, LLC was formed as a new company in August of 2002. It was not formed as the result of a takeover or merger with another existing company. Accordingly, there are no predecessor companies to the Applicant.

A revised page of the application showing no predecessor companies to the Applicant is attached as Attachment B.

# ATTACHMENT B

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- a. **PREDECESSORS:** Identify the predecessor(s) of the Applicant and provide the name(s) under which the Applicant has operated within the preceding five (5) years, including address, web address, and telephone number, if applicable. If the Applicant does not have any predecessors that have done business, explicitly state so.

There are no predecessor companies to the Applicant.

## 1. OPERATIONS

- a. **APPLICANT'S PRESENT OPERATIONS:** *(select and complete the appropriate statement)*

### Definitions

- Supplier – an entity which provides natural gas supply services to retail gas customers utilizing the jurisdictional facilities of a natural gas distribution company
- Broker/Marketer - an entity that acts as an intermediary in the sale and purchase of natural gas but does not take title to the natural gas.

The Applicant is presently doing business in Pennsylvania as a

- natural gas interstate pipeline
  - municipality providing service outside its municipal limits
  - local gas distribution company
  - retail supplier of natural gas services in the Commonwealth
  - a natural gas producer
  - a broker/marketer engaged in the business of supplying natural gas services
- Other. (Identify the nature of service being rendered)

**or**

X The Applicant is not presently doing business in Pennsylvania that falls under the jurisdiction of the PUC.

- b. **APPLICANT'S PROPOSED OPERATIONS:** The Applicant proposes to operate as a:

- Supplier or Aggregator 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
  - X Check here to verify that your organization will not be taking title to the natural gas nor will you be making payments for customers.
- Other (Describe):



**Request No. 3**

Reference application, Section 4.c, Customers – Applicant’s answer to Section 4.e is unclear. Mixed meter customers cannot be selected along with residential and small commercial customers. Does the applicant wish to serve mixed meter customers? If so, please submit an updated application page with only the mixed meter, large commercial, industrial, and governmental choices checked. Please provide an original document by using the submission method listed above.

**Response**

The Applicant will not be serving mixed meter customers. A revised application page reflecting this change is attached as Attachment C.

# ATTACHMENT C

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- c. **PROPOSED SERVICES:** Describe in detail the natural gas supply services which the Applicant proposes to offer.

EnergyObjective will act strictly as a natural gas broker primarily serving medium and large commercial and industrial customers in PA. We will shop on behalf of customers to identify the low cost or best fit supply product among various suppliers.

- d. **PROPOSED SERVICE AREA:** Check the box of each Natural Gas Distribution Company for which the Applicant proposes to provide service.

- |   |   |
|---|---|
| <input type="checkbox"/> Columbia                     | <input type="checkbox"/> Philadelphia Gas Works |
| <input type="checkbox"/> National Fuel Gas            | <input type="checkbox"/> UGI Central Penn       |
| <input type="checkbox"/> PECO                         | <input type="checkbox"/> UGI Penn natural       |
| <input type="checkbox"/> Peoples Gas – Equitable Div. | <input type="checkbox"/> UGI Utilities          |
| <input type="checkbox"/> Peoples Natural Gas          | <input type="checkbox"/> Valley Energy          |
| <input type="checkbox"/> Peoples TWP                  | X All of the above                              |

- e. **CUSTOMERS:** Applicant proposes to provide services to:

- Residential Customers  
X Small Commercial Customers - (Less than 6,000 Mcf annually)  
 Residential and Small Commercial as Mixed Meter ONLY **(CANNOT BE TAKEN WITH RESIDENTIAL AND/OR SMALL COMMERCIAL ABOVE)**  
X Large Commercial Customers - (6,000 Mcf or more annually)  
X Industrial Customers  
X Governmental Customers  
 All of above  
 Other (Describe):

- f. **START DATE:** Provide the approximate date the Applicant proposes to actively market within the Commonwealth.

Upon approval by the PUC.

**Request No. 4**

Reference application, Section 8.e, Technical Fitness – Please provide professional resumes of applicant’s chief officers, to include date ranges on all experience and activities. Please provide an original document by using the submission method listed above. Applicant can elect to mark submitted information as confidential.

**Response**

Section 8.e of the original application lists the names William S. Shipley, III, Matt Sommer, Richard Beamesderfer and Lloyd Midgett and the Applicant’s chief officers. Since the application was filed, Lloyd Midgett has left his position as Secretary and was replaced by Steve Passio. Attachment D contains additional professional background information on the four current chief officers that supplements the information included in Attachment 6 to the original application.

# ATTACHMENT D

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William S. Shipley III received a B.A. in history from Emory University and an MBA from Penn State. He joined the family business, Shipley Energy Company in 1982. He rose in the ranks of the company and formed Shipley Group, LP several years ago. Currently, he is CEO of Shipley Energy and Chairman of Shipley Group. He is very active in the York community and is an owner of the York Revolution baseball team.


Richard M. Beamesderfer is a Certified Public Account. He possesses a BBA from Andrews University and an MBA from George Washington University. From 1987 to 1996, Richard was the CFO for Health South Corporation. He joined Shipley Energy Corporation in 1996 as CFO. Today, he is the CFO for Shipley Group, LP and Shipley Energy. Richard serves on the Wellspan Board.

Steve Passio has a BS in Business Administration from Temple University and an MBA from Robert Morris University. From 1990 to 2003, Steve held various positions at Amoco Corporation and BP Corporation. Steve joined Shipley Energy Company as Manager of Wholesale Fuels. He was promoted to V.P. of Wholesale Fuels and became President of Shipley Energy. He serves on the Board of the Strand/Capital Performing Art in York.

Matt Sommer is President of Shipley Group. He joined Shipley Energy in 2002 following graduation from George Washington University with a degree in Economics. Initially he worked in the natural gas and oil purchasing segment of the company. He progressed to V.P. of Natural Gas and Electricity. In 2012, Matt became the Chief Marketing Officer. He became President of Shipley Group in 2013. He is involved in Penn State York Advisory Board and The York County Solid Waste Authority. He is also a member of the Young Presidents' Organization.

## VERIFICATION

I, Richard Beamesderfer, hereby state that the facts above set forth are true and correct to the best of my knowledge, information and belief, and that I expect to be able to prove the same at a hearing held in this matter. I understand that the statements herein are made subject to the penalties of 18 Pa.C.S. §4904 (relating to unsworn falsification to authorities).

  
Richard Beamesderfer