



A Veolia Energy Company

March 14th, 2016

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Rosemary Chiavetta, Secretary
Pennsylvania Public Utility Commission
400 North St
Harrisburg, PA 17120

MAR 14 2016

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

SUBJECT: Docket No. A-2016-2527221, SourceOne, Inc. (DE) d/b/a SourceOne Energy, Inc. Data Request Regarding Natural Gas Supplier License Application

Rosemary:

As per the letter received last week from PA PUC and my subsequent email clarifications with Stephen Jakab, please find a copy of the letter received from the PA PUC including the list of requested data, each requested updated page excerpt from our natural gas application, and the signed statement and signature from company representative. Please note that through email communication on March 9, 2016 with Stephen Jakab, it was determined that the data needed to complete "Section 8.e, Technical Fitness" was the professional resumes of only the officers directly working under the license (which was previously included, Jack Griffin is the only officer who will be working under the license, and we included resumes for all other employees who would be working under the license) and date ranges. We have updated the resumes to include the date ranges requested. I communicated with Stephen Jakab again on March 11, 2016 and confirmed the information in Section 8.e is complete and acceptable. Please do not hesitate to let me know if there is something else you need. Thank you!

--

Sincerely,

Jessie Hagger (jhagger@s1inc.com)

Commodities Account Manager & Markets Analyst



617.691.1404 (direct)

53 State Street, 14th Floor | Boston, MA 02109

www.sourceone-energy.com



COMMONWEALTH OF PENNSYLVANIA
PENNSYLVANIA PUBLIC UTILITY COMMISSION
P.O. BOX 3265, HARRISBURG, PA 17105-3265

IN REPLY PLEASE
REFER TO OUR FILE

February 29, 2016

Docket No. A-2016-2527221
Utility Code: 1218464

CERTIFIED

JESSIE HAGGER
COMMODITIES ACCOUNT MANAGER & MARKET ANALYST
SOURCEONE INC (DE) D/B/A SOURCEONE ENERGY INC
53 STATE STREET 14TH FLOOR
BOSTON MA 02109

RE: Natural Gas Supplier License Application of SourceOne, Inc. (DE) d/b/a SourceOne Energy, Inc.

Dear Ms. Hagger:

On February 4, 2016, SourceOne, Inc. (DE) d/b/a SourceOne Energy, Inc.'s application for a Natural Gas Supplier license was accepted for filing and docketed with the Public Utility Commission. The application was incomplete. In order for us to complete our analysis of your application, the Energy Industry Group requires answers to the attached question(s).

Please be advised that you are directed to forward the requested information to the Commission within 15 days of receipt of this letter. Failure to respond may result in the application being denied. As well, if SourceOne, Inc. (DE) d/b/a SourceOne Energy, Inc. has decided to withdraw its application, please reply notifying the Commission of such a decision.

Please forward the information to the Secretary of the Commission at the address listed below. When submitting documents, all documents requiring notary stamps must have original signatures. Please note that some responses may be e-filed to your case, <http://www.puc.pa.gov/efiling/default.aspx>. A list of document types allowed to be e-filed can be found at <http://www.puc.pa.gov/efiling/DocTypes.aspx>.

Rosemary Chiavetta, Secretary
Pennsylvania Public Utility Commission
P.O. Box 3265
Harrisburg, PA 17105-3265

or
Rosemary Chiavetta, Secretary
Pennsylvania Public Utility Commission
400 North Street
Harrisburg, PA 17120

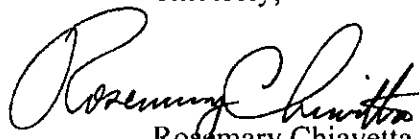
Your answers should be verified per 52 Pa Code § 1.36. Accordingly, you must provide the following statement with your responses:

I, _____, 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).

The blank should be filled in with the name of the appropriate company representative, and the signature of that representative should follow the statement.

In addition, to expedite completion of the application, please also e-mail the information to Stephen Jakab at sjakab@pa.gov. Please direct any questions to Stephen Jakab, Bureau of Technical Utility Services, at sjakab@pa.gov (preferred) or (717) 783-6174.

Sincerely,



Rosemary Chiavetta
Secretary

Enclosure

Docket No. A-2016-2527221
SourceOne, Inc. (DE) d/b/a SourceOne Energy, Inc.
Data Request

1. Reference Application, Section 1.c, Regulatory Contact – Applicant failed to provide an email address for its Regulatory Contact. Please resubmit an updated application page with that information.
2. Reference Application, Section 1.d, Attorney – Applicant failed to provide an email address for its Attorney. Please resubmit an updated application page with that information.
3. Reference Application, Section 1.e, Contacts for Consumer Service and Complaints – Applicant failed to provide email addresses for its Consumer Service Contacts. Please resubmit an updated application page with that information.
4. Reference Application, Section 7.e, Accounting Records Custodian – Applicant failed to provide email addresses for its Accounting Records Custodian Contact. Please resubmit an updated application page with that information.
5. Reference Application, Section 8.e, Technical Fitness – Applicant failed to provide detailed professional resumes of its chief officers, to include detailed descriptions on all experience and activities including date ranges.

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SECRETARY'S BUREAU



COMMONWEALTH OF PENNSYLVANIA
PENNSYLVANIA PUBLIC UTILITY COMMISSION
400 NORTH STREET, HARRISBURG, PA 17120

A-2016-2527221

Version Revised 12/16/15

BEFORE THE PENNSYLVANIA PUBLIC UTILITY COMMISSION

Application of SourceOne, Inc. (DE), d/b/a SourceOne Energy, Inc., for approval to offer, render, furnish, or supply natural gas supply services as a(n) Broker/Marketer to the public in the Commonwealth of Pennsylvania (Pennsylvania).

To the Pennsylvania Public Utility Commission:

1. IDENTIFICATION AND CONTACT INFORMATION

- a. **IDENTITY OF THE APPLICANT:** Provide name (including any fictitious name or d/b/a), primary address, web address, and telephone number of Applicant:

SourceOne, Inc. (DE) d/b/a SourceOne Energy, Inc.
53 State Street, 14th Floor
Boston, MA 02109
<http://www.sourceone-energy.com/>
Phone 800.510.4485

- b. **PENNSYLVANIA ADDRESS / REGISTERED AGENT:** If the Applicant maintains a primary address outside of Pennsylvania, provide the name, address, telephone number, and fax number of the Applicant's secondary office within Pennsylvania. If the Applicant does not maintain a physical location within Pennsylvania, provide the name, address, telephone number, and fax number of the Applicant's Registered Agent within Pennsylvania.

C T Corporation System
116 Pine Street, Suite 320
Harrisburg, Pennsylvania 17101
Phone: (717) 234-6004
Facsimile: (717) 234-6024

- c. **REGULATORY CONTACT:** Provide the name, title, address, telephone number, fax number, and e-mail address of the person to whom questions about this Application should be addressed.

Jessie Hagger
Commodities Account Manager & Markets Analyst
SourceOne, Inc. (DE)
53 State Street, 14th Floor
Boston, MA 02109
Phone: (617) 691-1404
Facsimile: (617) 399-6186
jhagger@s1inc.com

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PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

- d. **ATTORNEY:** Provide the name, address, telephone number, fax number, and e-mail address of the Applicant's attorney. If the Applicant is not using an attorney, explicitly state so.

Robert Arendell
Associate General Counsel
Veolia Energy North America Holdings, Inc.
53 State Street, 14th Floor
Boston, MA 02109
Phone: (617) 849-6634
Facsimile: (617) 849-6635
robert.arendell@veolia.com

- e. **CONTACTS FOR CONSUMER SERVICE AND COMPLAINTS:** Provide the name, title, address, telephone number, fax number, and e-mail **OF THE PERSON AND AN ALTERNATE PERSON (2 REQUIRED)** responsible for addressing customer complaints. These persons will ordinarily be the initial point(s) of contact for resolving complaints filed with the Applicant, the Natural Gas Distribution Company, the Pennsylvania Public Utility Commission, or other agencies. The main contact's information will be listed on the Commission website list of licensed NGSS.

Jessie Hagger
Commodities Account Manager & Markets Analyst
SourceOne, Inc. (DE)
53 State Street, 14th Floor
Boston, MA 02109
Phone: (617) 691-1404
Facsimile: (617) 399-6186
jhagger@s1inc.com

Brant Davis
Vice President, Commodity Management
SourceOne, Inc. (DE)
99 Summer Street, Suite 900
Boston, MA 02110
Phone: (617) 399-6162
Facsimile: (617) 502-4451
bdavis@s1inc.com

2. BUSINESS ENTITY FILINGS AND REGISTRATION

- a. **FICTITIOUS NAME:** *(Select appropriate statement and provide supporting documentation as listed.)*

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

Provide a copy of the Applicant's filing with Pennsylvania's Department of State Pursuant to 54 Pa. C.S. §311.

See Exhibit #1

Or

The Applicant will not be using a fictitious name.

- b. **BUSINESS ENTITY AND DEPARTMENT OF STATE FILINGS:**

- 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, evidence of Moody's, S&P, or Fitch ratings, and/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 exhibiting accounts over a minimum two year period.
- Bank account statement, tax returns from the previous two years, or any other information that demonstrates Applicant's financial fitness.

The Applicant's financial statements, organizational structure and D&B Credit Report have been included as Exhibit #6. These documents are, as indicated, CONFIDENTIAL, and are not to be released into the public domain.

See Exhibit #6

- c. SUPPLIER FUNDING METHOD:** If Applicant is operating as anything other than **Broker/Marketer only**, explain how Applicant will fund its operations. Provide all credit agreements, lines of credit, etc., and elaborate on how much is available on each item.

N/A

- d. BROKER PAYMENT STRUCTURE:** If applicant is a broker/marketer, explain how your organization will be collecting your fees.

The Applicant will collect fees primarily through consulting fees paid directly to the applicant by a client and separate from any natural gas purchase agreements. Occasionally a margin may be included in the price of a natural gas contract if the client prefers, which would then be paid to the applicant by the chosen supplier.

- e. ACCOUNTING RECORDS CUSTODIAN:** Provide the name, title, address, telephone number, FAX number, and e-mail address of Applicant's custodian for its accounting records.

**Steven Weafer
Vice President - Controller
Veolia Energy North America
53 State St, Floor 14
Boston, MA 02109
Telephone: 617.849.6640
Facsimile: 617.849.6641
steven.weafer@veolia.com**

- f. TAXATION:** Complete the TAX CERTIFICATION STATEMENT attached as Appendix D to this application.

All sections of the Tax Certification Statement must be completed. Absence (submitting N/A) of any of the TAX identifications numbers (items 7A through 7C) shall be accompanied by supporting documentation or an explanation validating the absence of such information.

If yes, describe the Applicant's verification procedures.

- d. **OVERSIGHT OF MARKETING:** Explain all methods Applicant will use to ensure all marketing is performed in an ethical manner, for both employees and subcontractors.

The applicant has a strict corporate ethics manual and provides quarterly ethics trainings.

- e. **OFFICERS:** Identify Applicant's chief officers, and include the professional resumes for any officers directly responsible for operations. All resumes should include date ranges and job descriptions containing actual work experience.

Jack Griffin, Vice President and General Manager, Boston

With over 25 years of experience in the energy industry, Mr. Griffin is a highly experienced engineer and an expert in all aspects of energy systems development and application. As the Vice President and General Manager of SourceOne's Boston office (with SourceOne/Veolia December 2005 – present), Mr. Griffin oversees all projects and operations. As a proven leader, he has played a pivotal role in growing the SourceOne business. His consulting experience includes energy efficiency, sustainability, distributed generation, district energy system development, and utility-grade design. Mr. Griffin has over 15 years of broad-based experience in both electric and gas utilities, particularly in the areas of natural gas system operations, utility operations optimization and improvement, electric and gas revenue metering, metering data management, utility rate design and analysis, energy master planning, and energy engineering. Prior to his current role, Jack was SourceOne's Director of Energy Systems. His focus on energy strategic plans, energy efficiency programs, and energy systems development strengthens his ability to make strategic business decisions, while keeping operational impact and benefits in mind. Prior to joining SourceOne, Jack held a variety of engineering, consulting and operational roles with General Dynamics Electric Boat (June 1986 – December 1990), NSTAR Electric & Gas (December 1999 – December 2005), Boston Gas (December 1990 – December 1999), and leading engineering consulting firms, working on all aspects of electric and gas utility operations. Mr. Griffin has spoken at several national conferences regarding utility metering systems and Automated Meter Reading (AMR) systems and the application of Combined Heat and Power systems in the marketplace. Mr. Griffin has also served as an expert witness in legal disputes specifically related to utility rate issues.

Brant Davis, Vice President and Director of Commodity Management

With nearly 20 years of experience in the energy industry, Mr. Davis manages SourceOne's Commodity Management team (March 2010 – present) and has responsibility for SourceOne's energy advisory business for natural gas, electricity, and heavy fuels. Prior to working with SourceOne, Mr. Davis worked for Veolia (March 2009 – March 2010). His extensive knowledge of different ISO requirements, LDC rules, and local supplier constraints impacting end-user costs has maximized client savings and benefits. Mr. Davis also served as a Senior Manager - Strategy & Operations for Deloitte Consulting (September 1997 – March 2009), providing strategic and operational management consulting services to the electric utility and heavy asset manufacturing industries in North America. Prior to this Mr. Davis worked for Frito-lay (September 1990-September 1995). Mr. Davis was most recently responsible for the fuel and power procurement strategies for all Veolia Energy locations across the U.S. accounting for approximately 20 Bcf of natural gas, 125,000 MWh of power, and 15,000,000+ gallons of liquid fuels in annual load.

Alexey Cherniack, Senior Commodities Manager

Mr. Cherniack is responsible for key account management, structuring and executing commodity procurements, market analysis, and SourceOne's regulatory compliance for the Commodity Management team. Prior to joining SourceOne (April 2012 – present), Mr. Cherniack was a Senior Economist with the Massachusetts Department of Public Utilities (August 2008 – April 2012) where he provided policy recommendations to the Commission regarding cost-effective and equitable regulation of the electric power

and natural gas distribution companies in Massachusetts. Prior to working for MA DPU, Mr. Cherniack worked for Patriot Energy (January 2006 – August 2008).

Jessie Hagger, Commodities Account Manager and Markets Analyst

Ms. Hagger serves as a Commodities Account Manager and Markets Analyst for SourceOne's Commodity Management team (April 2015 – present), providing energy consultant services and project management execution for various client accounts. Prior to her work at SourceOne, Ms. Hagger's position was as Project Manager and Vice President of Energy for Better Cost Control, LLC (February 2011 – March 2015), a licensed energy broker/consultant, managing all aspects of the energy division of the company.

Robert Madeja, Account Manager

Mr. Madeja is an Account Manager for SourceOne (April 2013 – present), serving as the point of contact providing energy consultant services and project management execution for various client accounts. Mr. Madeja is a strong facilitator, and has taken the well-respected Appreciate Inquiry training course at Case Western Reserve University to hone his ability to achieve positive results from all project stakeholders. He is also a chartered financial analyst (CFA) candidate. Prior to joining SourceOne, Mr. Madeja was a Business Analyst with the Innovation Center for U.S. Dairy (June 2009 – June 2012) where he served as a Project Manager for the Farm Energy Efficiency Project.

9. DISCLOSURE STATEMENT:

(Not applicable for an applicant applying for a license exclusively as a broker/marketer.)

DISCLOSURE STATEMENTS: If proposing to serve Residential and/or Small Commercial (less than 6,000 Mcf annually) Customers, provide a Residential and/or Small Commercial disclosure statement. A sample disclosure statement is provided as Appendix E to this Application.

- Natural gas 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.

SourceOne is not proposing to serve residential and or small commercial customers.

10. VERIFICATIONS, ACKNOWLEDGEMENTS, AND AGREEMENTS

- a. 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. Further, the Applicant agrees that it must comply with and ensure that its employees, agents, representatives, and independent contractors comply with the standards of conduct and disclosure set out in Commission regulations at 52 Pa. Code § 62.114.

X AGREED

- b. REPORTING REQUIREMENTS:** Applicant agrees to provide the following information to the Commission:

- Reports of Gross Receipts: Applicant shall file an annual report with the Commission on an annual basis no later than April 30th following the end of the calendar year per 52 Pa. Code § 62.110.

X AGREED

Docket No. A-2016-2527221

SourceOne, Inc. (DE) d/b/a SourceOne Energy, Inc.

Data Request

I, Jack Griffin, 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).



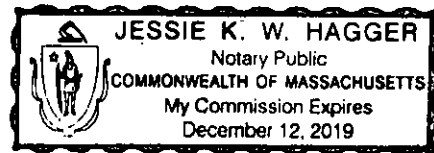
Jack Griffin, Vice President

Sworn and subscribed before me on this 14th day of March, 2016.



Signature of official administering oath

My commission expires December 12, 2019.



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PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

ORIGIN ID: LWMA (617) 399-6100
SOURCEONE, INC

53 STATE ST.
14TH FLR.
BOSTON, MA 02109
UNITED STATES US

SHIP DATE: 14MAR16
ACTWGT: 0.50 LB
CAD: 1256869/NET3730

BILL SENDER

TO ROSEMARY CHIAVETTA, SECRETARY
PENNSYLVANIA PUBLIC UTILITY COMMISS
400 NORTH STREET

HARRISBURG PA 17120

(000) 000-0000

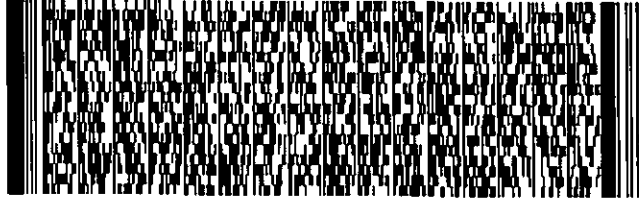
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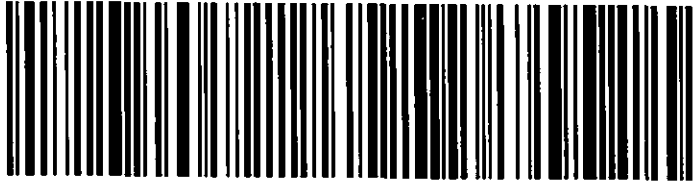
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