

Sarah C. Stoner
717.237.6026
sstoner@eckertseamans.com

February 27, 2017

Via Hand Delivery

Rosemary Chiavetta, Secretary
PA Public Utility Commission
400 North Street, Keystone Building
Harrisburg, PA 17120

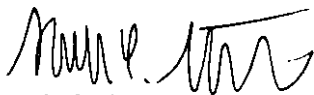
Re: Application of Santanna Natural Gas Corporation for a Natural Gas Supplier License;
Docket No. A-2017-XXXXXXX

Dear Secretary Chiavetta:

Enclosed for filing is the Application of Santanna Natural Gas Corporation for approval to offer, render, furnish, or supply natural gas supply services as a supplier or aggregator of natural gas services to the public in the Commonwealth of Pennsylvania along with a check in the amount of \$350 for the filing fee. Also enclosed is a CD-ROM containing a public version of the application package. Please note that Attachments 7(b)(ii), 7(c)(i), and 7(f) are confidential and should be handled accordingly.

Kindly time-stamp the extra copy of the application and return it to us in the envelope provided.

Sincerely,



Sarah C. Stoner

Enclosure

cc: Certificate of Service w/enc.
Manivone Vorabouth w/enc.

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BEFORE THE PENNSYLVANIA PUBLIC UTILITY COMMISSION

Application of Santanna Natural Gas Corporation, d/b/a Santanna Energy Services, for approval to offer, render, furnish, or supply natural gas supply services as a supplier or aggregator of natural gas services to the public in the Commonwealth of 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:

Santanna Natural Gas Corporation d/b/a Santanna Energy Services
7701 San Felipe Blvd., Suite 200, Austin, TX 78729
Tel: (512) 346-2500
Fax: (512) 346-2578
www.SantannaEnergyServices.com

- 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.

CT Corporation System
116 Pine Street, Harrisburg, PA 17101
Tel: (717) 234-6004
Fax: (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.

Manivone Vorabouth
Sr. Regulatory and Compliance Analyst
Santanna Energy Services
7701 San Felipe Blvd., Suite 200, Austin, TX 78729
Tel: (512) 346-2500 ext. 233
Fax: (512) 346-2578
Email: mvorabouth@ses4energy.com

- 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.

Deanne M. O'Dell, Esq.
Eckert Seamans Cherin & Mellott, LLC
213 Market Street, 8th Floor, Harrisburg, PA 17101
Tel: (717) 255-3744
Fax: (717) 237-6019
Email: dodell@eckertseamans.com

Note: Eckert Seamans Cherin & Mellott, LLC does not represent applicant for any issues involving Philadelphia Gas Works. For those issues, contact Santanna Energy Services at the contact information provided in response to question number 1(a).

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- 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.

Michael Aro
Quality Assurance Supervisor
425 Quadrangle Drive, Suite 200, Bolingbrook, IL 60440
Tel: (630) 789-6022 ext. 253
Fax: (866) 531-3951
Email: maro@ses4energy.com

Millie McIntyre
Manager of Customer Service Operations
425 Quadrangle Drive, Suite 200, Bolingbrook, IL 60440
Tel: (630) 789-6022 ext. 188
Fax: (866) 291-4911
Email: mmcintyre@ses4energy.com

2. **BUSINESS ENTITY FILINGS AND REGISTRATION**

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

- 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.

Please see Attachment 2(a) - Application for Certificate of Authority and Application for Registration of Fictitious Name

Or

- The Applicant will not be using a fictitious name.

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

(Select appropriate statement and provide supporting documentation. As well, understand that Domestic means being formed within Pennsylvania and foreign means being formed outside Pennsylvania.)

- 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.
- Provide the state in which the business is organized/formed and provide a copy of the Applicant's charter documentation.
- * 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:

- domestic corporation (15 Pa. C.S. §1308)
- foreign corporation (15 Pa. C.S. §4124)
- domestic limited liability company (15 Pa. C.S. §8913)
- foreign limited liability company (15 Pa. C.S. §8981)
- Other (Describe):

- Provide proof of compliance with appropriate Department of State filing requirements as indicated above.
- Provide the state in which the business is incorporated/organized/formed and provide a copy of the Applicant's charter documentation.

Santanna Natural Gas Corp d/b/a Santanna Energy Services is an S-Corp with articles of incorporation filed in the state of Texas.

Please see Attachment 2(b)- Texas Certificate of Incorporation for Santanna Natural Gas Corporation

- Give name and address of officers.
 - Name: T. Wayne Gatlin**
 - Title: President, CEO, COB**
 - Address: 7701 San Felipe Blvd. Ste. 200, Austin, TX 78729**
 - Phone: (512) 346 - 2500 ext. 215**

 - Name: Douglas G. Cueller**
 - Title: Vice President – Midwest Operations, CMO**
 - Address: 425 Quadrangle Dr., Suite 200, Bolingbrook, IL. 60440**
 - Phone: (630) 789 - 6022 ext. 230**

 - Name: Gregory F. Rabaey**
 - Title: Vice President, COO**
 - Address: 7701 San Felipe Blvd., Suite 200, Austin, TX 78729**
 - Phone: (512) 346 - 2500 ext. 244**

 - Name: Richard McDonald**
 - Title: Controller, Secretary/Treasurer**
 - Address: 7701 San Felipe Blvd., Suite. 200, Austin, TX 78729**
 - Phone: (512) 346 - 2500 ext. 225**

3. AFFILIATES AND PREDECESSORS

(both in state and out of state)

- a. **AFFILIATES:** Give name and address of any affiliate(s) currently doing business and state whether the affiliate(s) are jurisdictional public utilities. If the Applicant does not have any affiliates doing business, explicitly state so. Also, state whether the applicant has any affiliates that are currently applying to do business in Pennsylvania.

Santanna is not affiliated with any entity currently doing business in Pennsylvania, and is not affiliated with any jurisdictional public utilities. Santanna does not have any affiliates that are currently applying to do business in Pennsylvania.

- b. **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.

Santanna does not have any predecessors that have done business, within the preceding five (5) years in Pennsylvania

4. 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 an 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)

Applicant is currently licensed as an electric generation supplier ("EGS") in Pennsylvania. The license was approved by Commission order entered December 5, 2013. Santanna, however, has not begun providing EGS services in Pennsylvania to date.

OR

The Applicant is not presently doing business in Pennsylvania.

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
- Broker/Marketer engaged in the business of supplying natural gas services
 - 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):

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

Santanna intends to act as a Supplier or Aggregator of natural gas services to residential and small commercial customers located within the service territories of Columbia Gas of PA, Inc., PECO, Peoples Natural Gas – Equitable Division, Peoples Natural Gas, Peoples TWP and Philadelphia Gas Works in the Commonwealth of Pennsylvania.

Santanna intends to offer standard industry natural gas rate products that may include, among others, fixed rate, block-index, and variable rate offers.

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

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

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

- Residential Customers
- 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)
- Large Commercial Customers - (6,000 Mcf or more annually)
- Industrial Customers
- Governmental Customers
- All of above (Except Mixed Meter)
- Other (Describe):

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

Santanna proposes to begin marketing and service to customers within the Commonwealth of Pennsylvania as soon as practicable following Commission approval of this Application and licensing as a NGS.

5. COMPLIANCE

- a. **CRIMINAL/CIVIL PROCEEDINGS:** State specifically whether the Applicant, an affiliate, a predecessor of either, or a person identified in this Application, has been or is currently the defendant of a criminal or civil proceeding within the last five (5) years.

Santanna, an affiliate, a predecessor of either, or a person identified in this Application is **NOT** currently, nor has been in the past, a defendant of a criminal or civil proceeding within the last five (5) years.

Identify all such proceedings (active or closed), by name, subject and citation; whether before an administrative body or in a judicial forum. If the Applicant has no proceedings to list, explicitly state such.

Santanna has **NO** proceedings to list.

- b. **SUMMARY:** If applicable; provide a statement as to the resolution or present status of any such proceedings listed above.

NONE.

- c. **CUSTOMER/REGULATORY/PROSECUTORY ACTIONS:** Identify all formal or escalated actions or complaints filed with or by a customer, regulatory agency, or prosecutory agency against the Applicant, an affiliate, a predecessor of either, or a person identified in this Application, for the prior five (5) years, including but not limited to customers, Utility Commissions, and Consumer Protection Agencies such as the Offices of Attorney General. If the Applicant has no actions or complaints to list, explicitly state such.

Santanna has **NO** actions or complaints to list, that are formal or escalated actions or complaints filed with or by a customer, regulatory agency, or prosecutory agency against the Applicant, an affiliate, a predecessor of either, or a person identified in this Application, for the prior five (5) years, including but not limited to customers, Utility Commissions, and Consumer Protection Agencies such as the Offices of Attorney General.

- d. **SUMMARY:** If applicable; provide a statement as to the resolution or present status of any actions listed above.

NONE.

6. PROOF OF SERVICE

*Required of ALL Applicants regardless of operating as a supplier, broker, marketer, or aggregator.
(Example Certificate of Service is attached at Appendix C)*

- a.) **STATUTORY AGENCIES:** Pursuant to Section 5.14 of the Commission's Regulations, 52 Pa. Code §5.14, provide proof of service of a signed and verified Application with attachments on the following:

Office of Consumer Advocate
5th Floor, Forum Place
555 Walnut Street
Harrisburg, PA 17120

Office of the Attorney General
Bureau of Consumer Protection
Strawberry Square, 14th Floor
Harrisburg, PA 17120

Office of the Small Business Advocate
Commerce Building, Suite 202
300 North Second Street
Harrisburg, PA 17101

Commonwealth of Pennsylvania
Department of Revenue
Bureau of Compliance
Harrisburg, PA 17128-0946

Bureau of Investigation & Enforcement
Pennsylvania Public Utility Commission
Commonwealth Keystone Building
400 North Street, 2 West
Harrisburg, PA 17120

b.) **NGDCs:** Pursuant to Sections 1.57 and 1.58 of the Commission's Regulations, 52 Pa. Code §§1.57 and 1.58, provide Proof of Service of the Application and attachments upon each of the Natural Gas Distribution Companies the Applicant proposed to provide service in. 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. Contact information for each NGDC is as follows.

<p>Columbia Gas of PA, Inc. Michele Caddell 290 W. Nationwide Blvd. Columbus, OH 43215 PH: 614.460.6841 FAX: 614.460.8447 e-mail: mcaddell@nisource.com</p>	
<p>Peoples Natural Gas – Equitable Division Lynda Petrichevich 225 North Shore Drive Pittsburgh, PA 15212 PH: 412.208.6528 FAX: 412.208.6577 e-mail: Lynda.w.petrichevich@peoples-gas.com</p>	<p>National Fuel Gas Distribution Corp. David D. Wolford 6363 Main Street Williamsville, NY 14221 PH: 716.857.7483 FAX: 716.857.7479 e-mail: wolfordd@natfuel.com</p>
<p>The Peoples Natural Gas Company Lynda Petrichevich 225 North Shore Drive Pittsburgh, PA 15212 PH: 412.208.6528 FAX: 412.208.6577 e-mail: Lynda.w.petrichevich@peoples-gas.com</p>	<p>PECO Carlos Thillet, Manager, Gas Supply and Transportation 2301 Market Street, S9-2 Philadelphia, PA 19103 PH: 215.841.6452 Email: carlos.thillet@exeloncorp.com</p>
<p>Peoples TWP LLC (Formerly T. W. Phillips) Lynda Petrichevich 225 North Shore Drive Pittsburgh, PA 15212 PH: 412.208.6528 FAX: 412.208.6577 e-mail: Lynda.w.petrichevich@peoples-gas.com</p>	<p>Philadelphia Gas Works Nicholas LaPergola 800 West Montgomery Avenue Philadelphia, PA 19122 PH: 215.684.6278 email: nicholas.lapergola@pgworks.com</p>
<p>UGI Central Penn David Lahoff 2525 N. 12th Street, Suite 360 Reading, PA 19612-2677 PH: 610.796.3520 Email: dlahoff@ugi.com</p>	<p>UGI David Lahoff 2525 N. 12th Street, Suite 360 Reading, PA 19612-2677 PH: 610.796.3520 Email: dlahoff@ugi.com</p>
<p>Valley Energy Inc. Robert Crocker 523 South Keystone Avenue Sayre, PA 18840-0340 PH: 570.888-9664 FAX: 570.888.6199 email: bobc@ctenterprises.org</p>	<p>UGI Penn Natural David Lahoff 2525 N. 12th Street, Suite 360 Reading, PA 19612-2677 PH: 610.796.3520 Email: dlahoff@ugi.com</p>

7. FINANCIAL FITNESS

- a. **BONDING:** In accordance with 66 Pa. C.S. Section 2208(c), no natural gas supplier license shall be issued or remain in force unless the applicant or holder furnishes a bond or other security in a form and amount to ensure the financial responsibility of the natural gas supplier. The criteria used to determine the amount and form of such bond or other security shall be set by each NGDC. Provide documentation that the applicant has met the security requirement of each NGDC by submitting the letters sent by the NGDCs stating what bonding amounts they require.

Please see Attachment 7(a) for a copy of bond letters from Columbia Gas of PA, Inc., Peoples Natural Gas-Equitable Division, The Peoples Natural Gas Company, Peoples TWP, LLC, PECO, and Philadelphia Gas Works.

- b. **FINANCIAL RECORDS, STATEMENTS, AND RATINGS:** Applicant must 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.

Please see Attachment 7(b)(i)- Santanna Organizational Chart

- Published Applicant or parent company financial and credit information (i.e. 10Q or 10K). (SEC/EDGAR web addresses are sufficient)
- Applicant's accounting statements, including balance sheet and income statements for the past two years.

Please see CONFIDENTIAL Attachment 7(b)(ii)- Santanna Consolidated Financial Statements as of and for the year ended December 31, 2014 and 2015 and Independent Accountants' Review Report by Maxwell, Locke & Ritter.

- 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.

Please see CONFIDENTIAL Attachment 7(b)(ii).

- Bank account statement, tax returns from the previous two years, or any other information that demonstrates Applicant's financial fitness.

- 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.

Please see CONFIDENTIAL Attachment 7(c)(i) for a copy of Credit and Asset Management Agreement between Twin Eagle Resource Management and Santanna Energy Services.

- d. **BROKER PAYMENT STRUCTURE:** If applicant is a broker/marketer, explain how your organization will be collecting your fees.
Not Applicable

- 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.

Richard McDonald
Controller, Secretary/Treasurer
7701 San Felipe Blvd. Suite 200, Austin, TX 78729
Phone: (512) 346-2500 ext. 225
Fax: (512) 346-2578
Email: McDonald@ses4energy.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.

Items 7A and 7C on the Tax Certification Statement are designated by the Pennsylvania Department of Revenue. Item 7B on the Tax Certification Statement is designated by the Internal Revenue Service.

Please see CONFIDENTIAL Attachment 7(f)- Tax Certification Statement

8. TECHNICAL FITNESS:

To ensure that the present quality and availability of service provided by natural gas distribution companies does not deteriorate, the Applicant shall provide sufficient information to demonstrate technical fitness commensurate with the service proposed to be provided.

- a. **EXPERIENCE, PLAN, STRUCTURE:** such information may include:

- Applicant's previous experience in the natural gas industry.

Santanna Natural Gas Corporation has over 27 years of experience in the retail energy marketplace serving commercial and residential gas end users behind major utility companies in Illinois, Michigan, Indiana, and Ohio. Santanna provides consolidated billing, energy and storage management, and risk mitigation services to its commercial and industrial customers, in addition to retailing natural gas commodity and brokering electric commodity. Santanna offers residential consumers an array of programs including competitive market priced, fixed priced, and residential gas storage programs.

Santanna's operations group is well experienced in the rules, practices and tariffs of all major gas and electric utilities in Illinois, Michigan, Indiana, and Ohio. These personnel handle the purchasing, scheduling and nominations, inventory management, and billing/invoicing of over 10 Bcf annually to Santanna customers.

- Summary and proof of licenses as a supplier of natural gas services in other states or jurisdictions.

At the date of filing, Santanna Natural Gas Corporation is certified, licensed, and registered in the following jurisdictions:

Illinois –

- Licensed as a Small Commercial Alternative Gas Supplier (Certification of service Authority under Section 19-110 of the Public Utilities Act) Docket 03-0084
- Licensed as a Residential Alternative Gas Supplier (Certification of service Authority under Section 19-110 of the Public Utilities Act) Docket 02-0441
- Licensed as an Agent, Broker, & Consultant (ABC) (Under section 16-115C of the Public Utilities Act) Docket 09-0597

- Licensed as an Alternative Retail Electric Supplier (Certificate of Service Authority under Section 16-115 of the Public Utilities Act) Docket 12-0407

Michigan –

- Licensed as an Alternative Gas Supplier (Pursuant to 2002 PA 634 (Act 634), MCL 460.9 et seq.) Case U-16015

Indiana –

- Registered as a Gas Customer Choice Marketer (Pursuant to IURC Cause Nos. 42884/42800 Consolidated Final Order dated January 31, 2006)

Ohio –

- Licensed as a Retail Natural Gas Marketer # 10-198G (4) (Pursuant to Chapter 4901:1-27 of the Ohio Administrative Code and Section 4929.20 of the Ohio Revised Code) Case 10-1283-GA-CRS
- Licensed as a Competitive Retail Electric Service Provider # 12-431E (3) (Pursuant to Chapter 4901:1-24-(01-13) of the Ohio Administrative Code, Section 4901:1-21-(01-15) of the Ohio Administrative Code, and Section 4928.08 of the Ohio Revised Code) Case 11-5948-EL-CRS

- Type of customers and number of customers Applicant currently serves in other jurisdictions.

Santanna currently serves nearly 100,541 natural gas and electric customers behind fourteen gas/electric distribution companies in Illinois, Indiana, Michigan and Ohio.

- Staffing structure and numbers as well as employee training commitments.
- Business plans for operations within the Commonwealth.
- Any other information appropriate to ensure the technical capabilities of the Applicant.

b. **PROPOSED MARKETING METHOD** (check all that apply)

Internal – Applicant will use its own internal resources/employees for marketing

External NGS – Applicant will contract with a **PUC LICENSED NGS**

Affiliate – Applicant will use a **NON-NGS affiliate that is a nontraditional marketer and/or marketing services consultant**

External Third-Party – Applicant will contract with a **NON-NGS third party nontraditional marketer and/or non-selling marketer**

Other (Describe):

c. **DOOR TO DOOR SALES:** Will the Applicant be implementing door to door sales activities?

Yes

No

If yes, will the Applicant be using verification procedures?

Yes

No

If yes, describe the Applicant's verification procedures.

Santanna Energy Services (SES) has multiple rigorous protections for the prospective customer built into the SES sales program from the start to the finish of the process. The Door to Door sales representatives (DSR) use a script prepared by SES that communicates the program details to the customer and defines their wishes relative to participation. The DSR are trained to clearly introduce themselves as representatives of SES. The DSR are required to attend a daily mandatory meeting to review the program details and to go

through a uniform check. DSR's wear picture ID badges with the SES name and logo and verbiage that states, "I am NOT a utility company employee." Their uniforms consist of shirts, buttons, hat, and coats with the SES logo on them. The DSR hands out a business card when they meet the customer indicating they are from SES and not the utility company. In addition, DSR's have a supervisor that randomly live monitors them in the field to insure compliance.

Upon completion of the sales presentation, an independent Third Party Verification company (TPV) is utilized to verify that the terms and conditions were explained to the customer and the customer is electing the program with SES. As part of the TPV process, the DSR initiates a call to the TPV company, and then a representative from the TPV company makes an outbound call back to the customers residence. The TPV representative uses a script prepared by SES, the call is recorded, and the verifications are monitored daily to confirm adherence to the script and the SES guidelines.

After the verification, a new customer receives a confirmation letter from SES, which repeats the terms and conditions of the agreement, and furnishes the customer a toll free 24 hour cancellation hot line number and advises them that they have the right to cancel their enrollment, should a customer change their mind thereafter.

Santanna will ensure that all processes comply with applicable Pennsylvania legal requirements to include Commission regulations.

- 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.

Santanna will rely on both internal marketing and compliance teams to review all process, procedures and Utility and PUC standards. Santanna will utilize the internal team to ensure that all marketing material that is distributed to employees, subcontractors and customers meet and exceed all state standards.

- 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.

See Attachment 8 (e)- Santanna Chief Officers Bios

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.

See Attachment 9 – Santanna Disclosure Statement, Contract Summary, and Terms & Conditions

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.

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.

AGREED

- c. **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. § 2208(d). Transferee will be required to file the appropriate licensing application.

AGREED

- d. **ANNUAL FEES:** The Public Utility Code authorizes the PUC to collect an annual fee of \$350 from suppliers, brokers, marketers, and aggregators selling natural gas in the Commonwealth of PA, and a supplemental fee based on annual gross intrastate revenues, applicable to suppliers only.

ACKNOWLEDGED

- e. **FURTHER DEVELOPMENTS:** Applicant is under a continuing obligation to amend its application if substantial changes occur to the information upon which the Commission relied in approving the original filing. See 52 Pa. Code § 62.105.

AGREED

- f. **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.

AGREED

- g. NOTIFICATION OF CHANGE:** If your answer to any of these items changes during the pendency of your application or if the information relative to any item herein changes while you are operating within the Commonwealth of Pennsylvania, you are under a duty to so inform the Commission, within thirty (30) days, as to the specifics of any changes which have a significant impact on the conduct of business in Pennsylvania. See 52 Pa. Code § 62.105.

AGREED

- h. CEASING OF OPERATIONS:** Applicant is also required to officially notify the Commission if it plans to cease doing business in Pennsylvania, 90 days prior to ceasing operations.

AGREED

- i. FILING FEE:** The Applicant has enclosed or paid the required, non-refundable filing fee by CERTIFIED CHECK OR MONEY ORDER in the amount of \$350.00 payable to the Commonwealth of Pennsylvania. The Commission does not accept corporate or personal checks for filing fees.

PAYMENT ENCLOSED

11. AFFIDAVITS

(All affidavits must be notarized before filing.)

- a.) APPLICATION AFFIDAVIT:** Complete and submit with your filing an officially notarized Application Affidavit stating that all the information submitted in this application is truthful and correct. An example copy of this Affidavit can be found at Appendix A.

Please see Attachment 11(a)-Application Affidavit

- b.) OPERATIONS AFFIDAVIT:** Provide an officially notarized affidavit stating that you will adhere to the Public Utility Code of Pennsylvania and applicable federal and state laws. An example copy of this Affidavit can be found at Appendix B.

Please see Attachment 11(b)-Operations Affidavit

12. NEWSPAPER PUBLICATIONS

Required of ALL Applicants regardless of operating as a supplier, broker, marketer, or aggregator.

Notice of filing of this Application must be published in newspapers of general circulation covering each county in which the applicant intends to provide service. The newspapers in which proof of publication are required is dependent on the service territories the applicant is proposing to serve.

The chart below dictates which newspapers are necessary for each NGDC. For example, an applicant that wants to operate in Peoples – Equitable would need to run ads in both The Erie Times-News and the Pittsburgh Post-Gazette. If the applicant is proposing to serve the entire Commonwealth, please file proof of publication in all seven newspapers.

The only acceptable verification of this requirement is with Notarized Proofs of Publication, which may be requested from each newspaper and must be supplied with this application. Applicants do not need a docket number in their publication. Docket numbers will be issued when all criteria on the item 14 checklist (see below) are satisfied.

	Erie Times-News	Harrisburg Patriot-News	Philadelphia Daily News	Pittsburgh Post-Gazette	Scranton Times-Tribune	Williamsport Sun-Gazette	Johnstown Tribune-Democrat
Columbia Gas	X	X		X		X	X
National Fuel Gas				X			
PECO			X				
Peoples - Equitable	X			X			
Peoples Natural Gas	X			X			X
Peoples TWP LLC				X			
Philadelphia Gas Works			X				
UGI		X	X		X		
UGI Central Penn	X	X	X	X	X	X	X
UGI Penn Natural		X			X	X	
Valley Energy					X	X	
Entire Commonwealth	X	X	X	X	X	X	X

(Example Publications are provided at Appendices F and G)

13. SIGNATURE

Applicant:: Santanna Natural Gas Corporation d/b/a Santanna Energy Services

By: 

Title: Vice President, Chief Operating Officer

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14. CHECKLIST

For the applicant's convenience, please use the following checklist to ensure all relevant sections are complete. The Commission Secretary's Bureau will not accept an application unless each of the following sections is complete.

Applicant: Santanna Natural Gas Corporation d/b/a Santanna Energy Services

Applicant's Use	X	Signature	
	X	Filing Fee (ONLY CERTIFIED CHECK OR MONEY ORDER)	
	X	Application Affidavit	
	X	Operations Affidavit	
	X	Proof of Publication	
	X	Tax Certification Statement	
	X	Commonwealth Department of State Verification	
	X	Certificate of Service	

PUC Secretary's Bureau Use

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INDEX OF ATTACHMENTS

Application of Santanna Natural Gas Corporation, d/b/a Santanna Energy Services

Attachment	Description
2(a)	Application for Certificate of Authority and Application for Registration of Fictitious Name
2(b)	Texas Certificate of Incorporation for Santanna Natural Gas Corporation
7(a)	Utility Bond Letters
7(b)(i)	Santanna Organizational Chart
7(b)(ii)	Consolidated Financial Statements for 2014-2015- CONFIDENTIAL
7(c)(i)	Twin Eagle Line of Credit- CONFIDENTIAL
7(f)	Tax Certification Statement- CONFIDENTIAL
8(e)	SES Chief Officers Bio
9	Santanna Disclosure Statement, Contract Summary, and Terms & Conditions
11(a)	Application Affidavit
11(b)	Operations Affidavit
12	Newspaper Proof of Publications Notice

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Attachment 2(a)

7 Check one of the following:

- Business Corporation:* The corporation is a corporation incorporated for a purpose or purposes involving pecuniary profit, incidental or otherwise.
- Nonprofit Corporation:* The corporation is a corporation incorporated for a purpose or purposes not involving pecuniary profit, incidental or otherwise.

8 Business corporations only. Check any applicable statements:

- This corporation is organized on a nonstock basis.
- This corporation is a statutory close corporation.
- This corporation is a management corporation.
- This corporation is a professional corporation.
- This corporation is an insurance corporation.
- This corporation is a benefit corporation.

IN TESTIMONY WHEREOF, the undersigned corporation has caused this Application for Certificate of Authority to be signed by a duly authorized officer thereof this 1st day of April, 2013.

santanna NATURAL GAS CORPORATION

Name of Corporation



Gregory F. Rabaey Signature

Vice President & COO

Title

69

Docketing Statement DSCB:15-134A (Rev 2001)
Departments of State and Revenue

One (1) required

BUREAU USE ONLY:

Dept. of State Entity # _____

Dept. of Rev. Box # _____

Filing Period _____ Date 3 4 5 _____

SIC/NAICS _____ Report Code _____

Check proper box:

Pennsylvania Entities

- business stock
- business non-stock
- professional
- nonprofit stock
- nonprofit non-stock
- statutory close
- management
- cooperative
- insurance
- limited liability company
- restricted professional
- limited liability company
- business trust

Foreign Entities

State/Country TX Date _____

- business
- nonprofit
- limited liability company
- restricted professional
- limited liability company
- business trust

Other

- domestication
- division
- consolidation

1. Entity Name:

Santanna Natural Gas Corporation

2. Individual name and mailing address responsible for initial tax reports:

Gregory F. Rabaey, VP/COO	7701 San Felipe Blvd., Suite 200	Austin	TX	78729
Name	Number and street	City	State	Zip

3. Description of business activity:

Alternative retail electric supplier

4. Specified effective date, if any:

month/day/year hour, if any

5. EIN (Employer Identification Number), if any:

74-2500445

6. Fiscal Year End:

December 31st

7. Fictitious Name (only if foreign corporation is transacting business in PA under a fictitious name):

Santanna Energy Services

GR

PENNSYLVANIA DEPARTMENT OF STATE
CORPORATION BUREAU

Application for Registration of Fictitious Name
54 Pa.C.S. § 311

Name		
Eckert Seamans Cherin & Mellott, LLC		
Address		
COUNTER/DO NOT MAIL		
City	State	Zip Code

Document will be returned to the name and address you enter to the left.
←

Fee: \$70

In compliance with the requirements of 54 Pa.C.S. § 311 (relating to registration), the undersigned entity(ies) desiring to register a fictitious name under 54 Pa.C.S. Ch. 3 (relating to fictitious names), hereby state(s) that:

1. The fictitious name is:
Santanna Energy Services

2. A brief statement of the character or nature of the business or other activity to be carried on under or through the fictitious name is:
Alternative retail electric supplier

3. The address, including number and street, if any, of the principal place of business (P.O. Box alone is not acceptable):

7701 San Felipe Blvd., Suite 200	Austin	TX	78729	Travis
Number and street	City	State	Zip	County

4. The name and address, including number and street, if any, of each individual interested in the business is:

Name	Number and Street	City	State

GR

5. Each entity, other than an individual, interested in such business is (are):

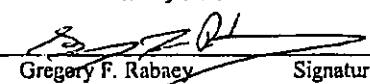
Santanna Natural Gas Corporation	corporation	Texas
Name	Form of Organization	Organizing Jurisdiction
7701 San Felipe Blvd., Suite 200, Austin, TX 78729		
Principal Office Address		
c/o CT Corporation System		
PA Registered Office, if any		
Name	Form of Organization	Organizing Jurisdiction
Principal Office Address		
PA Registered Office, if any		

6. The applicant is familiar with the provisions of 54 Pa.C.S. § 332 (relating to effect of registration) and understands that filing under the Fictitious Names Act does not create any exclusive or other right in the fictitious name.

7. Optional): The name(s) of the agent(s), if any, any one of whom is authorized to execute amendments to, withdrawals from or cancellation of this registration in behalf of all then existing parties to the registration, is (are):

IN TESTIMONY WHEREOF, the undersigned have caused this Application for Registration of Fictitious Name to be executed this

1st day of April, 2013.

Individual Signature	Individual Signature
Individual Signature	Individual Signature
Entity Name	SANTANNA NATURAL GAS CORPORATION Entity Name
Signature	By:  Gregory F. Rabaey Signature
Title	Vice President & COO Title

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Attachment 2(b)

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OCT 04 1993

Michigan Dept. of Commerce
Corporation & Securities Bureau



The State of Texas

Secretary of State

FILED

OCT 25 1993

Administrator
MICHIGAN DEPARTMENT OF COMMERCE
Corporation & Securities Bureau

IT IS HEREBY CERTIFIED, THAT

SANTANNA NATURAL GAS CORPORATION

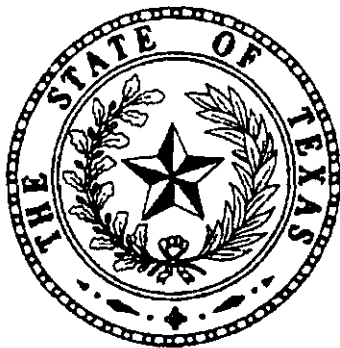
FILED ARTICLES OF INCORPORATION IN THIS OFFICE AND WAS ISSUED

A CERTIFICATE OF INCORPORATION ON

MAY 12, 1988;

THAT SO FAR AS IS SHOWN BY THE RECORDS OF THIS DEPARTMENT, NO CERTIFICATE OF DISSOLUTION HAS BEEN FILED FOR SAID CORPORATION, AND IT IS STILL IN EXISTENCE.

IN TESTIMONY WHEREOF, I HAVE HEREUNTO SIGNED MY NAME AND CAUSED TO BE IMPRESSED HEREON THE SEAL OF STATE ON SEP. 24, 1993



John Hannah Jr
Secretary of State

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Attachment 7(a)



375 North Shore Drive
Pittsburgh, PA 15212

Lynda W. Petrichevich
Director, Rates and Regulatory Affairs

Peoples Service Company LLC
Phone: 412-208-6528; Fax: 412-208-6577
Email: lpetrichevich@peoples-gas.com

December 13, 2016

Greg Rabaey
Vice-President, COO
Santanna Natural Gas Corp d/b/a Santanna Energy Services
7701 San Felipe Blvd, Ste 200
Austin, TX 78729

Dear Mr. Rabaey:

We are pleased that Santanna Natural Gas Corp d/b/a Santanna Energy Services has applied for a license to provide natural gas services on the Peoples Group of Companies. Specifically you have requested to be licensed as a supplier on the distribution systems of Peoples Natural Gas Company LLC, Peoples TWP, and Peoples Natural Gas LLC – Equitable Division (“the Companies”).

Since Santanna Natural Gas Corp d/b/a Santanna Energy Services is not currently serving customers on the Peoples systems, we have determined at this time that Santanna Natural Gas Corp d/b/a Santanna Energy Services does not need a bond or other financial security requirement to provide these services to the Company’s customers.

If a Pool is established, and customers are enrolled which alters the creditworthiness requirement or the Company’s exposure to Santanna Natural Gas Corp d/b/a Santanna Energy Services provision of services on the Peoples’ system changes in the future, the Companies may deem it appropriate to require a bond or other financial instrument.

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,

Lynda W. Petrichevich
Director – Rates and Regulatory Affairs
Peoples Natural Gas Company LLC

Cc: Steven Kolich
Stephen Kelly

SAFETY

CUSTOMER
COMMITMENT

TRUST

COMMUNITY



PHILADELPHIA GAS WORKS

800 West Montgomery Avenue • Philadelphia, PA 19122

December 15, 2016

Mr. Greg Rabaey
Vice President, COO
Santana Natural Gas Corporation d/b/a/ Santana Energy Services
7701 San Felipe Blvd., Suite 200
Austin, TX 78729

Re: Security Requirement for Santana Energy Services

Dear Mr. Rabaey:

Philadelphia Gas Works ("PGW") is aware that Santana Energy Services 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. You have stated that, in performing these services, Santana Energy Services will take title to any delivered natural gas.

Under its tariff, Philadelphia Gas Works could require Santana Energy Services to provide a bond or other financial security instrument in an amount that Philadelphia Gas Works determines to be appropriate. Upon final approval of your application to PGW and prior to enrolling customers, security in the first year for firm pools will be required based on your estimated firm pool size. It will be updated annually based on actual firm pool size.

At this time, Santana Energy Services does not need to post a bond or other form of security.

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

Sincerely,

A handwritten signature in black ink, appearing to read 'Ray M. Snyder', written over a horizontal line.

RAYMOND M. SNYDER
Senior Vice President, Gas Management

NL/dls

December 21, 2016

Greg Rabaey
Vice President COO
Santanna Natural Gas Corp
7701 San Felipe Blvd Suite 200
Austin, TX 78729

Dear Greg Rabaey:

We are pleased that Santanna Natural Gas Corp has applied for a license to provide Natural Gas Supply Service on the distribution system of Columbia Gas of Pennsylvania, Inc. ("Columbia Gas").

Under Paragraph 2.4.5 of the Rules Applicable to Distribution Service section of the Tariff of Columbia Gas, Santanna Natural Gas Corp could be required to provide to Columbia Gas a bond or other financial security instrument in an amount that Columbia Gas determines to be appropriate. We have determined at this time that Santanna Natural Gas Corp has met the financial security requirement to provide Natural Gas Supply Service to Columbia Gas customers.

If the creditworthiness requirement or Columbia Gas' exposure to Santanna Natural Gas Corp changes in the future, Columbia Gas might deem it appropriate to require Santanna Natural Gas Corp to provide a bond or other financial security instrument.

Please feel free to contact me at 614-460-6841 should you have any questions regarding a bond or other financial security instrument requirements of Columbia Gas.

Sincerely,

Michele Caddell

Michele Caddell
Director, Transportation Programs and Nominations



An Exelon Company

January 6, 2017
PECO - Exelon Corporation
Energy Acquisition
2301 Market Street
Philadelphia, PA. 19101

Santanna Energy Services
Greg Rabaey
Vice President, Chief Operating Officer
7701 San Felipe Blvd. Suite 200
Austin, TX 78729
Rabaey@ses4energy.com

Energy Acquisition is providing this notification letter that Santanna Energy Services 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,

A handwritten signature in cursive script that reads "Carol Reilly".

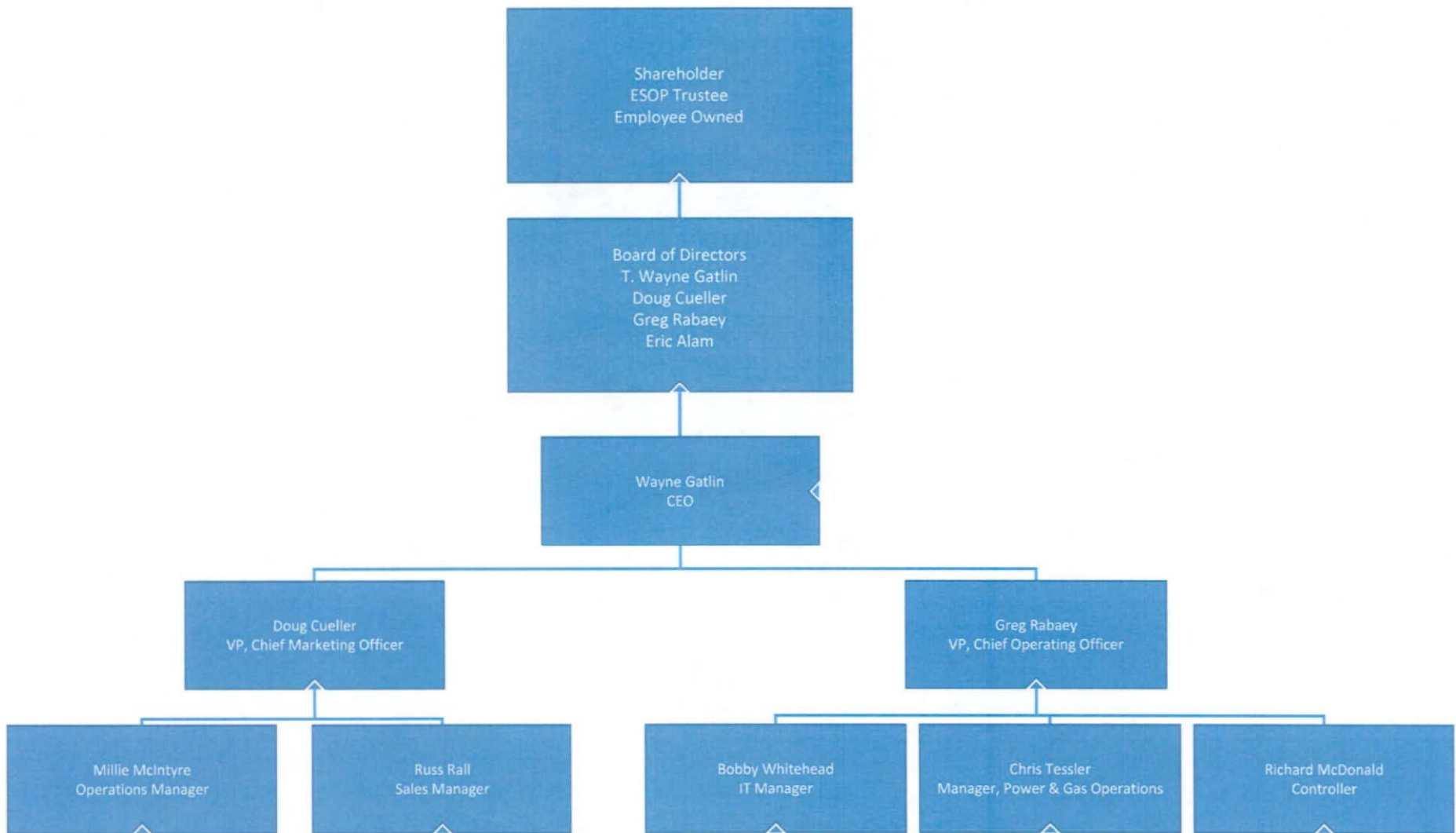
Carol Reilly
Manager
Energy Acquisition

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Attachment 7(b)(i)



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Attachment 7(b)(ii)

[CONFIDENTIAL]

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Attachment 7(c)(i)

[CONFIDENTIAL]

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Attachment 7(f)

[CONFIDENTIAL]

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Attachment 8(e)

T.W. GATLIN

President, CEO, COB

CAREER SUMMARY

Bachelor of Science degree in Petroleum Engineering from Mississippi State University, 1972. Registered Professional Engineer. T.W. Gatlin has over 30 years' experience with enterprise financial, to include profit and loss responsibilities, in the natural gas industry and administrative responsibilities in the natural gas, and the wholesale and retail energy industries.

1992 – Present SANTANNA NATURAL GAS CORPORATION, President, CEO, COB
Responsible for Corporate Leadership and Governance, and all aspects of enterprise managerial and financial decision making, including profit/loss.

1987 – 1992 SANTANNA NATURAL GAS CORPORATION, President Resources Development & Marketing, Inc.

President, COB Project development, natural gas marketing, economic analysis and drilling/production operations.

1985 – 1987 PIONEER WESTERN ENERGY CORPORATION - Clearwater, Florida
Vice President

Responsible for the engineering, geological and acquisition department and production operations for properties in Texas, Oklahoma, Illinois and Ohio.

1978 – 1985 DAMSON OIL CORPORATION – Houston, Texas

Held the positions of Senior Production Engineer, Division Engineer, District Manager and Operations Manager responsible for three production districts. Areas of responsibility included sixteen states and 1275 producing wells.

1972 – 1978 SHELL OIL COMPANY – New Orleans, Louisiana

Held various engineering positions (production, petro physical and drilling) with responsibilities in both domestic and foreign operation.

DOUGLAS G. CUELLER

Vice President-Midwest Operations, CMO

CAREER SUMMARY

Doug holds a M.B.A. in finance and management from Lewis University (December 1989) and a B.S. in accounting from the University of Illinois (April 1985).

Doug has almost 30 years of experience in the natural gas and electric industry in Illinois, Michigan, Indiana, and Ohio. Doug served with Nicor Gas in various positions from April 1985 through August 1990. He began his career at Nicor in the budgeting department in April of 1985. Starting in April 1987, Doug began an 18 month tour in the auditing department, after which he served as division accountant for a year beginning in November 1988. In November 1989, he began an assignment in the transportation department with Nicor where he honed skills in transportation gas at the wholesale and retail level with commercial and industrial customers and the natural gas supply community. In August of 1990, Doug accepted a position with Santanna Energy Services to head up Midwest operations.

Doug has been a leader in the development of Santanna's electric program offered to new and existing Santanna gas customers. Doug oversees the daily operations of Santanna's office located in Bolingbrook, Illinois. The Bolingbrook office is staffed by over 50 professionals and non-professionals who provide customer service, sales, product development, and collections services. The staff interfaces with the 10's of thousands of gas and electric customers served by or through Santanna in the Midwest. In his almost 30 years in the industry, Doug has fostered the development of long term relationships between Santanna and the electric and gas utilities and various State Commerce Commissions with frequent interactions with these organizations.

Doug has almost 25 years of experience with enterprise financial, to include profit and loss responsibilities, and almost 30 years with administrative responsibilities in the natural gas industry and natural gas sales. As the Vice President of Midwest Operations based in Santanna's Illinois regional office, Doug has fostered a significant increase in Santanna's customer base and been a key player in the increase in efficiencies in updating, computerization, billing, transportation, customer service, and account management in general necessary to effectively deal with today's customer count and prepare for the increased customer count of tomorrow.

SUMMARY OF PROFESSIONAL EXPERIENCE:

Enterprise Financial (Profit/Loss)	25 Yrs	Enterprise Administration Day to Day Operations	30 Yrs
Utility Rate and Tariff Analysis	30 Yrs		

PROFESSIONAL EXPERIENCE

SANTANNA ENERGY SERVICES

Vice President Midwest Operations, Chief Marketing Officer

Aug 1990 -- Present

Responsibilities:

- Day to Day Administration of all Sales and Marketing Operations
- Customer Service Call Center
- Past Due Account Collections
- Enterprise financial oversight, include profit and loss responsibilities
- New Market Development and Analysis
- Utility Rate and Tariff Analysis

Nicor Gas

Various Positions –

Apr 1985 – Aug 1990

Budget Analyst, Division Accountant, and Transportation Analyst

Responsibilities:

- Budgetary Analysis
- Auditing
- Rate Analysis

GREGORY (GREG) F. RABAEY

Vice President-Information Systems, COO

CAREER SUMMARY

Greg holds a B.S. in Mathematics and Physics from Mankato State University, Mankato, MN and both a M.S. and Ph.D. in Physics from the University of Arizona.

After several years as a research scientist at the University of Arizona, Greg relocated to Central Texas to join a high-tech start-up company as a staff scientist. This company developed sophisticated non-destructive testing tools for the power generation, petro-chemical and pulp/paper industries. After holding several positions with this company, including Manager of Physics and Software Systems, Greg joined Santanna in June of 1996.

As Vice President of Technology, Greg draws on his technical expertise in hardware and software system design, database management and data analysis. Data quality tools have been developed, single point data entry has been enforced, electronic transmission and collection of data has been implemented. Tools to log and respond to customer service calls have been created and sophisticated database structures have been constructed, all under his guidance. This work provides a foundation for Santanna to efficiently manage an end-user's natural gas account, and to provide premium customer service in a timely manner. Greg Rabaey has over 14 years experience of natural gas sales and working with the rules and practices established by the North American Energy Standards Board.

Greg Rabaey has more than 14 years of experience in the IL electric market place beginning in March of 2000. This experience includes electric tariff and rate analysis, developing broker sales channels, and selling electric products (such as Fixed price electric commodity, market priced electric commodity contracts) via a broker sales arrangement with the ARES Direct Energy Services, LLC. Greg Rabaey has more than 10 years of experience in the IL market in electric contract management, since March of 2000. This experience includes electric end user contracts (Contract term varied from month to month, annually and multi-year (2 & 3 year) agreements), and both fixed price and market price contracts. With contract terms varying from monthly, annually and multi-year agreements.

SUMMARY OF PROFESSIONAL EXPERIENCE:

Enterprise Financial (Profit/Loss)	5+ Yrs	Wholesale Commodity Purchases Hedging, and Asset Management	5+ Yrs
Enterprise Administration Day to Day Operations	10+ Yrs	Risk Management Corporate Compliance	5+ Yrs
Utility Rate and Tariff Analysis	10+ Yrs		

PROFESSIONAL EXPERIENCE

SANTANNA ENERGY SERVICES

Vice President, Chief Operations Officer

2007 - Present

Responsibilities:

- Day to Day Operations/Administration of the Austin Texas Office
- Financial Oversight, Including Profit and Loss Responsibilities
- Commodity Purchases and Hedging and Storage Asset Management
- Risk Management and Mitigation, Corporate Compliance
- Load Forecasting and Budgetary Analysis
- New Market Development and Analysis
- Utility Rate and Tariff Analysis
- Corporate Technology and Vision

SANTANNA ENERGY SERVICES

Vice President of Technology

2000 - 2006

Responsibilities:

- Corporate Technology, Software Systems Development
- Day to Day Operations/Administration of the Austin Texas Office
- Network Operations & Administration
- Commodity Purchases and Retail Customer Management
- Utility Rate and Tariff Analysis
- Load Forecasting

SANTANNA ENERGY SERVICES

Manager, Software Systems

June 1996 - 1999

Responsibilities:

- Corporate Technology, Software Systems Development
- Network Operations & Administration
- Load Forecasting

RICHARD A. MCDONALD

Controller, Secretary/Treasurer

CAREER SUMMARY

Richard holds a B.B.A. in Accounting from Mississippi State University.

As the Controller, he utilized his experience in finance and management to enhance computerized billing, modify and implement credit and collection policies, develop financial evaluation tools including budgeting, modeling and return analysis. In addition, he used his technical expertise to lead the implementation of a new accounting and gas management system. This system increased efficiencies of staff, broadened management reporting and enhanced the financial and inventory management of the company.

Richard McDonald has over 11 years of enterprise financial experience in the natural gas industry, including credit management, financial management and financial analysis. Richard is also experienced working with the rules and practices established by the North American Energy Standards Board.

SUMMARY OF PROFESSIONAL EXPERIENCE:

Enterprise Financial (Profit/Loss)	11+ Yrs	Budget Analysis	9+ Yrs
Enterprise Administration Day to Day Operations	11+ Yrs	Credit Management	9+ Yrs

PROFESSIONAL EXPERIENCE

SANTANNA ENERGY SERVICES

Controller, Secretary/Treasurer

2009 - Present

Responsibilities:

- Financial Oversight: Accounts Receivable, Accounts Payable, Collections
- Enterprise Financial Analysis (Profit/Loss)
- Corporate Planning
- Budget Analysis
- Credit Management
- Corporate and Management Reporting

SANTANNA ENERGY SERVICES

Accounting Manager, Secretary/Treasurer

2002 - 2009

Responsibilities:

- Financial Oversight: Accounts Receivable, Accounts Payable, Collections
- Enterprise Financial Analysis (Profit/Loss)
- Budget Preparation and Analysis
- Credit Management
- Financial Systems Oversight
- Corporate and Management Reporting

SANTANNA ENERGY SERVICES

Staff Accountant, Secretary/Treasurer

2000 - 2002

Responsibilities:

- Financial Oversight: Accounts Receivable, Accounts Payable, Collections
- Day to Day Accounting Operations/Administration
- Corporate Reporting

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SECRETARY'S BUREAU

Attachment 9

Pennsylvania Natural Gas Choice Disclosure Statement –Keep Safe for Your Records

Background: Santanna Natural Gas Corporation d/b/a Santanna Energy Services (“Santanna” or “we” or “our”) is licensed by the Pennsylvania Public Utility Commission (“Public Utility Commission” or “PUC”) to offer and supply natural gas services in Pennsylvania. Santanna’s license number is A-_____. This Disclosure Statement and Contract Summary together with your (“I” or “you”) signed written enrollment form, electronic online enrollment record or recorded telephonic voice enrollment confirming your enrollment consist of the agreement for natural gas service between you and Santanna (“Agreement”).

Definitions: “Natural Gas Supplier” (“NGS”) means a person that sells natural gas energy to retail gas customers in Pennsylvania. “Commodity Charges” means the charges for basic gas supply service which is sold either by volume (ccf or Mcf) or heating value (dekatherms).

Service: As an NGS provider, Santanna will supply natural gas services as required by your Natural Gas Distribution Company, NGDC Name (“NGDC”), based on your usage. NGDC shall be responsible for transmitting, distributing, and delivering the natural gas to you at Pennsylvania Public Utility Commission (“PUC”) approved tariff rates, and will continue to respond to all service calls and emergencies. Switching to a NGS will not impact your gas service reliability. Commodity prices and charges are set by the natural gas supplier you have chosen. The Public Utility Commission regulates distribution prices and services. By accepting this offer from Santanna, you acknowledge agreement to the terms and conditions contained herein for Santanna’s Natural Gas Energy Choice Program.

Eligibility: This Agreement is for residential customers in the NGDC Name service territory. By entering this Agreement, I represent and agree that the account(s) served by Santanna under this Agreement is (are) residential account(s), in the NGDC service territory, and the account information below is complete and accurate. I confirm that I am the customer of record for this natural gas account, and that I am authorized to make the supplier change for the account information shown below. Santanna reserves the exclusive right, at any time, to not enroll or to cancel service to customer locations that do not meet the preceding criteria. Participation in the program is subject to the rules of NGDC.

Initial Term of Service: I agree to an initial term of **12 months** beginning on a date set by my NGDC after acceptance into the Natural Gas Energy Choice program. I understand that occasionally there may be delays in the enrollment process under this Agreement and I will not hold Santanna responsible for such delays. My price for the initial term is a fixed price of \$ **X.XX per Ccf**. After the initial term, my Agreement with Santanna will automatically renew on a month to month basis on Santanna’s Competitive Market Price Program.

Renewal Provisions / Agreement Expiration / Change in Terms: If you have a fixed term contract approaching the expiration date, or whenever we propose to change the terms of service, you will receive two separate written notifications, the first approximately 60 to 75 days in advance and the second 45 days in advance of either the expiration date or the effective date of the proposed changes. These notifications will explain your options going forward. If you do nothing after the initial term of this Agreement expires, your Agreement with Santanna will continue on a month to month basis on Santanna’s Competitive Market Price Program.

Billing: For my convenience, I will continue to receive one bill from NGDC, which will be issued by my NGDC each month and will contain Santanna’s gas price plus applicable taxes, utility transportation and other applicable charges, including any late fees assessed by NGDC. The rate for both the initial and renewal term includes Natural Gas Commodity Charges and Estimated Total State Taxes, but excludes applicable state and local Sales Taxes. You are responsible for the payment of these charges on your NGDC utility bill. I agree to continue to pay my NGDC for the entire gas bill under their payment terms and conditions. If I fail to pay my NGDC invoice in a timely manner (including Santanna’s charges), I understand my NGDC may terminate my service according to tariff guidelines. I hereby agree to pay my bill on time in accordance with NGDC’s billing and payment terms. If I have billing questions I can call Santanna’s toll free customer service number at 1-800-764-4427 or NGDC’s customer service number at 1-800-XXX-XXXX.

Rescission Period: You may rescind this Agreement with no penalty at any time before midnight of the third business day after you receive this notice. To do this, you may contact Santanna at 1-800-764-4427 or in writing at 425 Quadrangle Dr., Suite 200, Bolingbrook, IL 60440 or contact NGDC Name in writing or by telephone at 1-800-XXX-XXXX. Also, you will receive notification from NGDC Name confirming your service enrollment with Santanna.

Cancellation:

Customer Initiated Cancellation: If I decide to cancel after the rescission period and before the end of the initial terms of this contract, an early termination fee of \$ **XXX.XX** will be charged. Upon notice of cancellation in writing, by email or by telephone (at 1-800-764-4427), Santanna will promptly submit your de-enrollment to NGDC. I may also contact NGDC in writing, by phone (at 1-800-XXX-XXXX), or electronically to cancel this Agreement. It may take NGDC additional time to complete the cancellation process, as required under program rules. I am responsible for all charges through the date cancellation is finalized by NGDC.

Non-Payment: If your natural gas service is terminated by your NGDC, then this Agreement is cancelled on the date that your gas service is terminated. You will owe us for amounts unpaid for our charges for natural gas service up to the date of termination.

Company Initiated Cancellation: Santanna may cancel this Agreement for any reason other than arbitrary and illegal discrimination based on personal characteristics of the customer. If Santanna cancels this Agreement, Santanna will provide you with a written notice 30 days in advance and your service will return to your NGDC’s default natural gas supply service unless you choose another NGS.

Relocation/Move: If you move from the address listed below or are unable to pay due to disability or death, you may cancel this Agreement with no cancellation fee. You will owe Santanna for amounts unpaid for its charges for natural gas service up to the date of cancellation.

Pennsylvania Natural Gas Choice Disclosure Statement –Keep Safe for Your Records

Agency: You hereby authorize Santanna to obtain information from NGDC Name that includes, but is not limited to: phone number, billing history, payment history, historical and future natural gas usage, meter readings, and characteristics of natural gas service. Santanna will not disclose phone number, social security numbers and/or account number(s) without your affirmative written consent other than for uses of Santanna's own collections and credit reporting, or assigning a customer contract to another NGS provider. You may rescind these authorizations at any time by providing written notice to us by email, mail, or by phone.

Title, Risk of Loss and Indemnity: Title to natural gas will pass from Santanna to you when we deliver it to the delivery point for your NGDC. Santanna will cease to have title to and risk of loss related to the natural gas when it is delivered to the delivery point for your NGDC.

Assignment: You shall not transfer or assign this Agreement or your rights hereunder without the prior written consent of Santanna. Santanna reserves the right to assign this Agreement without your consent to another NGS, including any successor, in accordance with the rules and regulations of the Public Utility Commission. In the event of an assignment, Santanna will provide you with notice 30 days prior to the effective date of the assignment in accordance with PUC regulations.

Questions, Complaints and Concerns: For any questions or concerns contact Santanna customer service by phone weekdays from 7:00 a.m. to 8:00 p.m. EST, and 10:00 a.m. to 3:00 p.m. EST on Saturdays at 1-800-764-4427, by fax at 1-800-877-0673, in writing at 425 Quadrangle Dr., Suite 200, Bolingbrook, IL 60440 or via our web site at www.SantannaEnergyServices.com. In the event of a billing dispute or issues regarding volume or metering, you may also contact your NGDC at 1-800-XXX-XXXX or in writing at **2301 Market Street, P.O. Box 8699, Philadelphia, PA 19101**. If you are not satisfied with the response, or to obtain education materials contact the Pennsylvania Public Utility Commission (PUC) Bureau of Consumer Services at 1-800-692-7380, online at www.puc.state.pa.us, or by mail at P.O. Box 3265 Harrisburg, PA 17105-3265. Information about shopping for a gas supplier is available at www.PaGasSwitch.com or other successor media platform as determined by the Public Utility Commission, by calling the Commission at (800) 692-7380 and at the Pennsylvania Office of Consumer Advocate's website at www.oca.state.pa.us.

Limitation of Liability & Force Majeure: Certain causes and events out of the control of Santanna (called Force Majeure events) may result in interruptions in service of supplying natural gas. Santanna will not be liable for the results of any such interruptions caused by Force Majeure events, including but not limited to acts of God, catastrophic weather events, acts of any governmental authority, accidents, strikes, labor disputes, changes in laws, rules or regulation by any governmental authority, or any cause beyond Santanna's control. You agree that Santanna's liability not excused by reason of force majeure or otherwise will be limited to direct damages only and that in no event shall Santanna be held liable for any special, punitive, indirect, incidental or consequential damages as a result of non-performance under this Agreement. Santanna makes no representations or warranties other than those expressly set forth in this Agreement, and expressly disclaims all other warranties, express or implied, including merchantability and fitness for a particular purpose.

Dispute Resolution: To the fullest extent permitted by law, any dispute arising out of or relating to this Agreement, including claims arising in contract, tort, statutory or otherwise, shall be settled exclusively and finally by arbitration in accordance with the rules and procedures of the American Arbitration Association. Any arbitration proceeding hereunder shall be conducted exclusively in Harrisburg, Pennsylvania. Neither you or Santanna may alter, amend, or otherwise change the binding obligation to arbitrate disputes set forth in this provision without the express consent of the other party. You and Santanna acknowledge and agree that arbitration will only be pursued on an individual basis, and will not be pursued on a classwide, representative or consolidated basis. This Agreement does not allow class, representative or collective arbitrations even if the AAA procedures or rules would. This Agreement will be governed by the laws of the Pennsylvania without regard to the application of its conflicts of law principles.

First Name/Last Name _____

Business/Company Name: _____

Bill/Mailing Address: _____

City _____ State _____ Zip _____

Phone: () - - Fax: () - - Email Address: _____

Account Number: _____

I have read and agree to the terms and conditions of this Natural Gas Choice Sales Agreement and acknowledge receipt of a copy of this Agreement. By signing this Agreement, I authorize the change of my natural gas service provider from my current provider to Santanna, in accordance with the Terms and Conditions which I am accepting as part of my enrollment with Santanna. This Agreement is with Santanna Energy Services, a Natural Gas Supplier, NOT my Natural Gas Distribution Company. I understand that I will be supplied with Natural Gas whether or not I sign this Agreement.

Authorized Signature: _____ Date: ____ / ____ / ____

Your enrollment is subject to approval by Santanna Energy Services



PENNSYLVANIA RESIDENTIAL NATURAL GAS SUPPLIER CONTRACT SUMMARY

Natural Gas Supplier Information	<p>Santanna Energy Services 7701 San Felipe Blvd. Suite 200, Austin, TX 78729 Toll Free: 888-661-6662 www.SantannaEnergyServices.com</p> <p>Santanna is responsible for gas commodity/supply charges.</p>
Natural Gas Price Structure	Fixed
Natural Gas Supply Price	\$ X.XX per Ccf
Statement Regarding Savings	Your natural gas supply price may not always provide you with savings.
Deposit Requirements	Santanna does not require a deposit, but your Natural Gas Distribution Company may.
Incentives	There are no incentive offers associated with this contract.
Contract Start Date	Your service with Santanna should start after acceptance into the Natural Gas Choice Program beginning on a date set by your NGDC
Contract Duration/Length	12 Months
Cancellation/Early Termination Fees	Yes, there is a \$XXX.XX early termination fee if you end your contract after the three (3) business days rescission period and before the end of the initial term of this contract. In order to avoid this fee, you must maintain Santanna as your supplier for 12 months.
End of Contract	Santanna will send you two separate written notifications, the first approximately 60 to 75 days in advance and the second 45 days in advance of the expiration date of the contract. Santanna will explain your options to you in these two advance notices. If you do nothing after the initial term, your Agreement with Santanna will continue on a month to month basis on Santanna's Competitive Market Price Program.

RECEIVED

FEB 27 2017

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

Attachment 11(a)

APPLICATION AFFIDAVIT

RECEIVED

FEB 27 2017

State of Texas

ss.

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

County of Williamson

Gregory F. Rabaey, Affiant, being duly [sworn/affirmed] according to law, deposes and says that:

He is the Vice President & Chief Operating Officer of Santanna Natural Gas Corporation d/b/a Santanna Energy Services:

That he is authorized to and does make this affidavit for said Applicant;


That the Applicant herein, Santanna Natural Gas Corporation d/b/a Santanna Energy Services, 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, Santanna Natural Gas Corporation d/b/a Santanna Energy Services, has answered the questions on the application correctly, truthfully, and completely and provided supporting documentation as required.

That the Applicant herein, Santanna Natural Gas Corporation d/b/a Santanna Energy Services, 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, Santanna Natural Gas Corporation d/b/a Santanna Energy Services, 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.

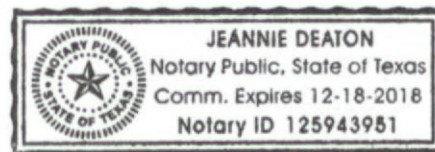
That the facts above set forth are true and correct to the best of his knowledge, information, and belief, and that he expects said Applicant to be able to prove the same at hearing.


Signature of Affiant

Sworn and subscribed before me this 22nd day of February, 2017.


Signature of official administering oath

My commission expires 12/18/2018.



Attachment 11(b)

RECEIVED

FEB 27 2017

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

OPERATIONS AFFIDAVIT

RECEIVED

FEB 27 2017

State of Texas

SS.

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

County of Williamson

Gregory F. Rabaey, Affiant, being duly sworn according to law, deposes and says that:

He is the Vice President & Chief Operating Officer of Santanna Natural Gas Corporation d/b/a Santanna Energy Services;

That he is authorized to and does make this affidavit for said Applicant;

That Vice President & Chief Operating Officer of Santanna Natural Gas Corporation d/b/a Santanna Energy Services, the Applicant herein, acknowledges that it 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 Santanna Natural Gas Corporation d/b/a Santanna Energy Services, the Applicant herein, asserts that 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 Santanna Natural Gas Corporation d/b/a Santanna Energy Services, 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 Chapter 28 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 Santanna Natural Gas Corporation d/b/a Santanna Energy Services, 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.

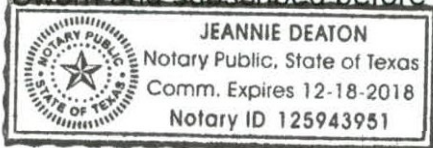
That the Applicant agrees to provide all consumer education materials and information in a timely manner as requested by the Office of Communications or other Commission bureaus. Materials and information requested may be analyzed by the Commission to meet obligations under applicable sections of the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

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



Signature of Affiant

Sworn and subscribed before me this 22nd day of February, 2017.





Signature of official administering oath

My commission expires 12/18/2018.

Attachment 12

RECEIVED

FEB 27 2017

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

Proof of Publication in The Philadelphia Daily News
Under Act. No 587, Approved May 16, 1929

STATE OF PENNSYLVANIA
COUNTY OF PHILADELPHIA

Cindy Jakubowski being duly sworn, deposes and says that **The Philadelphia Daily News** is a newspaper published daily, except Sunday, at Philadelphia, Pennsylvania, and was established in said city in 1925, since which date said newspaper has been regularly issued in said County, and that a copy of the printed notice of publication is attached hereto exactly as the same was printed and published in the regular editions and issues of the said newspaper on the following dates:

January 30, 2017

Affiant further deposes and says that she is an employee of the publisher of said newspaper and has been authorized to verify the foregoing statement and that she is not interested in the subject matter of the aforesaid notice of publication, and that all allegations in the foregoing statement as to time, place and character of publication are true.

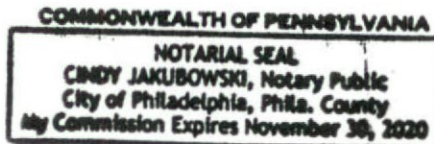


Sworn to and subscribed before me this 30th day of
January 2017.



Notary Public

My Commission Expires:



Copy of Notice of Publication

PENNSYLVANIA
PUBLIC UTILITY COMMISSION
NOTICE

Application of **Santanna Natural Gas Corporation** (d/b/a "**Santanna Energy Services**") For Approval To Offer, Render, or Furnish Natural Gas Services as a **Supplier, Aggregator, or Marketer/Broker** Engaged In The Business Of Supplying Natural Gas Supply Services, To The Public In The Commonwealth Of Pennsylvania. **Santanna Natural Gas Corporation** will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to provide natural gas supply services as a supplier or aggregator of natural gas services. **Santanna Natural Gas Corporation** proposes to sell natural gas and related services in the service territories of PECO and Philadelphia Gas Works 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 **Santanna Natural Gas Corporation** may be filed within 15 days of the date of this notice with the Secretary of the PUC, 400 North Street, Harrisburg, PA 17120. You should send copies of any protest to **Santanna Natural Gas Corporation's** attorney at the address listed below.

By and through Counsel: Deanne M. O'Dell, Esq.
Eckert Seamans Cherin & Mellott, LLC
213 Market Street, 8th Floor
Harrisburg, PA 17101
Direct (717) 255.3744
Fax (717) 237.6019

PROOF OF PUBLICATION
In
THE ERIE TIMES-NEWS
COMBINATION EDITION

Santanna Natural Gas Corporation
7701 San Felipe Blvd Suite 200
Autsin TX 78729

REFERENCE: 92516 246209
PUC Notice

STATE OF PENNSYLVANIA)
COUNTY OF ERIE) SS:

Brenda L. Learn, being duly sworn, deposes and says that: (1) he/she is a designated agent of the Times Publishing Company (TPC) to execute Proofs of Publication on behalf of the TPC; (2) the TPC, whose principal place of business is at 205 W. 12th Street, Erie, Pennsylvania, owns and publishes the Erie Times-News, established October 2, 2000, a daily newspaper of general circulation, and published at Erie, Erie County Pennsylvania; (3) the subject notice or advertisement, was published in the regular edition(s) of said newspaper on the date(s) referred to below. Affiant further deposes that he/she is duly authorized by the TPC, owner and publisher of the Erie Times-News, to verify the foregoing statement under oath, and affiant is not interested in the subject matter of the aforesaid notice or advertisement, and that all allegations in the foregoing statement as to time, place and character of publication are true.

PUBLISHED ON: 01/31/17

TOTAL COST: \$409.00 AD SPACE: 0 Lines

FILED ON: 01/31/17

**PENNSYLVANIA
PUBLIC UTILITY COMMISSION
NOTICE**

Application of Santanna Natural Gas Corporation (d/b/a "Santanna Energy Services") For Approval To Offer, Render, or Furnish Natural Gas Services as a Supplier, Aggregator, or Marketer/Broker Engaged In The Business Of Supplying Natural Gas Supply Services, To The Public In The Commonwealth Of Pennsylvania.

Santanna Natural Gas Corporation will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to provide natural gas supply services as a supplier or aggregator of natural gas engaged in the business of providing natural gas services. Santanna Natural Gas Corporation proposes to sell natural gas and related services in the service territories of Columbia Gas, Peoples-Equitable Division, and Peoples Natural Gas 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 Santanna Natural Gas Corporation may be filed within 15 days of the date of this notice with the Secretary of the PUC, 400 North Street, Harrisburg, PA 17120. You should send copies of any protest to Santanna Natural Gas Corporation's attorney at the address listed below.

By and through Counsel: Deanne M. O'Dell, Esq.

Eckert Seamans Cherin & Mellott, LLC
213 Market Street, 8th Floor • Harrisburg, PA 17101
Direct (717) 255.3744 • Fax (717) 237.6019

EF-246209

Sworn to and subscribed before me this 31st day of January 2017

Affiant: Brenda L. Learn

NOTARY: Barbara J. Moore

COMMONWEALTH OF PENNSYLVANIA
NOTARIAL SEAL
Barbara J. Moore, Notary Public
City of Erie, Erie County
My Commission Expires March 23, 2020
MEMBER, PENNSYLVANIA ASSOCIATION OF NOTARIES

Proof of Publication of Notice in Pittsburgh Post-Gazette

Under Act No 587, Approved May 16, 1929, PL 1784, as last amended by Act No 409 of September 29, 1951

Commonwealth of Pennsylvania, County of Allegheny, ss P. Reed, being duly sworn, deposes and says that the Pittsburgh Post-Gazette, a newspaper of general circulation published in the City of Pittsburgh, County and Commonwealth aforesaid, was established in 1993 by the merging of the Pittsburgh Post-Gazette and Sun-Telegraph and The Pittsburgh Press and the Pittsburgh Post-Gazette and Sun-Telegraph was established in 1960 and the Pittsburgh Post-Gazette was established in 1927 by the merging of the Pittsburgh Gazette established in 1786 and the Pittsburgh Post, established in 1842, since which date the said Pittsburgh Post-Gazette has been regularly issued in said County and that a copy of said printed notice or publication is attached hereto exactly as the same was printed and published in the _____ regular _____ editions and issues of the said Pittsburgh Post-Gazette a newspaper of general circulation on the following dates, viz:

27 of January, 2017

Affiant further deposes that he/she is an agent for the PG Publishing Company, a corporation and publisher of the Pittsburgh Post-Gazette, that, as such agent, affiant is duly authorized to verify the foregoing statement under oath, that affiant is not interested in the subject matter of the afore said notice or publication, and that all allegations in the foregoing statement as to time, place and character of publication are true.

P. Reed

PG Publishing Company
Sworn to and subscribed before me this day of:
January 27, 2017

Linda M. Gaertner

COMMONWEALTH OF PENNSYLVANIA
NOTARIAL SEAL
Linda M. Gaertner, Notary Public
City of Pittsburgh, Allegheny County
My Commission Expires Jan. 31, 2019
MEMBER, PENNSYLVANIA ASSOCIATION OF NOTARIES

STATEMENT OF ADVERTISING COSTS
Santanna Natural Gas Corp
7701 SAN FELIPE BLVD STE 200
Attn: Richard McDonald
AUSTIN TX 78729-7644

To PG Publishing Company

Total ----- \$465.00

Publisher's Receipt for Advertising Costs

PG PUBLISHING COMPANY, publisher of the Pittsburgh Post-Gazette, a newspaper of general circulation, hereby acknowledges receipt of the aforesaid advertising and publication costs and certifies that the same have been fully paid.

Office
2201 Sweeney Drive
CLINTON, PA 15026
Phone 412-263-1338

PG Publishing Company, a Corporation, Publisher of
Pittsburgh Post-Gazette, a Newspaper of General Circulation

By *Samuel J. Arbut*
Samuel J. Arbut na

I hereby certify that the foregoing is the original Proof of Publication and receipt for the Advertising costs in the subject matter of said notice.

Attorney For

COPY OF NOTICE OR PUBLICATION

PENNSYLVANIA PUBLIC UTILITY COMMISSION NOTICE
Application of Santanna Natural Gas Corporation (d/b/a "Santanna Energy Services") For Approval To Offer, Render, or Furnish Natural Gas Services as a Supplier, Aggregator, or Marketer/Broker Engaged In The Business Of Supplying Natural Gas Supply Services. To The Public In The Commonwealth Of Pennsylvania.

Santanna Natural Gas Corporation will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to provide natural gas supply services as a supplier or aggregator of natural gas engaged in the business of providing natural gas services. Santanna Natural Gas Corporation proposes to sell natural gas and related services in the service territories of Columbia Gas, Peoples-Equitable Division, Peoples Natural Gas, and Peoples TWP LLC 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 Santanna Natural Gas Corporation may be filed within 15 days of the date of this notice with the Secretary of the PUC, 400 North Street, Harrisburg, PA 17120. You should send copies of any protest to Santanna Natural Gas Corporation's attorney at the address listed below.

By and through Counsel: Deanne M. O'Dell, Esq., Eckert Seamans Cherin & Mellott, LLC, 213 Market Street, 8th Floor, Harrisburg, PA 17101. Direct (717) 255.3744, Fax (717) 237.6019



Commonwealth of Pennsylvania,) ss
County of Cumberland)

Victoria Soto being duly sworn, deposes that he/she is principal clerk of PA Media Group; that The Patriot News is a public newspaper published in the city of Mechanicsburg, with general circulation in Cumberland and Dauphin and surrounding counties, and this notice is an accurate and true copy of this notice as printed in said newspaper, was printed and published in the regular edition and issue of said newspaper on the following date(s):

The Patriot News 01/29/2017

Principal Clerk of the Publisher

Sworn to and subscribed before me this 30th day of January 2017

Notary Public

COMMONWEALTH OF PENNSYLVANIA
Notarial Seal
Donna M. Maldonado, Notary Public
Susquehanna Twp., Dauphin County
My Commission Expires Nov. 5, 2017
MEMBER, PENNSYLVANIA ASSOCIATION OF NOTARIES

**PENNSYLVANIA
PUBLIC UTILITY COMMISSION
NOTICE**

Application of **Santanna Natural Gas Corporation** (d/b/a **Santanna Energy Services**) For Approval To Offer, Render, or Furnish Natural Gas Services as a **Supplier, Aggregator, or Marketer/Broker** Engaged in The Business Of Supplying Natural Gas Supply Services, To The Public In The Commonwealth Of Pennsylvania.

Santanna Natural Gas Corporation will be filing an application with the Pennsylvania Public Utility Commission (PUC) for a license to provide natural gas supply services as a supplier or aggregator of natural gas engaged in the business of providing natural gas services. **Santanna Natural Gas Corporation** proposes to sell natural gas and related services in the service territory of Columbia Gas 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 **Santanna Natural Gas Corporation** may be filed within 15 days of the date of this notice with the Secretary of the PUC, 400 North Street, Harrisburg, PA 17120. You should send copies of any protest to **Santanna Natural Gas Corporation**'s attorney at the address listed below.

By and through Counsel:
Deonne M. O'Dell, Esq.
Eckert Seamans Cherin &
Mellott, LLC
213 Market Street, 8th Floor
Harrisburg, PA 17101
Direct (717) 255.3744
Fax (717) 237.6019

RECEIVED
FEB 27 2017
PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

Proof of Publication of Notice in Pittsburgh Post-Gazette

Under Act No 587, Approved May 16, 1929, PL 1784, as last amended by Act No 409 of September 29, 1951

Commonwealth of Pennsylvania, County of Allegheny, ss K. Flaherty, being duly sworn, deposes and says that the Pittsburgh Post-Gazette, a newspaper of general circulation published in the City of Pittsburgh, County and Commonwealth aforesaid, was established in 1993 by the merging of the Pittsburgh Post-Gazette and Sun-Telegraph and The Pittsburgh Press and the Pittsburgh Post-Gazette and Sun-Telegraph was established in 1960 and the Pittsburgh Post-Gazette was established in 1927 by the merging of the Pittsburgh Gazette established in 1786 and the Pittsburgh Post, established in 1842, since which date the said Pittsburgh Post-Gazette has been regularly issued in said County and that a copy of said printed notice or publication is attached hereto exactly as the same was printed and published in the _____ regular _____ editions and issues of the said Pittsburgh Post-Gazette a newspaper of general circulation on the following dates, viz:

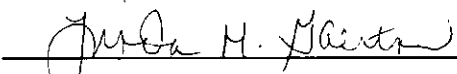
27 of January, 2017

Affiant further deposes that he/she is an agent for the PG Publishing Company, a corporation and publisher of the Pittsburgh Post-Gazette, that, as such agent, affiant is duly authorized to verify the foregoing statement under oath, that affiant is not interested in the subject matter of the afore said notice or publication, and that all allegations in the foregoing statement as to time, place and character of publication are true.



PG Publishing Company

Sworn to and subscribed before me this day of:
February 13, 2017



COMMONWEALTH OF PENNSYLVANIA

NOTARIAL SEAL
Linda M. Gaertner, Notary Public
Findlay Twp., Allegheny County
My Commission Expires Jan. 31, 2019
MEMBER, PENNSYLVANIA ASSOCIATION OF NOTARIES

STATEMENT OF ADVERTISING COSTS

Santanna Natural Gas Corp
Attn: Richard McDonald
7701 SAN FELIPE BLVD STE 200
AUSTIN, TX 78729-7644

To PG Publishing Company

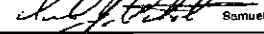
Total ----- \$465.00

Publisher's Receipt for Advertising Costs

PG PUBLISHING COMPANY, publisher of the Pittsburgh Post-Gazette, a newspaper of general circulation, hereby acknowledges receipt of the aforesaid advertising and publication costs and certifies that the same have been fully paid.

Office
2201 Sweeney Drive
CLINTON, PA 15026
Phone 412-263-1338

PG Publishing Company, a Corporation, Publisher of
Pittsburgh Post-Gazette, a Newspaper of General Circulation

By  Samuel J. Arbutina

I hereby certify that the foregoing is the original Proof of Publication and receipt for the Advertising costs in the subject matter of said notice.

COPY OF NOTICE OR PUBLICATION

PENNSYLVANIA PUBLIC UTILITY COMMISSION NOTICE
Application of Santanna Natural Gas Corporation (d/b/a "Santanna Energy Services") For Approval To Offer, Render, or Furnish Natural Gas Services as a Supplier, Aggregator, or Marketer/Broker Engaged In The Business Of Supplying Natural Gas Supply Services. To The Public In The Commonwealth Of Pennsylvania.

Santanna Natural Gas Corporation will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to provide natural gas supply services as a supplier or aggregator of natural gas engaged in the business of providing natural gas services. Santanna Natural Gas Corporation proposes to sell natural gas and related services in the service territories of Columbia Gas, Peoples-Equitable Division, Peoples Natural Gas, and Peoples TWP LLC 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 Santanna Natural Gas Corporation may be filed within 15 days of the date of this notice with the Secretary of the PUC, 400 North Street, Harrisburg, PA 17120. You should send copies of any protest to Santanna Natural Gas Corporation's attorney at the address listed below.

By and through Counsel: Deanne M. O'Dell, Esq., Eckert Seamans Cherin & Mellott, LLC, 213 Market Street, 8th Floor, Harrisburg, PA 17101, Direct (717) 255-3744, Fax (717) 237-6019

RECEIVED
FEB 27 2017
PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

PROOF OF PUBLICATION OF NOTICE IN THE WILLIAMSPORT SUN-GAZETTE UNDER ACT NO. 587, APPROVED MAY 16, 1929

STATE OF PENNSYLVANIA
COUNTY OF LYCOMING

SS:

Bernard A. Oravec Publisher of the Sun-Gazette Company, publishers of the Williamsport, Sun-Gazette, successor to the Williamsport Sun and the Gazette & Bulletin, both daily newspapers of general circulation, published at 252 West Fourth Street, Williamsport, Pennsylvania, being duly sworn, deposes and says that the Williamsport Sun was established in 1870 and the Gazette & Bulletin was established in 1801, since which dates said successor, the Williamsport Sun-Gazette, has been regularly issued and published in the County of Lycoming aforesaid, and that a copy of the printed notice is attached hereto exactly as the same was printed and published in the regular editions of said Williamsport Sun-Gazette on the following dates, viz:

January 31, 2017

Affiant further deposes that he is an officer daily authorized by the Sun-Gazette Company, publisher of the Williamsport Sun-Gazette, to verify the foregoing statement under oath and also declares that affiant is not interested in the subject matter of the aforesaid notice of publication, and that all the allegations in the foregoing statement as to time, place and character of publication are true.

PENNSYLVANIA
PUBLIC UTILITY
COMMISSION
NOTICE

Application of Santanna Natural Gas Corporation (d/b/a "Santanna Energy Services") For Approval To Offer, Render, or Furnish Natural Gas Services as a Supplier, Aggregator, or Marketer/ Broker Engaged in The Business Of Supplying Natural Gas Supply Services, To The Public In The Commonwealth Of Pennsylvania.

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The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Santanna Natural Gas Corporation

may be filed within 15 days of the date of this notice with the Secretary of the PUC, 400 North Street, Harrisburg, PA 17120. You should send copies of any protest to Santanna Natural Gas Corporation's attorney at the address listed below.

By and through Counsel:
Deanne M. O'Dell, Esq.

Eckert Seamans Cherin & Mellott, LLC
23 Market Street,
6th Floor
Harrisburg, PA 17101
Direct (717) 255-3744
Fax (717) 237-6019

Bernard A. Oravec

SUN-GAZETTE COMPANY

Sworn to and subscribed before me
the 31st day of January 2017
Christina Dewald

Notary Public

COMMONWEALTH OF PENNSYLVANIA

NOTARIAL SEAL
CHRISTINA DEWALD
Notary Public
CITY OF WILLIAMSPORT, LYCOMING COUNTY
My Commission Expires Apr 18, 2020

STATEMENT OF ADVERTISING COSTS

To the Sun-Gazette Company, Dr.:
For publishing the notice attached
hereto on the above state dates.....\$ 272.24
Probated same.....\$
Total.....\$ 272.24

PUBLISHER'S RECEIPT FOR ADVERTISING COSTS

THE SUN-GAZETTE COMPANY hereby acknowledges receipt of the aforesaid advertising and publication costs and certifies that the same have been fully paid.

SUN-GAZETTE COMPANY

BY Bernard A. Oravec

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A.P.U.C.

COMMONWEALTH OF PENNSYLVANIA }
 County of Cambria } SS

PENNSYLVANIA
 PUBLIC UTILITY COMMISSION
 NOTICE

Application of Santanna Natural Gas Corporation (d/b/a "Santanna Energy Services") For Approval To Offer, Render, or Furnish Natural Gas Services as a Supplier, Aggregator, or Marketer/Broker Engaged In The Business Of Supplying Natural Gas Supply Services, To The Public In The Commonwealth Of Pennsylvania.

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published
 that the ar
 of The Joh
 interested
 character

By and through Counsel: Deanna M. O'Dell, Esq.
Eckert Seamans Cherin & Mellott, LLC
 213 Market Street, 8th Floor
 Harrisburg, PA 17101
 Direct (717) 255.3744
 Fax (717) 237.6019

On this 27th day of January A.D. 2017, before me, the subscriber, a Notary Public in and for said County and State, personally appeared Christine Marhefka, who being duly sworn according to law, deposes and says as Classified Advertising Manager of the Tribune-Democrat, Johnstown, PA, a newspaper of general circulation as defined by the "Newspaper Advertising Act", a merger September 8, 1952, of the Johnstown Tribune, established December 7, 1853; and of the Johnstown Democrat, established March 5, 1863,

of Cambria, and Commonwealth of Pennsylvania and a matter published in said publication in the regular issues, on January 27, 2017; and that the Affiant is not publishing and that all of the allegations as to time, place and

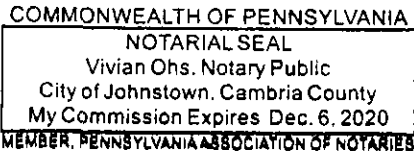
Christine Marhefka

STATEMENT OF ADVERTISING COSTS

Sworn and Subscribed before me this 27th day of January, 2017.

[Signature]

0.00 Lines @ \$2.50 per line	0.00
7 Inches @ \$25.00 per inch	175.00
Notary Fee	5.00
Clerical Fee	2.50
Total Cost	182.50



To The Tribune-Democrat, Johnstown, PA
 For publishing the notice or publication
 attached hereto on the above stated dates.

PUBLISHER'S RECEIPT FOR ADVERTISING COSTS

_____ for publisher of _____
 a newspaper of general circulation, hereby acknowledges receipt of the aforesaid
 and publication costs and certifies that the same has been duly paid.

 (Name of Newspaper)

By _____

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 PA PUC
 SECRETARY'S BUREAU

CERTIFICATE OF SERVICE

I hereby certify that this day I served a copy of the public version of Santanna Natural Gas Corporation's Application upon the persons listed below in the manner indicated in accordance with the requirements of 52 Pa. Code Section 1.54.

Via First Class Mail

Tanya J. McCloskey, Esq.
Office of Consumer Advocate
5th Floor, Forum Place
555 Walnut St.
Harrisburg, PA 17120-1921

Peoples Gas – Equitable Division
Lynda Petrichevich
225 North Shore Drive
Pittsburgh, PA 15212

Office of Attorney General
Bureau of Consumer Protection
Strawberry Square, 14th Fl.
Harrisburg, PA 17120

The Peoples Natural Gas Company
Lynda Petrichevich
225 North Shore Drive
Pittsburgh, PA 15212

John R. Evans
Office of Small Business Advocate
Commerce Building, Suite 1102
300 North Second St.
Harrisburg, PA 17101

Peoples TWP LLC (Formerly T. W. Phillips)
Lynda Petrichevich
225 North Shore Drive
Pittsburgh, PA 15212

Commonwealth of Pennsylvania
Department of Revenue
Bureau of Compliance
Harrisburg, PA 17128-0946

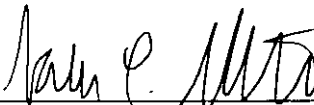
PECO Energy Company
Carlos Thillet, Manager, Gas Supply and
Transportation
2301 Market Street, S9-2
Philadelphia, PA 19103

Bureau of Investigation & Enforcement
Pennsylvania Public Utility Commission
Commonwealth Keystone Building
400 North Street, 2 West
Harrisburg, PA 17120

Philadelphia Gas Works
Nicholas LaPergola
800 West Montgomery Avenue
Philadelphia, PA 19122

Michele Caddell
Columbia Gas of PA, Inc.
290 W. Nationwide Blvd.
Columbus, OH 43215

Dated: February 27, 2017



Sarah C. Stoner, Esq.

PA.P.U.C.
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