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Lauren A. Long, Esq.
Assistant General Counsel

August 29, 2020

Via e filing

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

**Re: EnerConnex, LLC - Material Changes to License Information
 Electricity Generation Supplier Docket # A-2019-3009680
 Natural Gas Supplier Docket # A-2019-3009685**

Dear Secretary Chiavetta:

In accordance with 52 Pa. Code § 62.105, governing Natural Gas Supplier License requirements and 52 Pa. Code § 54.34, governing Electricity Generation Supplier License requirements, EnerConnex, LLC (“EnerConnex”) hereby notifies the Pennsylvania Public Utility Commission (“Commission”) that EnerConnex is now a wholly-owned subsidiary of SJI Energy Investments, LLC effective as of August 7, 2020. Please allow this letter to serve as an update of changes to EnerConnex’s Natural Gas Supplier License and Electricity Generation Supplier License in connection with this change of control.

EnerConnex respectfully requests that the update be applied to the applicable application sections listed below and that its corresponding website listings be updated as well.

Please update the information as follows:

Electric Application Section	Outdated Information	Updated Information
1a. Identity of Applicant	EnerConnex, LLC 4140 Clark Shaw Road Powell, Ohio 43065-8086 www.enerconnex.com 1-800-319-0856	EnerConnex, LLC Attn: Janet Loop 1 South Jersey Plaza Folsom, NJ 08037 www.enerconnex.com 1-800-319-0856
1b. Pennsylvania Address/Registered Agent	Corporation Service Company 2595 Interstate Drive, Suite 103 Harrisburg, PA 17110	Corporation Service Company 2595 Interstate Drive, Suite 103 Harrisburg, PA 17110
1c. Regulatory contact	Janet Loop CFO/Managing Member EnerConnex, LLC 44 Portland St, 4 th Floor Worcester MA, 01608	Lauren Long Assistant General Counsel, SJI 1 South Jersey Plaza Folsom, NJ 08037 Phone: (609) 568-9028, ext. 6877

	Phone: (508) 769-4929 Fax: N/A jloop@enerconnex.com	Fax: (609) 704-3017 laurenlong@sjindustries.com
1d. Attorney	Susan E. Bruce Energy & Environmental Law Group McNees Wallace & Nurick LLC 100 Pine Street PO Box 1166 Harrisburg, PA 17108-1166 Phone: (717) 237-5254 Fax: (717) 260-1666 sbruce@mcneeslaw.com Mark Phillips Mularski, Bonham, Dittmer, Phillips & Steele, LLC 107 W. Johnstown Road Gahanna, Ohio 43230 Phone: (614) 476-6464 Fax: (614) 540-7473 mphillips@mdgplaw.com	Lauren Long Assistant General Counsel, SJI 1 South Jersey Plaza Folsom, NJ 08037 Phone: (609) 568-9028, ext. 6877 Fax: (609) 704-3017 laurenlong@sjindustries.com
1e. Contacts for Consumer Service and Complaints	Janet Loop CFO/Managing Member EnerConnex, LLC 44 Portland St, 4 th Floor Worcester MA, 01608 (508) 769-4929 jloop@enerconnex.com	Janet Loop Managing Director EnerConnex, LLC 44 Portland St, 7 th Floor Worcester MA, 01608 (508) 769-4929 jloop@enerconnex.com
2b. Name and address of officers.	Per Initial Application Filing.	See attached Exhibit A.
3a. Affiliates	None	See attached Exhibit B.
8a. Experience, Plan, Structure	Per Initial Application Filing.	See attached Exhibits C and D for updated list of licenses and updated employee bios. The plan, structure and experience of the EnerConnex team will remain in place. The Officers listed in the 2019 application will remain in place under the new ownership as Managing Directors – 1) Tony Barnhart, 2) Brain Dafferner, 3) Janet Loop, 4) Vitana Melesiute, and 5) Eric Niemeyer. Rick Gallagher was added to the team as the Vice President.
8e. Officers	Brian Dafferner – President Eric Niemeyer – Exec VP Sales Tony Barnhart – Bus Development Janet Loop – VP Energy Markets & CFO	See attached Exhibit A

	Vitana Melesiute – VP Energy Markets	
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Gas Application Section	Outdated Information	Updated Information
1a. Identity of Applicant	EnerConnex, LLC 4140 Clark Shaw Road Powell, Ohio 43065-8086 www.enerconnex.com 1-800-319-0856	EnerConnex, LLC 1 South Jersey Plaza Folsom, NJ 08037 www.enerconnex.com 1-800-319-0856
1b. Pennsylvania Address/Registered Agent	Corporation Service Company 2595 Interstate Drive, Suite 103 Harrisburg, PA 17110	Corporation Service Company 2595 Interstate Drive, Suite 103 Harrisburg, PA 17110
1c. Regulatory contact	Janet Loop CFO/Managing Member EnerConnex, LLC 44 Portland St, 4 th Floor Worcester MA, 01608 Phone: (508) 769-4929 Fax: N/A jloop@enerconnex.com	Lauren Long Assistant General Counsel, SJI 1 South Jersey Plaza Folsom, NJ 08037 Phone: (609) 568-9028, ext. 6877 Fax: (609) 704-3017 laurenlong@sjindustries.com
1d. Attorney	Susan E. Bruce Energy & Environmental Law Group McNees Wallace & Nurick LLC 100 Pine Street PO Box 1166 Harrisburg, PA 17108-1166 Phone: (717) 237-5254 Fax: (717) 260-1666 sbruce@mcneeslaw.com Mark Phillips Mularski, Bonham, Dittmer, Phillips & Steele, LLC 107 W. Johnstown Road Gahanna, Ohio 43230 Phone: (614) 476-6464 Fax: (614) 540-7473 mphilips@mdgplaw.com	Lauren Long Assistant General Counsel, SJI 1 South Jersey Plaza Folsom, NJ 08037 Phone: (609) 568-9028, ext. 6877 Fax: (609) 704-3017 laurenlong@sjindustries.com
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8e. Officers	Brian Dafferner – President Eric Niemeyer – Exec VP Sales Tony Barnhart – Bus Development Janet Loop – VP Energy Markets & CFO Vitana Melesiute – VP Energy Markets	See attached Exhibit A

Thank you for your attention to this matter. If the Commission requires additional information from EnerConnex to effectuate the updates, or if there are any questions, please feel free to contact me at laurenlong@sjindustries.com or (609) 568-9028 ext. 6877.

Respectfully Submitted,



Lauren A. Long
Assistant General Counsel
On behalf of EnerConnex, LLC

cc: Rick Gallagher (*via email*)
Janet Loop (*via email*)

Encl.

Exhibit A

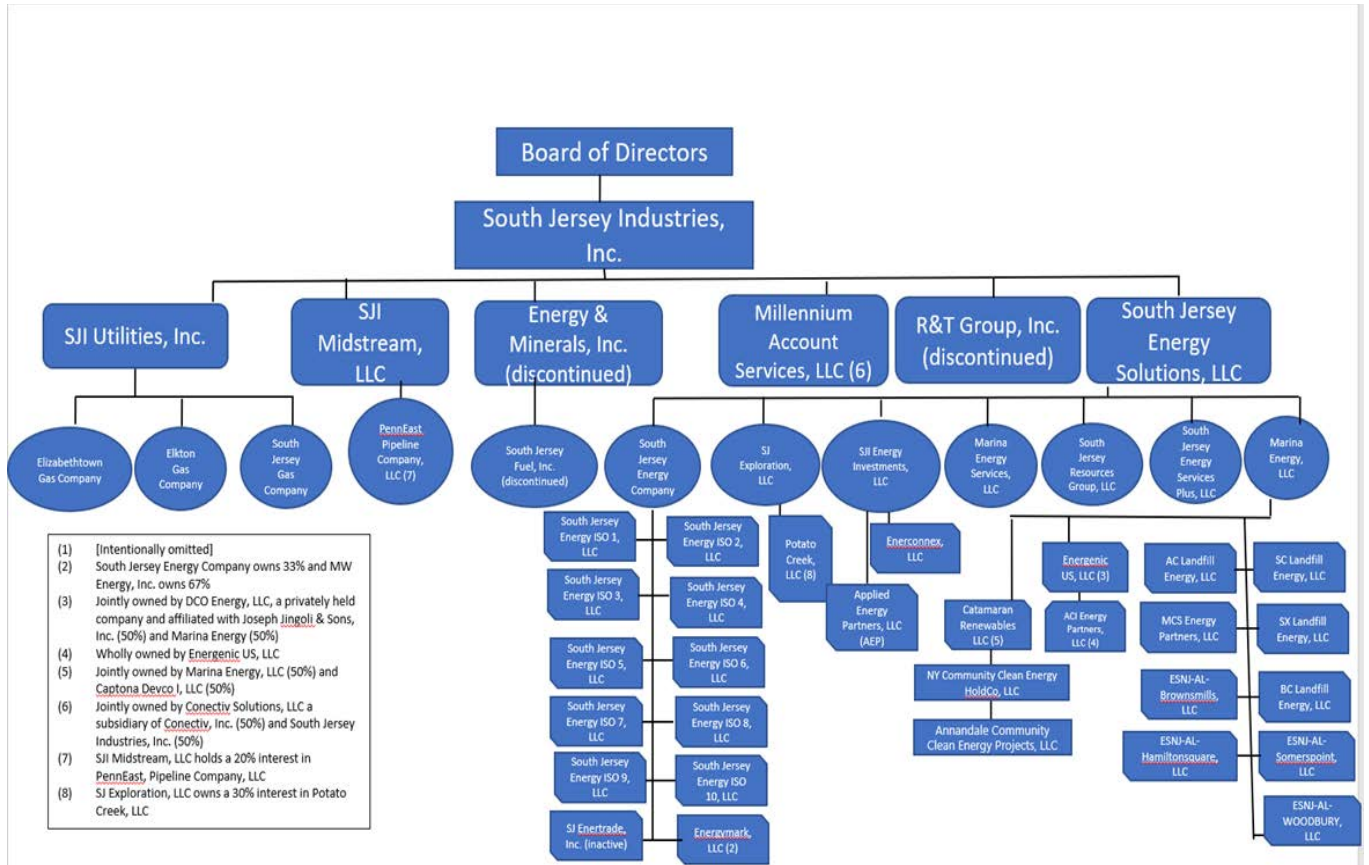
EnerConnex, LLC – Members/Officers

As of August 7, 2020

- The sole member of EnerConnex, LLC is SJI Energy Investments, LLC
- The following are the Executive Committee Members and Officers of EnerConnex, LLC:

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

Exhibit B – Organization Chart



- (1) [Intentionally omitted]
- (2) South Jersey Energy Company owns 33% and MW Energy, Inc. owns 67%
- (3) Jointly owned by DCO Energy, LLC, a privately held company and affiliated with Joseph Jingoli & Sons, Inc. (50%) and Marina Energy (50%)
- (4) Wholly owned by Energenic US, LLC
- (5) Jointly owned by Marina Energy, LLC (50%) and Captona Devco I, LLC (50%)
- (6) Jointly owned by Connectiv Solutions, LLC a subsidiary of Connectiv, Inc. (50%) and South Jersey Industries, Inc. (50%)
- (7) SJI Midstream, LLC holds a 20% interest in PennEast, Pipeline Company, LLC
- (8) SJ Exploration, LLC owns a 30% interest in Potato Creek, LLC

Exhibit C – State Broker Licenses

IL	Electric Broker/Aggregator	16-0543
MA	Electric Broker/Aggregator	EB-390
MA	Retail Agent Nat Gas	RA-172
MD	Electric Broker/Aggregator	IR-4132
MD	Nat Gas Broker/Aggregator	IR-4131
ME	CEP Electric	2019-00330
NH	Electric Broker/Aggregator	DM 19-071
NH	Nat Gas Broker/Aggregator	DM 18-170
NJ	Energy Agent	EA-0452
NJ	Energy Consultant	EC-0147
NJ	Private Aggregator	PA-0200
OH	Electric Broker/Aggregator	16-1091E(3)
OH	Nat Gas Broker/Aggregator	16-525G(3)
PA	Electric Broker/Aggregator	A-2019-3009680
PA	Nat Gas Broker/Aggregator	A-2019-3009685
TX	Electric Broker/Aggregator	BR190159
VA	Electric/Nat Gas Aggregator	PUR 2019-00210: No. A-88

Exhibit D – Employee Bios

Rick Gallagher, Vice President

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

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

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

Brian Dafferner, Managing Director of EnerConnex

Brian Dafferner is an established retail energy sales leader with over nineteen years of experience in the industry working in various roles for energy suppliers and brokerage firms. Helped found, build, oversee and eventually sell an energy brokerage company with over 10M in annual sales. Involved in energy procurement, efficiency, and sustainability services for large commercial and industrial customers since California deregulated in 1998.

Brian started his career within the retail energy sector in a sales role at Reliant Energy in 1998. After subsequent stops at Enron and Shell Trading, he helped to launch GSE Consulting in 2002 where he served as President for over nine years. GSE Consulting was eventually sold to World Energy Solutions in late 2011.

One of the founding members of TEPA (The Energy Professionals Association) formed in 2005, a 501 (c) organization specializing in providing market knowledge to energy consumers while upholding the integrity of the deregulated retail energy markets. Helped develop a standardized code of conduct and bylaws for member aggregators, brokers and consultants. Received a Bachelors in Business Administration at the University of Colorado in Boulder.

Eric Niemeyer, Managing Director

Eric Niemeyer is an accomplished retail energy sales leader with 20+ years of experience in developing long term business-to-business relationships. He has worked in numerous leadership roles for energy suppliers and brokerage companies while maintaining one of the largest books of business in the industry. Areas of expertise include; electricity and natural gas procurement, energy conservation, demand response, and distributed generation.

Eric began his career in the energy industry at Enron Energy Services working in various sales roles. As Director of Sales he was responsible for growing new and emerging markets and

maximizing electricity & natural gas market share. Eric joined Energy Gateway in 2002 where he was a Managing Partner & Vice President. Eric was instrumental in helping to build the company and contributed to creating one of the very first online exchanges for electricity and natural gas transactions. In 2007 Energy Gateway was acquired by World Energy Solutions. During his eight years at World Energy Solutions, Eric was VP of Sales where he continued in developing relationships with his customers – some of whom he had worked with for over a decade and a half.

Eric firmly believes in taking care of the customer which has translated into firm and longstanding relationships over the years. He has brought this same customer-centric approach with him in his role as Managing Director at EnerConnex.

Eric received a Bachelors in Marketing from Ohio University.

Janet Loop, Managing Director

Janet is an energy industry veteran with over 30 years of experience in the electricity and natural gas markets. She has been involved in utility rate/tariff design, energy efficiency program implementation, de-regulation rule setting, regulatory compliance and most importantly electricity and natural gas procurement.

Janet began her career working for Boston Edison (now known as Eversource Energy) where she learned the intricacies of the retail energy markets including; pricing design, regulatory compliance, energy efficiency programs along with the workings of unregulated subsidiaries. In 2001, she joined SmartEnergy, an electricity supply leader in the early days of deregulation. It was here that Janet became versed in electricity and natural gas procurement. In 2004, Janet joined World Energy Solutions as a Market Director. During her 12 years with World Energy Solutions, Janet procured energy for customers in the NY, New England, PJM, Texas and Canadian markets. She handled one of the largest back office operations books in the industry while implementing a proactive, educational, and customer-centric procurement practice. While with World Energy Solutions, Janet handled the electricity and natural gas procurements for the Commonwealth of MA, the Commonwealth of PA, and GSA's New England and New York regions. In addition, her regulatory experience with Boston Edison, allowed Janet to create all of the regulatory filings needed for World Energy Solutions to obtain and maintain its broker licenses across multiple jurisdictions.

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

Vitana Melesiute, Managing Director

Vitana is an established leader in the retail energy industry with more than 17 years of experience marketing energy commodity products and services to large C&I customers. She has worked with Fortune 500 companies in developing customized strategies for energy procurement, demand side management, and energy efficiency planning and implementation.

Prior to joining EnerConnex, Vitana worked in various roles at World Energy Solutions, a leading energy brokerage firm that pioneered the use of the auction platform. Since inception, she was an integral part of World Energy's evolution into one of the largest energy brokerage companies in the country. Vitana was the first employee hired by the founder of World Energy Solutions and helped to build it into a publicly traded company with over 120 employees when it was sold to EnerNOC in 2015. Vitana directed World Energy's new market entrance program, while transacting over 50 TWh in energy contracts for commercial, industrial, and government clients. Vitana trained numerous sales and analyst personnel in the intricacies of the energy markets and the energy brokerage world. As a Market Director over the PJM, MISO, NYISO, CAISO and ERCOT markets, her extensive market expertise enabled her to drive customer success by taking advantage of market opportunities while advocating on behalf of the client. While with World Energy Solutions, Vitana handled procurements for the State of Maryland (DGS), Montgomery County Public Schools, and Adventist Healthcare.

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

Tony Barnhart, Managing Director

Tony is a proven leader with nearly thirty years in the retail and wholesale energy markets. Serving in various roles in Executive Management, Sales, Regulatory and General Management, he has dedicated his career to assisting utilities, industrial and commercial customers manage energy requirements enabling them to reduce costs and mitigate risk.

Throughout his career, Tony has held senior executive roles at several leading energy companies; from start-ups with successful exits, to major firms leading a divestiture. He has in-depth experience on both the supply side and brokerage side of the business. Tony helped co-found and grow a retail energy supplier that eventually was acquired by a larger supplier. He also helped build an energy brokerage company as a member of the leadership team tripling the company's energy procurement revenues while broadening its service offerings and later positioning the company for acquisition at 18x EBITDA. More recently, Tony helped lead an Australian energy software company's US entry by establishing organic sales while acquiring an energy efficiency rebate management firm. Under his leadership, the firm went from negative to positive earnings in less than a year.

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