



September 8, 2022

New Hampshire Department of Energy
21 South Fruit Street, Suite 10
Concord, NH 03301-2429

Dear NH Department of Energy:

Enclosed is the EnerConnex, LLC Natural Gas Aggregator Renewal Application for DM 20-143 Per N.H. Code Admin. Rules Puc 3000.

This submittal contains one original and two (2) copies. In addition, a pdf copy of the entire application packet has been emailed to registrations@energy.nh.gov. Finally, a pdf copy of this application was emailed to the individuals at the Natural Gas Distribution Companies listed on the Registration Instructions.

If you have any questions or concerns about the application, please feel free to contact me.

A handwritten signature in blue ink that reads "Janet Loop".

Janet Loop,
Managing Director
EnerConnex, LLC
1 South Jersey Plaza
Folsom, NJ 08037
(508) 769-4929
jloop@enerconnex.com

New Hampshire Renewal Application Aggregator of Natural Gas Loads

Registration Per PART Puc 3006.02 Form for Initial and Renewal Registration of Aggregators.

1. The legal name of the applicant as well as any trade name(s) under which it intends to operate in this state:

Legal Name:

EnerConnex, LLC
1 South Jersey Plaza
Folsom, NJ 08037

2. The applicant's state or jurisdiction of organization, if anything other than an individual.

EnerConnex, LLC was organized as a Domestic LLC in the State of Ohio on January 26, 2016. It became a wholly owned subsidiary of SJI Energy Investments on August 7, 2020. EnerConnex will continue doing business in New Hampshire and across the United States under the EnerConnex, LLC name.

3. The applicant's business address, telephone number, email address and website address, as applicable:

a. Business Address:

EnerConnex, LLC
Attn: Janet Loop
1 South Jersey Plaza
Folsom, NJ 08037

b. Phone Number (toll-free)

1-(800) 319-0856

c. Email Address:

info@enerconnex.com

d. Website address:

www.enerconnex.com

4. The name(s), title(s), business address(es), telephone number(s), and email address(es) of the applicant if an individual or of the applicant's principal(s) if anything other than an individual:

The sole member of EnerConnex, LLC is SJI Energy Investments, LLC

The Executive Committee Members, Officers and Directors of EnerConnex, LLC are:

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
Eric Stein	Executive Committee Member	300 Route 73 South, Suite 308 Mt Laurel, NJ 08054 (609) 561-9000 estein@sjindustries.com
Scott Barr	Treasurer & Secretary	1 South Jersey Plaza Folsom, NJ 08037 (609) 568-9000 sbarr@sjindustries.com
Donna Schempp	VP & Chief Operating Officer	1 South Jersey Plaza Folsom, NJ 08037 (609) 568-9000 dschempp@sjindustries.com

Name	Title	Address/Phone Number/Email
Anthony Barnhart	Managing Director	1 South Jersey Plaza, Folsom, NJ 08037 (614) 581-8802 tbarnhart@enerconnex.com
Janet Loop	Managing Director	1 South Jersey Plaza, Folsom, NJ 08037 (508) 769-4929 jloop@enerconnex.com
Kathleen O'Brien, Esq.	Assistant General Counsel	1 South Jersey Plaza, Folsom, NJ 08037 (609) 561-9000 x 4245 kobrien@sjindustries.com
Susie Shannon	Regulatory Assistant	1 South Jersey Plaza Folsom, NJ 08037 (413) 478-7479 sshannon@enerconnex.com

5. The telephone number of the customer service department or the name, title, telephone number and e-mail address of the customer service contact person of the applicant, including toll free telephone numbers if available:

The customer service contact person is:

Janet Loop
 Managing Director
 EnerConnex, LLC
 1 South Jersey Plaza
 Folsom, NJ 08037
 Phone: (508) 769-4929
 Toll free number: (800) 319-0856
jloop@enerconnex.com

6. The contact information of the individual responsible for responding to commission inquiries regarding customer complaints.

Janet Loop
Managing Director
EnerConnex, LLC
1 South Jersey Plaza
Folsom, NJ 08037
Phone: (508) 769-4929
Toll free number: (800) 319-0856
jloop@enerconnex.com

7. The contact information for the regulatory compliance contact:

Janet Loop
Managing Director
EnerConnex, LLC
1 South Jersey Plaza
Folsom, NJ 08037
Phone: (508) 769-4929
Toll free number: (800) 319-0856
jloop@enerconnex.com

8. The contact information for the Commission assessment payments:

Janet Loop
Managing Director
EnerConnex, LLC
1 South Jersey Plaza
Folsom, NJ 08037
Phone: (508) 769-4929
jloop@enerconnex.com

9. A copy of the applicant's authorization to do business in New Hampshire from the secretary of state, if anything other than an individual:

A copy of EnerConnex’s authorization to do business in New Hampshire from the secretary of state is attached as Exhibit A.

10. A list of the LDCs in New Hampshire through which the applicant intends to provide service:

EnerConnex will provide service to customers behind the following LDCs:

Liberty Utilities/Energy North
Unitil/Northern Utilities, Inc.

11. A description of the types of customers the applicant intends to service:

EnerConnex intends to provide brokerage services to commercial, industrial and government customers.

12. A list of other states or jurisdictions in which the applicant currently conducts business relating to the sale of natural gas:

Listing of States in Which EnerConnex, LLC has 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 21-045
NH	Nat Gas Broker/Aggregator	DM 20-143
NJ	Energy Agent	EA-0452
NJ	Energy Consultant	EC-0147
NJ	Private Aggregator	PA-0200

OH	Electric Broker/Aggregator	16-1091E(4)
OH	Nat Gas Broker/Aggregator	16-525G(4)
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

13. In a separate attachment provide a list disclosing the number and type of customer complaints concerning the applicant or its principals and affiliates filed with or by any commission or regulatory agency, attorney general's office, or other governmental protection regulatory authority, for the most recent 2 calendar years in every state or other jurisdiction in which the applicant has conducted business relating to the sale of natural gas.

Neither the applicant nor any of the applicant's affiliates have had customer complaints filed with or by any commission or regulatory agency, etc. within the most recent 2 calendar years relating to the sale of natural gas.

14. A statement as to whether the applicant or any of the applicant's principals:
- Has ever been convicted of any felony that has not been annulled by a court;
 - Has, within the 10 years immediately prior to the application, had any civil, criminal, or regulatory sanctions or penalties imposed against it, him, or her pursuant to any state or federal consumer protection law or regulation;
 - Has, within the 10 years immediately prior to application, settled any civil, criminal, or regulatory investigation or complaint involving any state or federal consumer protection law or regulation;
 - Is currently the subject of any pending civil, criminal, or regulatory investigation or complaint involving any state or federal consumer protection law or regulation; or
 - Has been denied authorization to provide competitive natural gas supply service or natural gas aggregation service in any other state or jurisdiction.

Neither the applicant nor any of the applicant's principals have been convicted of any felony that has not been annulled by a court.

Within the 10 years immediately prior to the application, no civil, criminal, or regulatory sanctions or penalties have been imposed against the applicant or its principals pursuant to any state or federal consumer protection law or regulation.

Within the 10 years immediately prior to application, the applicant or its principals have not settled any civil, criminal, or regulatory investigation or complaint involving any state or federal consumer protection law or regulation.

Neither the applicant nor any of the applicant's principals are the subject of any pending civil, criminal, or regulatory investigation or complaint involving any state or federal consumer protection law or regulation.

The applicant has not been denied authorization to provide competitive natural gas supply service or natural gas aggregation service in any other state or jurisdiction.

15. Does the applicant intend to telemarket?

No. The applicant does not intend to telemarket.

16. Does the applicant intend to use only the utility's billing services?

No. As a broker/aggregator, the applicant will not be billing the customer.

17. A list of the CNGSs in New Hampshire through which the applicant intends to provide service:

EnerConnex, LLC has agreements with the following CNGS companies through which it intends to provide service to customers:

Direct Energy Business Marketing, LLC
Shell Energy North America, LP
Sprague Operating Resources, LLC
UGI Energy Services, LLC

The above CNGS companies are registered to do business in New Hampshire. As of the end of August 2022, EnerConnex has one natural gas customer on contract with Direct Energy.

18. A statement that the applicant is not representing any supplier interest, or a listing of any supplier interest(s) the applicant intends to represent:

EnerConnex, LLC remains CNGS neutral and does not have an exclusive relationship with any supplier or group of suppliers.

I, Janet Loop, Managing Direct of EnerConnex, LLC, have the authority to file the application on behalf of EnerConnex, LLC. I attest that the contents of this application are truthful, accurate and complete.

Applicant: EnerConnex, LLC

Filed By: Janet Loop
Janet Loop, Managing Director

Date: 8 September 2022

EnerConnex, LLC
Additional Information

Managerial and Technical Competency

In terms of Managerial and Technical Competency, the experience of the team can be found below. The key employees have over 100 years of combined experience in the energy industry.

Name: Donna Schempp
Title: Vice President & COO
Email: dschempp@sjindustries.com
Phone: (609) 561-9000

Donna Schempp is the Vice President and Chief Operating Officer of EnerConnex, LLC. She is also the President and COO of SJI Renewable Energy Ventures. Ms. Schempp has held a number of various posts during her 30 year career with South Jersey Industries, including accounting, risk management and advancing SJI's renewable energy initiatives. Ms. Schempp oversees the strategic workings of EnerConnex and will not have responsibility for day-to-day operations in Delaware

Ms. Schempp graduated from Rowan University with a degree in accounting.

Name: Eric Niemeyer
Title: Managing Director
Email: eniemeyer@enerconnex.com
Cell Phone: (614) 595-1321

Mr. Niemeyer's is a veteran of the energy industry with over 22 years of experience in the retail energy markets. Mr. Niemeyer holds a Bachelor of Business Administration Degree from Ohio University.

Mr. Niemeyer began his energy career back in 1995, with his employment with Enron Energy Services as the Director of Retail Energy Markets. While with Enron, Mr. Niemeyer was

responsible for industrial, commercial, institutional, and government account acquisition and management for Enron's retail electricity and natural gas services throughout the United States.

After leaving Enron, Mr. Niemeyer joined Energy Gateway in 2002 where he was a Managing Partner & Vice President. Mr. Niemeyer 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, Mr. Niemeyer 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.

Mr. Niemeyer 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 Partner and VP of Sales at EnerConnex. Mr. Niemeyer will be responsible for acquiring customers in Delaware in his capacity of VP of Sales.

Name: Anthony Barnhart
Title: Managing Director
Email: tbarnhart@enerconnex.com
Phone: (614) 581-8802

Mr Barnhart 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, Mr. Barnhart 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. Mr. Barnhart 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, Mr. Barnhart 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. Mr. Barnhart oversees the strategic direction of EnerConnex and will have limited responsibilities for operations in Delaware.

Mr. Barnhart holds a Bachelors Degree in Business Administration from The Ohio State University Fisher College of Business. He is also a past board member of TEAM (Texas Energy Association of Marketers).

Name: Brian Dafferner
Title: Managing Director
Email: bdafferner@enerconnex.com
Cell Phone: (713) 398-6166

Brian Dafferner, who is the Managing Director, 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.

Mr. Dafferner 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. Mr Dafferner will not have operational responsibilities in Delaware as he focuses on the Texas market.

Name: Vitana Melesiute
Title: Managing Director
Email: vmelesiute@enerconnex.com
Cell Phone: (508) 612-5947

Vitana Melesiute, is the Managing Director, and Ms. Melesiute 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, Ms. Melesiute 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. Ms. Melesiute 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. Ms. Melesiute directed World Energy's new market entrance program, while transacting over 50 TWh in energy contracts for commercial, industrial, and government clients. Ms. Melesiute 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, Ms. Melesiute handled procurements for the State of Maryland (DGS), Montgomery County Public Schools, and Adventist Healthcare.

Ms. Melesiute will be responsible for working with Sales in Delaware and obtaining the best possible pricing for Delaware customers from electric suppliers.

Name: Janet Loop
Title: Managing Director
Email: jloop@enerconnex.com
Cell Phone: (508) 769-4929

Janet Loop, is the Managing Director, 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.

M. Loop 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 Ms. Loop became versed in electricity and natural gas procurement. In 2004, Ms. Loop joined World Energy Solutions as a Market Director. During her 12 years with World Energy Solutions, Ms. Loop 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, Ms. Loop 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 Ms. Loop to create all of the regulatory filings needed for World Energy Solutions to obtain and maintain its broker licenses across multiple jurisdictions.

Ms. Loop will be responsible for working with Sales in Delaware and obtaining the best possible pricing for Delaware customers from electric suppliers. She will also handle the regulatory filings with the Public Service Commission.

Name: Susie Shannon
Title: Senior Operations & Pricing Specialist
Email: sshannon@enerconnex.com
Cell Phone: (413) 478-7479

Susie Shannon, is the Senior Operations & Pricing Specialist. She too is an industry veteran having come to EnerConnex from its merger with Applied Energy Partners, LLC. Prior to joining Applied Energy Partners, Ms. Shannon had worked for Northeast Energy Partners, World Energy Solutions and EnerNOC – all three Electric and Natural Gas Brokers. She has successfully priced for customers and provided ongoing customer service and support in the various Northeast and Mid-Atlantic electric and natural gas markets.

Ms. Shannon will be responsible for working with Sales in Delaware and obtaining the best possible pricing for Delaware customers from electric suppliers. She will also handle the regulatory filings with the Public Service Commission.

Name: Thomas Dufraine
Title: Senior Account Executive
Email: tdufraine@enerconnex.com
Cell Phone: (610) 331-3869

Tom Dufraine, is a Senior Account Executive who transitioned to EnerConnex from its merger with Applied Energy Partners, LLC. During his time with Applied Energy Partners, LLC, Mr. Dufraine managed a customer base of approximately 200 customers delivering customer-centric energy procurement solutions in addition to providing ongoing customer service and support.

Mr. Dufraine will be responsible for acquiring customers in Delaware in his capacity of Sr. Account Executive.

Mr. Dufraine is a graduate of Widener University with a BA in Criminal Justice/Sociology and he graduated from Arcadia University with two Masters' degrees. One in Secondary Education and one in Educational Leadership.

EXHIBIT A

Authorization To Do Business in New Hampshire

State of New Hampshire

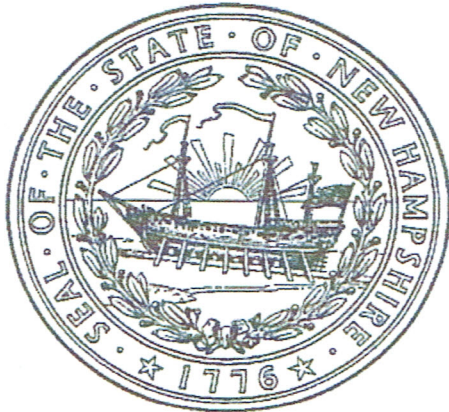
Department of State

CERTIFICATE

I, David M. Scanlan, Secretary of State of the State of New Hampshire, do hereby certify that ENERCONNEX, LLC is a Ohio Limited Liability Company registered to transact business in New Hampshire on October 17, 2018. I further certify that all fees and documents required by the Secretary of State's office have been received and is in good standing as far as this office is concerned.

Business ID: **805389**

Certificate Number: **0005853249**



IN TESTIMONY WHEREOF,

I hereto set my hand and cause to be affixed
the Seal of the State of New Hampshire,
this 30th day of August A.D. 2022.

A handwritten signature in black ink, appearing to read "David M. Scanlan".

David M. Scanlan
Secretary of State