Peter B Callowhill
Tel 703.742.3766
Fax 703.742.3756
Peter@netgainenergyadvisors.com

September 27, 2010
James J. McNulty, Secretary
Keystone Building, $2^{\text {nd }}$ Floor Room N201
Harrisburg, PA 17120

## RECEIVED

Str 292010
PA PUBLIC UTILITY COMMISSION
Re: Application of NRGing, LLC to become an Electric Broker/Markete§ECRETARY'S BUREAU
Dear Mr. McNulty:
Enclosed please find a signed and verified original and three copies of the application to the Pennsylvania Public Utility Commission for NRGing, LLC d/b/a NetGain Energy Advisors to become a licensed electric broker/marketer.

Please contact the undersigned if you have any questions.

Respectfully submitted,
NRGing, LLC d/b/a NetGain Energy Advisors


Peter Callowhill
Manager and CEO
Enclosures: One (1) Verified Original and Three (3) copies of Applicant's Application, One (1) Electronic Version on a Three and One Half Inch (31/2") Diskette, and a Check Payable to the Commonwealth of Pennsylvania for $\$ 350.00$.

1775 Wiehle Avenue, Suite 310, Reston, VA 20190<br>www.netgainenergyadvisors.com $\quad 877.482 .6570$

# APPLICATION OF 

NRGing, LLC

d/b/a

NetGain Energy Advisors



RECEIVED
SEP 292010
PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

## BEFORE THE PENNSYLVANIA PUBLIC UTILITY COMMISSION

pplication of NRGing, LLC, d/b/a NetGain Energy Advisors, for approval to offer, render, furnish, or supply electricity or electric generation services as a Broker/Marketer engaged in the business of supplying electricity to the public in the Commonwealth of Pennsylvania.

To the Pennsylvania Public Utility Commission:

1. IDENTITY OF THE APPLICANT: The name, address, telephone number, and FAX number of the Applicant are:

NAME: NRGing, LLC d/b/a NetGain Energy Advisors ADDRESS: 1775 Wiehle Avenue, Suite 310, Reston, VA 20190
TELEPHONE \# : 703.742.3766
FAX \# : 703.742.3756

Please identify any predecessor(s) of the Applicant and provide other names under which the Applicant has operated within the preceding five (5) years, including name, address, and telephone number.
2. a. CONTACT PERSON: The name, title, address, telephone number, and FAX number of the person to whom questions about this Application should be addressed are:

NAME: Peter Callowhill
TITLE: Manager and CEO
ADDRESS: 1775 Wiehle Avenue, Suite 310, Reston, VA 20190
TELEPHONE \# : 703.742.3766
FAX \# : 703.742.3756
b. CONTACT PERSON-PENNSYLVANIA EMERGENCY MANAGEMENT AGENCY: The name, title, address telephone number and FAX number of the person with whom contact should be made by PEMA:

NAME: Peter Callowhill<br>TITLE: Manager and CEO<br>ADDRESS: 1775 Wiehle Avenue, Suite 310, Reston, VA 20190<br>TELEPHONE \# : 703.742.3766<br>FAX \# : 703.742.3756

3.a. ATTORNEY: If applicable, the name, address, telephone number, and FAX number of the Applicant's attorney are:

Not Applicable.

## APPLICATION OF NRGing, LLC d/b/a NETGAIN ENERGY ADVISORS

b. REGISTERED AGENT: If the Applicant does not maintain a principal office in the Commonwealth, the required name, address, telephone number and FAX number of the Applicant's Registered Agent in the Commonwealth are:

NAME: c/o CT Corporation System
ADDRESS: 116 Pine Street, Suite 320, Harrisburg, PA 17101
TELEPHONE \# : 717.232.6004
4. FICTITIOUS NAME: (select and complete appropriate statement)

X The Applicant will be using a fictitious name or doing business as (" $\mathrm{d} / \mathrm{b} / \mathrm{a}$ "):
The Applicant's trade name is: NetGain Energy Advisors.

Attach to the Application a copy of the Applicant's filing with the Commonwealth's Department of State pursuant to 54 Pa . C.S. §311, Form PA-953.

## See Exhibit 1 immediately following this page.

or

The Applicant will not be using a fictitious name.

## BUSINESS ENTITY AND DEPARTMENT OF STATE FILINGS: (select and complete appropriate statement)

$\square$ 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, $\mathrm{d} / \mathrm{b} / \mathrm{a}$, 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.

## EXHIBIT 1

## Copy of Applicant's Filing

 Fictitious Name
## Application for Registration of Fictitious Name <br> 54PaC.S. 311



In compliance with the requiroments of 34 PE.C.8. 8311 (relating to registration), the underaigned entity(ios) deairing to regieter a fictitious name under $54 \mathrm{Pa.C.S}$. Ch, 3 (relating to ficititout names), hereby state(s) that:

1. The fetitious namo is:
NetGain Enorgy Advisors
2. A brief stetement of the cheracter or nature of the business or other setivity to be carried on under or through the fiotitious name is:
Brokersge and Consaluacy of Enerry Sorvices

| 1775 Wishlo Avery | Reston | VA | 20190 | Fairflax |
| :---: | :---: | :---: | :---: | :---: |
| Number and street | City | 8tate | Zip | County |

4. The namo and eddress, including number and areer, if any, of eech indivitual incereatod in the businoss in:
Name
Number sud Street
City
seato

## 



6. The appliount is familiar with the provistons of 54 Pa.C.S. 8332 (relating to effoct of registration) and underatands that filing under the Fiotitious Names Aot does not cremese. any exoluaive or other right in the fictitious name.
7. Optional): The name( $k$ ) of the agent(z), if any, any one of whom is authorized to execute amendments to, withdrawals from or cancellation of this registration in behalf of all thes existing parties to the registraden, is (arc):

W TESTMMONY WHEREOF, the undersigned have caused this Application for Regietration of Fiotiliou: Name to be executed this
lat day of September_2010



## APPLICATION OF NRGing, LLC d/b/a NETGAIN ENERGY ADVISORS

* 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

$X$ The Applicant is a:
domestic corporation (none)
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

Provide proof of compliance with appropriate Department of State filing requirements as indicated above. Additionally, provide a copy of the Applicant's Articles of Incorporation.

See Exhibits 2 and 3 immediately following this page.
Give name and address of officers.
NRGing, LLC d/b/a NetGain Energy Advisors is 100\% owned by Peter Callowhill (50\%) and James Larsen (50\%). They are the two co-founders and the two Managers of the Company. Peter Callowhill is also the CEO and James Larsen is also the President.

Peter Callowhill's home address, phone \#s, and email are:
1414 North Meade Street
Arlington, VA 22209
703.785.9396 (home)
703.742.3766 (office)
703.728.3509 (cell)

Peter@netgainenergyadvisors.com
James Larsen's home address, phone \#s, and email are:
22118 Quail Pond Place
Ashburn, VA 20148
703.858.0799 (home)
703.742 .3688 (office)
703.963.6520 (cell)

James@netgainenergyadvisors.com

The Applicant is incorporated in the state of Virginia.
6. AFFILIATES AND PREDECESSORS WITHIN PENNSYLVANIA: (select and complete appropriate statement)

Affiliate(s) of the Applicant doing business in Pennsylvania are:

## EXHIBIT 2

## Copy of Applicant's Filing

Foreign Limited Liability Corporation


## 5. Cheok end coorrpicie one of the following:

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| Nimber mand neot | ciry | 8inte | $2 p^{2}$ | Cound |

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## EXHIBIT 3

## Copy of Applicant's Articles of Incorporation



## Richmond, February 16, 2010

This is to certify that the certificate of organization of

## NRGing, LLC

was this day issued and admitted to record in this office and that the said limited liability company is authorized to transact its business subject to all Virginia laws applicable to the company and its 6usiness. Effective date: February 16, 2010


State Corporation Commission Attest:


## COMMONWEALTH OF VIRGINIA

## STATE CORPORATION COMMISSION

## Office of the Clerk

February 16, 2010

WM QUINTON ROBINSON<br>BLANKINGSHIP KEITH PC<br>4020 UNIVERSITY DR STE 300<br>FAIRFAX, VA 22030

## RECEIPT

RE: $\quad$ NRGing, LLC

ID: $\quad$ S316923-4
DCN: 10-02-08-4204

Dear Customer:
This is your receipt for $\$ 100.00$ to cover the fee(s) for filing articles of organization for a limited liability company with this office.

The effective date of the certificate of organization is February 16, 2010.
Thank you for contacting our office. If you have any questions, please call (804) 371-9733 or toll-free in Virginia, (866) 722-2551.

Sincerely,
Soel H.Pes
Jeck
lerk of the Commission

# ARTICLES OF ORGANIZATION <br> OF NRGing, LLC 

The undersigned desiring to form a limited liability company pursuant to Chapter 12 of Title 13.1 of the Code of Virginia states as follows:

1. The name of the limited liability company shall be NRGing, LLC (the "Company").
2. The address of the initial registered office is 1775 Wiehle Avenue, Suite 310, Reston, Virginia 20190 which office is located in the Fairfax County, Virginia.
3. The initial registered agent of the Company at the Company's registered office is Peter B. Callowhill who is a resident of Virginia and a manager of the Company. The registered agent's business office is identical with the registered office of the Company.
4. The post office address of the principal office where the records will be maintained pursuant to Virginia Code Section 13.1-1028 is 1775 Wiehle Avenue, Suite 310, Reston, Virginia 20190.
5. The Company shall be a "Manager-Managed Limited Liability Company". The Members shall appoint one or more Managers, whose identities and terms of office shall be set forth in the Operating Agreement of the Company. No Member of the Company, solely by reason of such Member's membership in the Company, shall be considered or relied upon to be an agent of the Company for the purpose of binding the Company with respect to any transaction or other obligation whatsoever. Initially the Company shall have two (2) Managers. The name and address of the initial managers are set forth below.

Peter B. Callowhill
1775 Wiehle Avenue
Suite 310
Reston, Virginia 20190

James Larsen
1775 Wiehle Avenue
Suite 310
Reston, Virginia 20190
6. In any proceeding brought by or in the right of the Company or brought by or on behalf of the Members of the Company, no damages shall be assessed against Managers of the Company. The liability of the Company's Managers shall not be
limited as provided above for knowing violations of the criminal law or of any federal or state securities law. The foregoing limitation or liability shall not be affected by any amendment of these articles with respect to any act or omission occurring before such amendment.
7. The Company shall indemnify its Members and Managers from and against any liability arising from the Company's activities and operations, other than liability incurred as a result of willful or intentional misconduct or a knowing violation of the criminal law by the party to be indemnified.
8. Any operating agreement and amendments or restatements thereof entered into by the Members of the Company shall be in writing. No oral agreement among any of the Members of the Company shall constitute any portion or interpretation of any written Operating Agreement of the Company.
9. The Company shall exist perpetually unless sooner dissolved according to law or according to the operating agreement of the Members.

Executed this February 4, 2010.


Wm. Quinton Robinson, Organizer

## APPLICATION OF NRGing, LLC d/b/a NETGAIN ENERGY ADVISORS

Give name and address of the affiliate(s) and state whether the affiliate(s) are jurisdictional public utilities.

If the Applicant or an affiliate has a predecessor who has done business within Pennsylvania, give name and address of the predecessor(s) and state whether the predecessor(s) were jurisdictional public utilities.

## or

$\mathbf{X}$ The Applicant has no affiliates doing business in Pennsylvania or predecessors which have done business in Pennsylvania.
7. APPLICANT'S PRESENT OPERATIONS: (select and complete the appropriate statement)

The Applicant is presently doing business in Pennsylvania as avertically-integrated provider of generation, transmission, and distribution services. municipal electric corporation providing service outside its municipal limits. electric cooperative local gas distribution company nonintegrated provider of electric generation, transmission or distribution services. Other. (Identify the nature of service being rendered.)

## or

$X$ The Applicant is not presently doing business in Pennsylvania.
8. APPLICANT'S PROPOSED OPERATIONS: The Applicant proposes to operate as a:
$\square$ Generator and supplier of electric power.
Municipal generator and supplier of electric power.
Electric Cooperative and supplier of electric power
X Broker/Marketer engaged in the business of supplying electricity.
Aggregator engaged in the business of supplying electricity
Other (Describe):
9. PROPOSED SERVICES: Generally describe the electric services or the electric generation services which the Applicant proposes to offer.

See Exhibit 4 immediately following this page. Applicant will primarily focus on electric procurement for commercial, industrial and government customers, and will not take title to the electricity. Applicant will also offer demand response, energy audits and energy efficiency services to its clients.
10. SERVICE AREA: Generally describe the geographic area in which Applicant proposes to offer services.

Applicant is applying for the entire state of Pennsylvania.
11. CUSTOMERS: Applicant proposes to initially provide services to:

X Commercial Customers - (Over 25 kW )
$X \quad$ Industrial Customers
X Governmental Customers
All of above
Other (Describe):

FERC FILING: Applicant has:
$\square$ Filed an Application with the Federal Energy Regulatory Commission to be a Power Marketer.
$\square$
Received approval from FERC to be a Power Marketer at Docket or Case Number $\qquad$ .

X $\quad$ Not applicable
13. START DATE: The Applicant proposes to begin delivering services on approval of the Application and license.
(approximate date).

## EXHIBIT 4

## Applicant's Proposed Services in Pennsylvania

## EXHIBIT 4

## Applicant's Proposed Services in Pennsylvania

NRGing, LLC d/b/a NetGain Energy Advisors will offer non-residential customers electric brokering and consulting services to aid them in their choice of an electricity supplier. NRGing, LLC d/b/a NetGain Energy Advisors will not serve residential customers.

NRGing, LLC d/b/a NetGain Energy Advisors intends to broker electric supplies and offer procurement consulting for commercial and industrial customers. NRGing, LLC d/b/a NetGain Energy Advisors' services will include reviewing a client's usage history, obtaining and evaluating price quotes from electric suppliers, weighing different product types to meet a client's needs (e.g. fixed, variable, indexed or hybrid pricing), and recommending a product and supplier to the customer.

NRGing, LLC d/b/a NetGain Energy Advisors will not take title to the electricity, and will be solely compensated by the electric supplier or through a revenue share agreement with other brokers licensed in Pennsylvania, on a fee per-kilowatt-hour basis. NRGing, LLC d/b/a NetGain Energy Advisors believes that it will be in the best interest of clients for the Company to forge partnerships with other seasoned and licensed Pennsylvania brokers in the initial stages of the Company's business development. Typically these partner relationships will have a defined percentage split of the compensation paid by the electric suppliers that are represented. The percentage splits will be determined by the level of involvement with the client of each party.

In discussions with prospective clients it is NRGing, LLC d/b/a NetGain Energy Advisors' full intent to share with the prospective client the fact that the Company will receive remuneration from the supplier (or other partner licensed broker) they select from the recommendations that have been made. NRGing, LLC d/b/a NetGain Energy Advisors will define for the prospective client that the Company is itself a licensed broker and as such works with a number of electricity suppliers and partner licensed brokers to market their solutions.

NRGing, LLC d/b/a NetGain Energy Advisors will solicit Pennsylvania customers through the direct sales initiatives of both Peter Callowhill and James Larsen. Mr. Callowhill and Mr. Larsen have developed many business relationships directly with enduser commercial and industrial clients and will communicate directly with contacts within those companies. In addition, Mr. Callowhill and Mr. Larsen will develop partnership relationships with companies that assist clients with their power systems requirement and energy conservation initiatives. NRGing, LLC d/b/a NetGain Energy Advisors will be introduced to potential clients through these partnership relationships.

At a high level, NRGing, LLC d/b/a NetGain Energy Advisors will evaluate a customer's electric usage, obtain and evaluate supply offers and prices, review the best product type (e.g. variable, fixed, indexed or hybrid) to meet a client's needs, and recommend supply options to the customer that meets the customer's needs for budgetary control, risk tolerance, and energy portfolio diversity.

At a detailed level, NRGing, LLC d/b/a NetGain Energy Advisors' standard operating practice will be:

- Meet face-to-face with its clients,
- Discuss the client's current and future requirements,
- Secure a signed Letter of Agency (LOA),
- Review client's usage and load data for all pertinent location(s),
- Prepare a summary of the relevant information that had been gleaned from the client usage information and discussions
- Secure supplier offers and prices for the required service and location(s),
- Create a written proposal that reviews the best product type (e.g. variable, fixed, indexed or hybrid) to meet the client's needs,
- Assist the client in understanding the pros and cons of each option (if applicable),
- Provide guidance as to the supply option that meets the customer's needs for budgetary control, risk tolerance, and energy portfolio diversity solution(s) deemed to be the best choice,
- Serve as both a resource and point of escalation for subsequent communications with the selected supplier.

14. NOTICE: Pursuant to Section 5.14 of the Commission's Regulations, 52 Pa. Code $\S 5.14$, serve a copy of the signed and verified Application with attachments on the following:

Irwin A. Popowsky
Office of Consumer Advocate
5th Floor, Forum Place
555 Walnut Street
Harrisburg, PA 17120
William R. Lloyd, Jr.
Commerce Building, Suite 1102
Small Business Advocate
300 North Second Street
Harrisburg, PA 17101

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

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

Any of the following Electric Distribution Companies through whose transmission and distribution facilities the applicant intends to supply customers:

Gary A. Jack, Assistant General Counsel
Duquesne Light Company
411 Seventh Street, MD 16-4
Pittsburgh, PA 15219
(Metropolitan Edison Company or Pennsylvania Electric Company)
Blaine W. Uplinger, Jr., Director of Governmental and
Regulatory Affairs
First Energy
100 APC Building
800 North third Street
Harrisburg, PA 17102-2025
Carol C. Reilly, Manager, Energy Acquisition
PECO Energy Company
2301 Market Street
Philadelphia, PA 19101-8699
215.841.4512
carol.reilly@peco-energy.com

John P. Litz, Division Controller
UGI Utilities, Inc.
Electric Division
400 Stewart Road
P.O. Box 3200

Hanover Industrial Estates
Wilkes-Barre, PA 18773-3200
Paul E. Russell, Associate
General Counsel
PAL
Two North Ninth Street
Allentown, PA 18108-1179

Stephen L. Field, Attorney
Pennsylvania Power Company
First Energy Corporation
76 South Main Street
Akron, OH 44308
John L. Munsch, Attorney
Allegheny Power
800 Cabin Hill Drive
Greensburg, PA 15601-1689

Pursuant to Sections 1.57 and 1.58 of the Commission's Regulations, 52 Pa. Code $\S \S 1.57$ and 1.58, attach Proof of Service of the Application and attachments upon the above named parties. 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.

See Exhibit 5 immediately following this page (evidence of mailing to the above entities by U.S.P.S. Certified Mail). Applicant has provided a copy of this Application, with attachments, to all of the above entities on

Date


## APPLICATION OF NRGing, LLC d/b/a NETGAIN ENERGY ADVISORS

14. NOTICE: Pursuant to Section 5.14 of the Commission's Regulations, 52 Pa. Code $\S 5.14$, serve a copy of the signed and verified Application with attachments on the following:

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

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215.841.4512
carol.reilly@peco-energy.com

John P. Litz, Division Controller
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Paul E. Russell, Associate
General Counsel
PAL
Two North Ninth Street Allentown, PA 18108-1179

Stephen L. Feld, Attorney
Pennsylvania Power Company
First Energy Corporation
76 South Main Street
Akron, OH 44308

John L. Munch, Attorney
Allegheny Power
800 Cabin Hill Drive
Greensburg, PA 15601-1689

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## EXHIBIT 5

## Applicant's Evidence of Mailing Proof of Service

## HORITY

Irwin A. Popowsky
Office of Consumer Advocate
555 Walnut Street
5 m Floor, forum piace
Harristourg, PA 17120

## Tat Rate

Vailing Envelope or Domestic and International Use


To Whom it May Concern
Office of the Attorney General
Strawberry Śquare, 14th Floor

## lat Rate ^ailing Envelope

 or Domestic and International UseBureau of Consumer Protection
Harrisburg, PA 17120

d/b/a NetGain Energy Advisors
Wiehle Ave., Suite 310

inited states postal service


Carol C. Reilly
PECO Energy Company
2301 Market Street
Philadelphia, PA 19101-8699
lat Rate
Mailing Envelope
or Domestic and International Use
isit us at usps.com


Paul E. Russell
PPL
Two North Ninth Street
Allentown, PA 18108-1179

## Flat Rate <br> Vailing Envelope

For Domestic and International Use



William R. Lloyd, Jr.
Small Business Advocate
300 North Second Street
Commerce Building, Suite 1102
Harrisburg, PA 17101

## lat Rate <br> ^ailing Envelope or Domestic and International Use



To Whom It May Concern
Commonwealth of Pennsylvania
Bureau of Compliance
Department of Revenue
Harrisburg, PA 17128-0946

Flat Rate<br>\ailing Envelope or Domestic and International Use



Blaine W. Uplinger, Jr.
FirstEnergy
800 North third Street
100 APC Building
Harrisburg, PA 17102-2025

lat Rate<br>\ailing Envelope<br>r Domestic and International Use



John P. Litz
UGI Utilities, Inc. / Electric Division
400 Stewart Road / Hanover Industrial Estates
P.O. Box 3200

Wilkes-Barre, PA 18773-3200

## Fat Rate <br> Vailing Envelope

or Domestic and International Use



Stephen L. Feld
Pennsylvania Power Company / First Energy Corporation
76 South Main Street
Akron, OH 44308

## lat Rate Mailing Envelope

 or Domestic and International UseINITED STATES POSTAL SERVICE


John L. Munsch
Allegheny Power
800 Cabin Hill Drive
Greensburg, PA 15601-1689

## Fat Rate <br> Лailing Envelope

or Domestic and International Use

## APPLICATION OF NRGing, LLC d/b/a NETGAIN ENERGY ADVISORS

15. TAXATION: Complete the TAX CERTIFICATION STATEMENT attached as Appendix B to this application.

See Exhibit 6 immediately following this page.
COMPLIANCE: State specifically whether the Applicant, an affiliate, a predecessor of either, or a person identified in this Application has been convicted of a crime involving fraud or similar activity. Identify all proceedings, by name, subject and citation, dealing with business operations, in the last five (5) years, whether before an administrative body or in a judicial forum, in which the Applicant, an affiliate, a predecessor of either, or a person identified herein has been a defendant or a respondent. Provide a statement as to the resolution or present status of any such proceedings.

Not applicable. No conviction of any crime exists for Applicant's behalf involving fraud or similar activity nor has it been a defendant nor respondent before any administrative body or judicial forum.
17. STANDARDS, BILLING PRACTICES, TERMS AND CONDITIONS OF PROVIDING SERVICE AND CONSUMER EDUCATION: Electricity 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.
a. Contacts for Consumer Service and Complaints: Provide the name, title, address, telephone number and FAX number of the person and an alternate person responsible for addressing customer complaints. These persons will ordinarily be the initial point(s) of contact for resolving complaints filed with Applicant, the Electric Distribution Company, the PennsyIvania Public Utility Commission or other agencies.

NAME: James Larsen
TITLE: Manager and President
ADDRESS: 1775 Wiehle Avenue, Suite 310, Reston, VA 20190
TELEPHONE \# : 703.742.3688
FAX \# : 703.742.3756
b. Provide a copy of all standard forms or contracts that you use, or propose to use, for service provided to residential customers.

Not applicable. Applicant will not serve residential customers.
c. If proposing to serve Residential and/or Small Commercial (under 25 kW ) customers, provide a disclosure statement. A sample disclosure statement is provided as Appendix $C$ to this Application.

Not applicable. Applicant will not serve residential or small commercial customers.
18. BONDING: In accordance with 66 PA. C.S. Section 2809(C) (1)(I), the Applicant is:


Furnishing a copy of initial bond, letter of credit or proof of bonding to the Commission in the amount of $\$ 250,000$.

Furnishing proof of other initial security for Commission approval, to ensure financial responsibility.
X Filing for a modification to the $\$ 250,000$ and furnishing a copy of an initial bond, letter of credit or proof of bonding to the Commission for the amount of $\$ 10,000$. Applicant is required to provide information supporting an amount less than $\$ 250,000$.

See Exhibit 7 immediately following this page (and Exhibit 6). The original and two copies of the bond has been submitted to the Office of the Secretary, Pa. Public Utility Commission, P.O. Box 3265, Harrisburg, PA 17105-3265. Applicant hereby petitions the Pennsylvania PUC to reduce the amount of bond to $\$ 10,000$. Applicant will only broker electricity for large commercial, industrial, and government (i.e., non-residential) users and will not take title to the electricity. Additionally, Applicant will not bill customers for electric generation service and will not be paying the bills for its clients. Applicant will also not be collecting any deposits.

## Applicant's Tax Certification Statement

## APPENDIX B

## COMMONWEALTH OF PENNSYLVANIA <br> UBLIC UTILITY COMMISSION

## TAX CERTIFICATION STATEMENT

A completed Tax Certification Statement must accompany all applications for new licenses, renewals or transfers. Failure to provide the requested information and/or any outstanding state income, corporation, and sales (including failure to file or register) will cause your application to be rejected. If additional space is needed, please use white $81 / 2^{\prime \prime} \times 11^{\prime \prime}$ paper. Type or print all information requested.

| 1. CORPORATE OR APPLICANT NAME NRGing, LLC | 2. BUSINESS PHONE NO. (703) 742-3766 <br> CONTACT PERSON(S) FOR TAX ACCOUNTS: Peter Callowhill |
| :---: | :---: |
| 3. TRADE/FICTITIOUS NAME (IF ANY) <br> NetGain Energy Advisors |  |
| 4. LICENSED ADDRESS 1775 Wiehle Avenue, Suite 310, Reston, VA 20190 | NO.) (POST OFFICE) STATE) (ZIP) |
| 5. TYPE OF ENTITY $\square$ SOLE PROPRIETOR | $\square$ PARTNERSHIP $\quad$ X CORPORATION |
| 8. LIST OWNER(S), GENERAL PARTNERS, OR CORPORATE OFFICER(S) |  |
| $\begin{aligned} & \text { NAME (PRINT) } \\ & \text { Peter Callowhill } \end{aligned}$ |  |
| $\begin{aligned} & \text { NAME (PRINT) } \\ & \text { James Larsen } \end{aligned}$ | $\begin{aligned} & \text { SOCIAL SECURITY NUMBER } \text { (OPTIONAL) } \\ & \begin{array}{\|l\|l\|l\|} \mathrm{L} \\ \hline \end{array} \end{aligned}$ |
| NAME (PRINT) |  |
| NAME (PRINT) |  |
| NAME (PRINT) |  |

9. LIST THE FOLLOWING STATE TAX IDENTIFICATION NUMBERS. (ALL ITEMS: A, B, AND C MUST BE COMPLETED).


## PA SALES AND USE TAX

Peter Callowhill
PHONE 703.742.3766
PHONE 703.742.3766
Telephone inquiries about this form may be directed to the Pennsylvania Department of Revenue at the llowing numbers: (717) 772-2673, TDD\# (717) 772-2252 (Hearing Impaired Only)

## EXHIBIT 7

## Applicant's Copy of $\$ 10,000.00$ Bond

## APPLICATION OF NRGing, LLC d/b/a NETGAIN ENERGY ADVISORS

At the conclusion of Applicant's first year of operation it is the intention of the Commission to tie security bonds to a percentage of Applicant's gross receipts resulting from the sale of generated electricity consumed in Pennsylvania. The amount of the security bond will be reviewed and adjusted on an annual basis.

## 19. FINANCIAL FITNESS:

A. Applicant shall 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.

Applicant is a Virginia limited liability company headquartered in Reston, VA. Applicant does not have a parent company, nor affiliated companies, nor subsidiary companies.

- Published parent company financial and credit information.
- Applicant's balance sheet and income statement for the most recent fiscal year. Published financial information such as 10K's and 10Q's may be provided, if available.
- 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 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.

See Exhibit 8 immediately following this page.

- Audited financial statements
- Such other information that demonstrates Applicant's financial fitness.

See Exhibit 8 immediately following this page. Includes: a Certificate of Insurance; a Balance Sheet YTD; a 5-Year Financial Model; July \& August Bank Statements; a letter of Good Standing from Applicant's Bank; and $\mathbf{\$ 5 0 , 0 0 0}$ Bank Promissory Note.
B. Applicant must provide the following information:

- Identify Applicant's chief officers including names and their professional resumes.

See Exhibit 9 immediately following this page(and Exhibit 8).

- Provide the name, title, address, telephone number and FAX number of Applicant's custodian for its accounting records.

NAME: Michael C. Montante, CPA \& Associates PC
TITLE: CPA
ADDRESS: 6176 Grovedale Court, Suite 200, Alexandria, VA 22310
PHONE: 703-313-9802
FAX: 703-997-2258

TECHNICAL FITNESS: To ensure that the present quality and availability of service provided by electric utilities does not deteriorate, the Applicant shall provide sufficient information to demonstrate technical fitness commensurate with the service proposed to be provided. Examples of such information which may be submitted include the following:

## EXHIBIT 8

Applicant's Information Demonstrating Financial Fitness (Includes: a Certificate of Insurance; a Balance Sheet YTD;

5-Year Financial Model; a letter of Good Standing from Applicant's Bank; a $\mathbf{\$ 5 0 , 0 0 0}$ Bank Promissory Note; and July \& August Bank Statements.) CERTIFICATE OF LIABILITY INSURANCE

THIS CERTIFICATEIS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES beLow. This certificate of insurance does not constitute a contract between the issuing insurer is), authorized REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.
IMPORTANT: If the certificate holder is an ADDITIONALINSURED, the policy(ies) must be endorsed. If SUBROGATIONIS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement (s).

```
prooucER
RCM&D INC/PHS
721113 P:(866)467-8730 F:(877)538-8526
PO BOX 29611
CHARLOTTE NC 28229
```


## INSURED

NRGING LLC
1775 WIEHLE AVE STE 310
wESTON VA 20190

COVERAGES
CERTIFICATE NUMBER:


THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD indicated. Notwithstanding any requirement, term or condition of any contract or other document with respect to which this certificate may be issued or may pertain. the insurance afforded by the policies described herein is subject to all the terms. EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.


## CERTIFICATE HOLDER

## THE PENNSYLVANIA PUBLIC

UTILITY COMMISSION
KEYSTONE BUILDING FL 2 RM N201
HARRISBURG, PA 17120

## CANCELLATION

Should any of the above described policies be cancelled before the expiration date thereof, notice will be DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

## authorized representative

Mar reacher

3:05 PM
09/24/10 sh Basis

NRGing, LLC
Balance Sheet
Feb 1, 2010 thru Sep 24, 2010

Sip 24, 10

## ASSETS

## Current Assets

 Checking/Savings First VirginiaTotal Checking/Savings
Total Current Assets
Other Assets Organizational Costs - Legal $\quad 7,255.74$ PreStart Up Costs
Total Other Assets
-.. $\frac{5,126.39}{12,382.13}$
TOTAL ASSETS
LIABILITIES \& EQUITY
Liabilities
Current Liabilities
Other Current Liabilities Line of Credit First Virgina Co Total Other Current Liabilities
$-\frac{10,000.00}{10,000.00}$
Total Current Liabilities
$-\frac{10,000.00}{10,000.00}$
Total Liabilities

## Equity

Equity - Callowtrill 500.00
Net Income
Total Equity
$-\frac{-155.08}{344.92}$

TOTAL LIABILITIES \& EQUITY
$=\underline{=}$

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Not income
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| 100.00 | 100.00 | 100.00 | 100.00 | 10000 | 100.00 | 100.00 | 100.00 | 100.00 , | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 10000 | 100.00 |
| 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 2000 | 20.00 |
| 1.120.00 | 120.00 | 120.00 | 120.00 | 1,120.00 | 120.00 | 120.00 | 120.00 | 120.00 | 120.00 | 1.120.00 | 12000 | 120.00 | 120.00 | 120.00 | 120.00 | 120.00 |
| 90.00 | 90.00 | 90.00 | 90.00 | 90.00 | 80.00 | 90.00 | 90.00 | 90.00 | 90.00 | 90.00 | 90.00 | 90.00 | 90.00 | 80.00 | 90.00 | 9000 |
| \$0.00 | 80.00 | 90.00 | 90.00 | 90.00 | 80.00 | 90.00 | 8000 | 90.00 | 90.00 | 90.00 | 90.00 | 90.00 | ${ }^{20.00}$ | 90.00 | 80.00 | 2000 |
| 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 2000 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 2000 | 2000 | 20.00 | 20.00 | 20.00 | 20.00 |
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| 2550.00 | 250.00 | 250.00 | 250.00 | 250.00 | 250.00 | 250.00 | 250.00 | 250.00 | 250.00 | 250.00 | 250.00 | 250.00 |
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| $1,550.00$ | 250.00 | 250.00 | 250.00 |  |  |  |  |  |  |  |  |  |
| 1,50000 | $1,500.00$ | $1,500.00$ | $1,500.00$ | 1.500 .00 | $1,500.00$ | 1.500 .00 | $1,500.00$ | $1,500.00$ | 1.50000 | $1,500.00$ | 1.500 .00 | 1.500 .00 |
| $1,500.00$ | $1,500.00$ | 1.500 .00 | 1.500 .00 |  |  |  |  |  |  |  |  |  |




| 20.00 | 20.00 | 20.00 | 20.00 | 2000 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 |
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| 34.89 | 34.99 | 34.99 | 34.99 | 34.99 | 34.99 | 34.88 | 489 | 34.99 | 34.99 | 34.98 | 34.88 | 34.98 | 34.98 | 34.98 | 34.99 | 99 |
| 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 5000 | 50.00 | 50.00 | 50.00 | 0.00 |
| 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 20000 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 20000 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 |
| 30489 | 30409 | 30499 | 304.99 | 304.89 | 304.89 | 304.00 | 30499 | 30489 | 304.99 | 304.98 | 304.98 | 304.08 | 30499 | 304.99 | 304.89 | 304.99 |
| 3.208.99 |  |  |  | .299.99 | 2999 | 29989 | 29989 | 29899 | 2289.98 | 299998 | 2999 | 29989 | 2999 | 29899 | 2.29898 |  |



| 15.00 | 15.00 | 15.00 | 1500 | 1500 | 15.00 | 15.00 | 1500 | 15.00 | 15.00 | 15.00 | 15.00 | 15.00 | 15.00 | 15.00 | 15.00 | 15.00 | 15.00 | 15.00 | 15.00 | 15.00 | 5500 | 45.00 | 15.00 |
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| 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 |
| 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 2000 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 2000 | 20.00 | 20.00 | 20.00 | 20.00 |
| 12000 | 120.00 | 120.00 | 120.00 | 120.00 | 120.00 | 120.00 | 120.00 | 120.00 | 120.00 | 120.00 | 120.00 | 12000 | 120.00 | 120.00 | 120.00 | 120.00 | 120.00 | 120.00 | 12000 | 120.00 | 120.00 | 120.00 | 120.00 |
| 90.00 | 90.00 | 90,00 | 00.00 | 20.00 | 90.00 | 80.00 | 80.00 | 90.00 | 90.00 | 90.00 | 90.00 | 80.00 | 90.00 | 9000 | 90.00 | 90.00 | 90.00 | 90.00 | 90.00 | 90.00 | 90.00 | 90.00 | 80.00 |
| 90.00 | 20.00 | 00.00 | 80.00 | ${ }^{00.00}$ | 90.00 | 8000 | 00.00 | 80.00 | 90.00 | 90.00 | 00.00 | 00.00 | 90.00 | 90.00 | 90.00 | 90.00 | 90.00 | 90.00 | 90.00 | 90.00 | 90.00 | 90.00 | 90.00 |
| 20.00 | 20.00 | 2000 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 2000 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 2000 | 20.00 | 20.00 | 20.00 |
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| 250.00 | 250.00 | 25000 | 250.00 | 250.00 | 250.00 | 25000 | 250.00 | 250.00 | 250.00 | 250.00 | 250.00 | 250.00 | 250.00 | 250.00 | 250.00 | 250.00 | 250.00 | 250.00 | 250.00 | 250.00 | 250.00 | 250.00 | 250.00 |
| 1.500.00 | 1.500.00 | 1,500.00 | 1.500.00 | 1.500.00 | 1,500.00 | 1,500.00 | 1,500.00 | 1.500 .00 | 1,500.00 | 1.500.00 | 1.500.00 | 1.500.00 | 1.500.00 | 1,500.00 | 1,500.00 | 1,500.00 | 1,500.00 | 1,500.00 | 1.500.00 | 1.500.00 | 1,500.00 | 1,500.00 | 1.500.00 |
| 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 |
| 34.99 | 34.59 | 34.98 | 34.88 | 34.98 | 34.89 | 34.99 | 34.89 | 34.99 | 34.99 | 34.99 | 34.99 | 34.99 | 34.99 | 34.99 | 34.99 | 34.99 | 34.99 | 34.99 | 34.89 | 34.89 | 34.99 | 34.89 | 34.89 |
| 50.00 | 50.00 | 50.00 | 5000 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 5000 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 |
| 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 20000 | 200.00 | 200.00 | 200.00 |
| 30409 | 304.00 | 304.00 | 30400 | 30480 | 304.09 | 304.99 | 304.90 | 304.98 | 304.99 | 30489 | 30409 | 30480 | 30480 | 30499 | 30489 | 30498 | 304.89 | 304.98 | 304.89 | 304.88 | 30489 | 304.99 | 304.89 |
| 2,29989 | 2.299.08 | 2.299.99 | 2,29989 | 2.29989 | 2.299.98 | 2.299.99 | 2.299.08 | 2,200.09 | 2,729.99 | 2,289.98 | 2.300.99 | 2,29999 | 2.301 .99 | 2.30298 | 2.299.98 | 2,303.98 | 2.299 .89 | 2.304 .89 | 2,305.99 | 2.299.99 | 2,306.99 | 2.290.98 | 2,307,99 |




| 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 000 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 8.333.33 | 8.333.33 | 8.339.33 | 8.333.33 | 8.333.33 | 8,333.33 | $8.333,33$ | 8,333.33 | 8.333.33 | 8.333.33 |
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| 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 000 | 0.00 | 000 | 0.00 | 0.0 | 0.00 | 0.00 | ${ }^{8}$, 3 | 8,333.33 | 8,333.33 | 8.33333 | 6.333.33 | 8.333 .33 | 8,333.33 | 8,333.33 | 33 | 8.333.33 |
| 0.00 | 0.00 | 000 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 000 | 0.00 | 8,333.33 | 8,333, 33 | 8,333.33 | 8.333.33 | 0,333 33 | 8.333.33 | 8.33333 | 8.333.33 | 0.333.33 | 0,333 33 |





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| 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 000 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 000 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 000 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 000 | 0.00 | 0.00 |
| 500.00 | 500.00 | 500.00 | 500.00 | 500.00 | 500.00 | 500.00 | 500.00 | 500.00 | 500.00 | 500.00 | 500.00 | 500.00 | 500.00 | 50000 | 500.00 | 50000 | 500.00 | 500.00 | 500.00 | 500.00 | 50000 | 500.00 | 500.00 |
| 350.00 | 350.00 | 350.00 | 350.00 | 000 | 50.00 | 35000 | 350.00 | 350.00 | 350.00 | 350.00 | 350.00 | 350.00 | 350.00 | 350.00 | 350.00 | 350.00 | 350.00 | 350.00 | 350.00 | 350.00 | 350.00 | 350.00 | 350.00 |
| 50.00 | 80.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 |
| 400.00 | 400.00 | 40000 | 400.00 | 400.00 | 400.00 | 400.00 | 400.00 | 400.00 | 400.00 | 400.00 | 400.00 | 400.00 | 400.00 | 400.00 | 400.00 | 400.00 | 400.00 | 400.00 | 400.00 | 400.00 | 400.00 | 400.00 | 400.00 |
| 900.00 | 900.00 | 900.00 | 800.00 | 800.00 | 900000 | 900.00 | 900.00 | 900.00 | 900.00 | 900.00 | 900.00 | 900.00 | 900.00 | 900.00 | 900.00 | 900.00 | 900.00 | 900.00 | 900.00 | 900.00 | 20000 | 900.00 | 900.00 |
| 20.899 .99 | 20,899.99 | 20.89989 | 20,899.99 | 20.899.89 | 20,889.09 | 20.899.99 | 20.899.99 | 20.89999 | 20.899.99 | 20,999.99 | 20,901.99 | 20.899.99 | 20.903.98 | 30.738 .32 | 30,733.32 | 30,741.32 | 30.733.32 | 30.74332 | 30.745 .32 | 30.733.32 | 30,747.32 | 30,733 32 | 30,74932 |
| 10.539.24 | -8,793.00 | 15.824.78 | 6.88578 | 8,018.02 | 14.848974 | -932.50 | 16.756.96 | -2.575.28 | -1.907.52 | 18,780.24 | 187.70 | 20.867.48 | 1.531 .22 | 3.88636 | 15.043.82 | 3.061.70 | 18,848.78 | 741.28 | 3,413.44 | 25.327.92 | 10.96840 | 29,904.58 | 11,791.06 |
| 10,539.24 | -8,703.00 | 15,624.76 | -6,885.78 | ¢,018.02 | 14,840.74 | .032.50 | 18.756.96 | 2.578.28 | -1,007.52 | 18,780.24 | 197.70 | 20,867.48 | 1,531.22 | 3,886.36 | 15,043.82 | -3.061.70 | 18,848.78 | 741.28 | 3,413.44 | 25,327.92 | 10,986.40 | 29,904.58 | 11,791.06 |





| 15.00 | 15.00 | 15.00 | 15.00 | 15.00 | 15.00 | 15.00 | 15.00 | 15.00 | 15.00 | 15.00 | 15.00 | 1500 | 15.00 | 15.00 | 15.00 | 15.00 | 15.00 | 15.00 | 15.00 | 15.00 | 15.00 | 15.00 |
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| 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 000 | 000 | 0.00 | 0.00 | 0.00 |
| 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 10000 | 100.00 |
| 2000 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 2000 | 20.00 | 20.00 | 20.00 | 20.00 | 2000 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 2000 |
| 120.00 | 120.00 | 120.00 | 120.00 | 120.00 | 120.00 | 12000 | 120.00 | 120.00 | 120.00 | 20.00 | 12000 | 120.00 | 120.00 | 120.00 | 120.00 | 120.00 | 120.00 | 12000 | 120.00 | 120.00 | 120.00 | 120.00 |
| 9000 | 8000 | 9000 | 90.00 | 90.00 | 80.00 | 00.00 | 9000 | 90.00 | 00.00 | 90.00 | 90.00 | 90.00 | 90.00 | 90.00 | 90.00 | 90.00 | 90.00 | 90.00 | 90.00 | 90.00 | 90.00 | 90.00 |
| 90.00 | 8000 | 9000 | 8000 | 90.00 | ${ }^{90.00}$ | ${ }^{90.00}$ | 90.00 | 1000 | 00.00 | 90.00 | 90.00 | 90.00 | 90.00 | 90.00 | 90.00 | 90.00 | 80.00 | 90.00 | 90.00 | 90.00 | 90.00 | 90.00 |
| 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 2000 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 2000 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 |
| 0.00 | 0.00 | 0.00 | 0.00 | 000 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 000 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 250.00 | 250.00 | 250.00 | 250.00 | 250.00 | 250.00 | 250.00 | 250.00 | 250.00 | 250.00 | 250.00 | 250.00 | 250.00 | 250.00 | 250.00 | 250.00 | 250.00 | 250.00 | 250.00 | 25000 | 250.00 | 250.00 | 250.00 |
| 250.00 | 250.00 | 250.00 | 250. | 000 | 25000 | 50.00 | 2500 | 250.00 | 250.00 | 250.00 | 250.00 | 25000 | 250.00 | 250.00 | 250.00 | 250.00 | 250.00 | 250.00 | 25000 | 250.00 | 250.0 | 250.00 |
| 1.500.00 | 1,500.00 | 1,500.00 | 1,500.00 | 1,500.00 | 1.500.00 | 1.500 .00 | 1,500.00 | 1,500.00 | 1,50000 | 1.500.00 | 1.500 .00 | 1,500.00 | 1,500.00 | 1,500.00 | 1.500.00 | 1.500.00 | 1,500.00 | 1,500.00 | 1.50000 | 1.50000 | 1.500 .00 | .500.00 |
| 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 2000 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 2000 | 20.00 | 20.00 | 20.00 | 20.00 | 2000 | 20.00 |
| 34.98 | 34.98 | 34.89 | 34.99 | 34.88 | 34.99 | 34.89 | 34.89 | 34.89 | 3499 | 34.99 | 34.98 | 34.99 | 34.99 | 34.99 | 34.99 | 34.98 | 34.98 | 34.99 | 34.99 | 34.99 | 34.99 | 34.98 |
| 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 5000 | 5000 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 |
| 20000 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 20000 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 |
| 304.09 | 304.98 | 304.89 | 304.99 | 304.00 | 304.09 | 30400 | 304.08 | 304.00 | 304.09 | 304.00 | 30408 | 304.00 | 304.89 | 304.99 | 304.99 | 30489 | 30489 | 304.89 | 30499 | 30499 | 30489 | 304.09 |
| 2,308.98 | 2.296.99 | 3098 | 2.299 .8 | 2.310.90 | 2,311.99 | 2.298 | 2,312 | 2.296.99 | 2,313. | 2,314.98 | , 290 | 2.315.99 | 2,299. | 2.316.99 | 2.317.89 | 2,299.99 | 2.318 | 2,299.93 | 2,319.99 | 2.320.98 | 2,299.99 | $2,321.89$ |

$\begin{array}{llllllllllllllllll}15,000.00 & 15,000.00 & 15,000.00 & 15,000.00 & 15,000.00 & 15.000 .00 & 15.000 .00 & 15.000 .00 & 15,000 & 150 & 15,000.00 & 15.000 .00 & 15,000.00 & 15,000.00 & 15,000.00 & 15,000.00 & 15,000.00 & 15.000 .00 \\ & 15.000 .00 & 15,000.00 & 15,000.00 & 15,000 & 150 & 15.000 .00 & 15,000.00\end{array}$ $\begin{array}{lllllllllllllllllll}15,000.00 & 15,000.00 & 15,00000 & 15,000.00 & 15,000.00 & 15,000.00 & 15,000.00 & 15,000.00 & 15.000 .00 & 15,000.00 & 15,000.00 & 15,000.00 & 15,00000 & 15.000 .00 & 15,000.00 & 15,000.00 & 15,000.00 & 15,000.00 & 15,000 \\ 000 & 15.000 .00 & 15,000.00 & 15,000.00 & 15,00000\end{array}$






| 000 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 000 | 000 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 500.00 | 500.00 | 500.00 | 500.00 | 50000 | 500.00 | 500.00 | 500.00 | 500.00 | 500.00 | 500.00 | 500.00 | 500.00 | 500.00 | 500.00 | 500.00 | 500.00 | 500.00 | 500.00 | 500.00 | 500.00 | 500.00 | 500.00 |
| 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 000 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 000 | 0.00 | 0.00 | 0.00 |
| 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 000 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 000 | 000 | 0.00 | 0.00 |
| 500.00 | 500.00 | 500.00 | 500.00 | 500.00 | 500.00 | 500.00 | 500.00 | 500.00 | 50000 | 500.00 | 500.00 | 500.00 | 500.00 | 50000 | 500.00 | 500.00 | 500.00 | 500.00 | 50000 | 500.00 | 500.00 | 500.00 |
| 350.00 | 350.00 | 350.00 | 350.00 | 350.00 | 350.00 | 350.00 | 350.00 | 350.00 | 350.00 | 350.00 | 350.00 | 350.00 | 350.00 | 350.00 | 350.00 | 350.00 | 350.00 | 350.00 | 350.00 | 350.00 | 350.00 | 350.00 |
| 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 5000 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 | 50.00 |
| 400.00 | 400.00 | 400.00 | 400.00 | 400.00 | 400.00 | 40000 | 400.00 | 400.00 | 400.00 | 400.00 | 40000 | 400.00 | 400.00 | 400.00 | 400.00 | 400.00 | 400.00 | 400.00 | 400.00 | 400.00 | 400.00 | 400.00 |
| 900.00 | 900.00 | 800.00 | 900.00 | 900.00 | 900.00 | 900.00 | 900.00 | 900.00 | 900.00 | 900000 | 900.00 | 900.00 | 800.00 | 900.00 | 900.00 | 900.00 | 900.00 | 900.00 | 90000 | 90000 | 900.00 | 900.00 |
| 30.751.32 | 30.733.32 | 30.753.32 | 30.733.32 | 30,755.32 | 30,757.32 | 30,733.32 | 30.759.32 | 30,733.32 | 30.761.32 | 30.763 .32 | 30,733.32 | 30,766.32 | 30.733.32 | 30.767.32 | 30,768.32 | 30,723.32 | 30,771.32 | 30,733,32 | 30.773.32 | 30,775.32 | 30.73332 | 30.777.32 |
| 33,691.54 | 15,612 02 | 21,24450 | 40,18888 | 22,069.16 | 43.969.84 | 25.886.12 | 28,544.30 | 50,472.78 | 36.097.26 | 55.019.44 | 36,951.92 | 58,822.40 | 40,756.89 | 46.375.36 | 65.297.54 | 47,238.02 | 89,100.50 | 51,04098 | 53.875 .18 | 75.575.64 | 61.270.12 | 80,150 30 |
| 33,691.54 | 15,612.02 | 21,24.50 | 40,188.es | 22,060.16 | 43,989.64 | 25,898.12 | 28,544.30 | 50,472.78 | 30,007.28 | 55.019 .44 | 36,951.92 | 58,822.40 | 40,756.83 | 46.375 .36 | 85,297.54 | 47,236.02 | 69,100.50 | 51,040.98 | 33.875.16 | 75,575.04 | 61.270 .12 | 80,150,30 |




| ar 14 | Apr-14 | ay-14 | nn-14 | mul-14 | U8.14 | Pp 14 | a-14 | Nov-14 | dee-14 | n-15 | eb. 15 | Mar-15 | Apr-15 | Sy-15 | \%n-15 | vil-15 | g. 15 | P-15 | ${ }_{\text {cta }}$ - 15 | Or-15 | ec. 15 |
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| 0.TS | 0.75 | 0.75 | 0.75 | 0.75 | 0.75 | 0.75 | 0.75 | 0.75 | 0.75 | 0.75 | 0.75 | 0.75 | 0.75 | 0.75 | 0.75 | 0.75 | 0.75 | 0.75 | 0.75 | 0.75 | 0.75 |
| 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 500 | 600 | 600 | 600 | ¢0 | 600 | 600 | 600 | 500 | 600 | 600 | 600 | 600 |
| 450 | 450 | 450 | 450 | 450 | 450 | 450 | 450 | 450 | 450 | 450 | 450 | 450 | aso | 450 | 450 | 450 | 450 | 450 | 450 | 450 | 450 |
| 18301.5 | 18751.5 | 19201.5 | 19651.5 | 20102.5 | 205515 | 21001.5 | 21451.5 | 2190.5 | 22351.5 | 22801.5 | 23251.5 | 23702.5 | 24151.5 | 24601.5 | 25051.5 | 25501.5 | 25951.5 | 26401.5 | 26881.5 | 27301.5 | 27751.5 |
| 0.112 | 0.112 | 0.112 | 0.112 | 0.112 | 0.112 | 0.112 | 0.112 | 0.112 | 0.112 | 0.112 | 0.112 | 0.112 | 0.112 | 0.112 | 0.112 | 0.112 | 0.112 | 0.112 | 0.112 | 0.112 | 0.112 |
| 2099.768 | 2100.168 | 2150.568 | 2200.968 | 2251.368 | 2301.768 | 2352.168 | 2402.568 | 2452.968 | 2503.368 | 2553.768 | 2604.168 | 2654.568 | 2784.968 | 2755.368 | 2855.768 | 2856.163 | 2506.568 | 2956.98 | 3007.368 | 3057.768 | 3108.168 |

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September 13, 2010
To Whom It May Concern

Re: NRGing, LLC d/b/a NetGain Energy Advisors<br>1775 Wiehle Avenue, Suite 310<br>Reston, Virginia 20190

## Dear Sir / Madam:

It is our pleasure to offer this letter of reference and good standing on behalf of our client NRGing, LLC. Although NRGing, LLC is a relatively new Company, we have worked with the principals, Peter Callowhill and James Larsen since the Bank's initial opening in 2007. When NRGing was in the formative stages, Peter and James met with us and told us about their new plans. The Bank was excited for them and totally supported the new venture. We established a working capital line of credit for the new Company and NRGing opened the operating depository account with the Bank.

Working with Peter and James over the past few years has given me the opportunity to learn and appreciate their commitment to excellence and high level of character. If you are fortunate enough to have the opportunity to work with them, we suggest you take it. These gentlemen have always done what they said they do, they are always responsive to inquiries and requests and they make things happen.

Feel free to contactmy office direct at 703-436-3806 if we can be of further assistance.

B. Todd Dempsey

Senior Vice President and
Chief Lending Officer

| $\begin{gathered} \text { Principal } \\ \$ 50,000.00 \end{gathered}$ | 0Loan Date <br> $06-23-2010$ | $\begin{gathered} \text { Maturity } \\ 03-30-2011 \end{gathered}$ | $\begin{aligned} & \text { Loan No } \\ & 7000104 \end{aligned}$ |  | Call / Coll 01 | Account | $\begin{aligned} & \text { Officer } \\ & \text { BTD } \end{aligned}$ | Initials |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| References in the boxes above are for Lender's use only and do not limit the applicability of this document to any particular loan or item. Any itern above containing "***" has been omitted due to text length limitations. |  |  |  |  |  |  |  |  |
| Borrower: | NRGing, LLC <br> 1775 Wiehte Avenue, Suite 310 <br> Reston, VA 20190 |  |  | Lender: | First Virginia Community Bank Fairfax <br> 11325 Random Hills Road, Suite 240 <br> Fairfax, VA 22030 |  |  |  |

## IMPORTANT NOTICE

THIS INSTRUMENT CONTAINS A CONFESSION OF JUDGMENT PROVISION WHICH CONSTITUTES A WAIVER OF IMPORTANT RIGHTS YOU may have as a debtor and allows the creditor to obtain a judgment against you without any further notice.

## Principal Amount: \$50,000.00

Date of Note: June 23, 2010
PROMISE TO PAY. NRGing, LLC ("Borrower") promises to pay to First Virginia Community Bank ("Lender"), or order, in lawful money of the United States of America, the principal amount of Fifty Thousand \& 00/100 Dollars $(\$ 50,000.00$ ) or so much as may be outstanding, together with interest on the unpaid outstanding principal balance of each advance. Interest shall be calculated from the date of each advance until repayment of each actvance.
PAYMENT. Borrower will pay this loan in one payment of all outstanding principal plus all accrued unpaid interest on March 30. 2011. In addition, Borrower will pay regular monthly payments of all accrued unpaid interest due as of each payment date, beginning July 23, 2010, with all subsequent interest payments to be due on the same day of each month after that. Unless otherwise agreed or required by applicable law, payments will be applied first to any accrued unpaid interest; then to principal; then to any late charges: and then to any unpaid collection costs. Borrower will pay Lender at Lender's address shown above or at such other place as Lender may designate in writing.
VARIABLE INTEREST RATE. The interest rete on this Note is subject to change from time to time based on changes in an independent index which is the Prime Rate as published in the "Money Rates" section of the Wall Street Journal (the "Index"). The Index is not necessarily the lowest rate charged by Lender on its loans. If the Index becomes unavailable during the term of this loan, Lender may designate a substitute index after notifying Borrower. Lender will tell Borrower the current Index rate upon Borrower's request. The interest rate change will not occur more often than each Day. Borrower understands that Lender may make loans based on other rates as well. The Index currently is $\mathbf{3 . 2 5 0} \%$ per annam. interest on the unpaid principal balance of this Note will be calculated as described in the "INTEREST CALCULATION METHOD" paragraph using a rate of 1.000 percentage point over the Index, rounded up to the nearest 0.125 percent, adjusted if necessary for any minimum and maximum rate limitations described below, resulting in an initial rate of $5.000 \%$ per annum based on a year of 360 days. NOTICE: Under no circumstances will the interest rate on this Note be less than $5.000 \%$ per annum or more than the maximum rate allowed by applicable law.

INTEREST CALCULATION METHOD. Interest on this Note is computed on a $365 / 360$ basis; that is, by applying the ratio of the interest rate over a year of 360 deys, multiplied by the outstanding principal balance, multiplied by the actual number of days the principal balance is outstanding. All interest payable under this Note is computed using this method.
PREPAYMENT. Borrower agrees that all loan fees and other prepaid finance charges are earned fully as of the date of the loan and will not be subject to refund upon early payment (whether voluntary or as a result of default), except as otherwise required by law. Except for the foregoing, Borrower may pay without penalty all or a portion of the amount owed earlier than it is due. Early payments will not, unless agreed to by Lender in writing, relieve Borrower of Borrower's obligation to continue to make payments of accrued unpaid interest. Rather, early payments will reduce the principal balance due. Borrower agrees not to send Lender payments marked "paid in full", "without recourse", or similar language. If Borrower sends such a payment, Lender may accept it without losing any of Lender's rights under this Note, and Borrower will remain obligated to pay any further amount owed to Lender. All written communications concerning disputed amounts, including any check or other payment instrument that indicates that the payment constitutes "payment in full" of the amount owed or that is tendered with other conditions or limitations or as full satisfaction of a disputed amount must be mailed or delivered to: First Virginia Community Bank, 11325 Random Hills Road Fairfax, VA 22030.
LATE CHARGE. If a payment is 7 days or more late, Borrower will be charged $5.000 \%$ of the unpaid portion of the regularly scheduled payment.
INTEREST AFTER DEFAULT. Upon default, including failure to pay upon final maturity, the interest rate on this Note shall be increased by adding an additional 4.000 percentage point margin ("Defaut Rate Margin"). The Default Rate Margin shall also apply to each succeeding interest rate change that would have applied had there been no default. However, in no event will the interest rate exceed the maximum interest rate limitations under applicable law.
DEFAULT. Each of the following shall constitute an event of default ("Event of Default") under this Note:
Payment Defautt. Borrower fails to make any payment when due under this Note.
Other Defaults. Borrower fails to comply with or to perform any other term, obligation, covenant or condition contained in this Note or in any of the related documents or to comply with or to perform any term, obligation, covenant or condition contained in any other agreament between Lender and Borrower.

Default in Favor of Third Parties. Borrowar or any Grantor defaults under any loan, extension of credit, security agreament, purchase or sales agreement, or any other agreement, in favor of any other creditor or person that may materially affect any of Borrower's property or Borrower's ability to repay this Note or perform Borrower's obligations under this Note or any of the related documents.
False Statements. Any warranty, representation or statement made or furnished to Lender by Borrower or on Borrower's behalf under this Note-or-the-retated-documents-is-false-or-misleading-in-any-material-respect; either-now or at-the-time made-or furnished-or becomes falseor misleading at any time thereafter.

Death or Insolvency. The dissolution or termination of Borrower's existence as a going business or the death of any member, or a trustee or receiver is appointed for Borrower or for all or a substantial portion of the assets of Borrower, or Borrower makes a general assignment for the benefit of Borrower's creditors, or Borrower tiles for bankruptcy, or an involuntary bankruptcy petition is filed against Borrower and such involuntary petition remains undismissed for sixty (60) days.
Creditor or Forfeiture Proceedings. Commencement of foreclosure or forfeiture proceedings, whether by judicial proceeding, self-help,
repossession or any other method, by any creditor of Borrower or by any governmental agency against any collateral securing the loan. This includes a garnishment of any of Borrower's accounts, including deposit accounts, with Lender. However, this Event of Default shall not apply if there is a good faith dispute by Borrower as to the validity or reasonableness of the claim which is the basis of the creditor or forfeiture proceeding and if Borrower gives Lender written notice of the creditor or forfeiture proceeding and deposits with Lender monies or a surety band for the creditor or forfeiture proceeding, in an amount determined by Lender, in its sole discretion, as being an adequate reserve or bond for the dispute.
Events Affecting Guarantor. Any of the preceding events occurs with respect to any Guarantor of any of the indebtedness or any Guarantor dies or becomes incompetent, or revokes or disputes the validity of, or liability under, any guaranty of the indebtedness evidenced by this Note.
Adverse Change. A material adverse change occurs in Borrower's financial condition, or Lender believes the prospect of payment or performance of this Note is impaired.
Insecurity. Lender in good falth believes itself insecure.
LENDER'S RIGHTS. Upon default, Lender may declare the entire ungaid princlpal balance under this Note and all accrued unpaid interest, together with all other applicable fees, costs and charges, if any, immediately due and payable, and then Borrower will pay that amount.
ATTORNEYS' FEES; EXPENSES. Subject to any limits under applicable law, upon default, Borrower agrees to pay Lender's attorneys' fees equal to $20.000 \%$ of the principal balance due on the loan and all of Lender's other collection expenses, whether or not there is a lawsuit, including without limitation legal expenses for bankruptcy proceedings.
JURY WAIVER. Lender and Borrower hereby waive the right to any jury trial in any action, proceeding, or counterclaim brought by either Lender or Borrower against the other.

GOVERNING LAW. This Note will be governed by federal law applicable to Lender and, to the extent not preempted by federal law, the laws of the Commonwealth of Virginia without regard to its conflicts of law provisions. This Note has been accepted by Lender in the Commonwealth of Virginia.
CHOICE OF VENUE. If there is a lawsuit, Borrower agrees upon Lender's request to submit to the jurisdiction of the applicable courts for Fairfax County, Commonwealth of Virginia.
CONFESSION OF NUGMENT. Upon a default in payment of this Note at maturity, whether by acceleration or otherwise, Borrower hereby irrevocably authorizes and empowers Neil Title or B. Todd Dempsey as Borrower's attorney-in-fact to appear in the Fairfax County or Arlington County clerk's office and to confess judgment against Borrower for the unpaid amount of this Note as evidenced by an affidavit signed by an officer of Lender setting forth the amount then due, attorneys' fees plus costs of suit, and to release all errors, and waive all rights of appeal. If a copy of this Note, verified by en affidavit, shall have been filed in the proceeding, it will not be necessary to file the original as a warrant of attorney. Borrower waives the right to any stay of execution and the benefit of all exemptlon laws now or hereafter in effect. No single exercise of the foregoing warrant and power to confess judgment will be deemed to exhaust the power, whether or not any such exercise shall be held by any court to be invalid, voidable, or void; but the power will continue undiminished and may be exercised from time to time as lender may elect until all amounts owing on this Note have been paid in full.
DISHONORED ITEM FEE. Borrower will pay a fee to Lender of $\$ 30.00$ if Borrower makes a payment on Borrower's loan and the check or preauthorized charge with which Borrower pays is later dishonored.
RIGHT OF SETOFF. To the extent permitted by applicable law, Lender reserves a right of setoff in all Borrower's accounts with Lender lwhether checking, savings, or some other account). This includes all accounts Borrower holds jointly with someone else and all accounts Borrower may open in the future. However, this does not include any IRA or Keogh accounts, or any trust accounts for which setoff would be prohibited by law. Borrower buthorizes Lender, to the extent permitted by applicable law, to charge or setoff all sums owing on the debt against any and all such accounts, end, at Lender's option, to administratively freeze all such accounts to allow Lender to protect Lender's charge and setoff rights provided in this paragraph.
LINE OF CREDIT. This Note evidences a revolving line of credit. Advances under this Note may be requested either orally or in writing by Borrower or as provided in this paragraph. All oral requests shall be confirmed in writing on the day of the request, on forms acceptable to Lender. All communications, instructions, or directions by telephone or otherwise to Lender are to be directed to Lender's office shown above. The following person or persons are authorized to request advances and authorize payments under the line of credit until Lender receives from Borrower, at Lender's address shown above, written notice of revocation of such authority: Pater B. Callowhill, James E. Larsen or Stephen J. Murphy. Borrower agrees to be liable for all sums either: (A) advanced in accordance with the instructions of an authorized person or (B) credited to any of Borrower's accounts with Lender. The unpaid principal balance owing on this Note at any time may be evidenced by endorsements on this Note or by Lender's internal records, including daily computer print-outs.
SUCCESSOR INTERESTS. The terms of this Note shall be binding upon Borrower, and upon Borrower's heirs, personal representatives, successors and assigns, and shall inure to the benefit of Lender and its successors and assigns.
NOTIFY US OF INACCURATE INFORMATION WE REPORT TO CONSUMER REPORTING AGENCIES. Please notify us if we report any inaccurate information about your account(s) to a consumer reporting agency. Your written notice describing the specific inaccuracylies) should be sent to us at the following address: First Virginia Community Bank 11325 Random Hills Road Fairfax, VA 22030.
GENERAL PROVISIONS. If any part of this Note cannot be enforced, this fact will not affect the rest of the Note. Lender may delay or forgo enforcing any of its rights or remedies under this Note without losing them. Borrower and any other person who signs, guarantees or endorses this Note, to the extent allowed by law, waive presentment, demand for payment, and notice of dishonor. Upon any change in the terms of this Note, and unless otherwise expressly stated in writing, no party who signs this Note, whether as maker, guarantor, accommodation maker or endorser, shall be released from liability. All such parties agree that Lender may renew or extend (repeatedly and for any length of time) this loan or ralease any party or guarantor or collateral; or impair, fail to realize upon or perfect Lender's security interest in the colleteral; and take any other action deemed necessary by Lender without the consent of or notice to anyone. All such parties also agree that Lender may modify this loan without the consent of or notice to anyone other than the party with whom the modification is made.

prior to signing this note, borrower read and understood all the provisions of this note, including the variable INTEREST RATE PROVISIONS. BORROWER AGREES TO THE TERMS OF THE NOTE.
BORROWER ACKNOWLEDGES RECEIPT OF A COMPLETED COPY OF THIS PROMISSORY NOTE.
this note is given under seal and it is intended that this note is and shall constitute and have the effect of a SEALED INSTRUMENT ACCORDING TO LAW.

BORROWER:

(Seal)
LLC


NRGing, LLC 1414 N. Meade Street Arlington, VA 22209

| Page Number | 1 of 2 |
| :--- | ---: |
| Account Number: | 206441 |
| Date | $08 / 31 / 10$ |
| Enclosures | 7 |

## Summary of Activity Since Your Last Statement



Transaction Detail
Date Description

Amount
DEPOSITS/CREDITS/INTEREST-PAID
8/12 Advance from LOC\#7000104 per request 5,000.00

CHECRS PAID/DEBITS/CBARGES
$8 / 16110$ Check 400.00
$8 / 16 \quad 111$ Check 400.00
$8 / 23112$ Check 18.75
$8 / 23 \quad 107$ Check 425.00
$8 / 24109$ Check 140.00
$8 / 25114$ Check 200.00
8/27 113 Check 1,013.00

Checks in Serial Number Order

| Date | Check No | Amount | Date | Check No | Amount: | Date | Check No | Amount |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 8/23 | 107 | 425.00 | 8/16 | 111 | 400.00 | 8/25 | 114 | 200.00 |
| 8/24 | 109* | 140.00 | 8/23 | 112 | 18.75 |  |  |  |
| $8 / 16$ |  | $400.00$ | $8 / 27$ | 113 | 1,013.00 |  |  |  |
| (* indicates a break in check number sequence) |  |  |  |  |  |  |  |  |
| Daily Balance |  |  |  |  |  |  |  |  |
| Date | Amount |  | Date |  |  | Date | Amount |  |
| 7/30 | 2,823.73 |  | 8/23 | 6,5 |  | 8/27 | 5,226.98 |  |
| 8/12 | 7,823.73 |  | 8/24 | 6,4 |  |  |  |  |
| 8/16 | 7,023.73 |  | 8/25 | 6,2 |  |  |  |  |


| Page Number | 1 of 2 |
| :--- | ---: |
| Account Number: | 206441 |
| Date | $07 / 30 / 10$ |
| Enclosures | 3 |

First Business Checking
206441

## Summary of Activity Since Your Last Statement

| BALANCE FORWARD FROM 06/30/10 | 500.00 |
| :---: | :---: |
| 1 DEPOSITS/CREDITS | 5,000.00+ |
| 4 WITGDRAWALS/DEBITS | 2,676.27- |
| 0 bank cearges. | . 00 - |
| ending balance as of 07/30/10 | 2,823.73 |

## Transaction Detail



Checks in Serial Number Order

| Date | Check No | Amount | Date | Check No | Amount | Date | Check No | Amount |
| :--- | :---: | :---: | :---: | :---: | ---: | ---: | ---: | ---: |
| $7 / 19$ | 101 | 100.00 | $7 / 30$ | $104 *$ | $1,266.67$ | $7 / 19$ | 105 | $1,099.60$ |
| (* indicates a break in check number sequence) |  |  |  |  |  |  |  |  |

## Daily Balance

| Date | Amount | Date | Amount | Date | Amount |
| :--- | ---: | ---: | ---: | ---: | ---: |
| $6 / 30$ | 500.00 | $7 / 15$ | $5,290.00$ | $7 / 30$ | $2,823.73$ |
| $7 / 13$ | $5,500.00$ | $7 / 19$ | $4,090.40$ |  |  |

## EXHIBIT 9

## Applicant's Chief Officers and Resumes

## EXHIBIT 9

## Applicant's Chief Officers and Resumes

NRGing, LLC d/b/a NetGain Energy Advisors is 100\% owned by Peter Callowhill (50\%) and James Larsen (50\%).

## Peter Callowhill, Co-founder, Manager and CEO

With more than 30 years of business experience in the utility and tech sectors, Peter Callowhill provides strategic direction for the Company. Mr. Callowhill also oversees partner relationships to ensure customers are provided with the highest value.

Mr. Callowhill owns more than three decades of experience in the telecommunications industry, including the establishment of six Washington, D.C./Baltimore Metro areabased telecommunications firms between 1993 and 2010.

Prior to leading NRGing, LLC d/b/a NetGain Energy Advisors, Mr. Callowhill cofounded NetGain Communications, Inc (hereafter NetGain Communications). The Company assisted commercial and industrial clients with an understanding of their options for different voice, data and internet services.

NetGain Communications revenues exceeded $\$ 2.4$ million in 2009 and had $300+$ clients. In May of 2010, NetGain Communications merged its client base into another Northern Pennsylvania telecom brokerage, Association Research Group, Inc (ARG).

Prior to co-founding NetGain Communications, Mr. Callowhill co-founded Net2000 Communications, Inc. (hereafter Net2000), a telecom brokerage from 2003-2008. In 1999 Net2000 became a facilities-based competitive local exchange carrier (CLEC).

At Net2000, Mr. Callowhill held varying management roles over a period of eight years, including Senior Vice President of Sales, and he played a leading role in the successful creation and execution of the firm's business strategy, driving revenues to more than $\$ 110$ million and assisting in securing more than 3,000 clients.

Mr. Callowhill also established other Washington, D.C./Baltimore Metro area firms including N2N Communications, Inc., a regional Internet Service Provider (ISP), and InterPeer, Inc, a Web Hosting service. Mr. Callowhill served as President for both companies which, through a series of acquisitions, are now components of Verio, an NTT Communications Company and national Tier 1 ISP.

Additionally, Mr. Callowhill co-founded Fastraktion, LLC, a regional venture capital firm focused on providing seed capital to start-up telecommunications firms in the Washington, D.C. area.

Earlier in his career, Mr. Callowhill held sales and sales management positions of increasing responsibility for Nortel Networks (formerly Northern Telecom), Verizon (formerly Bell Atlantic), and Motorola.

Mr. Callowhill earned a B.S. degree in biology from the College of William and Mary in Williamsburg, Pennsylvania.

## James Larsen, Co-founder, Manager and President

Mr. Larsen has responsibility for managing business operations, sales, solution development, information technology, and finance at NRGing, LLC d/b/a NetGain Energy Advisors. Mr. Larsen has spent his entire 19-year career providing telecommunications and IT services for businesses in the Washington, D.C./Baltimore Metro area.

Prior to co-founding NRGing, LLC d/b/a NetGain Energy Advisors, Mr. Larsen cofounded NetGain Communications and served as the Chief Operating Officer.

Prior to co-founding NetGain Communications, Mr. Larsen spent two years with Net2000 Communications, last serving as the General Manager of Wholesale and Carrier Services. Mr. Larsen led the development of several network services products that enhanced Net2000's wholesale offerings and, under his leadership, the division grew revenues to over $\$ 15$ million in annual revenue.

Mr. Larsen spent five years at American Management Systems (AMS), an international business and technology consulting firm headquartered in Fairfax, VA. Mr. Larsen last served as Sr. Manager, responsible for developing the business strategy and managing an organization focused on marketing and developing data conversion services and software for clients in the state and local government and telecommunications marketplace.

At Software AG, an international software development firm, Mr. Larsen was a Senior Software Developer. In this role, he trained clients around the world on techniques for developing software applications using the firm's proprietary programming language and database tools. Mr. Larsen also served in various IT and sales positions at Sprint International and Intermedia Communications.

Mr. Larsen earned a B.B.A. degree in Computer Information Systems and Management from James Madison University in Harrisonburg, Pennsylvania.

- The identity of the Applicant's officers directly responsible for operations, including names and their professional resumes.

See Exhibit 10 immediately following this page. (The two Managers and Officers of the Applicant detailed in Exhibit 9, are also directly responsible for the operations of the company.)

- Proposed staffing and employee training commitments

The two Managers and Officers of the Applicant detailed in Exhibit 9 constitute the full company at the time of this filing. A third individual is being considered to build a consulting practice.

- Business plans

See Exhibit 11 immediately following this page (and Exhibit 10).

- Documentation of membership in ECAR, MAAC or other regional reliability councils shall be submitted if applicable to the scope and nature of the applicant's proposed services.


## Not Applicable.

- An affidavit stating that you will adhere to the reliability protocols of the North American Electric Reliability Council, the appropriate regional reliability council(s), and the Commission, and that you agree to comply with the operational requirements of the control area(s) within which you provide retail service.

Applicant attests that it will adhere to the reliability protocols of the North American Electric Reliability Council, the appropriate regional reliability council(s), and the Commission, and that it agrees to comply with the operational requirements of the control area(s) within which it will provide retail service.
21. 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. Section 2809(D). Transferee will be required to file the appropriate licensing application.

Applicant understands and agrees.
22. ASSESSMENT: The Applicant acknowedges that Title 66, Chapter 5, Section 510 grants to the Commission the right to make assessments to recover regulatory expenses and that as a supplier of electricity or an electric generation supplier it will be assessed under that section of the Pennsylvania Code. The Applicant also acknowledges that the continuation of its license as a supplier of electricity or an electric generation supplier will be dependent upon the payment of all prior years assessments.

## Applicant understands and agrees.

23. UNIFORM 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.

Applicant agrees to conform to any Uniform Standards of Conduct and Disclosure as set forth by the Commission.
24. REPORTING REQUIREMENTS: Applicant agrees to provide the following information to the Commission or the Department of Revenue, as appropriate:
a. Reports of Gross Receipts: Applicant shall report its Pennsylvania intrastate gross receipts to the Commission on a quarterly and year to date basis no later than 30 days following the end of the quarter.

Applicant understands and will comply as applicable.

## EXHIBIT 10

## Applicant's Statement of Technical Fitness

## EXHIBIT 10

## Statement Of Technical Fitness

NRGing, LLC d/b/a NetGain Energy Advisors is an independent, start-up energy broker and consultant which will assist non-residential customers in the procurement of electric and natural gas supplies. The founding partners of NRGing, LLC d/b/a NetGain Energy Advisors have a combined thirty (30) years in the provision of competitive telecom services to commercial and industrial clients, and will bring this expertise to the procurement of energy supply.

NRGing, LLC d/b/a NetGain Energy Advisors will offer non-residential customers electric and natural gas aggregation, brokering and consulting services to aid them in their choice of a supplier(s). NRGing, LLC d/b/a NetGain Energy Advisors will not serve residential customers.

NRGing, LLC d/b/a NetGain Energy Advisors will not take title to the electric nor the natural gas, and will be solely compensated by the respective supplier or through a revenue share agreement with other brokers licensed in Pennsylvania. NRGing, LLC $\mathrm{d} / \mathrm{b} / \mathrm{a}$ NetGain Energy Advisors believes that it will be in the best interest of clients for the Company to forge partnerships with other seasoned and licensed Pennsylvania brokers in the initial stages of the Company's business development. Typically these partner relationships will have a defined percentage split of the compensation paid by the electric and/or natural gas suppliers that are represented. The percentage splits will be determined by the level of involvement with the client of each party.

In discussions with prospective clients it is NRGing, LLC d/b/a NetGain Energy Advisors' full intent to share with the prospective client the fact that the Company will receive remuneration from the supplier (or other partner licensed broker) they select from the recommendations that have been made. NRGing, LLC d/b/a NetGain Energy Advisors will define for the prospective client that the Company is itself a licensed broker and as such works with a number of electric and natural gas suppliers and partner licensed brokers to market their solutions.

NRGing, LLC d/b/a NetGain Energy Advisors will solicit Pennsylvania customers through the direct sales initiatives of both Peter Callowhill and James Larsen. Mr. Callowhill and Mr. Larsen have developed many business relationships directly with enduser commercial and industrial clients and will communicate directly with contacts within those companies. In addition, Mr. Callowhill and Mr. Larsen will develop partnership relationships with companies that assist clients with their power systems requirements, energy rate and bill audit requirements and, energy conservation initiatives. NRGing, LLC d/b/a NetGain Energy Advisors will be introduced to potential clients through these partnership relationships.

At a high level, NRGing, LLC d/b/a NetGain Energy Advisors will evaluate a customer's energy usage, obtain and evaluate supply offers and prices, review the best product type (e.g. variable, fixed, indexed or hybrid) to meet a client's needs, and recommend supply options to the customer that meets the customer's needs for budgetary control, risk tolerance, and energy portfolio diversity.

At a detailed level, NRGing, LLC d/b/a NetGain Energy Advisors' standard operating practice will be:

- Meet face-to-face with its clients,
- Discuss the client's current and future requirements,
- Secure a signed Letter of Agency (LOA),
- Review client's usage data for all pertinent location(s),
- Prepare a summary of the relevant information that had been gleaned from the client's usage and discussions,
- Secure supplier offers and prices for the required service and location(s),
- Create a written proposal that reviews the best product type (e.g. variable, fixed, indexed or hybrid) to meet a client's needs,
- Assist the client in understanding the pros and cons of each option (if applicable),
- Provide guidance as to the supply option that meets the customer's needs for budgetary control, risk tolerance, and energy portfolio diversity solution(s) deemed to be the best choice,
- Serve as both a resource and point of escalation for subsequent communications with the selected supplier.


## EXHIBIT 11

## Applicant's Business Plan

# BUSINESS STRATEGY AND PLAN 2010 

Emerging Energy Solutions

## CORPORATE STRATEGY

## Develop a Rock Solid Plan

$>$ Initial funding by founders
$>$ Build seasoned management team
$>$ Immediately focus on revenue production
$>$ Follow conservative, managed growth path
$>$ Design short path to profitability
$>$ Minimize capital risk
$>$ Pursue established and large market

## Implement Best Practices

$>$ Focus on energy-intensive mid-market commercial and industrial accounts
$>$ Provide direct consultative sales support

- Face-to-face meetings held at customer premises
- Collect Letter of Authorization (Agency?)
- Provide clients with free reviews
- Present solutions with overall analysis
$>$ Capitalize on business $\&$ industry contacts
- Present solutions with overall analysis
$>$ Secure bank revolving line of credit prior to actual capital requirement


## Implement Best Practices (cont.)

> Build annuity-based business model
$>$ Develop portfolio of quality supplier and partner relationships
$>$ Avoid dependence on single supplier or partner
> Provide customers with real choice
$>$ Focus on automation from inception
$>$ Closely monitor revenue to expense (R/E)

## Market Changes Breed Opportunity

$>$ Ever-changing energy landscape

- Deregulation \& regulatory issues continue
- Markets and pricing continuously changes
$>$ Confusion
- Small staffs/scarce resources
$>$ Huge customer need for assistance
- Trusted advisor
- Clarity


## BUSINESS STRATEGY

## Business Strategy

$>$ Provide consultative solutions to businesses

- Face-to-face representation
$>$ Provide portfolio of supplier and partner services
- Offer best-of-breed suppliers and partners
$>$ Build a profitable annuity revenue stream
> Capitalize on extensive sales \& management experience
- Co-founders strong history of client acquisition


## Competitive Advantage

$>$ Neutrality

- Unbiased \& objective solutions
$>$ Supplier selection
$>$ Pricing acumen and flexibility
$>$ Experience, knowledge \& customer service focus
$>$ Strategic partnerships
$>$ Ability to scale based on automation of back-office


## Conclusion

$>$ Strategic focus on energy-intensive, mid-market commercial and industrial clients
> Proven sales \& marketing success with substantial market opportunity
$>$ Proven \& committed management team
> Superior customer service

## SALES STRATEGY

## Market Advantages

> Specialized energy brokerage

- Industrial
- Commercial
$>$ Current on changing market conditions
$>$ No-obligation consultation
- Review your energy profile
- Recommend solutions
$>$ Produce cost saving solutions specific for your organizations needs
- Budget control
- Risk tolerance
- Portfolio diversity


## It's Your Choice

$>13$ states and DC have "deregulated" both their electric and gas markets
$>$ End users have ability to choose their supplier
$>$ Multiple high quality suppliers want your business
> Power solutions suppliers provide equipment and service options for your facility
$>$ A variety of products and plans exist

## How We Help

> Draw upon the latest data

- Market research
- Daily pricing
- Knowledge of supplier contracts
$>$ Introduction to key industry partners
$>$ Review client support services


## Competitive Services

$>$ Electricity \& Gas Supply Side Services
$>$ Electricity Demand Side Management
> Market Based Rates
$>$ Reduced Cost of Service Goal
$\rightarrow$ Economic Demand Response
> Protection Against Price Volatility

## Business Methodology

$>$ Evaluate

- Your consumption, pricing, and supply contracts
> Assess
- Your financial policies and risk tolerance
> Analyze
- Various supplier options
> Recommend
- Services that meet your needs


## Business Methodology (cont.)

$>$ Negotiate

- A competitive energy supply contract
$\rightarrow$ Ensure
- The solution is properly implemented
> Manage
- Your solution against changing energy markets
> Monitor
- Consumption for energy reduction opportunities, operational efficiency, and energy savings sustainability


## CURRENT FINANCIALS

## Current Financials

$>\$ 50 \mathrm{~K}$ of Bank Revolving Line of Credit Available

- First Virginia Community bank
$>$ Debt Free


## SUMMARY

## About Us

$>$ Decades of utility experience
$>$ History of success

- Creative solutions
- Innovative products
$>$ Commercial and industrial business expertise
$>$ Mission: deliver effective customer choice in energy procurement


## APPLICATION OF NRGing, LLC d/b/a NETGAIN ENERGY ADVISORS

b. The Treasurer or other appropriate officer of Applicant shall transmit to the Department of Revenue by March 15, an annual report, and under oath or affirmation, of the amount of gross receipts received by Applicant during the prior calendar year.

Applicant understands and will comply as applicable.
c. Applicant shall report to the Commission the following information on an annual basis:

- the percentages of total electricity supplied by each fuel source

Applicant will be required to meet periodic reporting requirements as may be issued by the Commission to fulfill the Commission's duty under Chapter 28 pertaining to reliability and to inform the Governor and Legislature of the progress of the transition to a fully competitive electric market.

Applicant understands and will comply as applicable.
25. FURTHER DEVELOPMENTS: Applicant is under a continuing obligation to amend its application if substantial changes occur in the information upon which the Commission relied in approving the original filing.

Applicant understands and will comply as applicable.
26. FALSIFICATION: The Applicant understands that the making of false statements) 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. $\S \$ 4903$ and 4904 , relating to perjury and falsification in official matters.

## Applicant understands and agrees.

FEE: The Applicant has enclosed the required initial licensing fee of $\$ 350.00$ payable to the Commonwealth of Pennsylvania.


Title:Manager and CEO

## EXHIBIT 12

## Applicant's Signed and Notarized Affidavits

## AFFIDAVIT

[Commonwealth/State] of Virginia :

SS.
County of Fairfax :
Peter Callowhill, Affiant, being duly [sworn/affirmed] according to law, deposes and says that:
[He/she is the Manager and CEO (Office of Affiant) of NRGing, LLC d/b/a NetGain Energy Advisors (Name Applicant);]
[That he/she is authorized to and does make this affidavit for said Applicant;]


#### Abstract

That NRGing, LLC d/b/a NetGain Energy Advisors, the Applicant herein, acknowledges that [Applicant] 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 NRGing, LLC d/b/a NetGain Energy Advisors, the Applicant herein, asserts that [he/she/it] possesses the requisite technical, managerial, and financial fitness to render electric 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 NRGing, LLC d/b/a NetGain Energy Advisors, 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 28 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 Gross Receipts and power sales for ultimate consumption, for the previous year or as otherwise required by the Commission. The Applicant also acknowledges that it is subject to $66 \mathrm{~Pa} . \mathrm{C} . \mathrm{S} . \S 506$ (relating to the inspection of facilities and records).

As provided by 66 Pa C.S. $\S 2810$ (C)(6)(iv), 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 NRGing, LLC d/b/a NetGain Energy Advisors, the Applicant herein, acknowledges that it has a statutory obligation to conform with 66 Pa . C.S. $\S 506, \S 2807$ (C) $, \S 2807(\mathrm{D})(2), \S 2809(\mathrm{~B})$ 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 Bureau of Public Liaison 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.


Sworn and subscribed before me this 23 day of fiptermber, 1910 .


My commission expires

[Commonwealth/State] of Virginia :

## County of Fairfax

Peter Callowhill, Affiant, being duly [sworn/affirmed] according to law, deposes and says that:
[He/she is the Manager and CEO (Office of Affiant) of NRGing, LLC d/b/a NetGain Energy Advisors (Name of Appli
[That he/she is authorized to and does make this affidavit for said Applicant;]

That NRGing, LLC d/b/a NetGain Energy Advisors, the Applicant herein certifies that it has caused the notice of the filing of its electric generation license application to be published in the following newspapers on
the week of October $3^{\text {rd }}, \mathbf{2 0 1 0 :}$
(date)

A copy of the notice as it appeared in each of the above newspapers is attached. Noted on each copy is the newspaper section (name, number or letter), if applicable, and the page number on which the notice appeared.

A copy (noting the newspaper name and section name, number or letter) will be supplied subsequent to publishing.

That NRGing, LLC d/b/a NetGain Energy Advisors, the Applicant will submit to the Commission the proof of publication from each newspaper in which notice of the application filing was published as soon as it is available.

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

$\qquad$ day of fyotember, 122010


## AFFIDAVIT

[Commonwealth/State] of Virginia :

SS.

## County of Fairfax

 :Peter Callowhill, Affiant, being duly [sworn/affirmed] according to law, deposes and says that:
[He/she is the Manager and CEO (Office of Affiant) of NRGing, LLC d/b/a NetGain Energy Advisors (Name of Appli
[That he/she is authorized to and does make this affidavit for said Applicant;]
That the Applicant herein NRGing, LLC d/b/a NetGain Energy Advisors has the burden of producing information and supporting documentation demonstrating its technical and financial fitness to be licensed as an electric generation supplier pursuant to 66 Pa . C.S. § 2809 (B).

That the Applicant herein NRGing, LLC d/b/a NetGain Energy Advisors has answered the questions on the application correctly, truthfully, and completely and provided supporting documentation as required.

That the Applicant herein NRGing, LLC d/b/a NetGain Energy Advisors 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 NRGing, LLC d/b/a NetGain Energy Advisors 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/her knowledge, information, and belief, and that he/she expects said Applicant to be able to prove the same at hearing.

$\qquad$ day of Septemfox 49


## APPENDIX A

Applicant has submitted a $\$ 10,000.00$ bond original and two copies to the Office of the Secretary, Pa. Public Utility Commission, P.O. Box 3265, Harrisburg, PA 17105-3265.

License Item Number 18, Page 7<br>Page 1 of 2<br>\section*{Electric Generation Supplier License Bonds}

Bonds submitted in order to satisfy the licensing process must comply with the following:
The bond in the amount of $\$ 250,000$ should name the Pennsylvania Public Utility Commission as the obligee or beneficiary, and should contain the following language:

This bond is written in accordance with Section 2809(c)(1)(i) of the Public Utility Code, 66 Pa. C.S. $\S 2809$ (c)(1)(i), to assure compliance with applicable provisions of the Public Utility Code, 66 Pa. C.S. $\S \$ 101$, et seq., and the rules and regulations of the Pennsylvania Public Utility Commission by the Principle as a licensed electric generation supplier; to ensure the payment of Gross Receipts Tax as required by Section 2810 of the Public Utility Code, 66 Pa. C.S. $\S 2810$; and to ensure the supply of electricity at retail in accordance with contracts, agreements or arrangements. Payment of claims shall have the following priority: (i) The Commonwealth; (ii) Electric Distribution Companies for the reimbursement of Gross Receipts Tax; and (iii) Private individuals. Proceeds of the bond may not be used to pay any penalties or fines levied against the Principal for violations of the law, or for payment of any other tax obligations owed to the Commonwealth.

The original and two copies of the bond must be submitted to the Office of the Secretary, Pa. Public Utility Commission, P.O. Box 3265, Harrisburg, PA 17105-3265. An approved copy of the bond will be returned with a letter acknowledging receipt of the bond. The entry date of the Commission's Order will be the effective date for the license.

Applicant has submitted a $\$ 10,000.00$ bond original and two copies to the Office of the Secretary, Pa. Public Utility Commission, P.O. Box 3265, Harrisburg, PA 17105-3265.

# XYZ INSURANCE COMPANY <br> License Bond 

## Bond Number:

$\qquad$
KNOW ALL MEN BY THESE PRESENTS that APPLICANT NAME as Principal, and XYZ Insurance Company of CITY, STATE, as Surety, are firmly bound unto Pennsylvania Public Utility Commission, as obligee, in the penal sum of two hundred fifty thousand dollars ( $\$ 250,000$ ), lawful money of the United States of America for the payment of which, well and truly to be made, we bind ourselves, our heirs, executors and administrators, successors and assigns, jointly, severally, and firmly by these presents.

SIGNED, SEALED AND DATED THIS day of Month, Year
THE CONDITION OF THIS OBLIGATION IS SUCH, that Whereas the Principal has made application for a license to the Obligee to offer, render, furnish or supply electricity or electric generation services to the public.

NOW THEREFORE, the condition of this obligation is such that the Principal must act in accordance with Section 2809(c)(1)(i) of the Public Utility Code, 66 Pa. C.S. 2809(c)(1)(i), to assure compliance with applicable provisions of the Public Utility Code, 66 Pa. C.S. 101, et seq. and the rules and regulation of the Pennsylvania Public Utility Commission by the Principal as a licensed electric generation supplier; to ensure the payment of Gross Receipts Tax as required by Section 2810 of the Public Utility Code, 66 Pa. C.S. 2810 ; and to ensure the supply of electricity at retail in accordance with contracts, agreements or arrangement. Payment of claims shall have the following priority: (I) The Commonwealth of Pennsylvania; (II) Electric Distribution Companies for the reimbursement of Gross Receipts Tax; and (III) Private Individuals. Proceeds of the bond may not be used to pay any penalties or fines levied against the Principal for olations of the law, or for the payment of any other tax obligations owed to the Commonwealth of Pennsylvania.

NOW THEREFORE, if the Principal shall, during the period commencing on the aforesaid date, faithfully observe and honestly comply with such rules, regulations and statutes that are applicable to an electric generation supplier licensed in Pennsylvania and fulfills its obligation to pay the Gross Receipts Tax to the Commonwealth, and to deliver electricity at retail in accordance with contracts, agreements and arrangements, require the execution of this bond, then this obligation shall become void and of no effect.

PROVIDED, the Surety may terminate its future liability under this Bond sixty (60) days after furnishing written notice of such intention to terminate. This termination shall not affect the liability of the Surety and the Principal for any liability incurred by the Principal prior to the effective date of such termination. Any claim under this bond must be instituted within three (3) months of the effective date of termination.

THIS BOND WILL EXPIRE Month Day, Year, but may be continued by continuation certificate signed by Principal and XYZ. XYZ may at any time terminate its liability by giving sixty (60) days written notice of the Obligee, and XYZ shall not be liable for any default after such sixty-day notice period, except for defaults occurring prior thereto.

Signed, sealed and dated Month Day, Year.
Principal
$\qquad$

## APPLICATION OF NRGing, LLC d/b/a NETGAIN ENERGY ADVISORS

## Appendix C

## Not Applicable to Applicant

## Sample Disclosure Statement Format for Electric Generation Suppliers

This is an agreement for electric generation service, between $\qquad$ EGS name and $\qquad$ customer's name and full address

## Background

- Weat $\qquad$ are licensed by the Pennsylvania Public Utility Commission to offer and supply electric generation services in
Pennsylvania. Our PUC license number is A-110XXX.
- We set the generation prices and charges that you pay. The Public Utility Commission regulates distribution prices and services. The Federal Energy Regulatory Commission regulates transmission prices and services.
- If you ask us, we can bill you directly for our service.
- Right of Recision - You may cancel this agreement at any time before midnight of the third business day after receiving this disclosure.

Sefinitions

- Generation Charge - Charge for production of electricity.
- Transmission Charge - Charge for moving high voltage electricity from a generation facility to the distribution lines of an electric distribution company.
- Nonbasic Charges - Define each nonbasic service being offered.


## Terms of Service

1. (a) Basic Service Prices-Itemize Basic Services you are billing for and their prices.

You will pay EGS rate_per kWh for electric generation service.
Suppliers are to include any variable pricing conditions and limits, if charging a variable rate.
You will pay $\qquad$ per kWh for electric transmission service.
Suppliers are to include transmission service prices if billed.
(b) Nonbasic Service Prices - Itemize Nonbasic Services you are offering and their prices.
2. Length of Agreement

You will buy your electricity generation service for the above street address from EGS's name beginning date through date of expiration, if any.

Special Terms and Conditions - List and explain all that apply.
Sign-up bonuses
Add-ons

## APPLICATION OF NRGing, LLC d/b/a NETGAIN ENERGY ADVISORS

Limited time offers
Other Sales Promotions
Exclusions
4. Special Services - Provide explanation of price, terms and conditions, including advanced metering deployment, if applicable.

Page 2 of 2
5. Penalties, Fees and Exceptions - List any that apply inc/uding a late payment charge. The print size for this section must be larger than the print in the rest of the agreement.
6. Cancellation Provisions - This category may consist of both customer initiated cancellation provisions and supplier initiated cancellation provisions.
7. Renewal Provision - If this is a fixed term agreement with automatic renewal, explain the procedure here.

## 8. Agreement Expiration/Change in Terms

If you have a fixed term agreement with us and it is approaching the expiration date or if we propose to change our terms of service, we will send you written notice in each of our last three bills or in separate mailings before either the expiration date or the effective date of the changes. We will explain your options in these three advance notices.

## 9. Dispute Procedures

ontact us with any questions concerning our terms of service. You may call the PUC if you are not satisfied after discussing your terms with us.
10. Contact Information

Generation Supplier Name:
Address: $\qquad$
$\qquad$

Phone Number:
Internet Address:

Electric Distribution Company Name: $\qquad$
Provider of Last Resort Name:
Address:
$\qquad$
$\qquad$
$\qquad$

Phone Number:

Public Utility Commission (PUC)
ddress:
Electric Competition Hotline Number:
P.O. Box 3265 Harrisburg, PA 17105-3265 1-888-782-3228

Universal Service Program Name: hone Number:

EXAMPLE FORM OF NOTICE


## APPLICATION OF NRGing, LLC d/b/a NETGAIN ENERGY ADVISORS

## APPENDIX E

## ot Applicable to Applicant

## Electronic Data Interchange \& Internet Requirements

Prior to doing business in an EDC service territory it is required that an EGS successfully test the appropriate EDI transactions. To initiate the testing process, an EGS must contact the PA EDC contact person designated on the EDI Testing Contacts zip file, which is located on the Pa. PUC website (http://www.puc.state.pa.us/electric/electric_edewg_download.aspx ). Using the approved internet protocols, the EDI testing contacts list contact list is also provided for any EDC that may want to initiate contact with an EGS. To have your contact information added or updated, please send an email to kawall@greenmountain.com.

Electric Distribution Companies (EDC):

| Company Name | Contact Name | Telephone | Email | Pref. |
| :--- | :--- | :--- | :--- | :--- |
| Allegheny Power | Jim Mazanek | $(724) 838-6014$ | Jmazane@alleghenypower.com | Email |
| Duquesne Light Co. | Dervel Reed | $(412) 393-6301$ | D.A. Reed@dlc.dqe.com | None |
| GPU Energy | Pete Byrne | $(610) 375-5942$ | Pbyrne@gpu.com | None |
| PECO Energy | Hotline | $(215) 841-3700$ | egc@peco-energy.com | None |
| Penn Power Co. | Stephanie Gibson | $(724) 656-4311$ | Gibsons@firstenergycorp.com | None |
| PP\&L Inc. | Kim Wall | $(610) 774-4850$ | Kawall@papl.com | Email |
| UGI Utilities Inc. | Eric Sorber | $(570) 830-1286$ | Esorber@ugi.com | Email |
| All Pennsylvania Rural Electric <br> Cooperatives | Bob Truetken | $(314) 922-9158 \times 1543$ | Bobtr@cadp.org | Phone |


| Ompany Name | Contact Name | Telephone | Email | Pref. |
| :---: | :---: | :---: | :---: | :---: |
| American Cooperative Services | Linda Johnson | (717) 901-4406 | Linda Johnson@prea.com | Phone |
| American Energy | David Butsack | (610) 372-8500 | Dave.kel@cwix.com | Email |
| Bruin Energy d/b/a The Mack Services Group | David McCorry | (610) 644-0562 | macksergrp@msn.com | None |
| Columbia Energy Services | Tracy Myer | (703) 561-6385 | Tmyer@columbiaenergygroup.com | Email |
| CMS Marketing, Svcs \& Trading | Aaron Martin | (517) 768-2063 | Amartin@cmsenergy.com | None |
| Con Edison Solutions | Bill Hunsicker | (610) 926-7155 | Bhunsick@sctcorp.com | Email |
| Conectiv | Russell Coultress | (800) 397-2001 | Russell@accessedi.com | Email |
| Constellation Energy Source | Sam Schmidt | (410) 468-3528 | EDI@cesource.com | Email |
| DTE-CoEnergy | David Tyi | (313) 235-9055 | Tyld@dteenergy.com | Email |
| DTE Edison America | Merle Glasgow | (615) 371-5199 | Merle Glasgow@stercomm.com | None |
| Edison Source | Jon Silva | (562) 463-3000 | Jsilva@edisonenterprises.com | None |
| Enron Energy Services | Allyson Hafner | (614) 761-7160 | Ahafner@)ees.enron.com | None |
| Exelon Energy | Joyce Walsh | (610) 645-1423 | Jwalsh@peco-energy.com | Email |
| First Energy Services | Winston Stein | (281) 342-2646 | Bswa@attmail.com | Phone |
| GPU Advanced Resources | Gary Gokhman | (610) 856-5831 | Ggokhman@gpu.com | Email |
| Green Mountain Energy | Jamie Barras | (802) 846-6120 | Barras@greenmountain.com | Email |
| New Energy Ventures | Dan Griffiths | (215) $563-9290 \times 226$ | dgriffiths@newenergy.com | None |
| NorAm Energy Management | Nick Waters | (713) 207-1376 | Nwaters@noram.com | Email |
| PacifiCorp Power Marketing | Jeff Ponsness | (503) 813-5143 | Jeff.Ponsness@pacificorp.com | Email |
| Penn Power Energy | Winston Stein | (281) 342-2646 | Bswa@attmail.com | Phone |
| G Energy PowerPlus | Jeff Besecker | (570) 829-8698 | Besecker@pg-energy.com | Email |
| PP\&L EnergyPlus | Kim Wall | (610) 774-4850 | Kawall@papl.com | Email |

## APPLICATION OF NRGing, LLC d/b/a NETGAIN ENERGY ADVISORS

| PSEG Energy Technologies | Douglas Nicholls | (732) 744-2155 | Douglas.Nicholls@pseg.com | Phone |
| :---: | :---: | :---: | :---: | :---: |
| latoil Energy Inc | Keith Mills | (703) 317-2643 | Kmills@statoilenergy.com | Email |
| Strategic Energy Limited | Jim Thomas | (412) 394-5650 | Jthomas@sel.com | Email |
| UGI Energy Services, Inc. | Sal Franco | (610) 373-7999 $\times 118$ | Electricenrollment@gasmark.com | None |

Pennsylvania's Electronic Data Exchange Working Group (EDEWG) EDI transactions and related business practices can be found on the Pa. PUC website (http://www.puc.state.pa.us/electric/electric_edewg_download.aspx). In addition, in order to keep up with changes in the standards, it is advised that each company have one representative on the edtwg email listserv. To subscribe to the edtwg listserv, send an email with your full name, company name, mailing address, telephone number, fax number and email address to subscribe-edtwg@ls.eei.org with a copy to Annunciata Marino (marino@puc.state.pa.us).


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