



COMMONWEALTH OF PENNSYLVANIA
PENNSYLVANIA PUBLIC UTILITY COMMISSION

P.O. BOX 3265, HARRISBURG, PA 17105-3265

Conservation Service Provider Re-registration Application

For

CMC ENERGY SERVICES, INC.

DOCKET # A-2009-2093348

Last registration award date March 24, 2009

Submitted April 8, 2011

RECEIVED

APR 13 2011

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

BEFORE THE PENNSYLVANIA PUBLIC UTILITY COMMISSION

Application of CMC Energy Services, Inc. ("CMC"), d/b/a _____, for registration as a Conservation Service Provider ("CSP") in the Commonwealth of Pennsylvania.

To the Pennsylvania Public Utility Commission:

1. **IDENTITY OF THE APPLICANT:** The legal name, address, telephone number, FAX number and email address of the Applicant are: Please identify any predecessor(s) of the Applicant and provide other names under which the Applicant has operated as a CSP within the preceding five (5) years, including name, address, and telephone number.

*CMC Energy Services, Inc.
7010 Glenbrook Road
Bethesda, MD 20814
(P) 301-951-0279 (F) 301-951-0286
dikle@cmcenergy.com*

2. **CONTACT PERSON:** The name, title, address, telephone number, FAX number and email address of the person to whom questions about this Application should be addressed are:

*Eileen McGinnis
President
CMC Energy Services, Inc.
1301 Virginia Drive, Suite 250
Fort Washington, PA 19034
(P) 215-540-5800 (F) 215-643-2308
emcginnis@cmcenergy.com*

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SECRETARY'S BUREAU

3. **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:

N/A – See Item #2 - Regional office located in PA.

4. **FICTITIOUS NAME:** (select and complete appropriate statement)

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

Provide proof of compliance with appropriate Pennsylvania Department of State filing requirements.

OR

The Applicant will not be using a fictitious name.

5. **BUSINESS ENTITY AND DEPARTMENT OF STATE FILINGS:** (select and complete appropriate

statement)

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

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 _____ domestic general partnership

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

See attached Articles of Incorporation for CMC Energy Services, Inc.

Give name, title, telephone number and address of officers, partners or directors.

*Doris Ikle'
CIO and Owner
CMC Energy Services, Inc.
7010 Glenbrook Road
Bethesda, MD 20814
(P) 301-951-0279*

*Eileen McGinnis
President
1301 Virginia Drive STE 250
Fort Washington, PA 19034
(P) 215-540-5800*

The Applicant is incorporated in the state of MARYLAND

6. AFFILIATES AND PREDECESSORS WITHIN PENNSYLVANIA: (select and complete appropriate statement)

Affiliate(s) of the Applicant doing business in Pennsylvania as a CSP or an electric distribution company ("EDC") are:

N/A

7. APPLICANT'S PRESENT OPERATIONS: (select and complete the appropriate statement)

X *The Applicant is presently doing business in Pennsylvania as Administrator of:*

PECO's Low Income Usage Reduction Program (LIURP)

PECO's Low Income Energy Efficiency Program (LEEP)

First Energy's WARM and WARM Plus Programs

CMC Energy Services, Inc. also provides training and software to technicians who conduct home energy inspections using our proprietary energy auditing software, Home Energy Tune-uP.

The Applicant is presently doing business in Pennsylvania as a domestic corporation

Describe nature of business.

CMC Energy Services, Inc. is an energy efficiency services and program administration provider. See description of operations below for more explanation.

or

The Applicant is not presently doing business in Pennsylvania.

8. APPLICANT'S PROPOSED OPERATIONS

Describe the type(s) of services that the Applicant is able to provide to an EDC, the EDCs the Applicant is able to serve, and the types of energy efficiency and conservation measures on which the Applicant can provide information and technical assistance to an EDC.

CMC's core business is the design, administration, implementation, inspection and evaluation of energy efficiency programs for electric and gas utilities, government agencies and thousands of households throughout the U.S.

Services Available

Consulting on energy efficiency and conservation program design.

Consulting on energy efficiency and conservation implementation strategies.

Administration of energy efficiency and conservation programs.

- Staffing and maintaining customer call center (inbound and outbound)*
- Designing and implementing energy efficiency surveys*
- Conducting certified home energy audits*
- Administering major installation improvements in homes*
- Managing weatherization implementation sub-contractors*
- Providing rebate processing and QC inspections to verify rebate eligibility.*
- Developing and maintaining relational database to track and report on customer participation, implementation and evaluation*
- Providing post-installation inspections*

Measurement and verification of energy savings

Energy auditing software development and licensing.

Training and certification of auditors, weatherization specialists, and post-installation inspectors

Service Territories

CMC Energy Services is able to serve all EDC's in Pennsylvania.

Types of EE and Conservation Services Available

Residential customer class (low income and regular tariff customers)

9. **TAXATION:** Complete the TAX CERTIFICATION STATEMENT attached as Appendix A to this application.

10. **COMPLIANCE:** State specifically whether the Applicant, an affiliate, a predecessor of either, or a person identified in this Application is currently under investigation for or has been convicted of a crime involving fraud, theft, larceny, deceit, violation of consumer protection law, violation of deceptive trade law or similar activity. Identify all proceedings, by name, subject and citation, dealing with business operations, in the last three (3) 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.

Neither CMC nor persons identified in this Application are currently under investigation for or has been convicted of a crime involving fraud, theft, larceny, deceit, violation of consumer protection law, violation of deceptive trade law or similar activity in the last three (3) years.

11. **DELINQUENCY:** State specifically whether the Applicant, an affiliate, or a predecessor of either is currently delinquent with any taxing authority in Pennsylvania.

CMC is not currently delinquent with any taxing authority in Pennsylvania.

12. **BANKRUPTCY:** Identify all bankruptcy or liquidation proceedings for prior three years. Provide a statement as to the resolution or present status of any such proceedings.

CMC has not participated in a bankruptcy or liquidation proceeding in the prior three years prior to 2011.

13. **CUSTOMER COMPLAINTS:** Identify all customer complaints filed with a regulatory or prosecutory agency for prior three years. Provide a statement as to the resolution or present status of any complaints.

A complaint was filed with the Pennsylvania PUC in July 2007 by Mr. Andrea Sciarrino for work performed on his residence by CMC on behalf of PECO's LIURP initiative. It resulted in a civil action against CMC Energy Services, PECO and a subcontractor for CMC. The case was settled in February 2009.

14. **FINANCIAL RESPONSIBILITY:**

A. Applicant shall provide sufficient information to demonstrate financial responsibility commensurate with the service proposed to be provided. Examples of such information which may be submitted include the following:

- Organizational structure including parent, affiliated or subsidiary companies.
- Published parent company financial and credit information.

A description of the types and amounts of insurance carried by Applicant.

CMC has the current financial responsibility to administer PECO's Low Income Usage Reduction Program with annual funding in excess of \$7,500,000, PECO's Low Income Energy Efficiency Program (LEEP) with annual funding in excess of \$3,600,000, First Energy's WARM and WARM Plus Programs with annual funding in excess of \$540,000, as well as the New Jersey BPU's Comfort Partners low income program with annual funding in excess of \$5,100,000.

Dun & Bradstreet Number: 096359757

Insurance Coverage:

Commercial Property Insurance;

Business Personal Property - \$50,000/ \$125,000,

Personal Property Others - \$130,000,

Business Personal Property - \$10,000

Commercial General Liability Insurance;

General Aggregate Limit - \$3,000,000,

Products-Completed Operations, aggregate limit - \$3,000,000

Personal and Advertising, injury limit - \$1,000,000

Each occurrence limit - \$1,000,000

Damage to Premises Rented to you limit, any one premises - \$100,000

Medical Expense Limit, any one person - \$10,000

Commercial Umbrella Liability Coverage;

Occurrence Limit - \$6,000,000

Aggregate Limit - \$6,000,000

Business Automobile Coverage Insurance;

Liability - \$1,000,000 CSL

Auto Medial Payment - \$500

Uninsured Motorists - \$1,000,000

Underinsured Motorists - \$1,000,000

Bodily Injury and Property, Damage Combined Each Accident - \$1,000,000

Employers Liability Policy;

Employers Liability Each Accident - \$100,000

Disease Each Employee - \$500,000

Disease Each Polity - \$100,000

Worker's Compensation Insurance – (Includes catastrophe, terrorism risk)

Bodily Injury by Accident/Disease - \$1,000,000 per accident or employee/\$1,000,000 policy limit

Crime Insurance;

Fidelity – Employee theft/ ERISA/ Employee theft of client property - \$1,000,000/\$500,000/\$1,000,000

Computer Crime – computer fraud - \$1,000,000

– computer program and electronic data restoration - \$1,000,000

B. Applicant must provide the following information:

- Identify Applicant's principal officers (owners, executives, partners and/or directors, as appropriate for organizational structure, including names, titles, business addresses, telephone numbers and their professional resumes.

See attachments for resumes.

*Doris Ikle'
CIO and Owner
CMC Energy Services, Inc.
7010 Glenbrook Road
Bethesda, MD 20814
(P) 301-951-0279*

*Eileen McGinnis
President
1301 Virginia Drive STE 250
Fort Washington, PA 19034
(P) 215-540-5800*

*Denise Stein
Director of Operations
1301 Virginia Drive STE 250
Fort Washington, PA 19034
(P) 215-540-5800*

15. **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:

- The identity of the Applicant's management directly responsible for operations, including names, titles, business addresses, telephone numbers and their professional resumes.
- Copies of any certification(s) or similar documentation that would demonstrate technical fitness, such as membership in a trade association.

CMC has been a pioneer in promoting residential energy efficiency since our founding in 1977. We have been awarded over 100 utility contracts and completed more than 325,000 residential energy audits and 30,000 small commercial audits.

Our 32 year track record has allowed us to successfully expand our focus to offer classroom energy audit training nationwide. CMC has trained more than 2,000 home energy auditors over the past five years. We have authored a book that introduces an innovative market driven solution for upgrading the efficiency of millions of homes each year, an auditor's training book for the classroom, and a national certification test.

CMC has a seasoned management team with over 65 years of experience in the energy industry:

Doris Ikle'
CIO and Owner
CMC Energy Services, Inc.
7010 Glenbrook Road
Bethesda, MD 20814
301-951-0279

Eileen McGinnis
President
CMC Energy Services, Inc
1301 Virginia Drive, Suite 250
Fort Washington, PA 19034
215-540-5800

Denise Stein
Director of Operations
CMC Energy Services, Inc
1301 Virginia Drive, Suite 250
Fort Washington, PA 19034
215-540-5800

Selected as the "Best Energy Services Company 2008" by Energy Efficiency Markets, which spotlighted "the most innovative energy efficiency projects of the past year." (See attachments)

Energy audit course certified for continuing education credit by Building Performance Institute. (See attachments)

Certified as a Woman Business Enterprise (WBE) by the Department of General Services of the Commonwealth of Pennsylvania and the Women's Business Enterprise National Council. (See attachments)

Our staff includes members of the:

*Alliance to Save Energy
American Society of Home Inspectors
American Association of Radon Scientists and Technologists
American Council for an Energy-Efficient Economy
Association of Energy Engineer
Association of Energy Service Professionals
National Association of Home Inspectors*

Provided expert testimony at PSC Alternative Energy Resources, Energy Conservation and Efficiency, and DSR En Banc Hearing in November 2008

16. FALSIFICATION: The Applicant understands that the making of false statement(s) herein may be grounds for denying the Application or, if later discovered, for revoking any authority granted pursuant to the Application. This Application is subject to 18 Pa. C.S. §§4903 and 4904, relating to perjury and falsification in official matters.

17. FEE: The Applicant has enclosed the appropriate fee:

For an initial application the Applicant has enclosed the required fee of \$125 payable to the Commonwealth of Pennsylvania.

OR

For a renewal application the Applicant has enclosed the required fee of \$25 payable to the Commonwealth of Pennsylvania.

Applicant: CMC Energy Services, Inc.

By: 

Title: President

APPENDIX A

COMMONWEALTH OF
PENNSYLVANIA
PUBLIC UTILITY COMMISSION

TAX CERTIFICATION STATEMENT

A completed Tax Certification Statement must accompany all applications for new registrations or renewals. 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 8 1/2" x 11" paper. Type or print all information requested.

1. CORPORATE OR APPLICANT NAME <i>CMC Energy Services, Inc.</i>		2. BUSINESS PHONE NO. <i>(215) 540-5800 Ext. 1115</i> CONTACT PERSON(S) FOR TAX ACCOUNTS: <i>Angelica Biehl</i>																									
3. TRADE/FICTITIOUS NAME (IF ANY) <i>N/A</i>																											
4. LICENSED ADDRESS	(STREET, RURAL ROUTE, P.O. BOX NO.) <i>7010 Glenbrook Drive</i>	(POST OFFICE) <i>Bethesda</i>	STATE <i>MD</i>	(ZIP) <i>20814</i>																							
5. TYPE OF ENTITY																											
<input type="checkbox"/> SOLE PROPRIETOR		<input type="checkbox"/> PARTNERSHIP		<input checked="" type="checkbox"/> CORPORATION																							
8. LIST OWNER(S), GENERAL PARTNERS, OR CORPORATE OFFICER(S)																											
NAME (PRINT)		SOCIAL SECURITY NUMBER (OPTIONAL)																									
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<i>Eileen McGinnis - President</i>		<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 33.33%; text-align: center;"> </td> <td style="width: 3.33%; text-align: center;">-</td> <td style="width: 33.33%; text-align: center;"> </td> <td style="width: 3.33%; text-align: center;">-</td> <td style="width: 26.67%; text-align: center;"> </td> </tr> </table>				-		-																			
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9. LIST THE FOLLOWING STATE TAX IDENTIFICATION NUMBERS. (ALL ITEMS: A, B, AND C MUST BE COMPLETED)																											
A. SALES TAX LICENSE (8 DIGITS)		C. CORPORATE BOX NUMBER (7 DIGITS)																									
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5	2	-	1	1	0	1	2	-	9	0																	

10. Do you have PA employees either resident or non-resident? YES NO

11. Do you own any assets or have an office in PA? YES NO

NAME AND PHONE NUMBER OF PERSON(S) RESPONSIBLE FOR FILING TAX RETURNS

<i>Angelica Biehl</i>	<i>Angelica Biehl</i>	<i>Corinne Smith</i>
PA SALES AND USE TAX	EMPLOYER TAXES	<u>CORPORATE TAXES</u>
<i>(215) 540-5800 Ext. 1115</i>	<i>(215) 540-5800 Ext. 1115</i>	<i>(515) 440-3163</i>

You can contact the Pennsylvania Department of Revenue at the following numbers: (717) 787-1064 or TDD# (800) 447-3020 for further information about tax identification numbers.

DORIS M. IKLÉ

Doris M. Iklé is President and Founder of CMC Energy Services (formerly Conservation Management Corporation). In 27 years, CMC has developed a unique line of products and services for residential and commercial energy efficiency programs. Ms. Iklé pioneered the on-site Residential Conservation Service (RCS) Audit, and the Commercial/Apartment Conservation Service Audit; developed the Fuelomizer, the most widely used do-it-yourself audit; the Complete Energy Audit Kit, the only non-computerized RCS audit, and the software for an RCS and small commercial audit. CMC has surveyed over 300,000 residences. Ms. Iklé was a consultant for the Maryland and New Jersey State Energy Offices and HUD. She has also testified at RCS hearings, spoken at energy conservation meetings, and authored an auditor training workbook and an inspector's energy training manual.

PREVIOUS EXPERIENCE

Institute for Energy Analysis, Oak Ridge Associated Universities

Energy Consultant: Contributor to "Energy and Economic Growth in the U.S."

Rand Corporation

Economist: Lectured and wrote reports on the economic impact of defense spending; pioneered cost analysis for the Air Force.

Stanford Research Institute

Senior Consultant: Developed a new statistical method for comparing prices, the "Iklé Index," currently used by the World Bank for international comparisons.

American Bankers Association

Economist: Analyzed the impact of bank credit on business fluctuations, organized International Bankers meetings.

National Bureau of Economic Research

Economic Assistant: Identified determinants of shifts in inter-industry wages.

EDUCATION

BA and MA in Economics from New York University. Completed formal requirements for PhD in Economics from Columbia University. Postgraduate courses at Harvard University.



EILEEN MCGINNIS

AREAS OF EXPERTISE

- Management
- Corporate Strategy
- Budget
- Organizational Change
- Energy Efficiency
- Climate Change
- Environment
- Sustainability

PROFESSIONAL EXPERIENCE

January 2010 to Present – President of CMC Energy Services

Responsible for full profit and loss accountability of the Company business unit. establishing basic objectives, plans and policies, including operational guidelines for the organization; directing the organization's day-to-day activities. Also responsible for achieving the Company's growth objectives and for producing a reasonable return on assets; developing strategic long-range plans and programs, including possible expansion into related fields, new product lines or acquisitions.

2005-2009 – Partner and Senior Vice President of The Whitman Strategy Group

A consulting firm specializing in energy, environmental and sustainability issues. Responsible for developing and executing work plans for clients in order to further business goals.

2001- 2004 – Chief of Staff to the Administrator of the USEPA

Responsible for managing key policy and regulatory issues facing the agency. While at EPA, McGinnis led the effort to publish EPA's "Report on the Status of the Environment," the first comprehensive report on the environment at the national level. Responsible for managing the Office of Congressional and Intergovernmental Affairs, Office of Public Affairs and Communications and the Office of Policy, Economics and Innovation.

1993- 2000 – Chief of Policy, NJ Governor's Office

Responsible for the planning and implementation of major government initiatives and operations across state government.

EDUCATION

BA, Goucher College, Towson, MD,
Masters in Public Policy, Princeton University
Currently enrolled in Wharton's Executive Education Program for Working Professionals



DENISE STEIN

AREAS OF EXPERTISE

- Project Implementation
- Contract Management
- Office Management
- Customer Service
- Program Administration
- Database Development
- Network Administration

PROFESSIONAL EXPERIENCE

2009 to Present – Director of Operations, CMC Energy Services, PA and NJ

Responsible for the Operations of PECO's Low Income Usage Reduction Program, PSE&G's Comfort Partners Program and related services in New Jersey, Switch to Efficiency including Tune-uP and related new ventures, New Business Development (RFP management), Communications and Marketing efforts, and Pilot Programs as well as on-going operations originating out of CMC's Fort Washington, PA, Bethesda, MD, and Plainsboro, NJ offices.

2007 – 2009 – Regional Operations Manager, CMC Energy Services, PA and NJ

Responsible for the administration of New Jersey Comfort Partners Program including the coordination of 1,000 blower door audits, subcontractor installations and inspections annually, targeting income eligible electric and gas users in Mercer and Middlesex Counties.

Developed and implemented procedures to ensure efficiency of completed job turn around time and invoicing, accurate data input of audit results, monthly program activity reporting, compliance with technical requirements, and achieve annual production goals.

1991 to 2007 - Operations Manager, CMC Energy Services, PA

Responsible for the administration of PECO An Exelon Company's Low Income Usage Reduction Program, including the coordination of 1,750 Blower Door Audits, 6,000 Baseload Audits targeting high electric users, and 150 Inspections annually. Administered PECO's Renewable Pilot Program that included the installation of 210 solar domestic water heating systems. Monitor and implement changes to program activity to ensure program production and spending goals are achieved annually. Perform cost analysis to confirm program funds are spent cost effectively.

Created and submitted proposals to incorporate the addition of program measures in an effort to increase energy savings; assisted in the development of the energy audit designed to target high electric users and a procedure to report customer usage and financial data to utility for analysis; designed reporting system for submission to utility summarizing program status on a monthly basis. Member of PECO's Renewable Pilot Program team and participated in the development of a Renewable Pilot Plan submitted to the Bureau of Consumer Services.

Implemented procedures to insure accurate data input of audit results into database tracking system; developed procedure to download customer usage and financial data from client's mainframe computer to local file server; successfully converted IBM network to a Novell network system.

EDUCATION

Central Montgomery County Technical School Graduate, Computer Programming.
Novell Netware Education Courses, System Manager.
Numerous management, customer service and computer seminars.



STATE OF MARYLAND
STATE DEPARTMENT OF ASSESSMENTS AND TAXATION A 66189
301 WEST PRESTON STREET
BALTIMORE, MARYLAND 21201

YOU ARE ADVISED THAT THE ARTICLES OF INCORPORATION
OF
CONSERVATION MANAGEMENT CORPORATION

HAVE BEEN RECEIVED AND APPROVED BY THE STATE DEPARTMENT OF ASSESSMENTS
AND TAXATION THIS 13th DAY OF
October, 1977, at 8:30 a.m. AND WILL BE RECORDED.

STATE DEPARTMENT OF ASSESSMENTS AND TAXATION OF MARYLAND

BY: William J. [Signature]



STATE OF MARYLAND

STATE DEPARTMENT OF ASSESSMENTS AND TAXATION
301 WEST PRESTON STREET
BALTIMORE 21201

THIS IS TO CERTIFY THAT the within instrument is a true copy of the

ARTICLES OF INCORPORATION
OF
CONSERVATION MANAGEMENT CORPORATION

as approved and received for record by the State Department of Assessments
and Taxation of Maryland, October 13, 1977,
at 8:30 o'clock a.m.

AS WITNESS my hand and official Seal of the said Department at
Baltimore this 17th day of October, 1977.



William J. Simmons
Charter Specialist, III

EXHIBIT B

CONSERVATION MANAGEMENT CORPORATION

ARTICLES OF INCORPORATION

FIRST: I, PAUL S. RICHTER, whose post office address is Suite 906, 1828 L Street N.W., Washington, D.C. 20036, being at least eighteen (18) years of age, am hereby forming a corporation under and by virtue of the Corporations and Associations' Law of the State of Maryland.

SECOND: The name of the Corporation (which is hereafter called the "Corporation") is

CONSERVATION MANAGEMENT CORPORATION

THIRD: The purposes for which the Corporation is formed are:

(1) To engage in the business of management consulting, including, performing management consulting services for utility companies relative to their home and commercial user energy conservation programs, and to engage in any other lawful business or businesses;

(2) To enter into partnerships, joint ventures, and other business associations for any lawful purpose; and

(3) To purchase, lease and otherwise acquire, hold, mortgage and otherwise dispose of all kinds of property, real, personal and mixed, both in this State and in any part of the world;

FOURTH: The post office address of the principal office of the Corporation in this State is 7010 Glenbrook Road, Bethesda, Maryland 20014. The name and post office address of the Resident Agent of the Corporation in this State is Doris M. Ikle, 7010 Glenbrook Road, Bethesda, Maryland 20014. Said Resident Agent is an individual actually residing in this State.

FIFTH: The total number of shares of capital stock which the Corporation has authority to issue is fifty thousand (50,000) shares of common stock, each such share of common stock having a par value of one-dollar (\$1.00). The foregoing total number of authorized shares of common stock are divided in two separate classes and the Corporation has authority to issue twenty-five thousand (25,000) shares in each such class. The first such class is known as "Voting Common Stock" and the second such class is known as "Non-Voting Common Stock", with respective rights for each such class as hereinafter further defined.

1978 JAN 27 AM 9:26

SIXTH: Non-Voting Common Stock has no voting rights in any election of members of the Board of Directors of the Corporation. Each outstanding share of Non-Voting Common Stock is to participate at least equally with each outstanding share of Voting Common Stock in every dividend or distribution paid with respect to the common stock; provided, however, that the Board of Directors is authorized to pay dividends on each outstanding share of Non-Voting Common Stock in amounts in excess of the dividends, if any, being paid on each outstanding share of Voting Common Stock; and provided further that, in the event a common stock dividend is to be paid, the Board of Directors is authorized to pay such dividend on the outstanding shares of Non-Voting Common Stock with shares of Non-Voting Common Stock only.

SEVENTH: The number of directors of the Corporation shall be three (3), which number may be increased or decreased, pursuant to the By-Laws of the Corporation, but shall never be less than three (3). The names of the directors, who shall act until the first annual meeting and until their successors shall be duly chosen and qualified, shall be:

Fred C. Ikle, 7010 Glenbrook Rd., Bethesda, Maryland
Doris M. Ikle, 7010 Glenbrook Rd., Bethesda, Maryland
John F. Lehman, 3336 Prospect Sta. N.W., Washington, D.C.

EIGHTH: The following provisions are hereby adopted for the purpose of defining, limiting and regulating the powers of the Corporation and of the directors and stockholders thereof:

1. The Board of Directors of the Corporation is hereby empowered to authorize the issuance from time to time of shares of its stock of any class, whether now or hereafter authorized, or any securities exchangeable for or convertible into such shares, or any warrants or other instruments evidencing rights or options to subscribe for, purchase or otherwise acquire such shares.

2. Any director, individually, or any firm of which any director may be a member, or any corporation or association of which any director may be an officer or director or in which any directors may be interested as the holder of any amount of its capital stock or otherwise, may be a party to, or be pecuniary or otherwise interested in, any contract or transaction of the Corporation, and in the absence of fraud no contract or other transaction shall be thereby affected or invalidated; provided, however, that in the event that a director, or any firm of which a director is a member, or any corporation or association of which a director may be an officer or director is so interested, such fact shall be disclosed or shall have been known to the Board of Directors of the Corporation or a majority thereof, and any director of the Corporation who is also a director or officer of or interested in such other corporation or association, or who, or the firm of which he is a member, is so interested, may be counted in determining the existence of a quorum at the meeting of the Board of Directors of the Corporation which shall authorize, ratify, or confirm any such contract or transaction with like force and effect as if he were not such a director or officer of such other corporation or association or not so interested or a member of a firm so interested.

The enumeration and definition of a particular power of the Board of Directors included in the foregoing shall in no way be limited or restricted by reference to or inference from the terms of any other clause of this or any other article of the Charter of the Corporation, or construed as or deemed by inference or otherwise in any manner to exclude or limit any powers conferred upon the Board of Directors under the Corporations and Associations' Law of the State of Maryland now or hereafter in force.

NINTH: The Corporation shall provide any indemnification required or permitted by the laws of Maryland and shall indemnify directors, officers, agents and employees as follows:

1. The Corporation shall indemnify any director or officer of the Corporation who was or is a party or is threatened to be made a party to any threatened, pending, or completed action, suit or proceeding, whether civil, criminal, administrative, or investigative (other than an action by or in the right of the Corporation) by reason of the fact that he is or was such director or officer or an employee or agent of the Corporation, or is or was serving at the request of the Corporation as a director, officer, employee, or agent of another corporation, partnership, joint venture, trust, or other enterprise, against expenses (including attorneys' fees), judgments, fines, and amounts paid in settlement actually and reasonably incurred by him in connection with such action, suit, or proceeding if he acted in good faith and in a manner which he reasonably believed to be in or not opposed to the best interests of the Corporation, and, with respect to any criminal action or proceeding, had no reasonable cause to believe his conduct was unlawful. The termination of any action, suit, or proceeding by judgment, order, settlement, conviction, or upon a plea of nolo contendere or its equivalent, shall not, of itself, create a presumption that the person did not act in good faith and in a manner which he reasonably believed to be in or not opposed to the best interests of the Corporation, and, with respect to any criminal action or proceeding, had no reasonable cause to believe his conduct was unlawful.

2. The Corporation shall indemnify any director or officer of the Corporation who was or is a party or is threatened to be made a party to any threatened, pending, or completed action or suit by or in the right of the Corporation to procure a judgment in its favor by reason of the fact that he is or was a director or officer or an employee or agent of the Corporation, or is or was serving at the request of the Corporation as a director, officer, employee, or agent of another corporation, partnership, joint venture, trust or other enterprise, against expenses (including attorneys' fees) actually and reasonably incurred by him in connection with the defense or settlement of such action or suit if he acted in good faith and in a manner he reasonably believed to be in or not opposed to the best interests of the Corporation, except that no indemnification shall be made in respect of any claim, issue, or matter as to which such person shall have been adjudged to be liable for negligence or misconduct in the performance of his duty to the Corporation unless and only to the extent that the court in which such action or suit was brought, or any other court having jurisdiction in the premises, shall determine upon application that despite the

adjudication of liability but in view of all circumstances of the case, such person is fairly and reasonably entitled to indemnity for such expense which such court shall deem proper.

3. To the extent that a director or officer of the Corporation has been successful on the merits or otherwise in defense of any action, suit, or proceeding referred to in paragraphs 1 or 2 of this Article NINTH or in defense of any claim, issue, or matter therein, he shall be indemnified against expense (including attorneys' fees) actually and reasonably incurred by him in connection therewith, without the necessity for the determination as to the standard of conduct as provided in paragraph 4 of this Article NINTH.

4. Any indemnification under paragraph 1 or 2 of this Article NINTH (unless ordered by a court) shall be made by the Corporation only as authorized in the specific case upon a determination that indemnification of the director or officer is proper in the circumstances because he has met the applicable standard of conduct set forth in paragraph 1 or 2 of this Article NINTH. Such determination shall be made (a) by the Board of Directors of the Corporation by a majority vote of a quorum consisting of directors who were not parties to such action, suit, or proceeding or (b) if such a quorum is not obtainable, or, even if obtainable, if such a quorum of disinterested directors so directs, by independent legal counsel (who may be regular counsel for the Corporation) in a written opinion; and any determination so made shall be conclusive.

5. Expenses incurred in defending a civil or criminal action, suit, or proceeding may be paid by the Corporation in advance of the final disposition of such action, suit or proceeding, as authorized in the particular case, upon receipt of an undertaking by or on behalf of the director or officer to repay such amount unless it shall ultimately be determined that he is entitled to be indemnified by the Corporation as authorized in this Section.

6. Agents and employees of the Corporation who are not directors or officers of the Corporation may be indemnified under the same standards and procedures set forth above, in the discretion of the Board of Directors of the Corporation.

7. Any indemnification pursuant to this Article NINTH shall not be deemed exclusive of any other rights to which those indemnified may be entitled and shall continue as to a person who has ceased to be a director or officer and shall inure to the benefit of the heirs, executors and administrators of such a person.

TENTH: Except as may otherwise be provided by the Board of Directors, no holder of any shares of the stock of the Corporation shall have any pre-emptive right to purchase, subscribe for, or otherwise acquire any shares of stock of the Corporation of any class nor of hereafter authorized, or any securities exchangeable for or convertible into such shares, or any warrants or other instruments evidencing rights or options to subscribe for, purchase or otherwise acquire such shares.

IN WITNESS WHEREOF, I have signed these Articles of Incorporation this 11th day of October, 1977, and I acknowledge the same to be my act.


PAUL S. RICHTER

Energy Efficiency Markets chooses its favorites of 2008

January 8, 2009

By Reid Smith
January 8, 2009

We appreciate the entries submitted for Energy Efficiency Markets' first annual 'best of' contest. It is difficult to select winners in an industry that is burgeoning with innovation. We hope you find our selections as intriguing as we did. Please continue to email us (realenergywriters@comcast.net) about interesting projects – we'd like to highlight them periodically in our weekly newsletter:

1. Best appliance: Energy orb

Remember the mood rings we wore as kids? The stone changed color depending on how we felt. Here is a variation on the theme: an orb that signals the energy mood of a building, glowing angry red when energy use is high and green when consumption is low. A kind of smart meter, this crystal ball helped Oberlin College students cut back by 56% on energy use in their dorms. What's interesting is that the kids don't pay energy bills – still they responded to the magic ball.

<http://features.csmonitor.com/innovation/2008/12/18/power-meters-help-homeowners-track-and-cut-their-energy-use/>

2. Most innovative public policy: Connecticut

Connecticut tends toward gutsy moves when it comes to energy policy. The state is embracing innovation to reduce its electric rates, which hover around the second or third highest in the nation. We like Connecticut's energy efficiency certificate or "white tag" trading program, which takes a page from the successful renewable energy certificate market now in several states. Companies, colleges, hospitals, factories and others earn the tags or credits for their energy reductions. They then sell credits to utilities or others who need them to meet state energy efficiency mandates.

http://www.incisivemedia.com/energyrisk/Environmental_Risk/PDFs/Spring2008/7_EnvRisk_EnergyEfficiency.pdf

3. ESCO: CMC Energy Services

The health of any industry depends on truth in advertising. If the efficiency industry overstates what it can achieve, consumers will quickly lose faith. That is why we like the honesty in CMC Energy Services' Home Energy Tune-uP®. The company calls it a pay-as-you-save residential energy audit program; it identifies the group of improvements in the home that will truly pay for themselves when financed. The whole house audit takes into account how various improvements interact and change your payback. If you install insulation, and you also get a new heat pump, less scrupulous auditors will calculate insulation savings based on your old, inefficient heat pump. That overstates your savings. CMC adjusts its audit to take into account the new heat pump. Consumers get a realistic picture. CMC also uses home inspectors to do the audits, rather than contractors who may have a natural conflict of interest. <http://www.hometuneup.com/>

Visit Reid Smith at www.realenergywriters.com and pick up his free Energy Efficiency Markets podcast and newsletter.

Building Performance Institute, Inc.

*In recognition of having successfully met the requirements
of the BPI Accreditation process, be it known that*

CAC Energy Services

at 666 Plainsboro Rd. Ste 235, Plainsboro, NJ 08536

Is Accredited in Good Standing

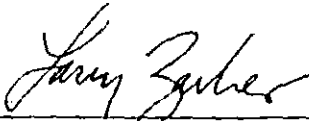
*and thereby becomes a participant in the BPI Quality Assurance Program which verifies that
the work performed by the BPI accredited contractor conforms to the BPI national standards.*

Valid: 1/11/10 to 1/11/11



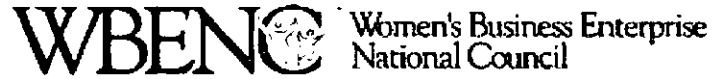


Chairman of the Board



Chief Executive Officer





hereby grants

National Women's Business Enterprise Certification to CMC ENERGY SERVICES, INC.

who has successfully met WBENC's standards as a Women's Business Enterprise (WBE).
This certification affirms the business is woman-owned, operated and controlled; and is valid through the date herein.

WBENC National WBE Certification was processed and validated by Women Presidents' Educational Organization - DC, a WBENC Regional Partner Organization

Expiration Date: 02/28/2012
WBENC National Certificate Number: 247588

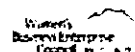
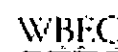
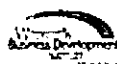
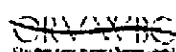
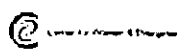
Authorized by Elizabeth M. Cullen, Executive Director,
Women Presidents' Educational Organization - DC



WOMEN PRESIDENTS'
Educational Organization.
PROMOTING WOMEN CERTIFICATION

NAICS Codes: 541611, 541618

UNSPSC Codes: 43232605





pennsylvania
DEPARTMENT OF GENERAL SERVICES

Be it hereby known

CMC Energy Services Inc

A

Woman Business Enterprise

Is recognized as a certified business enterprise owned and controlled in accordance with the criteria established by Executive Order No. 2004-6 and 4 Pennsylvania Code, Section 68.204.

ISSUE DATE: 6/1/2010

EXPIRATION DATE: 5/31/2012

A handwritten signature in cursive script that reads "Kathryn Waters-Perez".

Kathryn Waters-Perez, Director
Bureau of Minority and Women
Business Opportunities



June 01, 2010

Doris M Ikle
CMC Energy Services Inc
7010 Glenbrook Road
Bethesda, MD 20814

CERTIFICATION NO: 120531CMC ener
EXPIRATION DATE: May 31, 2012

The Bureau of Minority and Women Business Opportunities has reviewed your submission for recertification. I am pleased to inform you that your company has been approved. This recertification demonstrates the Commonwealth's recognition of your company as a Woman Business Enterprise.

Through the application process, you have presented documentation that your company is engaged in providing certain products and/or services. Information regarding these products and/or services for which you have been certified has been electronically listed for use by all Commonwealth agencies. Please note that obtaining certification is only the first step in pursuing state contracts. The next step is to use this certification as a tool when you market your goods or services to the Commonwealth's agencies and departments. For information on workshops explaining how to pursue state government contracts, please contact our Business Development Unit at 717-705-2398.

Your recertification is valid until the expiration date noted in this letter. Ninety (90) days prior to the expiration of your certification, you should contact the bureau regarding the recertification process. If the eligibility standards set forth in our Statements of Policy including but not limited to ownership, management, or operational control change during the certification period, you should immediately notify the bureau of the changes.

The Bureau of Minority and Women Business Opportunities reserves the right to periodically review the ownership, management and operational control to confirm the continued validity of the certification status, as conferred by the Commonwealth.

We look forward to assisting you in doing business with the Commonwealth of Pennsylvania.

Sincerely,

A handwritten signature in cursive script that reads "Kathryn Waters-Perez".

Kathryn Waters-Perez, Director

Enclosure(s): Certificate

CERTIFIED CODES

83101901 Energy conservation programs

83101902 Energy use reduction measures

AFFIDAVIT

[Commonwealth/State] of MARYLAND :

: ss.

County of MONTGOMERY :

Doris Ikle', Affiant, being duly [sworn/affirmed] according to law, deposes and says that:

[He/she is the OWNER (Office of Affiant) of CMC ENERGY SERVICES, INC. (Name of Applicant);]

[That he/she is authorized to and does make this affidavit for said Applicant;]

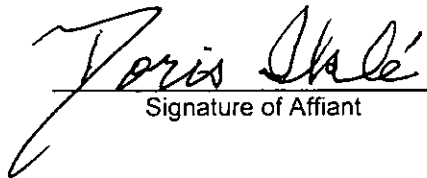
That the Applicant herein CMC ENERGY SERVICES, INC. has the burden of producing information and supporting documentation demonstrating its technical and financial fitness to be registered as a conservation service provider pursuant to Act 129 of 2008.

That the Applicant herein CMC ENERGY SERVICES, INC. has answered the questions on the application correctly, truthfully, and completely and provided supporting documentation as required.

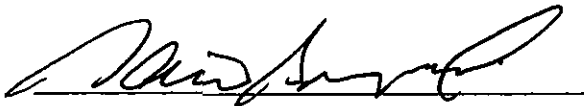
That the Applicant herein CMC ENERGY SERVICES, INC. acknowledges that it is under a duty to update information provided in answer to questions on this application and contained in supporting documents.

That the Applicant herein CMC ENERGY SERVICES, INC. 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.


Signature of Affiant

Sworn and subscribed before me this 8 day of APRIL, 2011.



Signature of official administering oath



My commission expires 11/05/2011

1 From
 Date 4/13/11 Sender's FedEx Account Number 445955540
 Sender's Name Angelica Bieh1 Phone 215 540-5800
 Company CMC Energy Services Inc
 Address 13011 Virginia Dr STE 250
 City Fort L. Warrington State PA ZIP 19034

2 Your Internal Billing Reference

3 To
 Recipient's Name Rosemary Chiavita ^{SECRETARY} Phone 717 783-6163

Company Pennsylvania Public Utility Commission HOLD Weekday HOLD Saturday
 Address Keystone Building First FedEx location address below NOT available for FedEx First Overnight. Prime FedEx location address below Available ONLY for FedEx Priority Overnight and FedEx 2Day to select locations.
 Address 400 North Street
 City Harrisburg State PA ZIP 17120

4a Express Package Service * To most locations.
 1 FedEx Priority Overnight Next business morning * Friday shipments will be delivered on Monday unless SATURDAY Delivery is selected.
 5 FedEx Standard Overnight Next business afternoon * Saturday Delivery NOT available.
 6 FedEx First Overnight Earliest next business morning delivery to select locations. * Saturday Delivery NOT available.
 3 FedEx 2Day Second business day * Thursday shipments will be delivered on Monday unless SATURDAY Delivery is selected.
 20 FedEx Express Saver Third business day * Saturday Delivery NOT available.

4b Express Freight Service ** To most locations. Packages over 150 lbs.
 7 FedEx 1Day Freight Next business day * Friday shipments will be delivered on Monday unless SATURDAY Delivery is selected. FedEx 1Day Freight Booking No.
 8 FedEx 2Day Freight Second business day * Thursday shipments will be delivered on Monday unless SATURDAY Delivery is selected.
 83 FedEx 3Day Freight Third business day * Saturday Delivery NOT available.

5 Packaging * Declared value limit: \$500.
 6 FedEx Envelope * 2 FedEx Pak * Includes FedEx Small Pak, FedEx Large Pak, and FedEx Sassy Pak.
 3 FedEx Box 4 FedEx Tube 1 Other

6 Special Handling and Delivery Signature Options

3 SATURDAY DELIVERY

No Signature Required Package may be left without obtaining a signature for delivery.
 10 Direct Signature Someone at recipient's address may sign for delivery. Fee applies.
 34 Indirect Signature If no one is available at recipient's address, someone at a neighboring address may sign for delivery. For residential deliveries only. Fee applies.

Does this shipment contain dangerous goods?
 One box must be checked.
 No 4 Yes As per attached Shipper's Declaration. Yes Shipper's Declaration not required. 6 Dry Ice Dry Ice, 9, UN 1845 _____ x _____ kg
 Dangerous goods (including dry ice) cannot be shipped in FedEx packaging or placed in a FedEx Express Drop Box. Cargo Aircraft Only

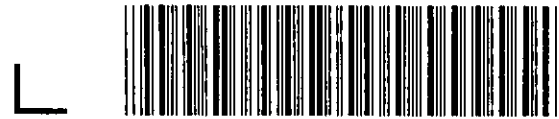
7 Payment Bill to: Obtain Recip. Acct. No.
 Enter FedEx Acct. No. or Credit Card No. below.
 1 Sender Acct. No. in Section 7 will be billed. 2 Recipient 3 Third Party 4 Credit Card 5 Cash/Check

Total Packages _____ Total Weight _____ lbs. Credit Card Auth. _____

¹ Our liability is limited to \$100 unless you declare a higher value. See the current FedEx Service Guide for details.

fedex.com 1.800.GoFedEx 1.800.463.3339

fedex.com 1.800.GoFedEx 1.800.463.3339



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