

# BEFORE THE PENNSYLVANIA PUBLIC UTILITY COMMISSION

Application of Southeast Energy Consultants, LLC, d/b/a \_\_\_\_\_, for approval to offer, render, furnish, or supply electricity or electric generation services as a(n) \_\_\_\_\_ [as specified in item #8 below] 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: **Southeast Energy Consultants, LLC-34650 US Hwy 19 N STE 207, Palm Harbor FL, 34684 Phone-727-937-1076 Fax 1-866-889-5959**

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. N/A

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: **Michael Schwegman C.E.O 34650 US Hwy 19 N STE 207, Palm Harbor FL, 34684. Phone- 727-491-3948 Fax 1-866-889-5959**

- 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: **Michael Schwegman C.E.O 34650 US Hwy 19 N STE 207, Palm Harbor FL, 34684. Phone- 727-491-3948 Fax 1-866-889-5959**

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

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- 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: **National Registered Agents, Inc.**  
**600 North Second Street**  
**Suite 401**  
**Harrisburg, PA 17101**

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

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

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.

**OR**

- X 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**

- The Applicant is a:

- domestic general partnership (\*)
- domestic limited partnership (15 Pa. C.S. §8511)
- foreign general or limited partnership (15 Pa. C.S. §4124)
- domestic limited liability partnership (15 Pa. C.S. §8201)
- foreign limited liability general partnership (15 Pa. C.S. §8211)
- foreign limited liability limited partnership (15 Pa. C.S. §8211)

Provide proof of compliance with appropriate Department of State filing requirements as indicated above.

Give name, d/b/a, and address of partners. If any partner is not an individual, identify the business nature of the partner entity and identify its partners or officers.

- \* If a corporate partner in the Applicant's domestic partnership is not domiciled in Pennsylvania, attach a copy of the Applicant's Department of State filing pursuant to 15 Pa. C.S. §4124.

or

- The Applicant is a :
- domestic corporation (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.

Give name and address of officers. **Michael Schwegman 8526 Hawbuck St, Trinity FL, 34650**

The Applicant is incorporated in the state of Florida.

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

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

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**

- 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 a
- vertically-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.) **Electric/Natural Gas Broker**

**OR**

- The Applicant is not presently doing business in Pennsylvania.

8. **APPLICANT'S PROPOSED OPERATIONS:** The Applicant proposes to operate as a:

- Generator and supplier of electric power.
- Municipal generator and supplier of electric power.
- Electric Cooperative and supplier of electric power
- 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. **Southeast Energy Consultants is a broker of electricity and natural gas. We will work with commercial and residential customers to negotiate the best pricing on energy costs.**

10. **SERVICE AREA:** Generally describe the geographic area in which Applicant proposes to offer services. **Electricity- Peco, PP&L, Duquesne, Meted, Penelec, Penn Power, Pike County, UGI, West Penn Power. Natural Gas- Columbia Gas, Equitable, Peoples Gas.**

11. **CUSTOMERS:** Applicant proposes to initially provide services to:

- Residential Customers
- Commercial Customers - (25 kW and Under)
- Commercial Customers - (Over 25 kW)
- Industrial Customers
- Governmental Customers
- All of above
- Other (Describe):

12. **FERC FILING:** Applicant has:

- Filed an Application with the Federal Energy Regulatory Commission to be a Power Marketer.
- Received approval from FERC to be a Power Marketer at Docket or Case Number \_\_\_\_\_.
- Not applicable

13. **START DATE:** The Applicant proposes to begin delivering services on 1/1/2011 (approximate date).

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

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

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

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

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

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

(Metropolitan Edison Company or Pennsylvania Electric Company)  
Blaine W. Uplinger, Jr., Director of Governmental and Regulatory Affairs  
**FirstEnergy**  
100 APC Building  
800 North third Street  
Harrisburg, PA 17102-2025

Paul E. Russell, Associate  
General Counsel  
**PPL**  
Two North Ninth Street  
Allentown, PA 18108-1179

Carlo L. Ciabattoni, Manage Energy Acquisition  
**PECO Energy Company**  
2301 Market Street  
Philadelphia, PA 19101-8699  
215.841.4210  
[carlo.ciabattoni@exeloncorp.com](mailto:carlo.ciabattoni@exeloncorp.com)

Stephen L. Feld, 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 §§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.

15. **TAXATION:** Complete the TAX CERTIFICATION STATEMENT attached as Appendix B to this application.
16. **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.
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.
- 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 Pennsylvania Public Utility Commission or other agencies.
  - Provide a copy of all standard forms or contracts that you use, or propose to use, for service provided to residential customers.
  - 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.
18. **BONDING:** In accordance with 66 PA. C.S. Section 2809(C) (1)(f), 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 \$10,000.00\_\_\_. Applicant is required to provide information supporting an amount less than \$250,000.

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:**
- 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.
    - 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.

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

B. Applicant must provide the following information:

- Identify Applicant's chief officers including names and their professional resumes. **Mike Schwegman-CEO. Brett Lister-COO. (resumes attached)**
- Provide the name, title, address, telephone number and FAX number of Applicant's custodian for its accounting records. **Monica Ankrom-Accounting Manager. 34650 US Hwy 19 N STE 207, Palm Harbor FL, 34684. Ph 727-937-1076 Fax 1-866-889-5959**

20. **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 officers directly responsible for operations, including names and their professional resumes. **Mike Schwegman-CEO. Brett Lister-COO. (resumes attached)**
- \* Proposed staffing and employee training commitments
- \* Business plans
- \* 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.
- \* 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.

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.

22. **ASSESSMENT:** The Applicant acknowledges 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.

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.



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.
- 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.
- 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.**

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.

26. **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.

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

Applicant: Southeast Energy Consultants

By: Michael Schwegman

Title: CEO

**AFFIDAVIT**

[Commonwealth/State] of Florida:

SS.

County of Pinellas :

Michael Schwegman, Affiant, being duly [sworn/affirmed] according to law, deposes and says that:

[He/she is the Chief Executive Officer (Office of Affiant) of Southeast Energy Consultants, LLC (Name of Applicant);]

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

That Southeast Energy Consultants, 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 Southeast Energy Consultants, 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 Southeast Energy Consultants, the Applicant herein, certifies to the Commission that it is subject to and 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 Pa. C.S. §506 (relating to the inspection of facilities and records).

As provided by 66 Pa. C.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 Southeast Energy Consultants, the Applicant herein, acknowledges that it has a statutory obligation to conform with 66 Pa. C.S. §506, §2807 (C), §2807(D)(2), §2809(B) and the standards and billing practices of 52 PA. Code Chapter 56.

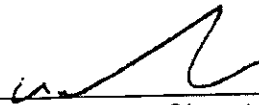
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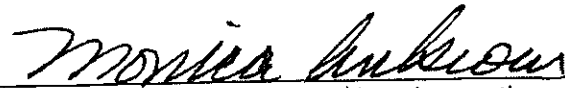
That the Applicant agrees to provide all consumer education materials and information in a timely manner as requested by the Bureau of Public Liaison or other Commission bureaus. Materials and information requested may be analyzed by the Commission to meet obligations under applicable sections of the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

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

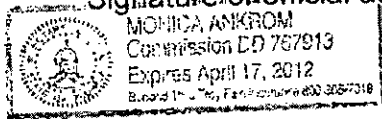


Signature of Affiant

Sworn and subscribed before me this 5 day of October, ~~19~~ 2011



Signature of official administering oath



My commission expires \_\_\_\_\_

**AFFIDAVIT**

[Commonwealth/State] of Florida:

ss.

County of Pinellas :

Michael Schwegman, Affiant, being duly [sworn/affirmed] according to law, deposes and says that:

[He/she is the Chief Executive Officer (Office of Affiant) of Southeast Energy Consultants, LLC(Name of Applicant);]

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

That \_\_\_\_\_, 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

\_\_\_\_\_ :  
N/A  
(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.

That \_\_\_\_\_, 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.

- N/A -

\_\_\_\_\_  
Signature of Affiant

Sworn and subscribed before me this \_\_\_\_\_ day of \_\_\_\_\_, 19\_\_\_\_\_.

\_\_\_\_\_  
Signature of official administering oath

My commission expires \_\_\_\_\_.

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SECRETARY'S BUREAU

# AFFIDAVIT

[Commonwealth/State] of Florida:

ss.

County of Pinellas

Michael Schwegman, Affiant, being duly [sworn/affirmed] according to law, deposes and says that:

[He/she is the Chief Executive Officer (Office of Affiant) of Southeast Energy Consultants, LLC (Name of Applicant);]

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

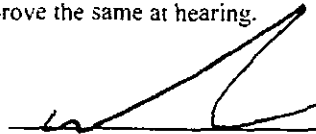
That the Applicant herein Southeast Energy Consultants has the burden of producing information and supporting documentation demonstrating its technical and financial fitness to be licensed as an electric generation supplier pursuant to 66 Pa. C.S. § 2809 (B).

That the Applicant herein Southeast Energy Consultants has answered the questions on the application correctly, truthfully, and completely and provided supporting documentation as required.

That the Applicant herein Southeast Energy Consultants acknowledges that it is under a duty to update information provided in answer to questions on this application and contained in supporting documents.

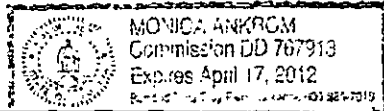
That the Applicant herein Southeast Energy Consultants acknowledges that it is under a duty to supplement information provided in answer to questions on this application and contained in supporting documents as requested by the Commission.

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 5 day of October, 2011

  
\_\_\_\_\_  
Signature of official administering oath



My commission expires

APPENDIX A

License Item Number 18, Page 7

Page 1 of 2

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. § 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 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. § 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.

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APPENDIX B

COMMONWEALTH OF PENNSYLVANIA PUBLIC UTILITY COMMISSION

TAX CERTIFICATION STATEMENT

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

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 8 1/2" x 11" paper. Type or print all information requested.

1. CORPORATE OR APPLICANT NAME Southeast Energy Consultants, LLC

2. BUSINESS PHONE NO. ( 727-937-1076 ) Monica Ankrom CONTACT PERSON(S) FOR TAX ACCOUNTS:

3. TRADE/FICTITIOUS NAME (IF ANY) N/A

4. LICENSED ADDRESS (STREET, RURAL ROUTE, P.O. BOX NO.) (POST OFFICE) STATE (ZIP) 34650 US Hwy 19 N STE 207, Palm Harbor FL, 34684

5. TYPE OF ENTITY [ ] SOLE PROPRIETOR [ ] PARTNERSHIP [X] CORPORATION

8. LIST OWNER(S), GENERAL PARTNERS, OR CORPORATE OFFICER(S)

Table with 2 columns: NAME (PRINT) and SOCIAL SECURITY NUMBER (OPTIONAL). Rows include Michael Schwegman and several empty rows.

9. LIST THE FOLLOWING STATE TAX IDENTIFICATION NUMBERS. (ALL ITEMS: A, B, AND C MUST BE COMPLETED) 26-4044348

Table with 3 columns: A. SALES TAX LICENSE (8 DIGITS), B. EMPLOYER ID (EIN) (9 DIGITS), C. CORPORATE BOX NUMBER (7 DIGITS). Includes application pending status and N/A options.

10. Do you have PA employees either resident or non-resident? [ ] YES [X] NO
11. Do you own any assets or have an office in PA? [ ] YES [X] NO

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

N/A PA SALES AND USE TAX Robert Dimarco CPA EMPLOYER TAXES Robert Dimarco CPA CORPORATE TAXES
PHONE PHONE 727-787-5290 PHONE 727-787-5290

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

**APPENDIX D**  
**EXAMPLE FORM OF NOTICE**

**PENNSYLVANIA**  
**PUBLIC UTILITY COMMISSION**  
**NOTICE**

*Application of **Southeast Energy Consultants LLC** For Approval To Offer, Render, Furnish Or Supply Electricity Or Electric Generation Services As A Generator And Supplier Of Electric Power, A Marketer/Broker Engaged In The Business Of Supplying Electricity, And An Aggregator Engaged In The Business Of Supplying Electricity, To The Public In The Commonwealth Of Pennsylvania.*

On December 21st, 2010, **Southeast Energy Consultants, LLC** filed an application with the Pennsylvania Public Utility Commission ("PUC") for a license to supply electricity or electric generation services as (1) a generator and supplier of electric power, (2) a broker/marketer engaged in the business of supplying electricity, and (3) an aggregator engaged in the business of supplying electricity. **Southeast Energy Consultants, LLC** proposes to sell electricity and related services throughout all of Pennsylvania under the provisions of the new Electricity Generation Customer Choice and Competition Act.

The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of **Southeast Energy Consultants, LLC** may be filed within 15 days of the date of this notice with the Secretary of the PUC, P.O. Box 3265, Harrisburg, PA 17105-3265. You should send copies of any protest to **Southeast Energy Consultants, LLC** at the address listed below.

**Southeast Energy Consultants, LLC**

34650 US Hwy 19 N Ste 207

Palm Harbor, FL 34684

727-937-1076

1-866-889-5959

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SECRETARY'S BUREAU



## APPENDIX E

### Electronic Datga 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://puc.paonline.com/electric/EDI/edewg\\_download.asp](http://puc.paonline.com/electric/EDI/edewg_download.asp).) 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](mailto:kawall@greenmountain.com).

#### Electric Distribution Companies (EDC):

Company Name	Contact Name	Telephone	Email	Pref.
Allegheny Power	Jim Mazanek	(724) 838-6014	<a href="mailto:jmazanek@alleghenypower.com">jmazanek@alleghenypower.com</a>	Email
Duquesne Light Co.	Dervel Reed	(412) 393-6301	<a href="mailto:D.A.Reed@dlc.dge.com">D. A. Reed@dlc.dge.com</a>	None
GPU Energy	Pete Byrne	(610) 375-5942	<a href="mailto:Pbyrne@gpu.com">Pbyrne@gpu.com</a>	None
PECO Energy	Hotline	(215) 841-5799	<a href="mailto:Choice.EDI@peco-energy.com">Choice.EDI@peco-energy.com</a>	None
Penn Power Co.	Stephanie Gibson	(724) 656-4311	<a href="mailto:Gibsons@firstenergycorp.com">Gibsons@firstenergycorp.com</a>	None
PP&L Inc.	Kim Wall	(610) 774-4850	<a href="mailto:Kawall@papl.com">Kawall@papl.com</a>	Email
UGI Utilities Inc.	Eric Sorber	(570) 830-1286	<a href="mailto:Esorber@ugi.com">Esorber@ugi.com</a>	Email
All Pennsylvania Rural Electric Cooperatives	Bob Truetken	(314) 922-9158 x1543	<a href="mailto:Bobtr@cadp.org">Bobtr@cadp.org</a>	Phone

#### Electric Generation Suppliers (EGS):

Company Name	Contact Name	Telephone	Email	Pref.
American Cooperative Services	Linda Johnson	(717) 901-4406	<a href="mailto:Linda.Johnson@prea.com">Linda.Johnson@prea.com</a>	Phone
American Energy	David Butsack	(610) 372-8500	<a href="mailto:Dave.kel@cwix.com">Dave.kel@cwix.com</a>	Email
Bruin Energy d/b/a The Mack Services Group	David McCorry	(610) 644-0562	<a href="mailto:macksergrp@msn.com">macksergrp@msn.com</a>	None
Columbia Energy Services	Tracy Myer	(703) 561-6385	<a href="mailto:Tmyer@columbiaenergygroup.com">Tmyer@columbiaenergygroup.com</a>	Email
CMS Marketing, Svcs & Trading	Aaron Martin	(517) 768-2063	<a href="mailto:Amartin@cmsenergy.com">Amartin@cmsenergy.com</a>	None
Con Edison Solutions	Bill Hunsicker	(610) 926-7155	<a href="mailto:Bhunsick@sctcorp.com">Bhunsick@sctcorp.com</a>	Email
Conectiv	Russell Coutress	(800) 397-2001	<a href="mailto:Russell@accessedi.com">Russell@accessedi.com</a>	Email
Constellation Energy Source	Sam Schmidt	(410) 468-3528	<a href="mailto:EDI@cesource.com">EDI@cesource.com</a>	Email
DTE-CoEnergy	David Tyl	(313) 235-9055	<a href="mailto:Tyld@dteenergy.com">Tyld@dteenergy.com</a>	Email
DTE Edison America	Merle Glasgow	(615) 371-5199	<a href="mailto:Merle.Glasgow@stercomm.com">Merle.Glasgow@stercomm.com</a>	None
Edison Source	Jon Silva	(562) 463-3000	<a href="mailto:jsilva@edisonenterprises.com">jsilva@edisonenterprises.com</a>	None
Enron Energy Services	Allyson Hafner	(614) 761-7160	<a href="mailto:Ahafner@ees.enron.com">Ahafner@ees.enron.com</a>	None
Exelon Energy	Joyce Walsh	(610) 645-1423	<a href="mailto:jwalsh@peco-energy.com">jwalsh@peco-energy.com</a>	Email
First Energy Services	Winston Stein	(281) 342-2646	<a href="mailto:Bswa@attmail.com">Bswa@attmail.com</a>	Phone
GPU Advanced Resources	Gary Gokhman	(610) 856-5831	<a href="mailto:Ggokhman@gpu.com">Ggokhman@gpu.com</a>	Email
Green Mountain Energy	Jamie Barras	(802) 846-6120	<a href="mailto:Barras@greenmountain.com">Barras@greenmountain.com</a>	Email
New Energy Ventures	Dan Griffiths	(215) 563-9290 x226	<a href="mailto:dgriffiths@newenergy.com">dgriffiths@newenergy.com</a>	None
NorAm Energy Management	Nick Waters	(713) 207-1376	<a href="mailto:Nwaters@noram.com">Nwaters@noram.com</a>	Email
PacifiCorp Power Marketing	Jeff Ponsness	(503) 813-5143	<a href="mailto:Jeff.Ponsness@pacificorp.com">Jeff.Ponsness@pacificorp.com</a>	Email
Penn Power Energy	Winston Stein	(281) 342-2646	<a href="mailto:Bswa@attmail.com">Bswa@attmail.com</a>	Phone
PG Energy PowerPlus	Jeff Besecker	(570) 829-8698	<a href="mailto:Besecker@pg-energy.com">Besecker@pg-energy.com</a>	Email
PP&L EnergyPlus	Kim Wall	(610) 774-4850	<a href="mailto:Kawall@papl.com">Kawall@papl.com</a>	Email
PSEG Energy Technologies	Douglas Nicholls	(732) 744-2155	<a href="mailto:Douglas.Nicholls@pseg.com">Douglas.Nicholls@pseg.com</a>	Phone
Statoil Energy Inc	Keith Mills	(703) 317-2643	<a href="mailto:Kmills@statoilenergy.com">Kmills@statoilenergy.com</a>	Email
Strategic Energy Limited	Jim Thomas	(412) 394-5650	<a href="mailto:jthomas@sel.com">jthomas@sel.com</a>	Email
UGI Energy Services, Inc.	Sai Franco	(610) 373-7999 x118	<a href="mailto:Electricenrollment@gasmark.com">Electricenrollment@gasmark.com</a>	None

Pennsylvania's Electronic Data Exchange Working Group (EDEWG) EDI transactions and related business practices can be found on the Pa. PUC website ([http://puc.paonline.com/electric/EDI/edewg\\_download.asp](http://puc.paonline.com/electric/EDI/edewg_download.asp)). 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](mailto:subscribe-edtwg@ls.eei.org) with a copy to Annunciata Marino ([marino@puc.state.pa.us](mailto:marino@puc.state.pa.us)).

8526 Hawbuck St  
Trinity, FL  
34655

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OCT 10 2011

# Michael Schwegman

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PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

## Objective

To use my skills acquired over my career to increase productivity, revenue and profits. Bring new ideas and techniques to increase profits.

## Experience

2001-2005 Consumer Sales Solutions. Dunedin, FL

### Sales Manager

- Trained new employees
- Increased sales by 50% in 12 months
- Managed sales staff making sure sales were acquired ethically.

2005-2008 AGR Group Inc Clearwater, FL

### Sales Manager

- Answered directly to general manager of the company
- Trained new sales staff
- Responsible for day to day sales operations

2008-2009 Ciq Inc Clearwater, FL

### Senior Account Manager

- Acquired new accounts automotive advertising.
- Maintained and designed marketing campaigns for car dealerships
- Became highest revenue producer on team in less than 6 months.
- Developed phone communication skills necessary for future employment opportunities.

## Education

1998-2001 Dunedin High School Dunedin, FL

- High School Diploma/GPA 3.0

2001-current      St Petersburg College      Clearwater, FL  
▪ Majoring in Business Management

**References**      Professional and personal available upon request.

419 Carriage House Ln.  
Tarpon Springs, FL 34688  
(727) 644-7810  
[Brett@seenergyconsults.com](mailto:Brett@seenergyconsults.com)

# Brett Lister

---

## Objective

To become an asset to your company by creating and managing a large group of individuals, and giving them the proper tools needed to ethically increase production, as well as, to produce a substantial amount of revenue for themselves and the company.

## Experience

2009-Present

Southeast Energy Consultants Palm Harbor, FL

### COO

- Increased annual sales from \$2.6 million to \$7.8 million.
- Doubled representatives sales from 50 to 100 sales weekly.
- Suggested and implemented new ways on how to sell products that increased production by 50%.

2004-2009

AGR Group Inc. Clearwater, FL

### Director of Sales

- Helped create and operate a high volume call center.
- Managed approximately 200-300 sales representatives.
- Communicated daily with several clients regarding contracts.

1999-2004

Consumer Sales Solutions (CSS)

### Director of Sales

- Expanded sales team from 7 to 100 representatives.
- Targeted and recorded production for all members on team.
- Managed approximately 50 to 100 representatives.

1992-1994                      Nielsen Media Research      Dunedin, FL

**Phone Interviewer**

- Interviewed and surveyed people nationally.
- Received commendation for keeping a 92% acceptance rate.
- Developed phone communication skills necessary for future employment opportunities.

**Education**

1993-1995                      St. Petersburg College      Clearwater, FL

- Major: Business Marketing.
- Courses studied: general education.

1988-1992                      Dunedin High School              Dunedin, FL

- High School Diploma/GPA 3.25.
- Courses studied: all required.

**References**

Professional and personal available upon request.

**Skills**

- Completed approximately 20 sales and customer service courses.
- Typing: 45wpm
- MS Word/Access/Excel/PowerPoint
- Number key

**2010 LIMITED LIABILITY COMPANY ANNUAL REPORT**

**FILED  
Mar 14, 2010  
Secretary of State**

DOCUMENT# L09000004704

Entity Name: SOUTHEAST ENERGY CONSULTANTS L.L.C

**Current Principal Place of Business:**

8526 HAWBUCK ST  
TRINITY, FL 34655 US

**New Principal Place of Business:**

39334 US HIGHWAY 19 N  
TARPON SPRINGS, FL 34689 US

**Current Mailing Address:**

8526 HAWBUCK ST  
TRINITY, FL 34655 US

**New Mailing Address:**

39334 US HIGHWAY 19 N  
TARPON SPRINGS, FL 34689 US

FEI Number: 26-4044348      FEI Number Applied For ( )      FEI Number Not Applicable ( )      Certificate of Status Desired ( )

**Name and Address of Current Registered Agent:**

SCHWEGMAN, MICHAEL J  
39334 US HWY 19 N  
TARPON SPRINGS, FL 34689 US

**Name and Address of New Registered Agent:**

The above named entity submits this statement for the purpose of changing its registered office or registered agent, or both, in the State of Florida.

SIGNATURE:

\_\_\_\_\_  
Electronic Signature of Registered Agent

\_\_\_\_\_  
Date

**MANAGING MEMBERS/MANAGERS:**

Title: MGRM  
Name: SCHWEGMAN, MICHAEL J  
Address: 8526 HAWBUCK ST  
City-St-Zip: TRINITY, FL 34655 US

I hereby certify that the information indicated on this report is true and accurate and that my electronic signature shall have the same legal effect as if made under oath; that I am a managing member or manager of the limited liability company or the receiver or trustee empowered to execute this report as required by Chapter 608, Florida Statutes.

SIGNATURE: MICHAEL J SCHWEGMAN

MGRM

03/14/2010

\_\_\_\_\_  
Electronic Signature of Signing Managing Member, Manager, or Authorized Representative / Date

3:21 PM  
08/27/10  
Accrual Basis

**Southeast Energy Consultants, LLC**  
**Profit & Loss**  
June through December 2009

	<u>Jun - Dec 09</u>
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
Broker	329,762.06
<b>Total Income</b>	<u>329,762.06</u>
<b>Cost of Goods Sold</b>	
Subcontractors - 1099	59,085.75
<b>Total COGS</b>	<u>59,085.75</u>
<b>Gross Profit</b>	270,676.31
<b>Expense</b>	
Advance	1,219.35
Advertising and Promotion	0.00
Alarm System	646.28
Automobile Expense	5,801.31
Bank Service Charges	408.00
Computer and Internet Expenses	3,873.06
Dues & Subscriptions	277.11
Equipment Rental	227.91
Insurance Expense	474.80
Meals and Entertainment	1,007.19
Miscellaneous Expense	0.00
MyFax.com	328.60
Office Cleaning	40.00
Office Supplies	6,450.29
Payroll Expenses	
Officers Salary	5,000.00
Salaries & Wages	114,961.38
Payroll Expenses - Other	<u>12,862.71</u>
<b>Total Payroll Expenses</b>	132,824.09
Professional Fees	495.00
Reimbursement	103.18
Reimbursement for Supplies/Etc	1,900.00
Rent Expense	5,670.20
Repairs and Maintenance	2,122.06
Spiff Money	3,606.00
SunBiz. Filing Fee's	30.75
Telephone Expense	2,596.56
Travel Expense	194.24



3:21 PM  
08/27/10  
Accrual Basis

**Southeast Energy Consultants, LLC**  
**Profit & Loss**  
**June through December 2009**

	<u>Jun - Dec 09</u>
Utilities	1,940.71
Water	464.86
<b>Total Expense</b>	<u>172,701.55</u>
<b>Net Ordinary Income</b>	<u>97,974.76</u>
<b>Net Income</b>	<u><u>97,974.76</u></u>



Department of State  
Corporation Bureau  
P.O. Box 8722  
Harrisburg, PA 17105-8722  
(717) 787-1057  
Web site: [www.dos.state.pa.us/corps](http://www.dos.state.pa.us/corps)

**Instructions for Completion of Form:**

- A. Typewritten is preferred. If not, the form shall be completed in black or blue-black ink in order to permit reproduction. The filing fee for this form is \$250 made payable to the Department of State.
- B. A foreign limited liability company/limited liability partnership/limited partnership may adopt a name to register and do business in the Commonwealth of Pennsylvania that is different from the name in its formation documents filed in its state of domicile. Both boxes 1 and 2 should be completed, even if the name of the entity will be the same in both jurisdictions.
- C. *Designators: Limited Partnership:* The name may contain the word "company", "limited" or "limited partnership" or abbreviation. *Limited Liability Partnership:* The name must contain the word "company", "limited" or "limited liability partnership" or abbreviation. *Limited Liability Company:* The name must contain the word "company," "limited" or "limited liability company" or abbreviation.
- D. Under 15 Pa.C.S. § 135(c) (relating to addresses) an actual street or rural route box number must be used as an address. If the Department of State is required to refuse to receive or file any document that sets forth only a post office box address.  
The following, in addition to the filing fee, shall accompany this form:
  - (1) *For Limited Liability Company Only:* One copy of a completed form DSCB:15-134A (Docketing Statement).
  - (2) Any necessary copies of form DSCB:17.2.3 (Consent to Appropriation of Name).
  - (3) Any necessary governmental approvals.
- E. Under 15 Pa.C.S. § 8981 or § 8583, upon the filing of this form the applicant shall be authorized to do business in the Commonwealth of Pennsylvania and no certificate of authority will be issued to the applicant by the Department.
- F. This form and all accompanying documents shall be mailed to the address stated above.

PENNSYLVANIA DEPARTMENT OF STATE  
CORPORATION BUREAU

Application for Registration - Foreign

(15 Pa.C.S.)

- Registered Limited Liability General Partnership (§ 8211)
- Registered Limited Liability Limited Partnership (§ 8211)
- Limited Partnership (§ 8582)
- Limited Liability Company (§ 8981)

Name <u>Southeast Energy Consultants, LLC</u>		
Address <u>34650 US Hwy 19 N Ste 207</u>		
City <u>Palm Harbor</u>	State <u>FL</u>	Zip Code <u>34684</u>

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

←

Pa. 5250

In compliance with the requirements of the applicable provisions (relating to registration), the undersigned, desiring to register to do business in this Commonwealth, hereby states that:

1. The name of the limited liability company/limited liability partnership/limited partnership in the jurisdiction in which it is formed:

Southeast Energy Consultants, LLC

2. The name under which the limited liability company/limited liability partnership/limited partnership proposes to register and do business in this Commonwealth is:

Southeast Energy Consultants, LLC

3. The name of the jurisdiction under the laws of which it was organized and the date of its formation:

Jurisdiction: Florida Date of Formation: 1/15/2009

4. The (a) address of its initial registered office in this Commonwealth or (b) name of its commercial registered office provider and the county of venue is:

(a) Number and street	City	State	Zip	County
<u>NA</u>				

(b) Name of Commercial Registered Office Provider	County

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OCT 10 2011

PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

5. Check and complete one of the following:

The address of the office required to be maintained by it in the jurisdiction of its organization by the laws of that jurisdiction is:

Number and street City State Zip

It is not required by the laws of its jurisdiction of organization to maintain an office therein and the address of its principal office is:

34650 US Hwy 19 N Ste 207 Palm Harbor FL 34684  
Number and street City State Zip

~~For Restricted Professional Limited Liability Company Only. Strike out if inapplicable: The company is a restricted professional company organized to render the following professional service(s):~~

**Limited Liability Partnership and Limited Partnership: Complete paragraphs 7 and 8**

7. The name and business address of each general partner.

Name Business Address

NA-

8. The address of the office at which is kept a list of the names and addresses of the limited partners and their capital contribution is:


Number and street City State Zip County

The registered partnership hereby undertakes to keep those records until its registration to do business in the Commonwealth is canceled or withdrawn.

IN TESTIMONY WHEREOF, the undersigned has caused this Application for Registration to be signed by a duly authorized officer/member or manager thereof this

10<sup>th</sup> day of October 2011.

Southeast Energy Consultants, LLC  
Name of Partnership/Company

  
Signature

CEO  
Title

One (1) required

**BUREAU USE ONLY:**

Dept. of State Entity # \_\_\_\_\_

Dept. of Rev. Box # \_\_\_\_\_

Filing Period \_\_\_\_\_ Date 3 4 5 \_\_\_\_\_

SIC/NAICS \_\_\_\_\_ Report Code \_\_\_\_\_

Check proper box:

*Pennsylvania Entities*

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

*Foreign Entities*

State/Country FL / USA Date 1/15/2009

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

*Other*

- domestication
- division
- consolidation

1. Entity Name:  
Southeast Energy Consultants, LLC

2. Individual name and mailing address responsible for initial tax reports:  
Michael Schwegman 34650 US Hwy 19 N Ste 207 Palm Harbor FL 34684  
Name Number and street City State Zip

3. Description of business activity:  
Electric / Natural Gas Broker

4. Specified effective date, if any:  
upon receipt  
month/day/year hour, if any

5. EIN (Employer Identification Number), if any:  
26-4044348

6. Fiscal Year End:  
12/31

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



The (a) address of this corporation's proposed registered office in this Commonwealth or (b) name of its commercial registered office provider and the county of venue is:

(a) Number and street	City	State	Zip	County
-NA-				

(b) Name of Commercial Registered Office Provider \_\_\_\_\_ County \_\_\_\_\_

-NA-

7. Check one of the following:

**Business Corporation:** The corporation is a corporation incorporated for a purpose or purposes involving pecuniary profit, incidental or otherwise.

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

IN TESTIMONY WHEREOF, the undersigned corporation has caused this Application for Certificate of Authority to be signed by a duly authorized officer thereof this 10<sup>th</sup> day of October, 2011.

Southeast Energy Consultants LLC  
Name of Corporation

[Signature]  
Signature

CEO  
Title

THE UPS STORE  
(727) 785-4900  
THE UPS STORE #1249  
334 EAST LAKE RD  
PALM HARBOR FL 34685-2427

1.7 LBS LTR 1 OF 1  
SHP WT: 2 LBS  
DATE: 10 OCT 2011

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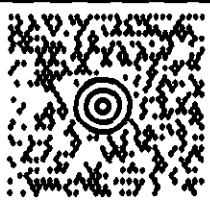
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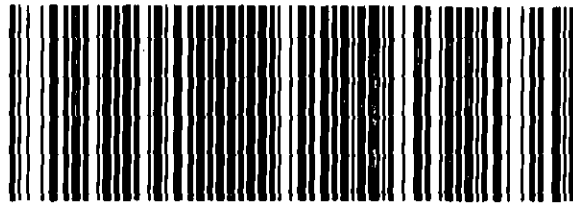


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TO: MCNULTY, J  
Agency: PUC  
Floor:  
External Carrier



CMPC