

600 N Pearl St, Suite S-104 Dallas, TX 75201-2822

June 6, 2012

Pennsylvania Public Utility Commission 400 North St Fl 2 Commonwealth Keystone Bldg, Fl 2 Harrisburg, PA 17120

RE: Application for Approval to Offer Natural Gas

Secretary Rosemary Chiavetta,

Clearview Electric, Inc. would like to resubmit our original application with the Certificate of Authority issued by the Secretary of the Commonwealth of Pennsylvania on April 17, 2012. We are also submitting a copy of our Pennsylvania Department of State application (entity # 3694678 filed 12/15/2006).

Thank you,

Peter Jucha (/ Vice President Clearview Electric, Inc. <u>execs@clearviewelectric.net</u> O: (214) 884-1740 F: (972) 546-9991

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JUN 0 6 2012

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU



## **BEFORE THE PENNSYLVANIA PUBLIC UTILITY COMMISSION**

Application of <u>Clearview Electric</u>, Inc. <u>,</u> d/b/a <u>Clearview Energy</u>, for approval to offer, render, furnish, or 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:

Clearview Electric, Inc. 600 North Pearl St. Suite S-104 Dallas, TX 75021 Phone: (214) 884-1760 Fax: (972) 546-9991

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:

Peter Jucha, Vice President; 600 North Pearl St. Suite S-104; Dallas, TX 75201 Office Phone: (214) 884-1740; Fax: (972) 546-9991

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:

Peter Jucha, Vice President; 600 North Pearl St. Suite S-104; Dallas, TX 75201 Office Phone: (214) 884-1740; Fax: (972) 546-9991

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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PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU



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:

Business Filings Incorporated 116 Pine St. Suite 320 Harrisburg, PA 17101 Phone: (800) 981-7183 Fax: (608) 827-5501

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

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

Clearview Energy

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

5.

The Applicant will not be using a fictitious name.

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.

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### or

The Applicant is a:

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1	 		 	

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.

☑ The Applicant is a:

Ø

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) U 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.

Francis X. McGovern, President 600 North Pearl St. Suite S-104 Dallas, TX 75201

The Applicant is incorporated in the state of Texas

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

Does the Applicant have any affiliation with or ownership interest in:

- (a) any other Pennsylvania retail natural gas supplier licensee or licensee applicant,
- (b) any other Pennsylvania retail licensed electric generation supplier or license applicant,
- (c) any Pennsylvania natural gas producer and/or marketer,
- (d) any natural gas wells or
- (e) any local distribution companies (LDCs) in the Commonwealth

If the response to parts a, b, c, or d above is affirmative, provide a detailed description and explanation of the affiliation and/or ownership interest.

Provide specific details concerning the affiliation and/or ownership interests involving:

(a) any natural gas producer and/or marketers,

(b) any wholesale or retail supplier or marketer of natural gas, electricity, oil, propane or other energy sources.

Provide the Pa PUC Docket Number if the applicant has ever applied:

- (a) for a Pennsylvania Natural Gas Supplier license, or
- (b) for a Pennsylvania Electric Generation Supplier license.

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

The Applicant is presently doing business in Pennsylvania as a

- natural gas interstate pipeline.
   municipal providing service out municipal providing service outside its municipal limits.
- local gas distribution company
  - retail supplier of natural gas services in the Commonwealth
  - a natural gas producer
- Other. (Identify the nature of service being rendered.) Retail supplier of electricity

PUC License # A-2010-2152506

### or

- The Applicant is not presently doing business in Pennsylvania.
- 8. APPLICANT'S PROPOSED OPERATIONS: The Applicant proposes to operate as a:
  - supplier of natural gas services.
  - Municipal supplier of natural gas services.
  - Cooperative supplier of natural gas services.
  - Broker/Marketer engaged in the business of supplying natural gas services.
  - Aggregator engaged in the business of supplying natural gas services.
  - Other (Describe):

9. **PROPOSED SERVICES:** Generally describe the natural gas services which the Applicant proposes to offer.

To provide natural gas to residential and small business consumers in Pennsylvania.

10. SERVICE AREA: Provide each Natural Gas Distribution Company (NGDC) in which Applicant proposes to offer services.

PECO Peoples Natural Gas Company, LLC

- 11. **CUSTOMERS:** Applicant proposes to initially provide services to:
- Residential Customers
- Commercial Customers (Less than 6,000 Mcf annually)
- Commercial Customers (6,000 Mcf or more annually)
- Industrial Customers
- Governmental Customers
- All of above
  - Other (Describe):
- 12. **START DATE:** The Applicant proposes to begin delivering services on <u>05/01/2012</u> (approximate date).

13. **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:

Irwin A. Popowsky Office of Consumer Advocate 5th Floor, Forum Place 555 Walnut Street Harrisburg, PA 17120-1921	Office of the Attorney General Bureau of Consumer Protection Strawberry Square, 14th Floor Harrisburg, PA 17120
William R. Lloyd, Jr.	Commonwealth of Pennsylvania
Commerce Building, Suite 1102	Department of Revenue
Small Business Advocate	Bureau of Compliance
300 North Second Street	Harrisburg, PA 17128-0946

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

aclinities the applicant intends to supply customers.	
Valley Energy Inc.	National Fuel Gas Distribution Corp.
Robert Crocker	David D. Wolford
523 South Keystone Avenue	6363 Main Street
Sayre, PA 18840-0340	Williamsville, NY 14221
PH: 570.888-9664	PH: 716.857.7483
FAX: 570.888.6199	FAX: 716.857.7479
email: rcrocker@ctenterprises.org	email: wolfordd@natfuel.com
UGI Central Penn	Peoples Natural Gas Company LLC
David Beasten	Lynda Petrichevich
2525 N. 12 <sup>th</sup> Street, Suite 360	375 North Shore Drive, Suite 600
Reading, PA 19612-2677	Pittsburgh, PA 15212
PH: 610.796.3425	email: Lynda.w.petrichevich@peoples-gas.com
FAX: 610.796.3559	PH: 412.208.6528
	FAX: 412.208.6577
Peoples TWP LLC (Formerly T. W. Phillips)	UGI
Robert M. Hovanec	David Beasten
205 North Main Street	2525 N. 12 <sup>th</sup> Street, Suite 360
Butler, PA 16001	Reading, PA 19612-2677
PH: 724.287.2725	PH: 610.796.3425
FAX: 724.287.5021	FAX: 610.796.3559
email: <u>rhovanec@twphillips.com</u>	
UGI Penn Natyraj	Equitable Gas Company
David Beasten	Jerald Moody
2525 N. 12 <sup>th</sup> Street, Suite 360	225 North Shore Drive
Reading, PA 19612-2677	Pittsburgh, PA 15212-5352
PH: 610.796.3425	PH: 412.395.3209
FAX: 610.796.3559	FAX: 412.395.3335
PECO	Columbia Gas of Pennsylvania Inc.
	Thomas C. Heckathorn
Carlos Thillet, Manager, Gas Supply and Transportation	200 Civic Center Drive
2301 Market Street, S9-2 Philodolphia, DA, 40402	
Philadelphia, PA 19103	Columbus, OH 43215
email: <u>carlos.thillet@exeloncorp.com</u>	PH: 614.460.4996
PH: 215.841.6452	FAX:614.460.6442
	email: <u>theckathorn@nisource.com</u>
Philadelphia Gas Works	
Douglas Moser	
800 West Montgomery Avenue	
Philadelphia, PA 19122	
email: <u>douglas.moser@pgworks.com</u>	
PH: 215.684.6899	

Harrisburg, PA 17101

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.

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- 14. **TAXATION:** Complete the <u>TAX CERTIFICATION STATEMENT</u> attached as Appendix B to this application. See Appendix A
- 15. **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.

N/A

- 16. STANDARDS, BILLING PRACTICES, TERMS AND CONDITIONS OF PROVIDING SERVICE AND CONSUMER EDUCATION: All services should be priced in clearly stated terms to the extent possible. Common definitions should be used. All consumer contracts or sales agreements should be written in plain language with any exclusions, exceptions, add-ons, package offers, limited time offers or other deadlines prominently communicated. Penalties and procedures for ending contracts should be clearly communicated.
  - a. Contacts for Consumer Service and Complaints: Provide the name, title, address, telephone number and FAX number of the person and an alternate person responsible for addressing customer complaints. These persons will ordinarily be the initial point(s) of contact for resolving complaints filed with Applicant, the Distribution Company, the Pennsylvania Public Utility Commission or other agencies. Ph (972) 546-9990 Joan Parker, Regulatory, P.O. Box 130659, Dallas,TX 75313-0659 Fax (877) 329-0031
  - b. Provide a copy of all standard forms or contracts that you use, or propose to use, for service provided to residential customers.
     See Appendix B
  - c. If proposing to serve Residential and/or Small Commercial customers, provide a disclosure statement. A sample disclosure statement is provided as Appendix B to this Application.
     See Appendix B

### 17. FINANCIAL FITNESS:

- A. Applicant shall provide sufficient information to demonstrate financial fitness commensurate with the service proposed to be provided. Examples of such information which may be submitted include the following:
- Actual (or proposed) organizational structure including parent, affiliated or subsidiary companies. See Appendix E
- Published parent company financial and credit information. N/A
- 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.
   \*Confidential\* See Appendix G
- 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. See Appendix D
- 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. N/A
- Audited financial statements \*Confidential\* See Appendix G
- Such other information that demonstrates Applicant's financial fitness.
- B. Applicant must provide the following information:
- Provide proof of compliance with bonding/credit requirements for each NGDC the applicant is proposing to provide service in. This requirement is designated by each NGDC and can commonly be found in the NGDC supplier tariff.
   See Appendix H
- Identify Applicant's chief officers including names and their professional resumes.
   See Appendix E

Provide the name, title, address, telephone number and FAX number of Applicant's custodian for its accounting records.
 Deret Comptell, CEO: D.O. Rev 120650; Delles, TX 75212, 0659;

Derek Campbell, CFO; P.O. Box 130659; Dallas, TX 75313-0659; Phone: (972) 546-9990 Fax: (877) 329-0031

- 18. **TECHNICAL FITNESS:** To ensure that the present quality and availability of service provided by natural gas 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.
     \*Confidential\* See Appendix F
     We contract with an operational company with many years of combined experience in the industry.
  - A copy of any Federal energy license currently held by the Applicant.
  - N/A
     Proposed staffing and employee training commitments.
     \*Confidential\* See Appendix F
  - Business plans.
- 19. **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 2208(D). Transferee will be required to file the appropriate licensing application.
- 20. 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.
- 21. **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 an annual basis no later than 30 days following the end of the calendar year.

Applicant will be required to meet periodic reporting requirements as may be issued by the Commission to fulfill the Commission's duty under Chapter 22 pertaining to reliability and to inform the Governor and Legislature of the progress of the transition to a fully competitive natural gas market.

- 22. 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.
- 23. **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.
- 24. FEE: The Applicant has enclosed the required initial licensing fee of \$350.00 payable to the Commonwealth of Pennsylvania.



Applicant:: Clearview Electric, Inc. By: Title Francis X McGovern, CEO

## AFFIDAVIT

[Commonwealth/State] of <u>Texas</u>\_\_\_\_\_

SS.



County of <u>Dallas</u>

\_Francis X McGovern \_\_\_\_, Affiant, being duly [sworn/affirmed] according to law, deposes and says that:

[He/she is the \_ President \_\_\_\_\_ (Office of Affiant) of Clearview Electric, Inc (Name of Applicant);]

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

That <u>Clearview Electric, Inc.</u>, 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 <u>Clearview Electric, Inc.</u>, the Applicant herein, asserts that [he/she/it] possesses the requisite technical, managerial, and financial fitness to render natural gas supply 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 <u>Clearview Electric</u>, the Applicant herein, certifies to the Commission that it is subject to , will pay, and in the past has paid, the full amount of taxes imposed by Articles II and XI of the Act of March 4, 1971 (P.L. 6, No. 2), known as the Tax Reform Act of 1971 and any tax imposed by Chapter 22 of Title 66. The Applicant acknowledges that failure to pay such taxes or otherwise comply with the taxation requirements of, 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 natural gas 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).

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 <u>Clearview Electric</u>, Inc., the Applicant herein, acknowledges that it has a statutory obligation to conform with 66 Pa. C.S. §506, and the standards and billing practices of 52 PA. Code Chapter 56.



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PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU That the Applicant agrees to provide all consumer education materials and information in a timely manner as requested by the Commission's Office of Communications 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 Affian

Sworn and subscribed before me this <u>23rd</u> day of <u>March</u>, <del>19</del>

Signature of official administering oath

My commission expires

JOAN L. PARKER Notary Public, State of Tenza My Commission Explines NOVEMBER 6, 2013

**3** 2012 ΔPI PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

## AFFIDAVIT

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[Commonwealth/State] of Texas

SS

2012 PA PUBLIC UTILITY COMMISSION RETARY'S BUREAN

County of Dallas

Francis X McGovern , Affiant, being duly [sworn/affirmed] according to law, deposes and says that:

(Office of Affiant) of Clearview Electric, Inc.(Name of Applicant);] [He/she is the President

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

That the Applicant herein Clearview Electric has the burden of producing information and supporting documentation demonstrating its technical and financial fitness to be licensed as a natural gas supplier pursuant to 66 Pa. C.S. §2208(c)(1).

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

That the Applicant herein Clearview Electric 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 Clearview Electric 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

2012 Sworn and subscribed before me this 23rd day of March 4.0

Signature of official administering oath

6/2013 My commission expires ////

JOAN L. PARKER Notary Public, State of Texas M don Expires NOVEMBER 6, 2013



JUN 0 6 2012

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

### COMMONWEALTH OF PENNSYLVANIA

### DEPARTMENT OF STATE

### APRIL 17, 2012

### TO ALL WHOM THESE PRESENTS SHALL COME, GREETING:

**Clearview Electric Inc.** 

I, Carol Aichele, Secretary of the Commonwealth of Pennsylvania

do hereby certify that the foregoing and annexed is a true and correct

copy of

**CERTIFICATE OF AUTHORITY filed on December 15, 2006** 

which appear of record in this department.





JUN 0 6 2012

APR 7 2012 PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU



IN TESTIMONY WHEREOF, I have hereunto set my hand and caused the Seal of the Secretary's Office to be affixed, the day and year above written.

A e Dille

Secretary of the Commonwealth

EC-15-2006 14:53	Entity #. 3694678 Date Flied: 12/15/2006 Pedro A. Cortés Secretary of the Commonwealth
PENNSYLVANIA DEPARTME CORPORATION BUE	
Entity Number  Entity Number  X Foreign Business Corporat Foreign Nonprofit Corpora	ion (§ 4124)
Name Business Filings Incorporated	Document will be returned to the name and address you enter to
Address 8025 Excelsior Drive, Suite 200 Chy Sume Zip Code Madison, WI 53717	Commonwealth of Pennsylvania CERTIFICATE OF AUTHORITY 4 Page(s)
Fee: \$250 Filed in the Departm	ent of State on
Soc	retary of the Commonwealth

(n compliance with the requirements of the applicable provisions of 15 Pa.C.S. (relating to corporations and unincorporated associations), the undersigned, hereby states that:

1. The name of the corporation is: Clearview Electric Inc.

 Complete only when the corporation must adopt a corporate designator for use in Permsylvania. The name which the corporation adopts for use in this Commonwealth is:

3. If the name set forth in paragraph 1 or 2 is not available for use in this Commonwealth, complete the following: The fictuious name which the corporation adopts for use in transacting business in this Commonwealth is:

The corporation shall do business in Pennsylvania only under such fictitious name pursuant to the attached resolution of the board of directors under the applicable provisions of 15 Pa.C.S. (relating to corporations and unincorporated associations) and the attached form DSCB:54-311 (Application for Registration of Fieldous Name).

4. The name of the jurisdiction under the laws of which the corporation is incorporated is: Texas

5. The address of its principal office under the laws of the jurisdiction in which it is incorporated is:

City

2777 N. Stemmons Hwy, Suite 701, Dallas, Texas 75207

Number and street

State

Zip

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### DSCB;15-4124/6124-2

. The (a) address of this corporation commercial registered office provi	's proposed registere ider and the county of	ed office in this Co f venue is:	mmonwealth c	or (b) name of its
(a) Number and street	City	State	Zip	County
(b) Name of Commercial Register to:Business Filings locorporated	ed Office Provider		Count	y Dauphin

7. Check one of the following.

<u>X</u> 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.

corporatio Authority this	MONY WHEREOF, the undersigned a has caused this Application for Certificate of to be signed by a duly sutborized officer thereof ay of,
-100 C	
_	Clearview Electric Inc.
	Name of Corporation
Tu	mixinter
$\neg \pi$	Signature
	Frank McGovern, President
	Title

Corporations Section P.O.Box 13697 Austin, Texas 78711-3697



Attachment A - Page 2 Rope And Add Page 2 Secretary of State

## Office of the Secretary of State

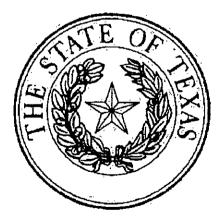
### **Certificate of Fact**

The undersigned, as Secretary of State of Texas, does hereby certify that the document, Certificate of Formation for Clearview Electric Inc. (file number 800702201), a Domestic For-Profit Corporation, was filed in this office on August 31, 2006.

It is further certified that the entity status in Texas is in existence.



In testimony whereof, I have hereunto signed my name officially and caused to be impressed hereon the Seal of State at my office in Austin, Texas on March 21, 2012.



has I

Hope Andrade Secretary of State

Phone: (512) 463-5555 Prepared by: SOS-WEB Come visit us on the internet al http://www.sos.state.tx.us/ Fax: (512) 463-5709 TID: 10264

Dial: 7-1-1 for Relay Services Document: 413681520003

### COMMONWEALTH OF PENNSYLVANIA

### DEPARTMENT OF STATE

### APRIL 17, 2012

### TO ALL WHOM THESE PRESENTS SHALL COME, GREETING:

**Clearview Electric Inc.** 

I, Carol Aichele, Secretary of the Commonwealth of Pennsylvania

do hereby certify that the foregoing and annexed is a true and correct

copy of

**CERTIFICATE OF AUTHORITY filed on December 15, 2006** 

which appear of record in this department.

RECEIVED

JUN 0 6 2012

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU



IN TESTIMONY WHEREOF, I have hereunto set my hand and caused the Seal of the Secretary's Office to be affixed, the day and year above written.

mare ainere

Secretary of the Commonwealth

Entity #: 3694678 Date Filed: 12/15/2006 DEC-15-2006 14:53 Pedro A. Cortés Secretary of the Commonwealth PENNSYLVANIA DEPARTMENT OF STATE **CORPORATION BUREAU** Application for Certificate of Authority (15 Pa.C.S.) Endry Number Foreign Business Corporation (§ 4124) Foreign Nonprofit Corporation (§ 6124) Document will be returned to the same and address you cater to **Business Filings Incorporated** Adam Commonwealth of Pennsylvania 8025 Excelsior Drive, Suite 200 CERTIFICATE OF AUTHORITY 4 Page(s) Zin Code Ch<sub>2</sub> Madison, WI 53717 1083526302 Fee: \$250 Filed in the Department of State on Secretary of the Commonwealth in compliance with the requirements of the applicable provisions of 15 Pa.C.S. (relating to corporations and unincorporated associations), the undersigned, hereby states that: 1. The name of the corporation is: Clearview Electric Inc. 2. Complete only when the corporation must adopt a corporate designator for use in Pennsylvania. The mane which the corporation adopts for use in this Common wealth is: 3. If the name set forth in paragraph I or 2 is not available for use in this Commonwealth, complete the following: The flotitious name which the corporation adopts for use in transacting business in this Commonwealth is: The corporation shall do bustness in Pennsylvania only under such fictivious name pursuant to the exacted resolution of the board of directors under the applicable provisions of 15 Pa.C.S. (relating to corporations and unknourporated associations) and the amethed form DSCB:54-311 (Application for Registration of Fletitious Name). 4. The name of the jurisdiction under the laws of which the corporation is incorporated is: Toxas 5. The address of its principal office under the laws of the jurisdiction in which it is incorporated is: 2777 N. Stemmons Hwy, Suite 701, Dallas, Texes 75207 Number and street City State Zio

2006 DEC 15 PM 4: 38

#### DSCB:15-4124/6124-2

commercial registered office prov		VERDE TE:		<b>.</b> .
(a) Number and street	City	State	Zip	County
	nt Office Descrider		Conne	<u></u>
(b) Name of Commercial Registr of Business Filings Incorporated				Dauphin

7. Check one of the following:

X 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 suthorized officer thereof this <u>\_ary or Dic</u> 2006 **Clearview Electric Inc.** Name of Corporation Signature Frank McGovern, President True

Corporations Section P.O.Box 13697 Austin, Texas 78711-3697



Attachment A Page 2 Secretary of State

## Office of the Secretary of State

### **Certificate of Fact**

The undersigned, as Secretary of State of Texas, does hereby certify that the document, Certificate of Formation for Clearview Electric Inc. (file number 800702201), a Domestic For-Profit Corporation, was filed in this office on August 31, 2006.

It is further certified that the entity status in Texas is in existence.

In testimony whereof, I have hereunto signed my name officially and caused to be impressed hereon the Seal of State at my office in Austin, Texas on March 21, 2012.



Hope Andrade Secretary of State

Phone: (512) 463-5555 Prepared by: SOS-WEB Come visit us on the internet at http://www.sos.state.tx.us/ Fax: (512) 463-5709 TID: 10264

Dial: 7-1-1 for Relay Services Document: 413681520003

### APPENDIX A



#### COMMONWEALTH OF PENNSYLVANIA PUBLIC UTILITY COMMISSION

### TAX CERTIFICATION STATEMENT

PA PUBLIC UTILITY COMINISSION

A completed Tax Certification Statement must accompany all applications for new licenses, renewals or transfers. Failure to provide the reaction of the reaction of the provide the reaction of the reaction o

I. CORPORATE OR APPLICANT NAME	2. BUSINESS PHONE NO. (214) 884-1760
Clearview Electric, Inc.	CONTACT PERSON(S) FOR TAX ACCOUNTS: Derek Campbell
3. TRADE/FICTITIOUS NAME (IF ANY)	
Clearview Energy	
4. LICENSED ADDRESS (STREET, RURAL ROUTE, P.O. BO	DX NO.) (POST OFFICE) STATE) (ZIP)
P.O. Box 7310	Dallas TX 75209
5. TYPE OF ENTITY SOLE PROPRIETOR	PARTNERSHIP CORPORATION
8. LIST OWNER(S), GENERAL PARTNERS, OR CORPORATE OFFICER(S)	
NAME (PRINT)	SOCIAL SECURITY NUMBER (OPTIONAL)
Francis X McGovern	
NAME (PRINT)	SOCIAL SECURITY NUMBER (OPTIONAL)
NAME (PRINT)	SOCIAL SECURITY NUMBER (OPTIONAL)
NAME (PRINT)	SOCIAL SECURITY NUMBER (OPTIONAL)
NAME (PRINT)	SOCIAL SECURITY NUMBER (OPTIONAL)
9. LIST THE FOLLOWING STATE TAX IDENTIFICATION NUMBERS. (AL	L ITEMS: A, B, AND C MUST BE COMPLETED).
A. SALES TAX LICENSE (8 DIGITS) APPLICATION	C. CORPORATE BOX NUMBER (7 DIGITS) APPLICATION
8     5     -     0     3     4     0     4     -     6	3     6     9     4     6     7     8     1     1
B. EMPLOYER ID (EIN) (9 DIGITS: APPLICATION	
2     0     -     5     5     5     2     3     1     6     □     □	
10. Do you have PA employes either resident or non-resident?	
11. Do you own any assets or have an office in PA?	YES Z NO
NAME AND PHONE NUMBER OF PERSON(S) RESPONSIBLE FOR FILING	TAX RETURNS
Derek Campbell	
PA SALES AND USE TAX EMPLOYER TAXES (214) 884-1760	CORPORATE TAXES
PHONE PHONE	PHONE
Telephone inquiries about this form may be directed to the Pennsy	Ivania Department of Revenue at the following numbers:
(717) 772-2673, TDD# (717) 772-2252 (Hearing Impaired Only)	



JUN 0 6 2012

### APPENDIX B

### Disclosure Statement for Natural Gas Suppliers

This is an agreement for natural gas services, between Clearview Energy and customer's name and full address.

#### Background

- We at Clearview Energy are licensed by the Pennsylvania Public Utility Commission to offer and supply natural gas services in Pennsylvania. Our PUC license number is <u>A-110XXX</u>.
- We set the prices and charges that you pay. The Public Utility Commission regulates distribution or delivery prices and services. The Federal Energy Regulatory Commission regulates interstate pipeline prices and services.
- You will receive a single bill from your natural gas distribution company ("NGDC") that includes our gas supply charges as well as the NGDC's delivery charges.
- Right of Recision You may cancel this agreement at any time before midnight of the third business day after receiving this disclosure.

#### Definitions

• Interstate Pipeline Charges - Charge for moving natural gas to the distribution lines of a distribution company.

#### **Terms of Service**

- 1. <u>Price</u> <u>Gas</u> Variable Price is variable by month, is based on market conditions, and the current projected wholesale cost of natural gas.
- 2. <u>Length of Agreement</u> Variable Price Month to month

You will buy your natural gas services for the above street address from CLEARVIEW ENERGY beginning on a date set by your natural gas distribution company (NGDC). This agreement will renew monthly until cancelled at anytime by either party.

3. Special Terms and Conditions

N/A

4. Special Services -

N/A

5. Penalties, Fees, and Exceptions

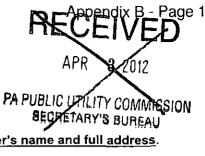
### 6. Cancellation Provisions

Customer may rescind this Agreement within three (3) business days after the signing or receipt of this Agreement, whichever comes first, by contacting Clearview Energy at 1-888-884-1760 or in writing. Customer is liable for all Clearview Energy charges until Customer returns to the local natural gas distribution company or goes to another supplier. A final bill will be rendered within twenty (20) days after the final scheduled meter



JUN 0 6 2012

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU



reading or if access is unavailable, an estimate of consumption will be used in the final bill which will be trued-up subsequent to the final meter reading.

Customer may cancel this Agreement at any time by providing 30 days verbal or written notice. Customers may contact Clearview Energy at 1-888-884-1760 or at the address below to provide notice.

### 7. Renewal Provisions

N/A

#### 8. Agreement Expiration/Change in Terms

If Customer has a fixed term agreement and it is approaching the expiration date, renewal period or if we propose to change terms of service, we will send you two (2) advance notices either in your bill or in separate mailings between 45 and 90 days before either the expiration date of the effective date of the changes. We will explain your options in these two (2) advance notices.

### 9. Dispute Procedures

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

### 10. Contact Information

Generation Supplier Name:	Clearview Energy	
Address:	PO Box 7310	
	Dallas, TX 75209-0310	
Phone Number:	<u>1-888-884-1760</u>	
Internet Address:	www.clearviewpower.com	
Distribution Company Name:	UGI	
Provider of Last Resort Name:	<u>UGI</u>	
Address:	2525 N. 12 <sup>th</sup> St. Suite 360	
	Reading, PA 19612-2677	
Phone Number:	1-800-652-0550	
Distribution Company Name:	PECO	
Provider of Last Resort Name:	PECO	
Address:	2301 Market St Suite S9-2	
	Philadelphia, PA 19103	
Phone Number:	1-215-841-6452	
Distribution Company Name:	Peoples Natural Gas Company, LLC	
Provider of Last Resort Name:	Peoples Natural Gas Company, LLC	
Address:	375 North Shore Dr	
	Pittsburg, PA 15212	
Phone Number:	1-412-208-6528	
Public Utility Commission (PUC) Address: Natural Gas Competition Hotline Number:	<u>Utility Choice Hotline P.O. Box 3265 Harrisburg, PA 17105-3265 1-800-692-7380</u>	
Universal Service Program Name:	Universal Service	

Phone Number:

1-800-340-5394

Page 4 **3** 2012 PA PUBLIC UTILITY COMMISSION

SECRETARY'S BUREAU

### APPENDIX B

### Disclosure Statement for Natural Gas Suppliers

This is an agreement for natural gas services, between Clearview Energy and customer's name and full address.

#### Background

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- We set the prices and charges that you pay. The Public Utility Commission regulates distribution or delivery prices and services. The Federal Energy Regulatory Commission regulates interstate pipeline prices and services.
- You will receive a single bill from your natural gas distribution company ("NGDC") that includes our gas supply charges as well as the NGDC's delivery charges.
- Right of Recision You may cancel this agreement at any time before midnight of the third business day after receiving this disclosure.

### Definitions

• Interstate Pipeline Charges - Charge for moving natural gas to the distribution lines of a distribution company.

### **Terms of Service**

1. Price

You will pay \$\_\_\_\_ per Dth.

### 2. Length of Agreement

You will buy your natural gas services for the above street address from CLEARVIEW ENERGY beginning on a date set by your natural gas distribution company (NGDC). This agreement will be in effect for a period of \_\_\_\_\_\_ months.

### 3. Special Terms and Conditions

N/A

4. Special Services -

N/A

### 5. Penalties, Fees, and Exceptions

If you terminate this agreement prior to the expiration of this agreement you will be charged \$12.50 per month based on the remaining term of the agreement. However, you may terminate this agreement with 48 hours notice without penalty as a result of a relocation within or outside the NGDC's service area, disability that renders the customer unable to pay for Clearview Energy's services, and/or the customer of records death.

### 6. Cancellation Provisions

Customer may rescind this Agreement within three (3) business days after the signing or receipt of this Agreement, whichever comes first, by contacting Clearview Energy at 1-888-884-1760 or in writing. Customer is



JUN 0 6 2012

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU liable for all Clearview Energy charges until Customer returns to the local natural gas distribution company or goes to another supplier. A final bill will be rendered within twenty (20) days after the final scheduled meter reading or if access is unavailable, an estimate of consumption will be used in the final bill which will be trued-up subsequent to the final meter reading.

Customer may cancel this Agreement at any time by providing 30 days verbal or written notice. Customers may contact Clearview Energy at 1-888-884-1760 or at the address below to provide notice.

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If Customer has a fixed term agreement and it is approaching the expiration date, renewal period or if we propose to change terms of service, we will send you two (2) advance notices either in your bill or in separate mailings between 45 and 90 days before either the expiration date of the effective date of the changes. We will explain your options in these two (2) advance notices.

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#### 10. Contact Information

Generation Supplier Name:	Clearview Energy
Address:	PO Box 7310
	Dallas, TX 75209-0310
Phone Number:	1-888-884-1760
Internet Address:	www.clearviewpower.com
Distribution Company Name:	UG1
Provider of Last Resort Name:	<u>UGI</u>
Address:	2525 N. 12 <sup>th</sup> St. Suite 360
	Reading, PA 19612-2677
Phone Number:	1-800-652-0550
Distribution Company Name:	PECO
Provider of Last Resort Name:	PECO
Address:	2301 Market St Suite S9-2
	Philadelphia, PA 19103
Phone Number:	1-215-841-6452
Distribution Company Name:	Peoples Natural Gas Company, LLC
Provider of Last Resort Name:	Peoples Natural Gas Company, LLC
Address:	375 North Shore Dr
	Pittsburg, PA 15212
Phone Number:	1-412-208-6528
Public Utility Commission (PUC) Address: Natural Gas Competition Hotline Number:	<u>Utility Choice Hotline</u> P.O. Box 3265 Harrisburg, PA 17105-3265 1-800-692-7380

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Universal Service Program Name: Phone Number: <u>Universal Service</u> <u>1-800-340-5394</u>\_\_\_\_\_ Appendix C

PENNSYLVANIA



PUBLIC UTILITY COMMISSION

### **NOTICE**

Application of <u>Clearview Electric, Inc.</u> (d/b/a "<u>Clearview Energy</u>") For Approval To Offer, Render, Furnish Natural Gas Supply Services, To The Public In The Commonwealth Of Pennsylvania, Docket No. <u>A-2012-.</u>

On March 23<sup>rd</sup>, 2012, Clearview Electric, Inc. filed an application with the Pennsylvania Public Utility Commission ("PUC") for a license to provide natural gas supply services as (1) a supplier of natural gas, (2) a broker/marketer engaged in the business of supplying natural gas supply services. Clearview Electric, Inc. proposes to sell natural gas and related services throughout all of Pennsylvania under the provisions of the new Natural Gas Choice and Competition Act.

The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of **Clearview Electric**, **Inc.** 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 **Clearview Electric**, **Inc.** attorney at the address listed below. Please include the PUC's 'docket number" on any correspondence, which is <u>A-2012-</u>.

By and through Counsel: Brad Mondschein

## Pullman & Comley, LLP.

90 State House Square

Hartford, CT 06103-3702

Phone (860) 424-4319

Fax (860) 424-4370



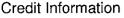
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PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU





## Clearview Electric Inc. DUNS: 02-991-5561



**Risk Summary** 

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Appendix D - Pa 1

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**Risk of Late Payment** 

Risk of late payment is based on the following prioritized factors in addition to other information in D&B's files:

- Low proportion of satisfactory payment experiences to total payment experiences.
- Low number of satisfactory payments.

Indications of slowness can be the result of disputes over merchandise, skipped invoices, etc.

### Payment Performance Trend

The payment performance trend for this company is Unavailable . Payment Trend currently is Unavailable compared to payments three months ago. The most recent payment information in D&B's files is:

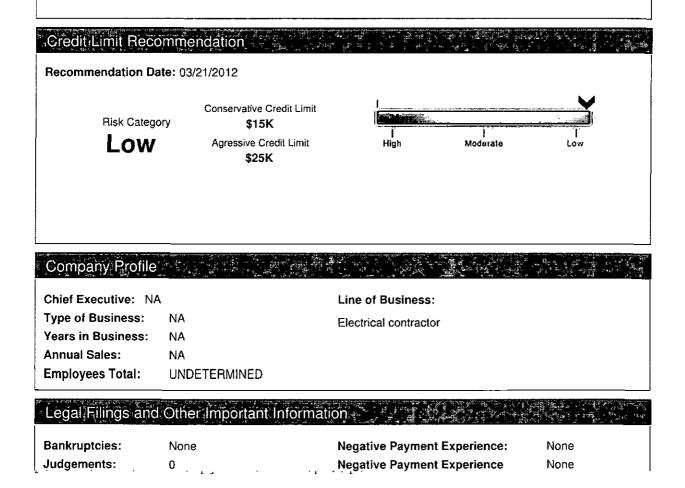
Industry average: 2 DAYS BEYOND terms

\*Note: Payments to suppliers are averaged weighted by dollar amounts.



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				ł
Liens:	0	Amount:		
Suites:	None	Payments Placed for Collection:	0	Appendix D - Pg 2
Suits Amounts:	None			
,	transmitted. Account	peen paid, terminated, vacated or released prior are sometimes placed for collection even s disputed.		
Special,Events				
The name and addres sources.	ss of this business h	ve been confirmed by D & B using available		

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### Payment Trends

Summary		
600 N Pearl St Dallas, TX 75201	Primary Industry SIC: 1731	Description: Electrical contractor
This is a single location.		
Payment Activity		
Total payment Experiences in D&Bs File:	2	
Payments Within Terms: (not dollar weighted)	NA	
Total Placed For Collection:	NA	
Average Highest Credit:	\$50	
Largest High Credit:	\$100	
Highest Now Owing:	\$50	
Indications of slowness can be the result of d are sometimes placed for collection even tho		

## Score Not Available

Paydex ®

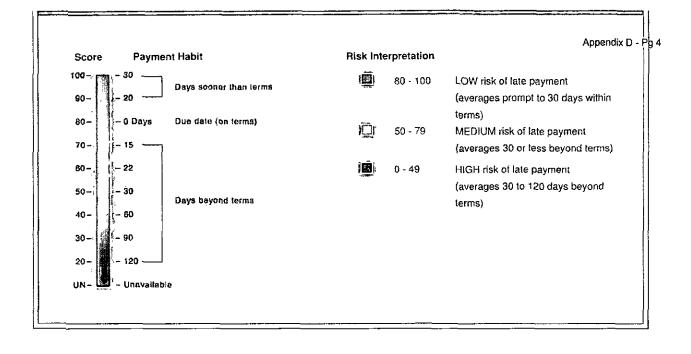
### Score Not Available

We are unable to display a Paydex for this company. Please We are unable to display a Paydex for this company. Please

A	ope	ndix	D	-	P	13

	Appendix D -
Paydex ® Trends - This Company, 12 Months	
No data is available on this company	to build a paydex trend graph.
	•
	1
s Company (0)	
Based on payments collected over the last 12 months. <ul> <li>Current PAYDEX for this Business is 0</li> </ul>	
·····	
aydex ® Score Comparison - This Company to Primary	Industry Comparison, 4 Quarters
No data is available on this company to built	ld a paydex score comparison graph.
	(70)
My Company (0) Industry Median Industry Upper Quartile (80) Industry Median	
	· · · · · ·
Based on payments collected over the last 4 evidence	
<ul> <li>Based on payments collected over the last 4 quarters.</li> <li>Current PAYDEX for this Business is 79, or equal to 2 DAYS</li> </ul>	BEYOND terms
Industry upper quartile represents the performance of the paye	rs in the 75th percentile
Industry lower quartile represents the performance of the paye	rs In:the 25th,percentile
usiness Payment Habit-by Amount-of Credit Extended, 12	2 Months
usiness Payment Habit-by Amount-of Credit Extended, 1/ We currently do not have enough details of	

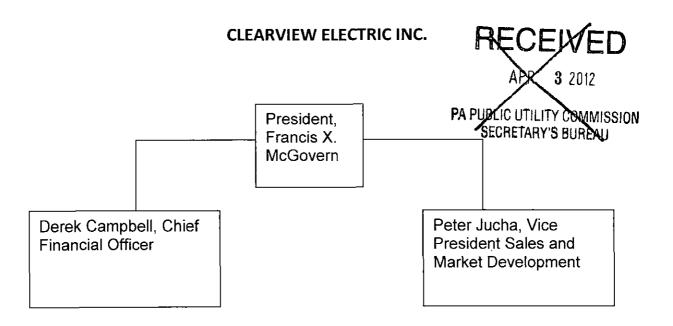
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### JUN 0 6 2012 **Frank McGovern**

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

## President SECRETARY'S BUREAU

### Clearview Electric, Inc. Dallas, TX

Qtel. Inc.

08-2006 to Present

02-2000-Present

3 2012

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President and Founder of Clearview Electric, a Competitive Electric company providing energy services to residential and small business customers in deregulated states of New York, Connecticut, Pennsylvania. New Jersey, Maryland, Delaware, and Washington, DC. The company successfully supports over 30,000 customers.

### President

President of Qtel, Inc. a switchless CLEC (Competitive Local Exchange Carrier) providing local residential telephone service. Taking advantage of the Telecom Deregulation Act, Qtel was a pioneer offering residential prepaid home telephone service.

### Sr. Manager – New Product Development

Responsible for profit and loss, project management and all aspects of bringing new lines of business into the market place, including all market research, marketing, direct marketing, sales, distribution, operations, network design and finances. Brought five new product lines to GTE with a combined 5 year financial projections of \$160 million. Mercer Consulting cited GTE as having the best New Product Development Organization in the Telecom industry.

### Staff Manager – Corporate Strategy

Responsible for multiple projects determining the future direction of GTE's Residential local phone service. Projects included the coordination of the 1992 1993 and 1994 consumer market plan followed by GTE's Residential Local Organization. Plans included the development of the long term retail outlet plan, creation of the strategy for residential data, evaluation of the on-line market place, definition and co-development the business plan for a directory assistance product.

### Staff Specialist -- New Services Regulatory

Developed regulatory support and strategies for business consumer and government products. Products included Centrex, CLASS, and E-911. Testified before State Public Utility Commissions.

### **Engineering & Operations Positions**

### Engineering Manager

GE Mexican Operations - C.C. Acuna, Mexico

Directed 4 engineers and 12 technicians for start up of a 400 person new factory in Mexico.

### **Department Supervision**

GE Automotive Lighting – Memphis TN Supervised 87 employees in the production of 2 million light bulbs daily. Initiated a project leading 3 engineers to save \$175,000. Improved the production process by 4%.

### **Quality Engineer**

Supervised 7 employees on 3 shifts for the receipt of incoming components. Managed volume growth increasing from 40 to 80 million dollars without increasing employees.

### **Project Engineer**

Supervised 15 employees to establish a new warehouse. Moved \$12 million dollars of production to a new facility. Integrated 10.00 parts into a new inventory system.

### **Computer System Specialist**

Designed a PC Based computer network for over 600 PCs. Wrote the front-end code, user's manual and system documentation. Trained employees in the software.

### Verizon/GTE Irving, TX

Verizon/GTE Irving, TX

09-1996 to 02-2000

09-1996

05-1992 to 11-1992

1986 to 1990

**General Electric** 

Verizon/GTE Irving, TX

GE Power Systems - Fitchburg, MA

GE Power Systems – Lynn, MA

GE Aerospace Systems - Utica, NY

### EDUCATION

Masters of Business Administration - Marketing Masters of Science - Mechanical Engineering BS - Industrial Engineering and Operations Research The University of Texas, at Austin The University of Texas, at Austin The University of Massachusetts, at Amherst

## Derek Campbell, MBA, CPA, CVA

600 N. Pearl St., Suite S104, Dallas, TX 75201 + 214.884.1770 + 972.546.9991(fax) + dcampbell@clearviewelectric.net

#### **PROFESSIONAL CERTIFICATIONS:**

Certified Public Accountant (CPA): License number: 083240 for the State of Texas

Certified Valuation Analysis (CVA): Licensed by the National Association of Certified Valuation

#### EDUCATION:

Master of Business Administration Baylor University: Waco, Texas Bachelors of Business Administration in Accounting Baylor University: Waco, Texas

#### WORK EXPERIENCE:

Clearview Electric: Chief Financial Officer – Dallas, Texas

- Complete oversight of all financial activities of the company
- Manage cashflow for daily operations and capital improvements
- Guided company through its initial financial audit successfully
- Instituted and maintain internal control policies
- Engage with key outside contractors

### ExhibitGroup/Giltspur: Divisional Controller/Business Manager - Dallas, Texas September 2005 to November 2009

- Reportable segment of publicly held holding company, Viad, Inc. (NYSE: VVI)
- Managed all financial aspects of the Southeastern region as well as the EG Retail division
- Supervised two staff accountants as well as all regional operation coordinators
- Responsible for developing and submitting the monthly sales and cost of sales forecast
  - Initiated and improved the forecast process which enabled the forecast to be completed during the first week of the month. Prior, the forecast was not finalized until the middle of the month
  - Developed and implemented an automation of the forecast process which substantially improved the monthly variance of forecast to actual
  - Created a process in which all Divisional Controllers could forecast direct shop labor hours by utilizing reports generated from the operations department and weekly meetings
- Supported the creation of the annual budgets for the Southeastern and EG Retail divisions
  - Worked with the sales team to develop the upcoming year's sales revenue targets by customer and reviewed for reasonableness with the executive management
  - Based on historical information, developed the cost of sales and general administrative expenses for the annual budget
- Managed and reviewed all commission compensation for the entire sales force in the United States
  - Automated the calculations for commissions which eliminated the errors in commission compensation calculations
  - Reviewed all calculations from staff accountant to ensure accuracy and compliance with individual compensation plans
  - o Developed an analysis for accrued commission in order to verify the adequateness of the balance
  - o Implemented a forecast process which allowed to correctly forecast the actual commission expense month over month, rather assuming a flat percentage across all US divisions as previously done
  - Participated with the executive management team in the creation of the commission plans for all levels of the sales staff as well as rolling out the compensation documents to the sales team
  - Researched any disputes with sales commissions and efficiently communicated resolution with executive management and sales personnel
- Responsible for several operational and financial statistics including days to bill and outstanding accounts receivable
- Improved the handling of raw materials inventory with weekly cycle counts which greatly reduced the variance during the year end physical inventory count
- Researched and approved all no cost change orders, management override change orders and credit memos initiated by operations or sales departments
- Managed all SOX compliance issues for the regional controls and reported to external and internal auditors on questioners. Never had an exception for noncompliance of documented controls

March 2010 to Current

#### Universal Compression: Houston, Texas

#### Accounting Manager - US Division

- January 2004 to September 2005
- Promoted to Accounting Manager by demonstrating business competencies, knowledge of core accounting issues, ability to lead a team to accomplish goals, and strong work ethic
- Managed the general ledger account file maintenance for the entire company
- Supervised three senior staff accountants and all related duties
- Assisted the financial reporting department on various projects for 10K, 10Q, and other external reports
- Participated in meetings with corporate executives to review all financial information
- Actively participated in the documentation of controls for SOX compliance
- Tested and reviewed all divisional control for SOX compliance
- Reviewed financial test data during implementation of JD Edwards Enterprise 1 ERP system as it compared to actual data on parallel system

#### Sr. Accountant - Contract Compression

- March 2003 to January 2004
- Performed month, quarter, and year end closure activities for the Contract Compression Division
- Engaged in monthly operational financial analysis for upper management
- Prepared numerous general ledger account reconciliations on a monthly basis
- Generated financial schedules and reports on operational activities which support all operational managers
- Assisted in quarter and year end audits by providing documentation and explanations for financial activities

### Introgen Therapeutics: Operations Financial Coordinator - Houston, Texas Operations May 2002 to February 2003

- Managed financial budgets for entire Houston operations in order to maintain fiscal accountability
- Assisted in financial monthly close for all research, manufacturing, clinical, and general operations
- Prepared financial schedules, reports, and account reconciliation which supported month end activities
- Monitored all purchase orders to ensure completeness and accuracy for budgetary purposes
- Reviewed general ledger coding for all invoices in order to properly categorize and account for expenses
- Participated in project planning meetings to develop new or revise existing purchasing procedures
- Generated cost cutting procedures by consolidating vendors and negotiating deeper discounts
- Researched, presented to upper management, and initiated contracts to purchase power in deregulated markets which generated monthly savings between \$15 to \$25 thousand dollars

### Hannon Hydraulics: General and Financial Manager - Houston, Texas Operations March 1999 to February 2002

- Strengthened financial discipline and directed daily ongoing operations
- · Performed month end closing for billing, work in progress, inventory, and open work order cutoffs
- Generated and examined aging schedules which highlighted past due accounts and therefore contributed to a decrease of account receivable ratios
- Oversaw accounting personnel in work order entry, invoicing and purchasing
- Prepared documentations, directed staff, and reported results for year-end inventories to auditors
- Compiled schedules, collected cut-off documentation, and provided additional support for auditors resulting in more proficient audits
- Produced and analyzed sales reports on a daily and monthly basis which directed sales toward more profitable industries
- Reviewed customer credit applications and performed credit reference checks to establish more effective approval qualifications
- Monitored purchases of daily operations and special projects to ensure proper cost allocations while maintaining expenses at respectable levels
- Participated in executive strategy meetings to plan for future growth opportunities

#### Ernst & Young LLP: Financial Auditor - Dallas, Texas office September 1998 to March 1999

- Successfully completed an internship as staff I auditor during "busy season" January through March 1997
- Involved with audit teams for various clients including Eljer Plumbing, Exxon/Mobile, and John Deere
- Performed audit procedures which offered exposure to all areas of basic financial statement reporting
- Conducted inventory observations for clients and prepared work papers to verify audit results
- Interviewed clients and gathered necessary documentation to support audit assurances
- Participated in various recruiting, mentoring, and charitable activities for the firm

### **COMPUTER SKILLS:**

Software: Microsoft Windows, Advanced Excel (extensive formulas and pivot tables), PowerPoint, Word, ADP Payroll, JD Edwards (Enterprise One ERP system), and AS400 Peter Jucha 350 N Ervay St, Apt 3109 Dallas, TX 75201 Tel: 972-897-1939



### PROFESSIONAL PROFILE

Goal-oriented leader and manager with 24 years of progressive management experience successfully solving problems, leading and consulting interdisciplinary teams to implement solutions that balanced profitability and risk, and increased organizational efficiency. A skilled analytic manager who can develop strategic thinking around an issue and create a success through leading careful analysis, fostering creative solutions, and creating cooperative relationships among individuals and groups. A detail-oriented individual with proven ability to see and manage the strategic environment, alternative tactical approaches, and an executional path to completion. A successful manager in both risk management and loyalty marketing. PC-literate with working knowledge of mainframe analytic tools (SAS, Knowledge Seeker, SQL)

#### AREAS OF EXPERTISE

- Strategy Development
- Customer Segmentation
- Direct mail execution
- Development of Policy/Procedures
- Budget Development
- · Loyalty / Attrition Management
- Portfolio Valuation
- Customer communication

#### **PROFESSIONAL QUALIFICATIONS**

- Introduced and utilized customer segmentation scheme using profitability, stability, risk, and loyalty as key drivers to manage customer marketing activity.
- Developed updated customer acquisition segmentation, criteria, and pricing schemes.
- Developed and managed card customer management strategies including credit limit management, card authorizations, collections activities, fraud prevention activities, and card reissue.
- Developed and managed product enhancements and anti-attrition tools to increase customer loyalty and decrease customer attrition
- Developed and utilized a framework for communicating to customers across channels (mail, statement, and customer service) based on customer demographics and psychographics
- · Developed, defended, managed, and directed annual marketing budget of \$10 million.
- Implemented credit card account management subsystem.
- Assessed risk and value of target card portfolio acquisitions, and managed risks during transitional periods

#### EXPERIENCE

#### Clearview Electric and Quality Telephone, Dallas, TX

Vice President - (07/06 - present)

Managed the growth of a company supplying electricity to consumers and small businesses in markets newly-opened to competition for electric supply (New York, Connecticut, Pennsylvania, New Jersey, Maryland, Delaware)

Areas of responsibility include:

- Marketing
- Regulatory compliance
- Retention
- Pricing
- Operations

#### Quality Telephone, Dallas, TX

Vice President, Marketing - (01/02-07/06)

Developed pricing strategies, marketing strategies. Competitive analysis. Customer surveys. Developed and maintained key strategic partnerships for growth. Company grew 10-fold.

#### NewMove.com, Dallas, TX

Partner (07/00-12/01)

Co-found internet start-up firm, including preparing business case, preparing budgets, consumer and market analyses, writing web requirements, and installing control systems

#### Citibank Credit Services, Kansas City, MO / Long Island City, NY

Vice President, Risk, Revenue, and Retention - Travel and Business Segment (02/99-09/00)

Business manager for lending functions, pricing initiatives, retention and loyalty initiatives, and internet strategy for the AAdvantage portfolio. Managed staff of up to 5. Worked cross-organizationally with centralized analytic and resource functions to establish and accomplish common goals. Accomplishments include:

- Increased balances transferred from all sources and from proactive mailings by 50% in 1999 over 1998, successfully rolling out profitable 1998 tests. On track to increase 2000 transfers by an additional 45%.
- Tested alternative down-pricing strategies to customers with decreasing balances and activity.
- Increased Citibank AAdvantage earnings by over \$20MM through effective credit line increase strategy.
- Introduced new credit line increase strategy using profitability, stability, and market share as key drivers.
- Increased Citibank AAdvantage earnings by over \$1MM by instituting fee recapture programs for customers converting out of product.
- Worked with Citi f/i and American Airlines on Citi f/i's (Citbank's internet bank) launch.
- Introduced Click Citi (internet-exclusive) AAdvantage product.
- Transitioned Citibank AAdvantage websites to become effective sales vehicles.
- Reduced account attrition rate by 15% in latter half of 1999, to lowest levels ever, through introduction of new account retention offer strategy.

Vice President, Lending - AAdvantage Strategic Business Unit (04/98-02/99)

Managed all lending functions for Citibank AAdvantage customers. Managed analytic support of new product development. Areas of responsibility included marketing and credit responsibilities for credit line increases, balance consolidations, pricing initiatives. Credit Loss responsibilities for AAdvantage.

### Peter Jucha (continued)

Associates Financial Services Company, Irving, TX

Vice President. Strategy, Policy, and Control (09/96-04/98)

Managed the credit policy function, new account criteria development, underwriting criteria and process development, and account management credit and fraud policy and functions. Accomplishments include:

- Developed updated account acquisition criteria
- Developed a new secured card strategic approach to booking and managing accounts
- Developed new college line increase strategies to emphasize long-term relationship
- Developed new customer segmentation to take advantage of customer loyalty

Vice President, Account Management (04/95-09/96)

Manager, Account Management Strategy Development (04/93-04/95)

Managed the Account Management functions. Accomplishments include:

- Implementation of TRIAD account management software for credit limits, authorizations, delinquency and overlimit collections, and reissue
- Responsible for risk management functionality of full file conversion from a CARDPAC system to FDR
- Policy development in all areas of account management
- Reduction of average bad balance to average good balance ratio for overall portfolio by approximately 10% through effective use of account management strategies
- Development with Fair, Isaac of behavioral scorecards
- Increased front-end collections efficiency by approximately 20%
- Increased placement activity by 50%
- Increased credit exposure in 1996 by over \$1BB through targeted credit limit increase
- Responsible for all repricing strategies
- Increased authorization approval rates on overlimit and delinquent accounts
- Credit limit decrease and early/late closure testing
- Responsible for maintenance of FALCON authorization fraud detection
- Managed the conversion of 500M account Unocal card portfolio to bankcard
- · Managed the conversion of 2MM account Amoco card portfolio to bankcard
- · Managed the 8MM+ account Amoco private label credit risk

#### Citibank Mastercard/Visa, Long Island City, NY

Assistant Vice President, Portfolio Management

- Credit Implementation (05/92-03/93)
  - Establish, advise, and manage judgmental credit units
  - Ensure credit quality throughout the operating centers
  - Instill operational concerns into the credit culture
  - Credit Extension Policy ('88-'92)
    - Policy changes for line increases
    - Policies for customer requested credit limit increases
    - POS credit limit increases and authorization cushion policies
    - Customer relationship credit granting policies
    - Collections procedures for multiple account relationships
    - Automated closure policies
- Reopening policies arid procedures
- Management Associate, ('86-'88), Information Services
  - Participated in developing a central MIS source for Bankcard division

#### Education:

Columbia University Graduate School of Business MBA, Finance and Accounting, May 1986

Cornell University BS, Statistics and Biometrics, May 1982



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