

October 28, 2013

Secretary of the Commission
Keystone Building, 400 North St.
2nd Floor, Room N201
Harrisburg, PA 17120

RECEIVED

OCT 30 2013

**RE: Natural Gas Application (Broker)
Commercial Utility Consultants, Inc.**

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

Dear Secretary:

Enclosed please find an original, a copy and a searchable PDF version of the PA PUC Natural Gas Application for Commercial Utility Consultants, Inc. (CUC) to obtain a broker's license. Also enclosed, please find a check to the Commonwealth of PA for \$350.00.

Please Note: On Friday, October 25, 2013, a true and correct copy of this application was mailed to all required parties including each natural gas distribution company serving area in which CUC intends to sell natural gas.

CUC intends to comply with the PA PUC requirements to become a broker for natural gas sales in PA. Should the enclosed application have errors or omissions, they will be addressed and corrected as soon as possible. Please contact me at 1-800-296-2821 at extension 115 with any questions or concerns with our application.

Sincerely,

A handwritten signature in black ink, appearing to read "Martin F. Brown", written over a horizontal line.

Martin F. Brown
Vice President

BEFORE THE PENNSYLVANIA PUBLIC UTILITY COMMISSION

Application of Commercial Utility Consultants, Inc., d/b/a Commercial Utility Consultants, 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:

Commercial Utility Consultants, Inc.
1556 McDaniel Drive
West Chester, PA 19380
610-431-4400 (V)
610-431-1023 (F)

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.

Commercial Utility Consultants (1975-1996, Sole Proprietor)
1556 McDaniel Drive
West Chester, PA 19380

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:

Martin F. Brown, Vice President
1556 McDaniel Drive
West Chester, PA 19380
610-431-4400 x115 (V), 610-431-1023 (F)

- 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:

Joseph P. McGillian, President
1556 McDaniel Drive
West Chester, PA 19380
610-431-4400 x107 (V), 610-431-1023 (F)

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

Charles V. Curley, Esq.
1100 E. Hector St.
Suite 425
Conshohocken, PA 19428
610-834-8819 x102 (V)
610-834-8813 (F)

RECEIVED

OCT 30 2013

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:

N/A

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

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

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

- 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.



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Date: 10/11/2013 **Business Entity Filing History**
 (Select the link above to view the Business Entity's Filing History)

Business Name History

Name	Name Type
Commercial Utility Consultants	Current Name

Fictitious Names - Domestic - Information

Entity Number: 3978660
 Status: Active
 Entity Creation Date: 9/9/2010
 State of Business.: PA
 Principal Place of Business: 1556 McDaniel Drive
 West Chester PA 19380
 Mailing Address: No Address

Owner Information

Owner(s) for: Commercial Utility Consultants

Owners

Name: COMMERCIAL UTILITY CONSULTANTS, INC.
 Mailing Address: 1556 McDaniel Drive
 West Chester PA 19380
 Name: McGillian, Joseph P
 Mailing Address: 1432 Heather Hills Lane
 Glen Mills PA 19342

- * 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.

Joseph P. McGillian, President/Secretary/Owner
1432 Heather Hills Lane
Glen Mills, PA 19342
Note: Only one Officer

The Applicant is incorporated in the state of Pennsylvania.

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

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

N/A

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

N/A

- Does the Applicant have any affiliation with or ownership interest in:
- (a) any other Pennsylvania retail natural gas supplier licensee or licensee applicant, ^{NO}
 - (b) any other Pennsylvania retail licensed electric generation supplier or license applicant, ^{NO}
 - (c) any Pennsylvania natural gas producer and/or marketer, ^{NO}
 - (d) any natural gas wells or ^{NO}
 - (e) any local distribution companies (LDCs) in the Commonwealth ^{NO}

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.

N/A

- 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

Never applied for a Natural Gas Supplier License.



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Date: 10/11/2013 **Business Entity Filing History**
 (Select the link above to view the Business Entity's Filing History)

Business Name History

Name	Name Type
COMMERCIAL UTILITY CONSULTANTS, INC.	Current Name

Business Corporation - Domestic - Information

Entity Number: 2726234
 Status: Active
 Entity Creation Date: 11/27/1996
 State of Business.: PA
 Registered Office Address: WESTTOWN BUSINESS CENTER
 1556 MCDANIEL DR
 WEST CHESTER PA 19380-0
 Chester
 Mailing Address: No Address

Officers

Name: JOSEPH P MCGILLIAN
 Title: President
 Address: 1556 MCDANIEL DR
 WEST CHESTER PA 19380-7036

Name: JOSEPH P MCGILLIAN
 Title: Treasurer
 Address: 1556 MCDANIEL DRIVE
 WEST CHESTER PA 19380-15

COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF STATE

FEBRUARY 21, 2012

TO ALL WHOM THESE PRESENTS SHALL COME, GREETING:

COMMERCIAL UTILITY CONSULTANTS, 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
ARTICLES OF INCORPORATION filed on November 27, 1996
which appear of record in this department.



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.

Carol Aichele

Secretary of the Commonwealth

9679-1181

NOV 27 1996

Microfilm Number _____

Filed with the Department of State on _____

Entity Number 2726234

Joetta Kania
Secretary of the Commonwealth

ARTICLES OF INCORPORATION-FOR PROFIT
OF

JD

COMMERCIAL UTILITY CONSULTANTS, INC.

Name of Corporation

A TYPE OF CORPORATION INDICATED BELOW

Indicate type of domestic corporation:

Business-stock (15 Pa.C.S. § 1306) ___ Management (15 Pa.C.S. § 2702)

___ Business-nonstock (15 Pa.C.S. § 2102) ___ Professional (15 Pa.C.S. § 2903)

___ Business-statutory close (15 Pa.C.S. § 2303) ___ Insurance (15 Pa.C.S. § 3101)

___ Cooperative (15 Pa.C.S. § 7102)

CSCB:15-1305/2102/2303/2702/2903/3101/7102A (Rev 91)

In compliance with the requirements of the applicable provisions of 15 Pa.C.S. (relating to corporations and unincorporated associations) the undersigned, desiring to incorporate a corporation for profit hereby, state(s) that:

1. The name of the corporation is: Commercial Utility Consultants, Inc.

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

(a) Westtown Business Center, 1556 McDaniel Drive, West Chester, PA 19380
Number and Street City State Zip County

(b) N/A: _____
Name of Commercial Registered Office Provider County

For a corporation represented by a commercial registered office provider, the county in (b) shall be deemed the county in which the corporation is located for venue and official publication purposes.

3. The corporation is incorporated under the provisions of the Business Corporation Law of 1988.

4. The aggregate number of shares authorized is: 1,000 (other provisions, if any, attach 8 1/2 x 11 sheet)

5. The name and address, including number and street, if any, of each incorporator is:
Name Address
Francis J. Catania, Esq., 10 Veterans Square, Media, PA 19063

6. The specified effective date, if any, is: upon filing
month day year hour, if any

11/27/96
Francis J. Catania

9678-1002

- 7. Any additional provisions of the articles, if any, attach an 8 1/2 x 11 sheet.
- 8. **Statutory close corporation only:** Neither the corporation nor any shareholder shall make an offering of any of its shares of any class that would constitute a "public offering" within the meaning of the Securities Act of 1933 (15 U.S.C. § 77a et seq.).
- 9. **Cooperative corporations only:** (Complete and strike out inapplicable term) The common bond of membership among its members/shareholders is: N/A

IN TESTIMONY WHEREOF, the incorporator(s) has (have) signed these Articles of Incorporation this 26th day of

November 1996.

[Handwritten Signature]

 (Signature)

 (Signature)

(b) for a Pennsylvania Electric Generation Supplier license.

Commercial Utility Consultants, Inc. has a Docket Number and License with the PA PUC which is A-2009-21220213.

- 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.

Commercial Utility Consultants was a sole proprietor in PA from 1975 until 1996. In 1996, Commercial Utility Consultants, Inc. was formed as a PA Corporation. Commercial Utility Consultants became a Fictitious Name for Commercial Utility Consultants, Inc.

Commercial Utility Consultants
1556 McDaniel Drive

West Chester, PA 19380

Commercial Utility Consultants was not a jurisdictional Public Utility.

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

- natural gas interstate pipeline.
 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.)

Commercial Utility Consultants, Inc. is presently doing business in PA as a Broker for electricity and natural gas.

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.

Commercial Utility Consultants proposes to act as a Broker for natural gas sales through various natural gas suppliers. Commercial Utility Consultants will not be taking possession of the natural gas at any time.

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

Commercial Utility Consultant, Inc. proposes to offer our services in the following NGDC's:
UGI Central Penn, UGI, UGI Penn Natural, Peoples Natural Gas Company LLC, Peoples TWP LLC,
Equitable Gas Company, PECO, Columbia Gas of Pennsylvania Inc., Philadelphia Gas Works.

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 12/01/2013
(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

Mailed 10/25/2013

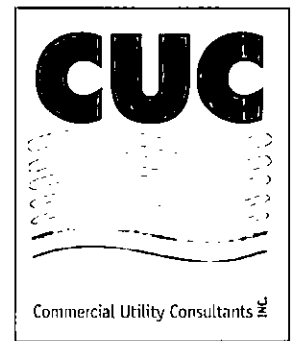
William R. Lloyd, Jr.
Commerce Building, Suite 1102
Small Business Advocate
300 North Second Street
Harrisburg, PA 17101

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

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

<p>Valley Energy Inc. Robert Crocker 523 South Keystone Avenue Sayre, PA 18840-0340 PH: 570.888-9664 FAX: 570.888.6199 email: rcrocker@ctenterprises.org</p>	<p>National Fuel Gas Distribution Corp. David D. Wolford 6363 Main Street Williamsville, NY 14221 PH: 716.857.7483 FAX: 716.857.7479 email: wolfordd@natfuel.com</p>
<p>UGI Central Penn David Beasten 2525 N. 12th Street, Suite 360 Reading, PA 19612-2677 PH: 610.796.3425 FAX: 610.796.3559</p>	<p>Peoples Natural Gas Company LLC Lynda Petrichevich 375 North Shore Drive, Suite 600 Pittsburgh, PA 15212 email: Lynda.w.petrichevich@peoples-gas.com PH: 412.208.6528 FAX: 412.208.6577</p>
<p>Peoples TWP LLC (Formerly T. W. Phillips) Andrew Wachter 375 North Shore Drive, Suite 600 Pittsburgh, PA 15212 PH: 724.431.4935 FAX: 724.287.5021 email: Andrew.Wachter@peoplestwp.com</p>	<p>UGI David Beasten 2525 N. 12th Street, Suite 360 Reading, PA 19612-2677 PH: 610.796.3425 FAX: 610.796.3559</p>
<p>UGI Penn Natural David Beasten 2525 N. 12th Street, Suite 360 Reading, PA 19612-2677 PH: 610.796.3425 FAX: 610.796.3559</p>	<p>Equitable Gas Company Jerald Moody 225 North Shore Drive Pittsburgh, PA 15212-5352 PH: 412.395.3209 FAX: 412.395.3335</p>
<p>PECO Carlos Thillet, Manager, Gas Supply and Transportation 2301 Market Street, S9-2 Philadelphia, PA 19103 email: carlos.thillet@exeloncorp.com PH: 215.841.6452</p>	<p>Columbia Gas of Pennsylvania Inc. Thomas C. Heckathorn 200 Civic Center Drive Columbus, OH 43215 PH: 614.460.4996 FAX: 614.460.6442 email: theckathorn@nisource.com</p>
<p>Philadelphia Gas Works Douglas Moser 800 West Montgomery Avenue Philadelphia, PA 19122 email: douglas.moser@pgworks.com PH: 215.684.6899</p>	

14. **TAXATION:** Complete the TAX CERTIFICATION STATEMENT attached as Appendix B to this application.
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. Appendix E
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. Appendix E
- b. Provide a copy of all standard forms or contracts that you use, or propose to use, for service provided to residential customers. Appendix E
- 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. Appendix E
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.
 - 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. Attached - Privately Held
 - 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. Attached
 - 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. Attached
 - Audited financial statements
 - Such other information that demonstrates Applicant's financial fitness. Attached
- 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. Attached
 - Identify Applicant's chief officers including names and their professional resumes. Attached



Appendix E

Commercial Utility Consultants, Inc. application before the PA PUC to become a Broker for Natural Gas in certain serving areas of PA.

Answers:

15) There has never been a conviction for fraud or similar activities by the Applicant, any Affiliates or Predecessor or any person identified in this application.

16) Contacts for Consumer Service and Complaints:

A) Mr. Martin F. Brown, Vice President
1556 McDaniel Drive
West Chester, PA 19380

V) 800-296-2821 extension 115
F) 610-431-1023

B) N/A – We are Brokers Only

C) We will not be serving Residential or Small Commercial

17) Financial Fitness

A) Attached

B) Bonding/Credit Attached, Note: Only One Officer

Mr. Joseph P. McGillian, President/Owner
Resume` Attached

Ms. Pam McGillian, Controller, Custodian of Accounting Records
1556 McDaniel Drive
West Chester, PA 19380
(V) 610-431-4400 x101
(F) 610-431-1023

18) Technical Fitness

A) Mr. Martin F. Brown (Resume` Attached), Vice President Operations

B) No Federal Licenses

C) Already staffed and trained

D) Continue to broker electric and natural gas deals for our clients

12:21 PM
 04/04/13
 Cash Basis

17

Commercial Utility Consultants, Inc.
Balance Sheet
 As of December 31, 2012

COMMERCIAL UTILITY CONSULTANTS, INC.
 1556 McDANIEL DRIVE
 WEST CHESTER, PA 19380

	Dec 31, 12
ASSETS	
Current Assets	
Checking/Savings	
1030 · Citizen's Checking - Inc (7413)	34,475.62
1040 · Citizens MM - Inc (7421)	318,900.33
1046 · Citizens Investment -L7E-406236	64,983.58
1047 · Investments In Stocks	14,645.59
1048 · National Penn Bank	10,000.00
Total Checking/Savings	443,005.12
Accounts Receivable	
1200 · Accounts Receivable	-500.00
Total Accounts Receivable	-500.00
Other Current Assets	
1240 · KWLoan	1,350.00
1260 · A/R Joanne McWaters	1,650.00
Total Other Current Assets	3,000.00
Total Current Assets	445,505.12
Fixed Assets	
1500 · Property & Equipment	
1520 · Computer Equipment	
1520A · Computer Equipment Cost	28,945.46
1520B · Computer Equip - Accum Deprec	-3,793.55
1520 · Computer Equipment - Other	50,292.93
Total 1520 · Computer Equipment	75,444.84
1525 · Office Equipment	
1525A · Office Equipment Cost	30,941.40
1525 · Office Equipment - Other	6,232.80
Total 1525 · Office Equipment	37,174.20
1550 · Office Furniture	
1550A · Office Furniture - Cost	495.00
1550 · Office Furniture - Other	3,483.45
Total 1550 · Office Furniture	3,978.45
1500 · Property & Equipment - Other	572.40
Total 1500 · Property & Equipment	117,169.89
1600 · Accumulated Depreciation	-101,650.83
Total Fixed Assets	15,519.06
TOTAL ASSETS	461,024.18
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
2061 · Duo JPM	122,811.50
2100 · Accrued Payroll Expense	
2135 · Westtown - LST	398.00
2165 · Pension Fund	-50,000.00
2170 · Dental Premiums	-747.53
Total 2100 · Accrued Payroll Expense	-50,349.53
2400 · Corporate Taxes	-5,589.00
Total Other Current Liabilities	66,872.97
Total Current Liabilities	66,872.97
Total Liabilities	66,872.97

17

12:21 PM
04/04/13
Cash Basis

Commercial Utility Consultants, Inc.
Balance Sheet
As of December 31, 2012

	<u>Dec 31, 12</u>
Equity	
3000 · Owner's Equity	
3100 · J.P. McGillian - Capital Draw	-335,549.28
Total 3000 · Owner's Equity	-335,549.28
3300 · Retained Earnings	490,762.02
Net Income	238,938.47
Total Equity	394,151.21
TOTAL LIABILITIES & EQUITY	461,024.18

COMMERCIAL UTILITY CONSULTANTS, INC.
1556 McDANIEL DRIVE
WEST CHESTER, PA 19380

12:26 PM
04/04/13
Cash Basis

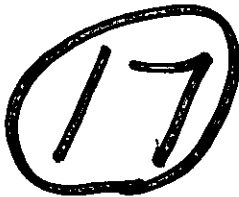


Commercial Utility Consultants, Inc.
Profit & Loss
January through December 2012

COMMERCIAL UTILITY CONSULTANTS, INC.
1556 MCDANIEL DRIVE
WEST CHESTER, PA 19380

	Jan - Dec 12
Ordinary Income/Expense	
Income	
4000 · Sales	
4076 · Lighting	6,550.83
4010 · Refunds	327,508.94
4020 · Retainers	1,125.00
4035 · Construction Rider	1,032.99
4040 · Telephone	2,724.25
4043 · Public Utility Tax	-874.80
4048 · Deregulation	
4048A · Dereg Consulting Fee	1,250.00
4048B · Deregulation Savings	1,016,372.11
4048C · Dereg Comm Paid to CUC	136,348.15
4048 · Deregulation - Other	-715.50
Total 4048 · Deregulation	1,153,254.76
4050 · Electric Rate Change	261,481.47
4052 · Gas Rate Change	66,180.61
4054 · Electric Heat Discount	2,626.96
4055 · Time of Day/Night Svc Rider	
4055A · Time of Day	-263.75
4055B · Night Service Rider	-72,510.20
4055 · Time of Day/Night Svc Rider - Other	80,104.87
Total 4055 · Time of Day/Night Svc Rider	7,330.92
4056 · Power Factor	1,575.59
4057 · Demand Error Credit	13,693.46
4058 · PJM Demand Response Program	17,638.22
4059 · Lighting Retrofit	12,825.96
4060 · Sales Tax	382,670.01
4070 · Contract Limits	10,211.11
4090 · Water/Sewer	
4090A · Water	-51,033.92
4090B · Sewer	-25,960.76
4090 · Water/Sewer - Other	261,618.04
Total 4090 · Water/Sewer	184,623.36
4091 · Water/Sewer Credit	
4091A · Water Credit	-41,260.01
Total 4091 · Water/Sewer Credit	-41,260.01
4092 · Shipping	4,558.20
4099 · Early Contract Payoff	5,646.99
4000 · Sales - Other	17,033.74
Total 4000 · Sales	2,438,158.56
4150 · Interest Income	
4151 · Interest Income-Bank	331.14
Total 4150 · Interest Income	331.14
4160 · Dividend Income	740.06
4199 · Gains on Investments	5,822.31
4410 · Purchase Discounts	414.43
Total Income	2,445,466.50
Gross Profit	2,445,466.50
Expense	
3 · Condense Item Adj. Expense	0.00
5000 · Selling Expense	2,470.94

12:26 PM
 04/04/13
 Cash Basis



Commercial Utility Consultants, Inc.
Profit & Loss
 January through December 2012

COMMERCIAL UTILITY CONSULTANTS, INC.
 1556 MCDANIEL DRIVE
 WEST CHESTER, PA 19380

	<u>Jan - Dec 12</u>
6000 - General & Administrative Exp	
6001 - Medical Insurance	
6001A - Employee premiums	92,200.99
6001B - Dental - family	279.57
6001C - Dental - employee 2008	1,457.05
6001D - Family premiums	6,489.16
6001 - Medical Insurance - Other	1,710.59
Total 6001 - Medical Insurance	102,137.36
6010 - Advertising	12,884.20
6012 - Postage	845.09
6015 - Automobile Expense	3,041.38
6020 - Entertainment	36,649.64
6025 - Insurance	
6025A - Worker's Comp	4,141.00
6025B - Business Owner's	946.00
6025 - Insurance - Other	3,274.00
Total 6025 - Insurance	8,361.00
6025C - Insurance - crime	379.00
6026 - Insurance - Disability	8,057.88
6030 - Legal	
6031 - Legal - Client	70,863.66
6032 - Legal - CUC	25,560.54
6030 - Legal - Other	229.29
Total 6030 - Legal	96,653.49
6033A - Rainer - JPM Acctg	5,334.00
6033B - ADP - payroll	2,182.52
6033C - Rainer - CUC Acctg	2,205.00
6039 - Computer Equipment	4,060.00
6040 - Office Supplies	
6040A - Paper products	18,035.05
6040C - Security	204.00
6040D - Miscellaneous	8,756.07
6040E - Computer Supplies	0.00
6040 - Office Supplies - Other	33,445.79
Total 6040 - Office Supplies	60,440.91
6043 - Printing	1,409.15
6045 - Rent - 1554 & 1556	64,900.00
6050 - Telephone Expense	
6050A - Standard Telephones	9,788.02
6050B - Cellular Phones	4,969.91
6050C - Broadband Internet	1,949.70
Total 6050 - Telephone Expense	16,707.63
6055 - Travel - Lodging	2,377.76
6056 - Travel - Meals	161.21
6057 - Travel - Transportation	17,538.72
6064 - Commissions	433,547.22
6070 - Depreciation Expense	2,494.55
6090 - Outside Consultants	133,411.32
6091 - Services for Clients	150.00
6095 - Membership Dues/License Fees	7,112.00
6096 - Subscriptions	112.64
6100 - Employee Expense	
6195 - Payroll Expense	1,101,321.58
6210 - Employer FICA - SS	49,544.66
6211 - Employer FICA - Medicare	15,420.14
6240 - Employer SUTA	3,012.45
6260 - Employer FUTA	657.59
Total 6100 - Employee Expense	1,169,956.42

12:30 PM

04/04/13



Commercial Utility Consultants, Inc.
Statement of Cash Flows
January through December 2012

	<u>Jan - Dec 12</u>
OPERATING ACTIVITIES	
Net Income	361,090.67
Adjustments to reconcile Net Income to net cash provided by operations:	
1200 · Accounts Receivable	-122,152.20
1250 · A/R-Loan-CUCGlobal	7,500.00
1260 · A/R Joanne McWaters	75.00
2100 · Accrued Payroll Expense:2120 · Federal Withholding	-289.87
2100 · Accrued Payroll Expense:2135 · Westtown - LST	108.00
2100 · Accrued Payroll Expense:2165 · Pension Fund	-50,000.00
2100 · Accrued Payroll Expense:2170 · Dental Premiums	-747.53
2400 · Corporate Taxes	-5,589.00
Net cash provided by Operating Activities	<u>189,995.07</u>
INVESTING ACTIVITIES	
1500 · Property & Equipment	-572.40
1500 · Property & Equipment:1520 · Computer Equipment:1520A · ...	-6,929.26
1500 · Property & Equipment:1520 · Computer Equipment:1520B · ...	2,494.55
1500 · Property & Equipment:1525 · Office Equipment:1525A · Offic...	-10,514.14
Net cash provided by Investing Activities	<u>-15,521.25</u>
FINANCING ACTIVITIES	
3000 · Owner's Equity:3100 · J.P. McGilllan - Capital Draw	127,698.72
3300 · Retained Earnings	-463,271.16
Net cash provided by Financing Activities	<u>-335,572.44</u>
Net cash increase for period	-161,098.62
Cash at beginning of period	<u>604,103.74</u>
Cash at end of period	<u><u>443,005.12</u></u>

COMMERCIAL UTILITY CONSULTANTS, INC.
1556 McDANIEL DRIVE
WEST CHESTER, PA 19380

12:26 PM
04/04/13
Cash Basis

17

Commercial Utility Consultants, Inc.
Profit & Loss
January through December 2012

	<u>Jan - Dec 12</u>
6000 · General & Administrative Exp - Other	5,074.00
Total 6000 · General & Administrative Exp	2,198,194.09
6014 · PA Corporate Taxes	5,863.00
Total Expense	2,206,528.03
Net Ordinary Income	238,938.47
Net Income	<u>238,938.47</u>

COMMERCIAL UTILITY CONSULTANTS, INC.
1556 McDANIEL DRIVE
WEST CHESTER, PA 19380



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Report Originally Retrieved 10/15/2013

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Business Credit AdvantageSM Report

as of: 10/15/13 10:48 ET

Commercial Utility Consultants, Inc

Address: 1556 McDaniel Dr
West Chester, PA 19380-7035
United States

Phone: 610-431-4400

Experian BIN: 713293154

Agent: National Registered Agents, Inc

Agent Address: 1300 East Ninth Street
Cleveland, OH

Key Personnel: Pres Joseph Mc Gillian
SIC Code: 8742-Management Consulting Services
NAICS Code(s): 54161401-Process & Logistics Consulting Svcs

Business Type: Corporation
Experian File Established: September 1990
Experian Years on File: 23 Years
Years In Business: More than 23 Years
Total Employees: 15

Sales: \$3,214,000
Filing Data Provided by: Pennsylvania
Date of Incorporation: 03/25/2012

Payment Tradelines (see charts detail): 5
Business Inquiries (see summary): 1
UCC Filings: 0

This location does not yet have an estimated Days Beyond Terms (DBT), or a Payment Trend Indicator. This is often the result of too few Payment Tradelines.

- ✓ **Businesses Scoring Worse:** 86%
- ✓ **Bankruptcies:** 0
- ✓ **Liens:** 0
- ✓ **Judgments Filed:** 0
- ✓ **Collections:** 0

Credit Summary

[Back to top](#)

Credit Ranking Score: 86



The objective of the Credit Ranking Score is to predict payment behavior. High Risk means that there is a significant probability of delinquent payment. Low Risk means that there is a good probability of on-time payment.

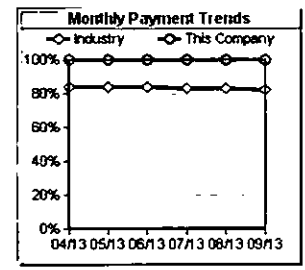
Key Score Factors:

17

- Number of recently active commercial accounts.
- Nbr of commercial accts with terms other than net 1-30 days
- Ratio of total bal to total high bal across all comm accts.
- Length of time on experian's file.

Recommended Action: Low Risk

Payment Summary Back to top



Insufficient information to produce Quarterly Payment Trends chart.

*Percentage of on-time payments by month.

Monthly Payment Trends - Recent Activity

Date	Balance	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT
04/13	\$0	0%	0%	0%	0%	0%
05/13	\$0	0%	0%	0%	0%	0%
06/13	\$0	0%	0%	0%	0%	0%
07/13	\$100	100%	0%	0%	0%	0%
08/13	\$100	100%	0%	0%	0%	0%
09/13	\$100	100%	0%	0%	0%	0%

Insufficient information to produce Quarterly Payment Trends table

Insufficient information to produce Continuous Payment Trends chart

Number of Accounts: 2
Present Balance: \$0
Highest Balance: \$100

Insufficient information to produce Newly Reported Payment Trends chart.

Number of Accounts: 0
Present Balance: \$0
Highest Balance: \$0

Insufficient information to produce Combined Payment Trends chart

Number of Accounts: 2
Present Balance: \$0
Highest Balance: \$100

Trade Payment Information Back to top

Trade Payment Experiences

Supplier Category	Reported Date	Activity Date	Payment Terms	Recent High Credit	Balance	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT	Comments
Bus Servcs	10/13		Varied		\$100						
Offc Equip	09/13		Revolve								

Additional Payment Experiences

Supplier Category	Reported Date	Activity Date	Payment Terms	Recent High Credit	Balance	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT	Comments
Air Trans	02/12		Other	<\$100	<\$100	100%					

17

Bank Card	09/13	Revolve	\$11,400		
Cred Card	10/13	Revolve	\$11,500	\$5,100	100%

Payment Trends									
Date	Industry* DBT	DBT	Industry* Current	Balance	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT
09/13	11	0	82%	\$100	100%	0%	0%	0%	0%
08/13	11	0	83%	\$100	100%	0%	0%	0%	0%
07/13	11	0	83%	\$100	100%	0%	0%	0%	0%
06/13	10	0	84%	\$0	0%	0%	0%	0%	0%
05/13	10	0	84%	\$0	0%	0%	0%	0%	0%
04/13	10	0	84%	\$0	0%	0%	0%	0%	0%

*Industry: Management Consulting Services

Inquiries

[Back to top](#)

Summary of Inquiries										
Supplier Category	10/13	09/13	08/13	07/13	06/13	05/13	04/13	03/13	02/13	
Legal Svcs	0	0	0	0	0	0	1	0	0	
Totals	0	0	0	0	0	0	1	0	0	

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17

Financial Statements

Commercial Utility Consultants, Inc.

December 31, 2012

*Rainer
& Company*

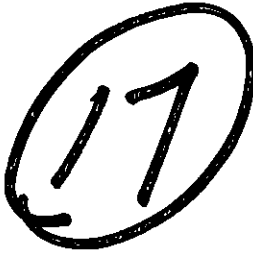
A Professional Corporation
Certified Public Accountants

INDEX

<u>Title</u>	<u>Page No.</u>
Independent Accountants' Compilation Report	1
Statement of Assets, Liabilities, and Equity - Income Tax Basis	2
Statement of Revenues, Expenses, and Retained Earnings - Income Tax Basis	3

SUPPLEMENTARY INFORMATION

Independent Accountants' Compilation Report on Supplementary Information	4
Schedule of Selling, General and Administrative Expenses - Income Tax Basis	5



A Professional Corporation
Certified Public Accountants

INDEPENDENT ACCOUNTANTS' COMPILATION REPORT

To the Stockholder
Commercial Utility Consultants, Inc.
West Chester, PA

We have compiled the accompanying statement of assets, liabilities, and equity - income tax basis of Commercial Utility Consultants, Inc. (an S Corporation) as of December 31, 2012, and the related statement of revenues, expenses, and retained earnings - income tax basis for the year then ended. We have not audited or reviewed the accompanying financial statements and, accordingly, do not express an opinion or provide any assurance about whether the financial statements are in accordance with the income tax basis of accounting.

Management is responsible for the preparation and fair presentation of the financial statements in accordance with the income tax basis of accounting and for designing, implementing, and maintaining internal control relevant to the preparation and fair presentation of the financial statements.

Our responsibility is to conduct the compilation in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. The objective of a compilation is to assist management in presenting financial information in the form of financial statements without undertaking to obtain or provide any assurance that there are no material modifications that should be made to the financial statements.

Management has elected to omit substantially all of the disclosures ordinarily included in financial statements prepared in accordance with the income tax basis of accounting. If the omitted disclosures were included in the financial statements, they might influence the user's conclusions about the Company's assets, liabilities, equity, revenues, and expenses. Accordingly, these financial statements are not designed for those who are not informed about such matters.

Rainer & Company

May 7, 2013

COMMERCIAL UTILITY CONSULTANTS, INC.
Statement of Assets, Liabilities, and Equity - Income Tax Basis
December 31, 2012
(See Independent Accountants' Compilation Report)

17

ASSETS

Current:

Cash and Cash Equivalents	\$ 362,965
Investments	69,625
Advances to Employees	<u>3,000</u>

TOTAL CURRENT ASSETS \$ 435,590

Equipment, Net of Accumulated Depreciation 2,770

TOTAL ASSETS \$ 438,360

LIABILITIES

Current:

Payroll Taxes Withheld	\$ 398
------------------------	--------

Long-Term:

Advances from Stockholder	<u>122,812</u>
---------------------------	----------------

TOTAL LIABILITIES 123,210

STOCKHOLDER'S EQUITY

Common Stock	100
--------------	-----

Retained Earnings	<u>315,050</u>
-------------------	----------------

TOTAL STOCKHOLDER'S EQUITY 315,150

TOTAL LIABILITIES AND STOCKHOLDER'S EQUITY \$ 438,360

COMMERCIAL UTILITY CONSULTANTS, INC.

Statement of Revenues, Expenses, and Retained Earnings - Income Tax Basis

For the Year Ended December 31, 2012

(See Independent Accountants' Compilation Report)

17

Revenues		\$ 2,438,159
Expenses:		
Selling, General and Administrative Expenses		<u>2,271,454</u>
INCOME FROM OPERATIONS		166,705
Other Income (Expense):		
Depreciation	(4,158)	
Interest and Dividend Income	<u>4,273</u>	
TOTAL OTHER INCOME		<u>115</u>
NET INCOME		166,820
Retained Earnings - Beginning		483,879
Less: Dividends		<u>(335,549)</u>
RETAINED EARNINGS - ENDING		<u>\$ 315,150</u>

17

INDEPENDENT ACCOUNTANTS' COMPILATION REPORT
ON SUPPLEMENTARY INFORMATION

To the Stockholder
Commercial Utility Consultants, Inc.
West Chester, PA

Our report on our compilation of the basic financial statements of Commercial Utility Consultants, Inc. for the year ended December 31, 2012 appears on page 1. The supplementary information included in the accompanying schedule is presented only for purposes of additional analysis and is not a required part of the basic financial statements. The supplementary information has been compiled from information that is the representation of management. We have not audited or reviewed the supplementary information and, accordingly, do not express any assurance on such supplementary information.

Rainer & Company
Rainer & Company

May 7, 2013

COMMERCIAL UTILITY CONSULTANTS, INC.

Supplementary Information

For the Year Ended December 31, 2012

(See Independent Accountants' Compilation Report on Supplementary Information)

17

SCHEDULE OF SELLING, GENERAL AND ADMINISTRATIVE EXPENSES - INCOME TAX BASIS

Officer Salary	\$ 248,880
Salaries	850,204
Commissions	436,197
Payroll Taxes	68,635
Employee Benefits	110,943
Profit Sharing Contribution	50,000
Consulting	133,411
Legal	96,653
Rent	64,900
Office Expense	69,384
Travel and Entertainment	56,727
Telephone	27,222
Other Taxes	11,452
Advertising	12,884
Automobile Expense	3,041
Dues and Subscriptions	7,225
Insurance	8,740
Accounting	7,539
Payroll Service	2,343
Miscellaneous	5,074
TOTAL SELLING, GENERAL AND ADMINISTRATIVE EXPENSES	<u>\$ 2,271,454</u>

17 B



UGI Utilities, Inc.
2525 North 12th Street
Suite 360
Post Office Box 12677
Reading, PA 19612-2677
(610) 796-3400 Telephone

September 10, 2013

Martin F. Brown, Vice President
Commercial Utility Consultants, Inc.
1556 McDaniel Drive
West Chester, PA 19380

RE: Commercial Utility Consultants, Inc application to serve as a broker/marketer

Dear Brown,

Based on your assertion that Commercial Utility Consultants, Inc ("Commercial Utility Consultants") is applying with the State of Pennsylvania to operate as a natural gas broker/marketer, UGI Utilities Inc. ("UGIU") has concluded that Commercial Utility Consultants will not need to post security with UGI-Central Penn Gas ("CPG"), UGI-Penn Natural Gas ("PNG") or UGI Utilities Gas Division ("UGI"). This is based on the declaration that Commercial Utility Consultants will not be taking title to gas or directly serving end use customers. This also assumes that Commercial Utility Consultants will be acting on the behalf of a licensed Natural Gas Supplier who has been approved by the Pennsylvania Public Utility Commission to serve in the applicable UGIU service territories and who has posted the required financial security as specified in the respective UGI tariffs. If Commercial Utility Consultants wishes to directly serve Choice customers in the service territories of UGI, PNG and/or CPG in the future as a natural gas supplier, it will have to post security as specified in the respective UGI tariffs prior to the commencement of the service.

Please feel free to contact me with any additional questions that you may have.

Sincerely,

A handwritten signature in black ink, appearing to read "David E. Lahoff". The signature is fluid and cursive, written over a white background.

David E. Lahoff
Manager, Rates
UGI Utilities, Inc.

17B

Columbia Gas[®]
of Pennsylvania

A NiSource Company

Gas Transportation & Sales Support
200 Civic Center Drive
Columbus, OH 43215

September 11, 2013

Martin F. Brown
Vice President
Commercial Utility Consultants, Inc.
1556 McDaniel Drive
West Chester, PA 19380

Dear Mr. Brown:

We are pleased that Commercial Utility Consultants, Inc. ("CUC") has applied for a license to provide Natural Gas Broker/Marketer Services on the distribution system of Columbia Gas of Pennsylvania, Inc. ("Columbia Gas").

Under Paragraph 2.4.5 of the Rules Applicable to Distribution Service section of the Tariff of Columbia Gas, CUC could be required to provide to Columbia Gas a bond or other financial security instrument in an amount that Columbia Gas determines to be appropriate. CUC has indicated only brokering and consulting services will be provided. Therefore, we have determined at this time that CUC does not need a bond or other financial security requirement to provide broker natural gas services to Columbia Gas customers.

If the creditworthiness requirement or Columbia Gas' exposure to CUC changes in the future, Columbia Gas might deem it appropriate to require CUC to provide a bond or other financial security instrument.

Please feel free to contact me at 614-460-6841 should you have any questions regarding a bond or other financial security instrument requirements of Columbia Gas.

Sincerely,



Michele Caddell
Manager, Supplier Services

17B

Philadelphia Gas Works



Raymond M. Snyder – Vice President, Gas Management
800 W. Montgomery Avenue, Philadelphia, PA 19122
Telephone: (215) 684-6405 Fax: (215) 684-6602

September 13, 2013

Mr. Martin F. Brown
Vice President
Commercial Utility Consultants, Inc.
1556 McDaniel Drive
West Chester, PA 19380

Re: Security Requirement Bond for CUC, Inc.

Dear Mr. Brown:

Philadelphia Gas Works (PGW) is aware that Commercial Utility Consultants, Inc. has filed an application with the Pennsylvania Public Utility Commission to supply natural gas services to the public in Pennsylvania and specifically within the services territory of Philadelphia Gas Works.

As you know, in making such an application, Commercial Utility Consultants, Inc. must furnish acceptable security to each utility where Commercial Utility Consultants, Inc. will do business. As such, under its tariff, Philadelphia Gas Works could require Commercial Utility Consultants, Inc. to provide a bond or other financial security instrument in an amount that Philadelphia Gas Works determines to be appropriate.

However, you have indicated, and it is Philadelphia Gas Works' understanding, that Commercial Utility Consultants, Inc. intends only to provide natural gas aggregating, brokering and consulting services at this time. You have stated that, in performing these services, Commercial Utility Consultants, Inc. will never take title to any delivered natural gas.

Based upon your representations, Philadelphia Gas Works has determined that, at this time, Commercial Utility Consultants, Inc. does not need to post a bond or other form of security to operate in its service territory. If the services provided by Commercial Utility Consultants, Inc. should change, Philadelphia Gas Works reserves the right to require security from Commercial Utility Consultants, Inc. as it deems appropriate.

If you have any questions concerning the foregoing, please contact me at (215) 684-6405.

Sincerely,

A handwritten signature in black ink, appearing to read "Raymond M. Snyder". The signature is written in a cursive, flowing style with a long, sweeping tail.

Raymond M. Snyder
Vice President
Gas Management

RMS:b

17B



375 North Shore Drive
Suite 600
Pittsburgh PA 15212

www.peoples-gas.com

September 4, 2013

Martin F. Brown
Vice President
Commercial Utility Consultants, Inc.
1556 McDaniel Drive
West Chester, PA 19380

Dear Mr. Brown:

This letter serves as notification that Peoples Natural Gas Company does not require Commercial Utility Consultants, Inc. to provide a security or credit enhancement. Our decision is based on the fact that your company is not currently operating, and has no immediate plans to operate, a Non-Priority One Pool or a Priority One Pool on the Peoples Natural Gas system. However, if in the future your company desires to establish a Non-Priority One Pool or a Priority One Pool on the Peoples Natural Gas Company system, it may be required to establish a security or credit enhancement based on the terms set forth under Paragraphs 6 and 7 of the Rules and Regulations of The Peoples Natural Gas Company Supplier Tariff.

If you have any questions feel free to contact me at 412-208-6528 or by email at Lynda.W.Petrichevich@peoples-gas.com.

Sincerely,

A handwritten signature in cursive script that reads "Lynda W. Petrichevich".

Lynda W. Petrichevich
Manager, Rates and Regulatory Affairs
Peoples Natural Gas Company I.I.C.

17B



PEOPLES TWP LLC

205 North Main Street
Butler, PA 16001

September 4, 2013

Martin F. Brown
Vice President
Commercial Utility Consultants, Inc.
1556 McDaniel Drive
West Chester, PA 19380

Dear Mr. Brown:

This letter serves as notification that Peoples TWP LLC does not require Commercial Utility Consultants, Inc. to provide a security or credit enhancement at this time. Our decision is based on the fact that your company is not currently operating, and has no immediate plans to operate, a Non-Priority One Pool or a Priority One Pool on the Peoples TWP system. However, if in the future your company desires to establish a Non-Priority One Pool or a Priority One Pool on the Peoples TWP system, it may be required to establish a security or credit enhancement based on the terms set forth under Paragraphs 19 and 20 of the Rules and Regulations of the Peoples TWP Tariff.

If you have any questions feel free to contact me at 724-431-4935 or by email at Andrew.Wachter@peoplestwp.com.

Sincerely,

Andrew Wachter
Manager, Rates and Regulatory Affairs
Peoples TWP LLC

17B



An Exelon Company

September 19th, 2013

Martin F. Brown
Commercial Utility Consultants, Inc.
1556 McDaniel Dr
West Chester, PA, 19380

Re: Bonding Requirements

Dear Martin F. Brown

PECO is aware that Commercial Utility Consultants, Inc. has applied for a license to provide brokering and consulting services to commercial and industrial customers on the distribution system of PECO.

In making such an application, Commercial Utility Consultants, Inc. could be required to provide to PECO a bond or other acceptable financial security in an amount that PECO determines to be appropriate. Commercial Utility Consultants, Inc. has indicated that it intends to provide only brokering and consulting services to commercial and industrial customers, will not take title to any delivered natural gas; nor will accept any customer payments or deposits. Therefore, PECO has determined at this time that Commercial Utility Consultants, Inc. does not need a bond or other financial security requirement, since they are not directly engaging in business with PECO and only providing brokering or consulting services to PECO customers. However, if the services provided Commercial Utility Consultants, Inc. or the creditworthiness requirement for PECO's exposure to Commercial Utility Consultants, Inc. changes in the future, PECO reserves the right to require Commercial Utility Consultants, Inc. to provide a bond or other financial security instrument.

If you should have any questions regarding this matter, please contact Chris Sauerbaum at 215-841-6422 or myself at 215-841-6452.

Respectfully submitted,

A handwritten signature in cursive script that reads "Carlos P. Thillet".

Carlos P. Thillet
Manager, Gas Supply and Transportation
2301 Market St S9-1
Philadelphia, Pa 19103

September 25, 2013

Mr. Martin F. Brown
Commercial Utility Consultants, Inc.
1556 McDaniel Drive
West Chester PA 19380

Dear Mr. Brown:

We are pleased that Commercial Utility Consultants, Inc. ("CUC") has applied for a license to provide natural gas broker/marketer services on the distribution system of Equitable Gas Company, LLC ("Equitable").

CUC has indicated only brokering and consulting services will be provided. Therefore, we have determined at this time that CUC does not need a bond or other financial security requirement to provide these services to Equitable's customers.

If the creditworthiness requirement or Equitable's exposure to CUC changes in the future, Equitable may deem it appropriate to require CUC to provide a bond or other financial instrument.

Should you have any additional questions or concerns regarding a bond or other financial security instruments of Equitable, please do not hesitate to contact me at (412) 395-3370.

Sincerely,



Matthew D. Stanczak
Director, Process Improvement

Joseph P. McGillian

Title: President and CEO

Role: President and CEO

Contact Information

Commercial Utility Consultants, Inc. (CUC)
1556 McDaniel Drive
West Chester, PA 19380
Phone: 610-431-4400
Fax: 610-431-1023
Mobile: 610-636-7193
Email: joe@commercialutility.com

Background Summary Information

Years with CUC: 38
Years in Energy Industry: 38

Unique Skill Sets:
Mathematical Analysis
Energy Procurement Expertise
Tariff Expertise
Electric Deregulation Expert
Utility Negotiation Experience

Background

Successful Entrepreneur with a 37 year history of profitable business ownership. Mr. McGillian founded Commercial Utility Consultants (CUC) in 1975, shortly after earning a BA and an MBA in mathematics. Mr. McGillian is an expert in utility tariffs and analysis for all major utilities in the United States.

Selected Experience

Commercial Utility Consultants, Inc.
1556 McDaniel Drive, West Chester PA 19380
Employed from January 1975 to Current
Reference Verification: Pamela Rolfe, (610) 431-4400
Employees Managed: 20

Commercial Utility Consultants, Inc.

Have been a successful small business owner since completion of higher education. Currently, President of Commercial Utility Consultants, Inc, a substantial utility consulting firm with more than 8,000 commercial clients. Manages several professional engineers and former utility analysts as well as a substantial correspondence staff. Invested heavily in the latest technologies to ensure efficiencies and accuracy in analysis for our client base in the Pennsylvania region and the rest of the United States.

Education, Training, Certifications, and Affiliations

EDUCATION

Temple University, Philadelphia, PA
Bachelor of Arts in Mathematics, 1973

West Chester University, West Chester, PA
Master of Arts in Mathematics, 1975

**Joseph P. McGillian, President and CEO
Commercial Utility Consultants, Inc. (CUC)**

Mr. McGillian started Commercial Utility Consultants in 1975. Since that time, Mr. McGillian has developed CUC into the one of the largest and most successful Utility Rate Analysis' Companies in the United States. Mr. McGillian has extensive expertise in utility procurement, billing, rate analysis, utility negotiation plus knowledge of every aspect of the various taxes and surcharges associated with utility billings.

Mr. McGillian has been a successful business owner since completion of higher education. Commercial Utility Consultants, Inc. is a substantial utility consulting firm with more than 8,000 clients. Mr. McGillian manages several professional engineers and analysts, many of whom are former utility employees. CUC has a substantial correspondence staff as well. Mr. McGillian has invested heavily in the latest technologies to ensure efficiencies and accuracy in analysis for our client base.

Mr. McGillian will assist in providing energy market expertise and tariff analysis; Providing market analysis; Developing the electricity procurement strategy; Pulling and aggregating usage data; Supplier marketing and communications; Calculating the price to Compare (PTC); Auction monitoring; Conducting and presenting post-auction analysis.

Martin F. Brown

Title: Vice President

Role: Sr. Telecommunications Analyst

Contact Information

Commercial Utility Consultants, Inc. (CUC)
1556 McDaniel Drive
West Chester, PA 19380
Phone: 610-431-4400
Fax: 610-431-1023
Mobile: 610-636-7193
Email: marty@commercialutility.com

Background Summary Information

Years with CUC: 22
Years in Energy Industry: 22

Unique Skill Sets:
35 years in Information Systems
Telecommunications Manager
Office manager
Electric Deregulation Expert

Background

Career Information Systems professional with IBM and Microsoft Operating Systems. Responsible for all aspects of daily operations at CUC including A/R, Computers, Network, Telephone Systems and general supervision and support of correspondence staff. Handle all Telecommunications analyses for CUC's client telephone bills and expenses.

Selected Experience

Commercial Utility Consultants, Inc.
1556 McDaniel Drive, West Chester PA 19380
Employed from May 1991 to Current
Reference Verification: Pamela Rolfe, (610) 431-4400
Employees Managed: 5

Commercial Utility Consultants, Inc.

Have been the Office Manager at Commercial Utility Consultants, Inc. (CUC) for 22 years. I also worked at Computer Associates as a technical sales representative from 1985 to 1991. Started as an application programmer and advanced to systems programming from 1978 until 1985 at PMA Insurance Company in Philadelphia, PA.

Education, Training, Certifications, and Affiliations

EDUCATION

Temple University, Philadelphia, PA
Bachelor of Science in Psychology, 1975

LaSalle College, Philadelphia, PA
Bachelor of Arts in Sociology, 1976

Gwynedd Mercy College, Norristown, PA
Minor Degree in Computer Science, 1978

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

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. Appendix E - Resume Attached
- A copy of any Federal energy license currently held by the Applicant. Appendix E
- Proposed staffing and employee training commitments. Appendix E
- Business plans. Appendix E

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: Commercial Utility Consultants, Inc.

By: 

Title: Joseph P. McGillian, President/Owner

AFFIDAVIT

[Commonwealth/State] of Pennsylvania :

: SS.

County of Chester :

Joseph P. McGillian, Affiant, being duly [sworn/affirmed] according to law, deposes and says that:

[He/she is the President/Owner (Office of Affiant) of Commercial Utility Consultants (Name of Applicant);]

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

That Commercial Utility 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 Commercial Utility Consultants, 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 Commercial Utility Consultants, 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 Commercial Utility Consultants, 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.

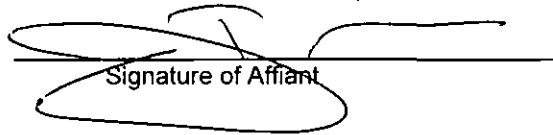
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01 OCT 30 2013

PA PUBLIC UTILITY COMMISSION
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.

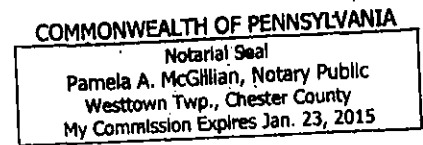
That the facts above set forth are true and correct/true and correct to the best of his/her knowledge, information, and belief.


Signature of Affiant

Sworn and subscribed before me this 16th day of October, 2013


Signature of official administering oath

My commission expires 1/23/15



AFFIDAVIT

[Commonwealth/State] of Pennsylvania :

: SS.

County of Chester :

Joseph P. McGillian, Affiant, being duly [sworn/affirmed] according to law, deposes and says that:

[He/she is the President/Owner (Office of Affiant) of Commercial Utility Consultants(Name of Applicant);]

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

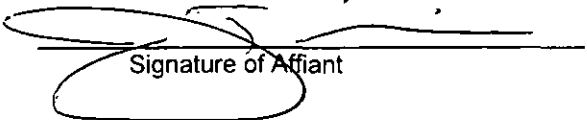
That the Applicant herein ^{Commercial Utility Consultants} Commercial Utility Consultants has the burden of producing information and supporting documentation demonstrating its technical and financial fitness to be licensed as a natural gas supplier pursuant to 66 Pa. C.S. §2208(c)(1).

That the Applicant herein ^{Commercial Utility Consultants} Commercial Utility Consultants has answered the questions on the application correctly, truthfully, and completely and provided supporting documentation as required.

That the Applicant herein ^{Commercial Utility Consultants} Commercial Utility 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 ^{Commercial Utility Consultants} Commercial Utility 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 16th day of October, 2013


Signature of official administering oath

My commission expires 1/23/15

COMMONWEALTH OF PENNSYLVANIA
Notarial Seal
Pamela A. McGillian, Notary Public
Westtown Twp., Chester County
My Commission Expires Jan. 23, 2015

RECEIVED

OCT 30 2013

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

APPENDIX D

Standards of Conduct

- (1) The [natural gas distribution company] should apply its tariffs in a nondiscriminatory manner to its affiliate, its own marketing division and any nonaffiliate.
- (2) The [natural gas distribution company] should likewise not apply a tariff provision in any manner that would give its affiliate or division an unreasonable preference over other marketers with regard to matters such as scheduling, balancing, transportation, storage, curtailment, capacity release and assignment, or nondelivery, and all other services provided to its affiliated suppliers.
- (3) If a tariff provision is mandatory, the [natural gas distribution company] should not waive the provision for its affiliate or division absent prior approval of the Commission.
- (4) If a tariff provision is not mandatory or provides for waivers, the [natural gas distribution company] should grant the waivers without preference to affiliates and divisions or non-affiliates.
- (5) The [natural gas distribution company] should maintain a chronological log of tariff provisions for which it has granted waivers. Entries should include the name of the party receiving the waiver, the date and time of the request, the specific tariff provision waived and the reason for the waiver. Any chronological log should be open for public inspection during normal business hours.
- (6) The [natural gas distribution company] should process requests for transportation promptly and in a nondiscriminatory fashion with respect to other requests received in the same or a similar period. The [natural gas distribution company] should maintain a chronological log showing the processing of requests for transportation services. Any chronological log should be open for public inspection during normal business hours.
- (7) Transportation discounts and fee waivers and rebates provided to the [natural gas distribution company's] or its marketing affiliate's favored customers should be offered to other similarly situated customers and should not be tied to any unrelated service, incentive or offer on behalf of either the parent or affiliate. A chronological

log should be maintained showing the date, party, time and rationale for the action. Any chronological log should be open for public inspection during normal business hours.

- (8) The [natural gas distribution company] should not disclose any customer proprietary information to its marketing affiliate or division, and to the extent that it does disclose customer information, it should contemporaneously provide this same information to other similarly situated marketers in a similar fashion so as not to selectively disclose, delay disclosure, or give itself or its affiliate any undue advantage related to the disclosure. A chronological log should be maintained showing the date, time and rationale for the disclosure. Any chronological log should be open for public inspection during normal business hours. A natural gas distribution company should not provide information received from non-affiliated customers or suppliers to its affiliated natural gas suppliers.
- (9) The [natural gas distribution company] should justly and reasonably allocate to its marketing affiliate or division the costs or expenses for general administration or support services.
- (10) The [natural gas distribution company] selling surplus gas supplies and/or upstream capacity on a short-term basis (as defined by the Federal Energy Regulatory Commission) to its affiliate should make supplies available to similarly situated marketers on a nondiscriminatory basis. The [natural gas distribution company] should not make any gas supplies and/or upstream capacity available through private disclosure to the [natural gas distribution company's] affiliate unless the availability is made simultaneously with public dissemination in a manner that fairly appraises interested parties of the availability of the gas supplies and/or upstream capacity. The [natural gas distribution company] should maintain a chronological log of these public disseminations. Any chronological log should be open for public inspection during normal business hours.
- (11) The [natural gas distribution company] should not condition or tie agreements to release interstate pipeline capacity to any service in which the [natural gas distribution company] or affiliate is involved.
- (12) The [natural gas distribution company] should not directly or by implication . . . represent to any customer, supplier or third party that an advantage may accrue to any party through use of the [natural gas distribution company's] affiliate or subsidiary.

- (13) The [natural gas distribution company] should establish and file with the Commission a complaint procedure for dealing with any alleged violations of any of the standards listed in paragraphs (1) through (12), this paragraph or paragraphs (14) and (15), excepting for paragraph (9), which should be exclusively under the purview of the Commission. These procedures should be developed in consultation with interested parties during consideration of any tariff guided by this section and §69.191 (relating to general). The Commission may expect establishment of a complaint procedure or other recordkeeping requirements if warranted by subsequent facts or circumstances.
- (14) The [natural gas distribution company] should keep a chronological log of any complaints, excepting paragraph (9), regarding discriminatory treatment of natural gas suppliers. This chronological log should include the date and nature of the complaint and the [natural gas distribution company's] resolution of it. Any chronological log should be open for inspection during normal business hours.
- (15) Parties alleging violations of these standards may pursue their allegations through the Commission's established complaint procedures. A complainant bears the burden of proof consistent with 66 Pa. C.S. (relating to Public Utility Code) in regard to the allegations.
- (16) Licensees shall provide accurate information about their natural gas supplier services using plain language and common terms. Where new terms are used, such terms must be defined again using plain language: Information should be provided in a format which will allow for comparison of the various natural gas supply services offered and the prices charged for each type of service.
- (17) Licensees shall provide notification of the change in conditions of service, intent to cease operation as a natural gas supplier, explanation of denial of service, proper handling of deposits and proper handling of complaints in accordance with Commission regulations where applicable.
- (18) Licensees shall maintain the confidentiality of customers' historic payment information and right of access to their own load and billing information.

- (19) Licensees shall not discriminate in the provision of natural gas supply services as to availability and terms of service based on race, color, religion, national origin, sex, marital status, age receipt of public assistance income, and exercise of rights under the Consumer Credit Protection Act, 15 U. S. C. §§1691-1691f; Regulation B, 12 C.F.R. §§202-202.14.
- (20) Licensees will be responsible for any fraudulent deceptive or other unlawful marketing or billing acts performed by their agents or representatives. Licensee shall inform consumers of state consumer protection laws that govern the cancellation or rescission of natural gas supply service contracts. 73 P. S. §201-7.
- (21) The natural gas distribution company shall not give any affiliate or marketing division preference over a non-traditional affiliate in the provision of goods and services such as processing requests for information, complaints and responses to service interruptions. The natural gas distribution company shall provide comparable treatment without regard to a customer's chosen natural gas supplier.
- (22) No transaction between the natural gas distribution company and an affiliated natural gas supplier shall involve an anti-competitive cross-subsidy and all such transactions shall comply with applicable law.
- (23) Natural gas distribution company employees who have responsibility for operating the distribution system, including natural gas delivery or billing and metering, shall not be shared with an affiliated or divisional Supplier, and their offices shall be physically separated from the office(s) used by those working for the Supplier. Such natural gas distribution company employees may transfer to a Supplier provided such transfer is not used as a means to circumvent these interim standards of conduct. Any supplier shall have its own direct line management. Any shared facilities shall be fully and transparently allocated between the natural gas distribution company function and the Supplier function. The natural gas distribution company accounts and records shall be maintained such that the costs a Supplier incurs may be clearly identified.
- (24) (a) Neither the natural gas distribution company nor an affiliated or divisional Supplier may directly or by implication falsely and unfairly represent:

- that the Pa PUC jurisdictionally regulated services provided by the natural gas distribution company are of a superior quality when power is purchased from an affiliated or divisional Supplier; or
- that the merchant services (for natural gas) are being provided by the natural gas distribution company rather than an affiliated or divisional Supplier;
- that the natural gas purchased from a Supplier that is not an affiliate or division of the natural gas distribution company may not be reliably delivered;
- that natural gas must be purchased from an affiliate or divisional Supplier to receive Pa PUC jurisdictional regulated services.

(b) The natural gas distribution company shall not jointly market or jointly purchase its Pa PUC jurisdictional regulated services with the services of an affiliated or divisional Supplier. This prohibition includes prohibiting the natural gas distribution company from including bill inserts in its natural gas distribution company bills promoting an affiliated or divisional Supplier's services, and further precludes a reference or link from the natural gas distribution company's web-site to any affiliated or divisional supplier.

(c) When an affiliated or divisional Supplier markets or communicates to the public using the natural gas distribution company name or logo, it shall include a disclaimer that states:

(i) That the Supplier is not the same company as the natural gas distribution company; (2) that the prices of the Supplier are not regulated by the Pa PUC; and (3) that a customer does not have to buy natural gas or other products from the Supplier in order to receive the same quality service from the natural gas distribution company. When a Supplier advertises or communicates verbally through radio or television to the public using the natural gas distribution company name or logo, the Supplier shall include at the conclusion of any such communication a disclaimer that includes all of the disclaimers listed in this paragraph.

(25) The natural gas distribution company must: (a) make interstate capacity available for release, assignment, or transfer to its affiliated or divisional Supplier only through the interstate pipeline electronic bulletin boards and the competitive bidding procedures in place on those interstate systems; (b)

not give its affiliated or divisional Supplier any preference over non-affiliated or non-divisional Suppliers, or potential non-affiliated or non-divisional Suppliers, in matters relating to the assignment, release, or other transfer of the natural gas distribution company's capacity rights on interstate pipeline systems; and (c) not condition or tie its agreement to release, assign, or otherwise transfer interstate pipeline capacity to any agreement by a gas Supplier, customer or other third party relating to any service in which its marketing affiliate is involved.

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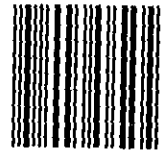


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From *M. Brian*
Commercial Utility Consultants
1556 McDaniel Drive
West Chester, PA 19380

TO
Secretary of the Commission
Keystone Bldg., 400 North St.
2nd Floor, Room N201,
Harrisburg, PA 17120

Label 22B, January 2008

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