

BEFORE THE PENNSYLVANIA PUBLIC UTILITY COMMISSION

Application of Results Energy Consulting Inc., d/b/a _____, 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:

Results Energy Consulting Inc.

2073 Reservoir Dr

Middletown, PA 17057

717-388-1170

866-646-5397 fax

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.

Does not apply

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:

Terry Kennedy, President 717-388-1170

2073 Reservoir Dr 866-646-5397 fax

Middletown, PA 17057

- 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:

Terry Kennedy, President 717-388-1170

2073 Reservoir Dr 866-646-5397 fax

Middletown, PA 17057

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

Does not apply

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2014 MAY 22 AM 10:41
PA PUC BUREAU
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:

Does not apply

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

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

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

or

☒ The Applicant will not be using a fictitious name.

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

☐ The Applicant is a sole proprietor.

If the Applicant is located outside the Commonwealth, provide proof of compliance with 15 Pa. C.S. §4124 relating to Department of State filing requirements.

or

☐ The Applicant is a:

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

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

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

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

or

☒ The Applicant is a:

- ☒ domestic corporation (none)
- ☐ foreign corporation (15 Pa. C.S. §4124)
- ☐ domestic limited liability company (15 Pa. C.S. §8913)
- ☐ foreign limited liability company (15 Pa. C.S. §8981)
- ☐ Other _____

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

Give name and address of officers.

**Proof of compliance including Articles of Incorporation and Docketing Statement attached as Appendix R.
Terry Kennedy, President**

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:

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.

Results Energy Consulting Inc. filed an application on May 1, 2014 seeking an EGS license as a broker/marketer.

☒ 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.

Because the filing was just submitted on 5/1/14 we have not received a Pa PUC Docket Number yet.

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

or

- ☐ The Applicant has no affiliates doing business in Pennsylvania or predecessors which have done business in Pennsylvania.

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

- ☒ The Applicant is presently doing business in Pennsylvania as a

- ☐ 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.)
Energy Management & Procurement Consulting

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.
Applicant will be soliciting pricing from suppliers on behalf of customers/clients and present those offers in summary to the clients. The clients if they choose to do so may enter into an agreement with one of those suppliers for natural gas service. Applicant would typically be paid a commission by the successful supplier. Market has moved to this model and away from a direct pay for services rendered model used in the past. Applicant would not accept payment from the customer for natural gas service nor pay natural gas bills on behalf of its customers. Applicant would not take title to the natural gas. Applicant would not have authority to bind the customer or arrange for service on their behalf by such things such as a power of attorney.
10. **SERVICE AREA:** Provide each Natural Gas Distribution Company (NGDC) in which Applicant proposes to offer services.
UGI Utilities Inc (Gas Service) and UGI Penn Natural Gas Inc.
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 July 1, 2014 pending approval. (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.
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:

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	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
UGI Central Penn David Beasten 2525 N. 12 th Street, Suite 360 Reading, PA 19612-2677 PH: 610.796.3425 FAX: 610.796.3559	Peoples Natural Gas Company LLC Peoples Division Lynda Petrichevich 375 North Shore Drive, Suite 600 Pittsburgh, PA 15212 PH: 412.208.6528 FAX: 412.208.6577 email: Lynda.W.Petrichevich@peoples-gas.com
Peoples TWP LLC (Formerly T. W. Phillips) Lynda Petrichevich 375 North Shore Drive, Suite 600 Pittsburgh, PA 15212 PH: 412.208.6528 FAX: 412.208.6577 email: Lynda.W.Petrichevich@peoples-gas.com	UGI David Beasten 2525 N. 12 th Street, Suite 360 Reading, PA 19612-2677 PH: 610.796.3425 FAX: 610.796.3559
UGI Penn Natural David Beasten 2525 N. 12 th Street, Suite 360 Reading, PA 19612-2677 PH: 610.796.3425 FAX: 610.796.3559	Peoples Natural Gas Company LLC Equitable Division Lynda Petrichevich 375 North Shore Drive, Suite 600 Pittsburgh, PA 15212 PH: 412.208.6528 FAX: 412.208.6577 email: Lynda.W.Petrichevich@peoples-gas.com
PECO Carlos Thillet, Manager, Gas Supply and Transportation 2301 Market Street, S9-2 Philadelphia, PA 19103 PH: 215.841.6452 email: carlos.thillet@exeloncorp.com	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
Philadelphia Gas Works Douglas Moser 800 West Montgomery Avenue Philadelphia, PA 19122 PH: 215.684.6899 email: douglas.moser@pgworks.com	

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.

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.
- Does not apply.
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.
- b. Provide a copy of all standard forms or contracts that you use, or propose to use, for service provided to residential customers.
- 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.
Applicant will be a broker/consultant, will not take title to natural gas, will not be a counterparty on a natural gas service agreement, and will not pay natural gas bills on behalf of its customers.
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.
 - Evidence of Applicant's credit rating. Applicant may provide a copy of its Dun and Bradstreet Credit Report and Robert Morris and Associates financial form or other independent financial service reports.
 - A description of the types and amounts of insurance carried by Applicant which are specifically intended to provide for or support its financial fitness to perform its obligations as a licensee.
 - Audited financial statements
 - Such other information that demonstrates Applicant's financial fitness.
- See Statement on Appendix S**
- 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. **Does not apply as applicant will be a broker/consultant as defined previously.**
 - Identify Applicant's chief officers including names and their professional resumes.

Terry Kennedy, President See Appendix T

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

Terry Kennedy, President 2073 Reservoir Dr Middletown, PA 17057 717-388-1170 866-646-5397 fax

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. **Terry Kennedy, President See Appendix T**
 - A copy of any Federal energy license currently held by the Applicant.
Does not apply as applicant will be a broker/consultant as defined previously.
 - Proposed staffing and employee training commitments.
See Statement on Appendix U
 - Business plans.
See Statement on Appendix U
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.
AGREED
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.
AGREED
21. **REPORTING REQUIREMENTS:** Applicant agrees to provide the following information to the Commission or the Department of Revenue, as appropriate:
AGREED
- 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.**
- Does not apply as applicant will be a broker/consultant as defined previously.**
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.

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MAY 22 2014

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

Applicant: **Results Energy Consulting Inc.**

By:  **Terry Kennedy**

Title: **President**

AFFIDAVIT

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[Commonwealth/State] of Pennsylvania :

MAY 22 2014

SS.

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

County of Dauphin :

Terry Kennedy, Affiant, being duly [sworn/affirmed] according to law, deposes and says that:
Results Energy

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

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

That Results Energy Consulting Inc., 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 Results Energy Consulting Inc., 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.

Results Energy

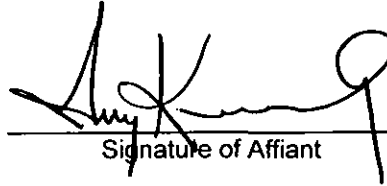
That Consulting Inc., the Applicant herein, certifies to the Commission that it is subject to , will pay, and in the past has paid, the full amount of taxes imposed by Articles II and XI of the Act of March 4, 1971 (P.L. 6, No. 2), known as the Tax Reform Act of 1971 and any tax imposed by Chapter 22 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 Results Energy Consulting 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.

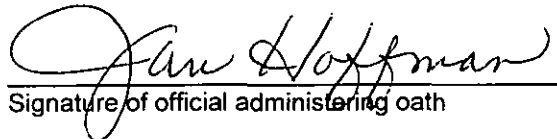
That the Applicant agrees to provide all consumer education materials and information in a timely manner as requested by the Commission's Office of Communications or other Commission bureaus. Materials and information requested may be analyzed by the Commission to meet obligations under applicable sections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



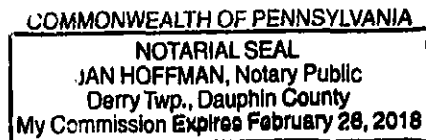
Signature of Affiant

Sworn and subscribed before me this 20th day of MAY, ~~19~~ 2014



Signature of official administering oath

My commission expires 2/26/2018



AFFIDAVIT

RECEIVED

[Commonwealth/State] of Pennsylvania :

MAY 22 2014

ss.

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

County of Dauphin :

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

[He/she is the President (Office of Affiant) of Results Energy Consulting Inc. (Name of Applicant);]

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

That Results Energy Consulting Inc. the Applicant herein certifies that it has caused the notice of the filing of its license application published in the following newspapers on _____:
(date) The Patriot News 3/18/14, The Williamsport Sun Gazette 3/29/14, and Scranton Times 3/28/14

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

See Appendix C

That Results Energy Consulting Inc. the Applicant will submit to the Commission the proof of publication from each newspaper in which notice of the application filing was published as soon as it is available.

See Appendix C

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.



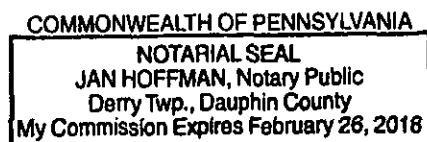
Signature of Affiant

Sworn and subscribed before me this 20th day of MAY, 2014



Signature of official administering oath

My commission expires 2/26/2018



The Patriot-News Co.
2020 Technology Pkwy
— Suite 300
Mechanicsburg, PA 17050
Inquiries - 717-255-8213

Appendix C

The Patriot-News
Now you know

RESULTS ENERGY CONSULTING INC.
PO BOX 4773

HARRISBURG

PA 17111

Section D
Page D6

THE PATRIOT NEWS
THE SUNDAY PATRIOT NEWS

Proof of Publication

Under Act No. 587, Approved May 16, 1929
Commonwealth of Pennsylvania, County of Dauphin} ss

Marianne Miller, being duly sworn according to law, deposes and says:

That she is a Staff Accountant of The Patriot News Co., a corporation organized and existing under the laws of the Commonwealth of Pennsylvania, with its principal office and place of business at 2020 Technology Pkwy, Suite 300, in the Township of Hampden, County of Cumberland, State of Pennsylvania, owner and publisher of The Patriot-News and The Sunday Patriot-News newspapers of general circulation, printed and published at 1900 Patriot Drive, in the City, County and State aforesaid; that The Patriot-News and The Sunday Patriot-News were established March 4th, 1854, and September 18th, 1949, respectively, and all have been continuously published ever since;

That the printed notice or publication which is securely attached hereto is exactly as printed and published in their regular daily and/or Sunday/ Community Weekly editions which appeared on the date(s) indicated below. That neither she nor said Company is interested in the subject matter of said printed notice or advertising, and that all of the allegations of this statement as to the time, place and character of publication are true; and

That she has personal knowledge of the facts aforesaid and is duly authorized and empowered to verify this statement on behalf of The Patriot-News Co. aforesaid by virtue and pursuant to a resolution unanimously passed and adopted severally by the stockholders and board of directors of the said Company and subsequently duly recorded in the office for the Recording of Deeds

Dauphin in Miscellaneous Book "M", Volume 14, Page 317.

PENNSYLVANIA PUBLIC UTILITY
COMMISSION NOTICE
Applications of Results Energy
Consulting Inc. For Approval To Offer,
Render, or Furnish Services as a
Marketer/Broker Engaged in The
Business Of Supplying Natural Gas
Supply Services and Electricity Supply
or Electric Generation Services, To The
Public in The Commonwealth Of
Pennsylvania.
Results Energy Consulting Inc. will be
filing an application with the
Pennsylvania Public Utility Commission
("PUC") for a license to provide natural
gas supply services as a
broker/marketer engaged in the
business of providing natural gas
services. Results Energy Consulting Inc.
will also be filing an application with the
PUC for a license to supply electricity or
electric generation services as a
broker/marketer engaged in the
business of supplying electricity.
Results Energy Consulting Inc.
proposes to sell electricity, natural gas,
and related services throughout all of
Pennsylvania under the provisions of the
new Natural Gas Choice and
Competition Act and the Electricity
Generation Customer Choice and
Competition Act. The PUC may consider
this application without a hearing.
Protests directed to the technical or
financial fitness of Results Energy
Consulting 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 Results
Energy Consulting Inc. at the address
listed below. By and through: Results
Energy Consulting Inc. 2073 Reservoir
Dr Middletown, PA 17057 Phone: 717-388-
1170 Fax: 866-646-5397.

This ad # 0002294006 ran on the dates shown below:

March 18, 2014

Sworn to and subscribed before me this 28 day of March, 2014 A.D.

Holly Lynn Warfel
Notary Public

COMMONWEALTH OF PENNSYLVANIA
Notarial Seal
Holly Lynn Warfel, Notary Public
Washington Twp., Dauphin County
My Commission Expires Dec. 12, 2016
MEMBER, PENNSYLVANIA ASSOCIATION OF NOTARIES

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MAY 22 2014

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

The Scranton Times (Under act P.L. 877 No 160. July 9, 1976)
Commonwealth of Pennsylvania, County of Lackawanna

RESULTS ENERGY CONSULTING INC
TERRY KENNEDY
PO BOX 4773 HARRISBURG PA 17111

Section B
Page B3

Account # 594032
Order # 81475550
Ad Price: 224.40

LEGAL NOTICE PENNSYLVANIA

Gina Krushinski

Being duly sworn according to law deposes and says that (s)he is Billing clerk for The Scranton Times, owner and publisher of The Scranton Times, a newspaper of general circulation, established in 1870, published in the city of Scranton, county and state aforesaid, and that the printed notice or publication hereto attached is exactly as printed in the regular editions of the said newspaper on the following dates:

03/28/2014

Affiant further deposes and says that neither the affiant nor The Scranton Times is interested in the subject matter of the aforesaid notice or advertisement and that all allegations in the foregoing statement as time, place and character or publication are true Gina Krushinski

Sworn and subscribed to before me
this 28th day of March A.D., 2014

Sharon Venturi
(Notary Public)

COMMONWEALTH OF PENNSYLVANIA
Notarial Seal
Sharon Venturi, Notary Public
City of Scranton, Lackawanna County
My Commission Expires Feb. 12, 2018
MEMBER, PENNSYLVANIA ASSOCIATION OF NOTARIES

LEGAL NOTICE

PENNSYLVANIA PUBLIC UTILITY
COMMISSION NOTICE

Applications of Results Energy Consulting Inc. For Approval To Offer, Render, or Furnish Services as a Marketer/ Broker Engaged In The Business Of Supplying Natural Gas Supply Services and Electricity Supply or Electric Generation Services, To The Public In The Commonwealth Of Pennsylvania.

Results Energy Consulting Inc. will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to provide natural gas supply services as a broker/marketer engaged in the business of providing natural gas services. Results Energy Consulting Inc. will also be filing an application with the PUC for a license to supply electricity or electric generation services as a broker/marketer engaged in the business of supplying electricity.

Results Energy Consulting Inc. proposes to sell electricity, natural gas, and related services throughout all of Pennsylvania under the provisions of the new Natural Gas Choice and Competition Act and the Electricity Generation Customer Choice and Competition Act. The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Results Energy Consulting 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 Results Energy Consulting Inc. at the address listed below. By and through: Results Energy Consulting Inc. 2073 Reservoir Dr. Middletown, PA 17057, Phone: 717-388-1170, Fax: 866-646-5397.

PROOF OF PUBLICATION OF NOTICE IN THE WILLIAMSPORT
SUN-GAZETTE UNDER ACT NO. 587, APPROVED MAY 16, 1929

STATE OF PENNSYLVANIA
COUNTY OF LYCOMING

SS:

Bernard A. Oravec Publisher of the Sun-Gazette Company, publishers of the Williamsport, Sun-Gazette, successor to the Williamsport Sun and the Gazette & Bulletin, both daily newspapers of general circulation, published at 252 West Fourth Street, Williamsport, Pennsylvania, being duly sworn, deposes and says that the Williamsport Sun was established in 1870 and the Gazette & Bulletin was established in 1801, since which dates said successor, the Williamsport Sun-Gazette, has been regularly issued and published in the County of Lycoming aforesaid, and that a copy of the printed notice is attached hereto exactly as the same was printed and published in the regular editions of said Williamsport Sun-Gazette on the following dates, viz:

March 29, 2014

Affiant further deposes that he is an officer daily authorized by the Sun-Gazette Company, publisher of the Williamsport Sun-Gazette, to verify the foregoing statement under oath and also declares that affiant is not interested in the subject matter of the aforesaid notice of publication, PENNSYLVANIA PUBLIC UTILITY COMMISSION

NOTICE
Applications of Results Energy Consulting Inc. For Approval To Offer, Render, or Furnish Services as a Marketer/ Broker Engaged In The Business Of Supplying Natural Gas Supply Services and Electricity Supply or Electric Generation Services, To The Public In The Commonwealth Of Pennsylvania.

Results Energy Consulting Inc. will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to provide natural gas supply services as a broker/marketer engaged in the business of providing natural gas services. Results Energy Consulting Inc. will also be filing an application with the PUC for a license to supply electricity or electric generation services as a broker/marketer engaged in the business of supplying electricity.

Results Energy Consulting Inc. proposes to sell electricity, natural gas, and related services throughout all of Pennsylvania under the provisions of the new Natural Gas Choice and Competition Act and the Electricity Generation Customer Choice and Competition Act. The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Results Energy Consulting 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 Results Energy Consulting Inc. at the address listed below. By and through: Results Energy Consulting Inc. 2073 Reservoir Dr. Middletown, PA 17057, Phone: 717-388-1170, Fax: 866-646-5397.

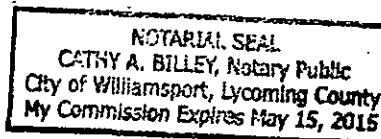
Bernard A. Oravec

SUN-GAZETTE COMPANY

Sworn to and subscribed before me

the 1st day of April 2014

Cathy A. Billey
Notary Public



STATEMENT OF ADVERTISING COSTS

To the Sun-Gazette Company, Dr.:

For publishing the notice attached

hereto on the above state dates.....\$ 758.44

Probated same.....\$

Total.....\$ 758.44

SHER'S RECEIPT FOR ADVERTISING COSTS

THE SUN-GAZETTE hereby acknowledges receipt of the aforesaid advertising and publication costs and certifies that the same have been fully paid.

SUN-GAZETTE COMPANY

BY Bernard A. Oravec

Appendix R

COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF STATE
CORPORATION BUREAU
401 NORTH STREET, ROOM 206
P.O. BOX 8722
HARRISBURG, PA 17105-8722
WWW.CORPORATIONS.STATE.PA.US/CORP

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MAY 22 2014

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

Results Energy Consulting Inc.

THE CORPORATION BUREAU IS HAPPY TO SEND YOU YOUR FILED DOCUMENT. THE CORPORATION BUREAU IS HERE TO SERVE YOU AND WANTS TO THANK YOU FOR DOING BUSINESS IN PENNSYLVANIA.

IF YOU HAVE ANY QUESTIONS PERTAINING TO THE CORPORATION BUREAU, PLEASE VISIT OUR WEB SITE LOCATED AT WWW.CORPORATIONS.STATE.PA.US/CORP OR PLEASE CALL OUR MAIN INFORMATION TELEPHONE NUMBER (717)787-1057. FOR ADDITIONAL INFORMATION REGARDING BUSINESS AND / OR UCC FILINGS, PLEASE VISIT OUR ONLINE "SEARCHABLE DATABASE" LOCATED ON OUR WEB SITE.

ENTITY NUMBER: 4132350

Kennedy, Terry
2073 Reservoir Drive
Middletown, PA 17057

Microfilm Number _____

Entity #: 4132350
Date Filed: 09/06/2012
Carol Aichele
Secretary of the Commonwealth
Filed with the Department of State on _____

Entity Number _____

Secretary of the Commonwealth

ARTICLES OF INCORPORATION FOR PROFIT
OF
Results Energy Consulting Inc.
Name of Corporation
A TYPE OF CORPORATION INDICATED BELOW

Indicate type of domestic corporation:

- ☒ **Business-stock** (15 Pa.C.S. § 1306)
____ **Business-nonstock** (15 Pa.C.S. § 2102)
____ **Business-statutory close** (15 Pa.C.S. § 2303)
____ **Cooperative** (15 Pa.C.S. § 7102)

Commonwealth of Pennsylvania
ARTICLES OF INCORPORATION 3 Page(s)



DSCB:15-1306/2102/2303/2702/2903/3101/7102A (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: Results Energy Consulting 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) 2073 Reservoir Dr Middletown PA 17057 Dauphin
Number and Street City State Zip County

(b) c/o: _____
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: 1000 (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
<u>Terry Kennedy</u>	<u>2073 Reservoir Dr Middletown, PA 17057</u>

PA DEPT. OF STATE
SEP 06 2012

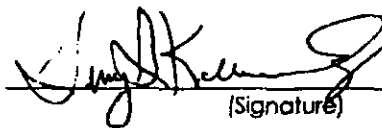
6. The **specified effective date**, if any, is: August 28 2012
month day year hour, if any

7. 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: _____

IN TESTIMONY WHEREOF, the incorporator(s) has (have) signed these Articles of Incorporation this 28th day of August, 2012.


(Signature)

(Signature)

Docketing Statement DSCB:15-134A (Rev 2000)
Departments of State and Revenue

One (1) copy required

BUREAU USE ONLY:

Dept. of State Entity No. _____

Dept. of Revenue Box No. _____

Filing Period _____ Date 3 4 5 _____

SIC _____ Report Code _____

Check proper box:

Pennsylvania

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

Foreign - State/Country _____ **Date** _____

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

Other

- ☐ domestication
- ☐ division
- ☐ consolidation

1. Entity Name:

Results Energy Consulting Inc

2. Individual name and mailing address responsible for initial tax reports:

Terry Kennedy 2073 Reservoir Dr Middletown, PA 17057

3. Description of business activity:

Energy Consulting

Appendix S

Statement on Financial Fitness

Results Energy Consulting Inc. is organized as a PA S Corporation. Applicant has filed a bond to ensure its financial responsibilities and obligations as an EGS with the Pa PUC. Presently there is not a bonding requirement for broker/consultants for natural gas as that is a responsibility of a physical suppliers with the natural gas distribution companies. Most of this section does not apply as Applicant will be a broker/consultant, will not take title to natural gas, will not be a counterparty on a natural gas service agreement, and will not pay natural gas bills on behalf of its customers.

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PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

Appendix T

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Terry L. Kennedy
2073 Reservoir Dr. Middletown Pa. 17057

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

Technical Sales / Marketing / Management

PROFESSIONAL PROFILE

Top performing Business Manager with over 20 years business experience. Established solid track record of increased revenue, bottom line profitability and building successful .Customer relationships with DoD, Mil Aero, Computer, Communications and Manufacturing Services.

SKILLS & KNOWLEDGE

Sales Management, Relationship Building, Strategic Account Plan Development & Management, Contract Negotiations, Program Management, Market Penetration & Growth, Profit Performance, Revenue Planning & Budgeting, P&L, Development & Mentoring, Team Leadership, New Business Development

DISTINCTIVE SALES/MANAGEMENT QUALIFICATIONS

Results driven business leader with strategic thinking and creativity to capitalize on new program Opportunities that drive growth and enhance the company's competitive edge. Outstanding communication skills, verbal and written, which help foster strong client relationships contributing to sales success and customer satisfaction. Customers view as a trustworthy, true business partner. Experience with a focus on invest to win priorities that lead to market share growth and increased sales revenue

EXPERIENCE, KEY CONTRIBUTIONS & PERFORMANCE MILESTONES

Results Energy Inc. Harrisburg, Pa 2012-present

President and General Manager

Responsible for the day-to-day sales and marketing activities in a given territory or with a specific customer account in order to meet company expectations, grow sales volume, and meet financial objectives. Market deregulated energy product: electricity, natural gas, fuel oil, propane and heating and air conditioning equipment. Establishes sales objectives by forecasting and developing annual sales quotas for regions and territories; projecting expected sales volume and profit for existing and new products. Manage and maintain a sales staff by recruiting, selecting, orienting, and training employees. Membership 100% club.

AE Petsche Company Inc. /Arrow International Company, Arlington, Texas 2007 - 2012

Senior Account Sales Manager: Mid Atlantic Region 2007 – 2012

Effectively develop, manage and direct activities of a diverse sales territory to focus on objectives of growing top line revenue, bottom line profitability and exceptional customer service within DoD and Mil-Aero market place.

ICC Inc. / Trek Connect Inc., Moorestown, NJ.

Sales Engineer Mid Atlantic Region 2003-2007

Responsible for developing long term business relationships, maximizing account penetration and sales growth within electronic contracting and defense industries.

Gould Fiber Optics, Millersville MD.

Regional Sales Manager Mid Atlantic Region 2002-2003

Direct sales and marketing activities for \$14 million territory. Responsible for the marketing and selling a comprehensive range of active & passive products for the growing fiber optic communication, medical and defense markets

Amp Inc / Tyco Electronics , Middletown, Pa.

Sales Engineer Mid Atlantic Region 1997-2003

Responsible for securing and maintaining maximum sales of company products in assigned OEM territory and qualified distributors and 100% of quoted Club.

Petroleum Products Corporation, Middletown, Pa. 1987-1997

General Manager of Energy Sales and Operations 1987-1997

P&L responsibility 9 commercial fuel centers. Grew business from start up to a \$30 million division. Acquired, planned, scheduled and built new profit centers on time and within budget. Planned successful to target and develop new accounts. Responsible for all sales and marketing activities which included new business development, maintaining current accounts, promoting programs into the market place and providing product training to the customer.

United States Marine Corps. / Reserves, Honorable Discharge. 1980-1987

Infantry Platoon NCO supervised and trained 40 Marines.

EDUCATION

1987 Bachelor of Arts Humanities / Business

Penn State University

1985 Associate of Arts in Business Administration

Harrisburg Area Community College

Appendix U

Statements on Technical Fitness

- Staffing structure and numbers as well as employee training commitments.

The president performs most functions related to the business with supplements from independent contractors when needed. Training needs are generally met through training materials provided by the Natural Gas Suppliers with supplementation from materials from the Association of Energy Engineers Certified Energy Procurement Professional Program.

- Business plans for operations within the Commonwealth.

Applicant will be a broker/consultant to commercial and industrial clients, will not take title to natural gas, and will not pay natural gas bills on behalf of its customers. Applicant currently provides energy consulting services to this market.

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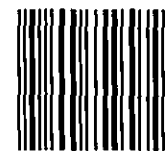
MAY 22 2014

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

Results Energy Consulting Inc.
P O Box 4773
Harrisburg, PA 17111



1000



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Harrisburg, PA 17105-3265