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

Application of <u>Energy Auction House Inc</u>, d/b/a <u>n/a</u>, for approval to offer, render, furnish, or as a(n) [as specified in item #8 below] to the public in the Commonwealth of Pennsylvania.

To the Pennsylvania Public Utility Commission:

1. **IDENTITY OF THE APPLICANT:** The name, address, telephone number, and FAX number of the Applicant are:

Energy Auction House Inc. 4145 Grassmere Ln #4 Dallas, TX 75219 888-453-7778 855-295-2823 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.

n/a

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

Lauren Langbert, President PO Box 191677, Dallas, TX 75219

888-453-7778 855-295-2823 fax

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:

Lauren Langbert, President PO Box 191677, Dallas, TX 75219 888-453-7778 855-295-2823 fax

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

n/a

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:

Legalinc Corporate Services Inc. 201 Penn Center Blvd, Ste 400 Pittsburgh, PA 15235

- 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:
<ul> <li>domestic corporation (none)</li> <li>foreign corporation (15 Pa. C.S. §4124)</li> <li>domestic limited liability company (15 Pa. C.S. §8913)</li> <li>foreign limited liability company (15 Pa. C.S. §8981)</li> <li>Other</li></ul>
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. Attached
Give name and address of officers.
Lauren Langbert, President, Secretary, Treasurer
PO Box 191677 Dallas, TX 75219
<ul> <li>The Applicant is incorporated in the state of <u>Nevada</u>.</li> <li>AFFILIATES AND PREDECESSORS WITHIN PENNSYLVANIA: (select and complete appropriate statement)</li> <li>Affiliate(s) of the Applicant doing business in Pennsylvania are: n/a</li> </ul>
Give name and address of the affiliate(s) and state whether the affiliate(s) are jurisdictional public utilities.
<ul> <li>Does the Applicant have any affiliation with or ownership interest in:         <ul> <li>(a) any other Pennsylvania retail natural gas supplier licensee or licensee applicant,</li> <li>(b) any other Pennsylvania retail licensed electric generation supplier or license applicant,</li> <li>(c) any Pennsylvania natural gas producer and/or marketer,</li> <li>(d) any natural gas wells or</li> <li>(e) any local distribution companies (LDCs) in the Commonwealth</li> </ul> </li> </ul>
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. $n/a$
<ul> <li>Provide specific details concerning the affiliation and/or ownership interests involving:         <ul> <li>(a) any natural gas producer and/or marketers,</li> <li>(b) any wholesale or retail supplier or marketer of natural gas, electricity, oil, propane or other energy sources.</li> <li>n/a</li> </ul> </li> </ul>
<ul> <li>Provide the Pa PUC Docket Number if the applicant has ever applied:</li> <li>(a) for a Pennsylvania Natural Gas Supplier license, or</li> </ul>

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

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Energy Auction House Inc.

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

IF YOU HAVE ANY QUESTIONS PERTAINING TO THE BUREAU, PLEASE VISIT OUR WEB SITE LOCATED AT <u>WWW.CORPORATIONS.STATE.PA.US/CORP</u> 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: 4215736

Energy Auction House Inc. PO Box 191677 Dallas, TX 75219

#### PENNSYLVANIA DEPARTMENT OF STATE BUREAU OF CORPORATIONS AND CHARITABLE ORGANIZATIONS

Zip Code

#### Application for Certificate of Authority

(15 Pa.C.S.)

Foreign Business Corporation (§ 4124)
 Foreign Nonprofit Corporation (§ 6124)

Name Energy Auction House Inc. Document will be returned to the name and address you enter to the left.

Address PO Box 191677

City Dallas, TX 75219

Commonwealth of Pennsylvania CERTIFICATE OF AUTHORITY 3 Page(s)



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T1326841005

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

1. The name of the corporation is: Energy Auction House Inc.

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

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

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

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

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

8670 West Chayenne Ave Ste 2008 Las Vegas NV 89129

PA DEPT. OF STATE

SEP 04 2013

PA DEPT. OF STATE SEP 2-3 2013 DSCB:15-4124/6124-2

۱.

6. The (a) address of this corporation's pr commercial registered office provider	roposed registered and the county of v	office in this Convenue is:	mmonwea ith	or (b) name of its	
(a) Number and street	City	State	Zip	County	
	· .				_
(b) Name of Commercial Registered C c/o: Legalinc Corporate Services	office Provider S INC.	All	Count	nu	
			$\overline{\mathcal{U}}$		

7. Check one of the following:

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

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

	STIMONY WHEREOF, the undersigned
	ation has caused this Application for Certificate of rity to be signed by a duly authorized officer thereof
this	
29th	_day of August ,
£2013	 }
	<u>_</u> .
_	
Energ	y Auction House Inc.
7	// Name of Corporation
15	hun the Ad Dor
1 K	Unenteritory Pres.
•	Signative
Presid	ient
	Title





ROSS MILLER Secretary of State 204 North Carson Street, Suite 4 Carson City, Nevada 89701-4520 (775) 684-5708 Website: www.nvsos.gov

## Articles of Incorporation (PURSUANT TO NRS CHAPTER 78)

Filed in the office of	Document Number
Providence and a second s	20130480759-19
· C. H. Mac	Filing Date and Time
Ross Miller	07/23/2013 8:48 AM
Secretary of State	Entity Number
State of Nevada	E0357612013-2

(This document was filed electronically.)

USE BLACK INK ONLY - DO	NOT HIGHLIGHT			ABOVE SP	ACE IS FOR	OFFICE USE ONL	
1. Name of Corporation:	ENERGY AUCTION HOUSE INC.						
2. Registered Agent for Service of Process: (check only one box)	Commercial Registered Agent: LEGALIN Name Noncommercial Registered Agent (name and address below)	IC CORPO	RATE SEF	Office or Position		y	
	Name of Noncommercial Registered Agent OR	Name of	Title of Offi	ce or Other Position wit	h Entity	•••••••	
					Nevada		
	Street Address		City			Zip Code	
	Mailing Address (if different from street address)		City		Nevada	Zip Code	
3. Authorized Stock: (number of shares corporation is authorized to issue)	Number of shares with par value:     Number of shares par value       1500     Par value per share: \$ 0.01				0		
4. Names and Addresses of the	1) LAUREN LANGBERT Name						
Board of	PO BOX 191677		DALLAS		TX	75219	
Directors/Trustees: (each Director/Trustee must be a natural person at least 18 years of age; attach additional page if more than two	Street Address 2) Name		City		State	Zip Code	
directors/trustees)	Street Address	City		State	Zip Code		
5. Purpose: (optional; see instructions)	The purpose of the corporation shall be: ANY LEGAL FURPOSE						
6. Name, Address and Signature of	LEGALINC CORFORATE SERVICES INC.				ERVICES 1	INC.	
Incorporator: (attach additional page if more	Name			itor Signature		89129	
than one incorporator)	8670 WEST CHEYENNE AVE SUITE 2008 Address	j	LAS VEG	A5	NV State	Zip Code	
7. Certificate of Acceptance of Appointment of	I hereby accept appointment as Registe X LEGALINC CORPORATE SERVICES INC.				tity.	)13	
Registered Agent:	Authorized Signature of Registered Agent or C	On Behalf	of Registe	ered Agent Entity	Date		

This form must be accompanied by appropriate fees.

Nevada Secretary of State NRS 78 Articles Revised: 4-10-09

- (b) for a Pennsylvania Electric Generation Supplier license.
  - Docket Number: A-2013-2397394
- 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.) electricity broker

#### 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.

Energy Auction House proposes to offer broker services in PA both in the traditional manner of brokerage services and through it's proprietary online reverse auction platform.

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

Columbia Gas Of Pennsylvania, Inc. PECO Gas (Exelon Corporation) Peoples Natural Gas Company LLC Peoples TWP LLC (Formerly TW Phillips)

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

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

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

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

demade and applied it intende to supply customers.	
Valley Energy Inc.	National Fuel Gas Distribution Corp.
Robert Crocker	David D. Wolford
523 South Keystone Avenue	6363 Main Street
Sayre, PA 18840-0340	Williamsville, NY 14221
PH: 570.888-9664	PH: 716.857.7483
FAX: 570.888.6199	FAX: 716.857.7479
email: <u>rcrocker@ctenterprises.org</u>	email: wolfordd@natfuel.com
UGI Central Penn	Peoples Natural Gas Company LLC
David Beasten	Lynda Petrichevich
2525 N. 12 <sup>th</sup> Street, Suite 360	375 North Shore Drive, Suite 600
Reading, PA 19612-2677	Pittsburgh, PA 15212
PH: 610.796.3425	email: Lynda.w.petrichevich@peoples-gas.com
FAX: 610.796.3559	PH: 412.208.6528
	FAX: 412.208.6577
Peoples TWP LLC (Formerly T. W. Phillips)	UGI
Andrew Wachter	David Beasten
375 North Shore Drive, Suite 600	2525 N. 12 <sup>th</sup> Street, Suite 360
Pittsburgh, PA 15212	Reading, PA 19612-2677
PH: 724.431.4935	PH: 610.796.3425
FAX: 724.287.5021	FAX: 610.796.3559
email: Andrew.Wachter@peoplestwp.com	
UGI Penn Natural	Equitable Gas Company
David Beasten	Jason Dalton
2525 N. 12th Street, Suite 360	225 North Shore Drive
Reading, PA 19612-2677	Pittsburgh, PA 15212-5352
PH: 610.796.3425	PH: 412.395.3266
FAX: 610.796.3559	FAX: 412.395.3166
PECO	Columbia Gas of Pennsylvania Inc.
Carlos Thillet, Manager, Gas Supply and Transportation	Thomas C. Heckathorn
2301 Market Street, S9-2	200 Civic Center Drive
Philadelphia, PA 19103	Columbus, OH 43215
email: <u>carlos.thillet@exeloncorp.com</u>	PH: 614.460.4996
PH: 215.841.6452	FAX:614.460.6442
	email: <u>theckathorn@nisource.com</u>
Philadelphia Gas Works	
Douglas Moser	
800 West Montgomery Avenue	
Philadelphia, PA 19122	
email: douglas.moser@pgworks.com	
PH: 215.684.6899	

Harrisburg, PA 17101



An Exelon Company

April 22, 2014

Energy Auction House Attn: Lauren Langbert, President P.O. Box 191677 Dallas, TX 75219

Re: Bonding Requirements

Dear Lauren Langbert:

PECO is aware that Energy Auction House 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, Energy Auction House could be required to provide to PECO a bond or other acceptable financial security in an amount that PECO determines to be appropriate. Energy Auction House 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 Energy Auction House 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 by Energy Auction House or the creditworthiness requirement for PECO's exposure to Energy Auction House changes in the future, PECO reserves the right to require Energy Auction House 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,

Carls P. Theller

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



375 N. Shore Drive, Suite 600 Pittsburgh, PA 15212

Lynda W. Petrichevich Manager, Rates and Regulatory Affairs

Peoples Service Company LLC Phone: 412-208-6528; Fax: 412-208-6577 Email: lpetrichevich@peoples-gas.com

May 1, 2014

Lauren Langbert President Energy Auction House PO Box 191677 Dallas, TX 75219

Dear Ms. Langbert:

We are pleased that Energy Auction House has applied for a license to provide natural gas broker/marketer services on the Peoples Group of Companies. Specifically you have requested to be licensed as a supplier on the distribution systems of Peoples Natural Gas Company LLC, Peoples TWP, and Peoples Natural Gas LLC – Equitable Division ("the Companies").

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

If the creditworthiness requirement or the Company's exposure to Energy Auction House provision of services on the Peoples' system changes in the future, the Companies may deem it appropriate to require a bond or other financial instrument.

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,

Lyndá W. Petrićhevich Manager, Rates and Regulatory Affairs Peoples Natural Gas Company LLC

Cc: Steven Kolich Carol Miller

SAFETY

CUSTOMER COMMITMENT

TRUST

COMMUNITY

Columbia Gas of Pennsylvania

A NiSource Company

April 24, 2014

Lauren Langbert President Energy Auction House PO Box 191677 Dallas, TX 75219

Dear Ms. Langbert:

We are pleased that Energy Auction House ("Energy Auction House") 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, Energy Auction House 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. Energy Auction House has indicated only brokering and consulting services will be provided. Therefore, we have determined at this time that Energy Auction House 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 Energy Auction House changes in the future, Columbia Gas might deem it appropriate to require Energy Auction House 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,

while Candell

Michele Caddell Manager of Choice and Nominations

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 <u>TAX CERTIFICATION STATEMENT</u> 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.

Neither Energy Auction House or it's officers have been convicted of a crime involving fraud or a similar activity.

- 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. Lauren Langbert, President PO Box 191677, Dallas, TX 888-453-7778, 855-295-2823 fax
  - b. Provide a copy of all standard forms or contracts that you use, or propose to use, for service provided to residential customers. n/a
  - 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.

n/a

#### 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.
- 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.
- Identify Applicant's chief officers including names and their professional resumes.

#### Energy Auction House Inc. BALANCE SHEET As of April 21, 2014

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	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Business Fundamentals Chk (3005)	78,537.21
Total Bank Accounts	\$78,537.21
Other current assets	
Repayment	
previous taxes	-1,465.13
Total Repayment	-1,465.13
Undeposited Funds	-2,265.00
Total Other current assets	\$ -3,730.13
Total Current Assets	\$74,807.08
Other Assets	
Security Deposits	1,250.00
Total Other Assets	\$1,250.00
TOTAL ASSETS	\$76,057.08
LIABILITIES AND EQUITY Liabilities	
Current Liabilities	
Other Current Liabilities	
Direct Deposit Payable	0.00
LFL Loan	-1,500.00
Payroll Liabilities	
CT Income Tax	224.82
Federal Taxes (941/944)	4,117.28
Federal Unemployment (940)	79.12
RI Income Tax	112.50
Total Payroll Liabilities	4,533.72
Total Other Current Liabilities	\$3,033.72
Total Current Liabilities	\$3,033.72
Total Liabilities	\$3,033.72
Equity	
Partner Contributions	130,885.99
Retained Earnings	-24,816.90
Net Income	-33,045.73
Total Equity	\$73,023.36
TOTAL LIABILITIES AND EQUITY	\$76,057.08

Monday, Apr 21, 2014 02:46:38 PM PDT GMT-5 - Cash Basis

### Energy Auction House Inc. PROFIT AND LOSS

July 1, 2013 - April 21, 2014

	TOTAL
Income	
Commissions	65,233.18
Total Income	\$65,233.18
Gross Profit	\$65,233.18
Expenses	
Advertising	2,589.66
Commissions & fees	60,335.98
Dues & Subscriptions	178.06
Insurance	2,313.50
Legal & Professional Fees	13,779.00
Office Expenses	4,852.17
Other General and Admin Expenses	5,949.89
Payroll Expenses	
Taxes	1,087.92
Wages	13,187.00
Total Payroll Expenses	14,274.92
Promotional	425.00
Rent or Lease	2,500.00
Repair & Maintenance	5,892.12
Shipping and delivery expense	54.00
Stationery & Printing	155.21
Taxes & Licenses	2,358.00
Licenses	7,312.75
Total Taxes & Licenses	9,670.75
Utilities	125.55
Total Expenses	\$123,095.81
Net Operating Income	\$ -57,862.63
Net Income	\$ -57,862.63

Monday, Apr 21, 2014 03:06:53 PM PDT GMT-5 - Cash Basis



### (NGS) License Application State of Pennsylvania

### Attachment

17. B. Lauren Langbert, President, Secretary, Treasurer

**Professional Experience** 

#### NEGAWATT BUSINESS SOLUTIONS • Dallas, TX July 2012 – June 2013 Divisional Vice President

Opened southwest regional office for Negawatt Business Solutions, a total energy solutions and management firm specializing in a broad range of leading-edge technology and services for Commercial, Industrial and Institutional clients.

□ Hired, trained and directed team of 6 Executive Account Mangers; developed & implemented solutions sales plans and marketing strategies to grow company footprint nationwide

 $\Box$  Coordinated with sales support teams to establish companywide business processes to achieve best practices related to sales – end to end

#### GLACIAL ENERGY • Dallas, TX January 2008 - June 2012

Executive responsibility for retail supplier of electricity and natural gas to Commercial & Industrial customers across all deregulated markets in the U.S.

#### Senior Vice President – Texas (2010-2012)

□ Directed operations and sales activities for Texas market. Trained, led and directed sales team leaders to ensure sales, service, quality and regulatory guidelines were met.

Managed and monitored the budget with full P&L responsibility. Developed strategic plans by segmenting, allocating and deploying resources, establishing targets, quotas and forecasting of expenses
 Upheld strong client relationships to ensure high levels of client satisfaction and developed strategies for customer retention

#### Regional Director - Pennsylvania (2009-2010)

□ Hired and trained team of 25 business development managers and dozens of 3rd party channel partners; directed to meet company guidelines

□ Participated in and offered expertise to team in all phases in of sales

 $\Box$  Assisted in the implementation and development of strategies to fit geographic and prospective customer needs

#### Business Development Manager - New England (2008-2009)

- □ Cross sold within all deregulated markets
- □ Developed innovative business development methodologies
- □ Designed new procedures to improve work flow for sales

Lauren Langbert, President PO Box 191677 Dallas, TX 75219 Ph: 888-453-7778 x1 Fax: 855-295-2823 lauren@energyah.com  Provide the name, title, address, telephone number and FAX number of Applicant's custodian for its accounting records. Lauren Langbert, President

PO Box 191677, Dallas, TX 75219 888-453-7778 fax 855-295-2823

- 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. Please see 17B
  - A copy of any Federal energy license currently held by the Applicant. n/a
  - Proposed staffing and employee training commitments. Please see attached.
  - Business plans.
     Please see attached.
- 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.

Energy Auction House Inc. Applicant:: fresidit Bv: Lauren Langbert, President Title:



### (NGS) License Application State of Pennsylvania

### Attachment

#### 18.

#### **Staffing and Employee Training**

EAH's management team has 25 years combined experience in the deregulated energy industry. All have been past executives at a national retail supplier. Combined we have trained hundreds of salespeople and support staff. EAH is committed to a fully trained staff so that we can represent our products and suppliers completely and accurately and provide the best customer service possible. A sample training presentation is attached.

We currently have a staff of 11 including full time legal counsel, operations, customer service and sales. We are growing and will be continually adding to our staff.

#### **Business Plan Summary**

Our mission is to build trusted and long lasting relationships with our customers by getting them the best price possible on their energy. We have created a proprietary online auction platform that vets the best price available. Our cutting edge technology gives the customer unparalleled visibility into the pricing process. This offers complete confidence that the customer is receiving the lowest possible price in the marketplace.

EAH energy experts are there at every step to guide the customer. Our website and auction platform were custom built to provide a user friendly environment to make the purchasing process run smoothly and easily. We work with the best suppliers in the industry to find a perfect fit for the customer's business.

EAH's web-based Reverse Auction provides a platform where multiple Energy Suppliers bid against each other in real time for the customer's energy contract. In this unique environment Suppliers can see each other's bids. This gives them the opportunity to underbid their competition. The customer watches via the web as suppliers compete for their business. When suppliers are no longer willing to go any lower the auction concludes. The customer may click on any bid to choose it and the contract will be emailed for signature. If at the conclusion of the Auction, the customer is not satisfied with any of the bids, there is no obligation. The customer may schedule another auction or walk away.

> Lauren Langbert, President PO Box 191677 Dallas, TX 75219 Ph: 888-453-7778 x1 Fax: 855-295-2823 lauren@energyah.com



EAH currently employs 2 sales people and 8 paid independent contractors. We also have over 30 outside agents. We are continuing to grow our sales team.

We currently have an office in Dallas, TX and in Sandwich, MA. We are looking to expand to include an office in PA and then in the Midwest.

Currently EAH represents 25 suppliers in all deregulated states. We continue to seek out new suppliers and are frequently adding to the list.

EAH is privately funded and currently carries no debt.



### AGENT TRAINING: PA NATURAL GAS

Draft for illustrative purposes

# The Company

Founded 2013

Doing business in all deregulated states

Electricity - NH (dba Energy Action House), ME, MA, RI, CT, NY, NJ, MD, PA, DC, OH, IL, TX, MI, CA

• Coming Soon to DE

Gas – NH (dba Energy Action House), ME, MA, RI, CT, NY, NJ, NC, SC, GA, FL, OH, II, IN, MI, TX, CA

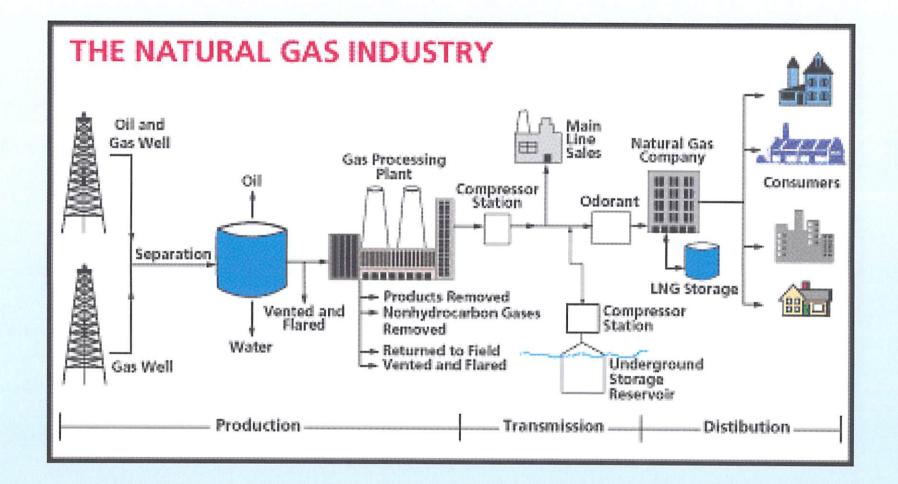
• Coming soon to MD, DC, DE, VA

Headquarters - Dallas TX

Satellite Office – 71 Rt 6A, Sandwich, MA 02563

# The People

Founder Lauren Langbert is a 6 year veteran of the deregulated energy industry with experience in every deregulated market. She has expertise in electricity and natural gas procurement, demand response programs, and energy efficiency.



# Deregulation

Deregulation separated the natural gas industry into three parts.

- Commodity Supply
- Long distance distribution
- Local Distribution

In deregulated states consumers are able to shop for a natural gas supplier other than their local utility. The utility continues to deliver the natural gas regardless of who is chosen to supply the commodity. The utility also continues to maintain the distribution system, respond to emergencies and read meters. The utility charges for these services and will either bill as part of the commodity bill or send a separate bill.

# **Deregulated States**

State	Commodity								
AL	NG*	ID	NG*	MN	NG	ND	NG*	VT	NG*
<u>AK</u>	NA	Ш	EL & NG	MS	NG*	<u>OH</u>	EL & NG	VA	NG
AR	NG	IN	NG	MO	NG	<u>OK</u>	NG	WA	NG
AZ	EL & NG	IA	NG	MT	NG*	OR	EL & NG	DC	EL & NG
<u>CA</u>	EL & NG	<u>KS</u>	NG*	NE	NG*	<u>PA</u>	EL & NG	<u>WV</u>	NG
<u>co</u>	NG	<u>KY</u>	NG	<u>NV</u>	NG	<u>RI</u>	EL & NG	<u>WI</u>	NG
<u>CT</u>	EL & NG*	LA	NG*	<u>NH</u>	EL & NG*	<u>SC</u>	NG	<u>WY</u>	NG*
DE	EL & NG	ME	EL & NG	<u>NJ</u>	EL & NG	<u>SD</u>	NG*	EL	Electric
<u>FL</u>	NG	MD	EL & NG	<u>NM</u>	EL & NG	<u>TN</u>	NG	NG	Natural Gas
<u>GA</u>	NG	MA	EL & NG	<u>NY</u>	EL & NG	TX	EL & NG	*	Available only to the Largest Consumers
<u>HI</u>	NA	MI	EL & NG	<u>NC</u>	NG*	<u>UT</u>	NG*	NA	Not Applicable

# PA Natural Gas Utilities

Columbia Gas of Pennsylvania, Inc. Peoples Natural Gas Company Equitable Gas Company National Fuel Gas Distribution, Pennsylvania Division PECO Energy Company, Gas Division PGW (Philadelphia Gas Works) UGI Central Penn Gas (pdf) (Formerly PPL Gas) T.W. Phillips NUI - Valley Cities Gas UGI Penn Natural Gas UGI Utilities, Inc.

# Natural Gas Pricing Components

- Commodity Price the natural gas itself commonly priced at a central hub (i.e. Henry Hub in Lousianna)
- Basis this is the cost of transporting the gas from the Hub to the local utility or "citygate" where it will be delivered.
- Margin or Adder amount added to the price for the supplier costs and profit

# **Contract Pricing Options**

<u>Fixed</u> - customers contract a certain price per therm for the duration of their contract. Each billing period their meter is read and the customer is billed their contract price times the number of therms they used.

This option provides budget certainty, stability and protection from volatile markets.

<u>NYMEX plus Basis</u>— Each billing period the customer's price is based on the NYMEX for that billing period plus an agreed upon adder or margin. The adder includes the basis. The customer is charged the calculated price times the number of therms used according to their meter read.

This option saves hedging and financing costs exposes the customer to volatility.

# Quantity Options

- Contracted Quantities Customer purchases a fixed quantity of gas at a fixed price every month from the supplier based on historical usages or known future use. If the customer uses more or less than their contracted quantity then the surplus or shortfall is bought or sold at current market prices. This is called "Balancing".
- •100% Swing The customer pays for the amount of gas they use each month at the contracted price.
- -<100% Swing- the customer pays their contracted price as long as usage falls with the swing boundaries. Any usage out side the swing is balanced at market prices.

# Pricing Options

<u>Traditional</u>- EAH will submit customer information to various suppliers and receive pricing. EAH will compare offers and present the best to the customer.

<u>Instant</u> – Customers input their information on the website and instant offers from suppliers will populate.

<u>Reverse Auction</u> – EAH will submit customer information to suppliers and suppliers will prepare pricing. At a date and time set by the customer EAH will host a reverse auction on their web based auction platform at <u>energyauctionhouse.com</u>. All parties log in at the auction time and the suppliers enter their starting prices into the auction platform. The suppliers can see their competitors bids and may enter a lower price to win the business. The suppliers continue to lower their prices until the auction time ends. At the end of the auction the customer may review and sign the winning supplier's contract but has no obligation to do so.

## Advantages of Reverse Auctions

### Transparency

- Customers can see all supplier bids and therefore have confidence that they are getting the lowest price.
- Suppliers can see their competitors pricing and therefore have the option to reduce their price and win more business. They don't have to guess what the competition is doing.

### Ease of Use

- Customers and suppliers can easily participate in an auction from any web based device anywhere in the world.
- The platform is designed to be simple and user friendly.
- The customer is under no obligation at the end of the auction should they be unsatisfied with the results for any reason.

# **Scheduling Auctions**

All of the information needed to schedule an auction is found on the customer's electricity invoice.

Customers may register at energyauctionhouse.com and either input their bill information on the secure website or upload their bill electronically.

EAH needs a minimum of 3 days lead time to schedule an auction to allow suppliers time to prepare bids.

## Contact

Energy Auction House Inc. PO Box 191677 Dallas, TX 75219 888-453-7778 Toll-free 855-295-2823 Fax info@energyah.com Energyauctionhouse.com

### AFFIDAVIT

[Commonwealth/State] of	Texas	_ :	
		:	SS.
County of Dallas	<u></u>	:	
Lauren Langbert	, Affiant, being duly [sworn/affin	med] accor	rding to law, deposes and says that:

[He/she is the President (Office of Affiant) of Energy Auction House In(Name of Applicant);]

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

That <u>Energy Auction House Inc.</u>, the Applicant herein, acknowledges that [Applicant] may have obligations pursuant to this Application consistent with the Public Utility Code of the Commonwealth of Pennsylvania, Title 66 of the Pennsylvania Consolidated Statutes; or with other applicable statutes or regulations including Emergency Orders which may be issued verbally or in writing during any emergency situations that may unexpectedly develop from time to time in the course of doing business in Pennsylvania.

That <u>Energy Auction House Inc.</u> the Applicant herein, asserts that [he/she/it] possesses the requisite technical, managerial, and financial fitness to render natural gas supply service within the Commonwealth of Pennsylvania and that the Applicant will abide by all applicable federal and state laws and regulations and by the decisions of the Pennsylvania Public Utility Commission.

That Energy Auction House In the Applicant herein, certifies to the Commission that it is subject to , will pay, and in the past has paid, the full amount of taxes imposed by Articles II and XI of the Act of March 4, 1971 (P.L. 6, No. 2), known as the Tax Reform Act of 1971 and any tax imposed by Chapter 22 of Title 66. The Applicant acknowledges that failure to pay such taxes or otherwise comply with the taxation requirements of, shall be cause for the Commission to revoke the license of the Applicant. The Applicant acknowledges that it shall report to the Commission its jurisdictional natural gas sales for ultimate consumption, for the previous year or as otherwise required by the Commission. The Applicant also acknowledges that it is subject to 66 Pa. C.S. §506 (relating to the inspection of facilities and records).

Applicant, by filing of this application waives confidentiality with respect to its state tax information in the possession of the Department of Revenue, regardless of the source of the information, and shall consent to the Department of Revenue providing that information to the Pennsylvania Public Utility Commission.

That <u>Energy Auction House Inc.</u>, 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.

### AFFIDAVIT

[Commonwealth/State] of Texas : : ss. County of Dallas :

Lauren Langbert \_\_\_\_\_, Affiant, being duly [sworn/affirmed] according to law, deposes and says that:

[He/she is the President (Office of Affiant) of Energy Auction House IngName of Applicant);]

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

That the Applicant herein Energy Auction House Inhas 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 Energy Auction House Infras answered the questions on the application correctly, truthfully, and completely and provided supporting documentation as required.

That the Applicant herein Energy Auction House doknowledges 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 Energy Auction House Internation 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.

Sworn and subscribed before me this C

Signature of official administering oath

My commission expires \_\_\_\_\_\_ 07 /26 /2014\_\_\_



### AFFIDAVIT

[Commonwealth/State] of Texas SS. Dallas County of

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

[He/she is the President (Office of Affiant) of Energy Auction House Ing(Name of Applicant);]

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

That Energy Auction House 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)

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

That Energy Auction House 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.

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.

residet Signature of Affia

Sworn and subscribed before me this g day of



of official administering oath

261 My commission expires <u>07</u>

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.

Sworn and subscribed before me this

day of

natule of official administering dath

61/26/281 My commission expires



#### APPENDIX A

#### COMMONWEALTH OF PENNSYLVANIA PUBLIC UTILITY COMMISSION

TAX CERTIFICATION STATEMENT

A completed Tax Certification Statement must accompany all applications for new licenses, renewals or transfers. Failure to provide the requested information and/or any outstanding state income, corporation, and sales (including failure to file or register) will cause your application to be rejected. If additional space is needed, please use white 81/2" x 11" paper. Type or print all information requested.

1. CORPORATE OR APPLICANT NAME	2. BUSINESS PHONE NO. (888) 453-7778				
Energy Auction House Inc	CONTACT PERSON(S) FOR TAX ACCOUNTS: Lauren Langbert				
3. TRADE/FICTITIOUS NAME (IF ANY)					
n/a					
4. LICENSED ADDRESS (STREET, RURAL ROUTE, P.O. I	BOX NO.) (POST OFFICE) STATE) (ZIP)				
PO Box 191677	Dallas, TX 75219				
5. TYPE OF ENTITY SOLE PROPRIETOR	PARTNERSHIP ACCORPORATION				
8. LIST OWNER(S), GENERAL PARTNERS, OR CORPORATE OFFICER(	s)				
NAME (PRINT)	SOCIAL SECURITY NUMBER (OPTIONAL)				
Lauren Langbert, President					
NAME (PRINT)	SOCIAL SECURITY NUMBER (OPTIONAL)				
NAME (PRINT)	SOCIAL SECURITY NUMBER (OPTIONAL)				
NAME (PRINT)	SOCIAL SECURITY NUMBER (OPTIONAL)				
NAME (PRINT)	SOCIAL SECURITY NUMBER (OPTIONAL)				
9. LIST THE FOLLOWING STATE TAX IDENTIFICATION NUMBERS. (A	LL ITEMS: A, B, AND C MUST BE COMPLETED).				
A. SALES TAX LICENSE (8 DIGITS) APPLICATION PENDING N/A	C. CORPORATE BOX NUMBER (7 DIGITS) APPLICATION PENDING N/A				
	PENDING N/A				
B. EMPLOYER ID (EIN) (9 DIGITS: APPLICATION					
PENDING N/A					
10. Do you have PA employes either resident or non-resident?					
11. Do you own any assets or have an office in PA?					
NAME AND PHONE NUMBER OF PERSON(S) RESPONSIBLE FOR FILING TAX RETURNS					
Lauren Langbert, presidentLauren LangbertPA SALES AND USE TAXEMPLOYER TAXES888-453-7778888-453	CORPORATE TAXES				
PHONE PHONE	PHONE				

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