## BEFORE THE PENNSYLVANIA PUBLIC UTILITY COMMISSION

Application of <u>Premier Energy Group. LLC</u>, d/b/a <u>Premier Energy Group, LLC</u>, for approval to offer, render, furnish, or as a(n) [as specified in item #8 below] <u>Broker/Marketer engaged in the business of supplying natural gas</u> 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:

Premier Energy Group, LLC 1275 Bound Brook Road, Suite 6 Middlesex, New Jersey 08846 Phone 732-302-0601 Fax 732-302-0606

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.

None

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:

Richard Albanese, Member 1275 Bound Brook Road, Suite 6 Middlesex, New Jersey 08846 Phone: 732-302-0601 Fax: 732-302-0606

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:

Same as above

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

SECRETARY'S RUREAU 2014 JUL 28 AHTI: 3 20 117 CEIVED

Natural Gas Supplier License Application PA PUC Document #: 139346 Updated November 2013 b. **REGISTERED AGENT**: If the Applicant does not maintain a principal office in the Commonwealth, the required name, address, telephone number and FAX number of the Applicant's Registered Agent in the Commonwealth are:

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

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



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

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

## or

5.

X The Applicant will not be using a fictitious name.

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

The Applicant is a sole proprietor.

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

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.

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) X 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. <u>See Attached</u>

Give name and address of officers.

Richard Albanese, Member 1275 Bound Brook Road, Suite 6 Middlesex, New Jersey 08846

Richard Haynal, Member 1275 Bound Brook Road, Suite 6 Middlesex, New Jersey 08846

Joseph Santo, Manager-Member 1275 Bound Brook Road, Suite 6 Middlesex, New Jersey 08846

Charles Wilk, Member 1275 Bound Brook Road, Suite 6 Middlesex, New Jersey 08846

Scott Fawcett, Member 1275 Bound Brook Road, Suite 6 Middlesex, New Jersey 08846

The Applicant is incorporated in the state of New Jersey

# 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: NO

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

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

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

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

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

Provide the Pa PUC Docket Number if the applicant has ever applied:
 (a) for a Pennsylvania Natural Gas Supplier license, or

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

Cretail supplier of natural gas services in the Commonwealth

a natural gas producer

x Other. (Identify the nature of service being rendered.)

Premier Energy Group is currently operating as a Broker/Marketer engaged in the business of supplying electricity to the public in the Commonwealth of Pennsylvania. to the public in the Commonwealth of Pennsylvania

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.

**X** 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.

Premier Energy Group, LLC provides electric and natural gas consulting and brokering services to commercial and industrial customers. At no time does Premier Energy Group, LLC take possession of or own the commodity, take positions in the commodity market, or responsible for Gross Receipts Tax.

- 10. SERVICE AREA: Provide each Natural Gas Distribution Company (NGDC) in which Applicant proposes to offer services. Valley Energy Inc UGI Energy Penn Peoples TWP LLC UGI Penn Natural PEPCO Philadelphia Gas Works National Fuel Gas Distribution Corp, Peoples Natural Gas Company LLC Peoples Division, UGI Peoples Natural Gas Company LLC Equitable Division Columbia Natural Gas of Pennsylvania 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 <u>August 1, 2014</u> (approximate date).

NOTICE: Pursuant to Section 5.14 of the Commission's Regulations, 52 Pa. Code §5.14, serve a copy of 13. 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 555 Walnut Street Harrisburg, PA 17120-1921	Strawberry Square, 14th Floor Harrisburg, PA 17120
William R. Lloyd, Jr.	Commonwealth of Pennsylvania
Commerce Building, Suite 1102	Department of Revenue
Small Business Advocate	Bureau of Compliance
300 North Second Street	Harrisburg, PA 17128-0946

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

Harrisburg, PA 17101

tacilities the applicant intends to supply customers:	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	Peoples Division
2525 N, 12 <sup>th</sup> Street, Suite 360	Lynda Petrichevich
Reading, PA 19612-2677	375 North Shore Drive, Suite 600
PH: 610.796.3425	Pittsburgh, PA 15212
FAX: 610,796,3559	PH: 412.208.6528
	FAX: 412.208.6577
	email: Lynda.W.Petrichevich@peoples_gas.com
Peoples TWP LLC (Formerly T. W. Phillips)	UGI
Lynda Petrichevich	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: 412.208.6528	PH: 610.796.3425
FAX: 412.208.6577	FAX: 610.796.3559
email: Lynda.W.Petrichevich@peoples-gas.com	
UGI Penn Natural	Peoples Natural Gas Company LLC
Davíd Beasten	Equitable Division
2525 N. 12 <sup>th</sup> Street, Suite 360	Lynda Petrichevich
Reading, PA 19612-2677	375 North Shore Drive, Suite 600
PH: 610.796.3425	Pittsburgh, PA 15212
FAX: 610.796.3559	PH: 412.208.6528
	FAX: 412.208.6577
	email: Lynda.W.Petrichevich@peoples-gas.com
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
PH: 215.841.6452	PH: 614.460.4996
email: carlos.thillet@exeloncorp.com	FAX:614.460.6442
· · · · · · · · · · · · · · · · · · ·	email: theckathorn@nisource.com
Philadelphia Gas Works	J
Douglas Moser	
800 West Montgomery Avenue	
Philadelphia, PA 19122	
PH: 215.684.6899	
email: douglas.moser@pgworks.com	<u> </u>
Natural Gas Supplier License Application 7	

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.
  - 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.

## 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.
   <u>See Attached</u>
- 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.

## <u>See Attached</u>

- Evidence of Applicant's credit rating. Applicant may provide a copy of its Dun and Bradstreet Credit Report and Robert Morris and Associates financial form or other independent financial service reports.
   See Attached
- A description of the types and amounts of insurance carried by Applicant which are specifically intended to provide for or support its financial fitness to perform its obligations as a licensee.

## <u>See Attached</u>

- 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.

## <u>N/A</u>

Identify Applicant's chief officers including names and their professional resumes. See Attached

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

## Richard Albanese – Member 1275 Bound Brook Rd Middlesex NJ 08846 P 732-302-0601 F732-302-0606

- 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. <u>See Attached</u>
  - A copy of any Federal energy license currently held by the Applicant.
  - Proposed staffing and employee training commitments.
  - Business plans.
- 19. **TRANSFER OF LICENSE:** The Applicant understands that if it plans to transfer its license to another entity, it is required to request authority from the Commission for permission prior to transferring the license. See 66 Pa. C.S. Section 2208(D). Transferee will be required to file the appropriate licensing application.
- 20. UNIFORM STANDARDS OF CONDUCT AND DISCLOSURE: As a condition of receiving a license, Applicant agrees to conform to any Uniform Standards of Conduct and Disclosure as set forth by the Commission.
- 21. **REPORTING REQUIREMENTS**: Applicant agrees to provide the following information to the Commission or the Department of Revenue, as appropriate:
  - a. Reports of Gross Receipts: Applicant shall report its Pennsylvania intrastate gross receipts to the Commission on an annual basis no later than 30 days following the end of the calendar year.

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

- 22. **FURTHER DEVELOPMENTS:** Applicant is under a continuing obligation to amend its application if substantial changes occur in the information upon which the Commission relied in approving the original filing.
- 23. **FALSIFICATION:** The Applicant understands that the making of false statement(s) herein may be grounds for denying the Application or, if later discovered, for revoking any authority granted pursuant to the Application. This Application is subject to 18 Pa. C.S. §§4903 and 4904, relating to perjury and falsification in official matters.

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

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Applicant::_	PREMIER	ENGREY	GROUP,	LC
Ву:	<u>][_].</u>	<u>L</u> t		
Title:	MANNEING	MEMBER		

# AFFIDAVIT

[Commonwealth/State] of <u>New Jersey</u>: : ss.

County of <u>Middlesex</u>

Joseph L Santo, Affiant, being duly [sworn/affirmed] according to law, deposes and says that:

[He/she is the Managing Member (Office of Affiant) of Premier Energy Group, LLC Name of Applicant);]

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

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

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

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

That <u>Premier Energy Group, LLC</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.

RECEIVED

JUL 28 2014

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

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

Signature of Affiant

Sworn and subscribed before me this \_\_\_\_\_\_ day of \_\_\_\_\_\_, 19\_2014

Granne J. Commune Signature of official administering oath

X

JOANNET COMUNE NOTARY PUBLIC OF NEW JERSEY My Commission Expires 11-26 -2018

My commission expires

## AFFIDAVIT

•

SS.

[Commonwealth/State] of New Jersey:

County of Middlesex

Joseph L Santo, Affiant, being duly [sworn/affirmed] according to law, deposes and says that:

[He/she is the Managing Member (Office of Affiant) of Premier Energy Group, LLC (Name of Applicant);]

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

That Premier Energy Group, LLC, the Applicant herein certifies that it has caused the notice of the filing of its license applicati 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 Premier Energy Group, LLC, 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.

ignature of Affiant

RECEIVED

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

Sworn and subscribed before me this 23 day of JULY 19-2013

Connere

Signature of official administering oath

JOANNET COMUNE NOTARY PUBLIC OF NEW JERSEY My commission expires \_\_\_\_ My Commission Expires 11-26 - 2018

## AFFIDAVIT

:

SS.

[Commonwealth/State] of New Jersey :

County of Middlesex

Joseph L Santo, Affiant, being duly [sworn/affirmed] according to law, deposes and says that:

[He/she is the Managing Member (Office of Affiant) of Premier Energy Group, LLC (Name of Applicant);]

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

That the Applicant herein Premier Energy Group, LLC has the burden of producing information and supporting

documentation demonstrating its technical and financial fitness to be licensed as a natural gas supplier pursuant to 66 Pa. C.S. §2208(c)(1).

That the Applicant herein Premier Energy Group, LLC has answered the questions on the application correctly,

truthfully.

and completely and provided supporting documentation as required.

That the Applicant herein Premier Energy Group, LLC acknowledges that it is under a duty to update information

provided in

answer to questions on this application and contained in supporting documents.

That the Applicant herein Premier Energy Group, LLC acknowledges that it is under a duty to supplement

information

provided in answer to questions on this application and contained in supporting documents as requested by the Commission.

That the facts above set forth are true and correct to the best of his/her knowledge, information, and belief, and that he/she expects said Applicant to be able to prove the same at hearing.

Signature of Affiant

Sworn and subscribed before me this 23 day of JULY, 192014

Signature of official administering oath

JOANNE T COMUNE NOTARY PUBLIC OF NEW JERSEY My Commission Expires 11-26-2018

My commission expires

Natural Gas Supplier License Application PA PUC Document #: 139346 Updated November 2013

## Appendix B

## Sample Disclosure Statement Format for Natural Gas Suppliers

This is an agreement for natural gas services, between <u>NGS name</u> and customer's name and full address.

## Background

- We at <u>NGS Company Name</u> are licensed by the Pennsylvania Public Utility Commission to offer and supply natural gas services in Pennsylvania. Our PUC license number is <u>A-110XXX</u>.
- We set the prices and charges that you pay. The Public Utility Commission regulates distribution or delivery prices and services. The Federal Energy Regulatory Commission regulates interstate pipeline prices and services.
- If you ask us, we can bill you directly for our service.
- Right of Recision You may cancel this agreement at any time before midnight of the third business day after receiving this disclosure.

## Definitions

- Interstate Pipeline Charges Charges for moving natural gas to the distribution lines of a distribution company.
- Nonbasic Charges Define each nonbasic service being offered.

## Terms of Service

1. (a) Basic Service Prices - Itemize Basic Services you are billing for and their prices.

You will pay <u>rate per</u> (Mcf/Dth/ccf) for the commodity of natural gas. Suppliers are to include any variable pricing conditions and limits, if charging a variable rate.

You will pay <u>rate per</u> (Mcf/Dth/ccf) for other natural gas service. Suppliers are to include transmission service prices if billed.

(b) Nonbasic Service Prices - Itemize Nonbasic Services you are offering and their prices.

## 2. Length of Agreement

You will buy your natural gas services for the above street address from company's name beginning date through date of expiration, if any.

**3. Special Terms and Conditions** - *List and explain all that apply.* Sign-up bonuses Add-ons Limited time offers Other Sales Promotions Exclusions

**4. Special Services -** *Provide explanation of price, terms and conditions, including advanced metering deployment, if applicable.* 

Natural Gas Supplier License Application PA PUC Document #: 139346 Updated July 2012 **5.** Penalties, Fees and Exceptions - List any that apply including a late payment charge. The print size for this section must be larger than the print in the rest of the agreement.

6. Cancellation Provisions - This category may consist of both customer initiated cancellation provisions and supplier initiated cancellation provisions.

7. Renewal Provision - If this is a fixed term agreement with automatic renewal, explain the procedure here.

## 8. Agreement Expiration/Change in Terms

If you have a fixed term agreement with us and it is approaching the expiration date **or** if we propose to change our terms of service, we will send you written notice in each of our last three bills or in separate mailings before either the expiration date or the effective date of the changes. We will explain your options in these three advance notices.

## 9. Dispute Procedures

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

## 10. Contact Information

Supplier Name:	
Address:	
	<u></u>
Phone Number:	
Internet Address:	
Distribution Company Name:	
Provider of Last Resort Name:	
Address:	<u> </u>
Phone Number:	
Public Utility Commission (PUC)	
Address: Natural Gas Competition Hotline Number:	P.O. Box 3265 Harrisburg, PA 17105-3265 1-888-xxx-xxxx
Universal Service Program Name:	
Phone Number:	

## **APPENDIX C** EXAMPLE FORM OF NOTICE

## PENNSYLVANIA PUBLIC UTILITY COMMISSION NOTICE

Application of <u>Premier Energy Group, LLC</u> (d/b/a "<u>Premier Energy Group, LLC</u>") For Approval To Offer, Render, Furnish Natural Gas Supply Services as a Marketer/Broker or Aggregator Engaged In The Business Of Supplying Natural Gas Supply Services, To The Public In The Commonwealth Of Pennsylvania, Docket No.

On Month Date, Year, Company Name filed an application with the Pennsylvania Public Utility Commission ("PUC") for a license to provide natural gas supply services as (1) a supplier of natural gas, (2) a broker/marketer engaged in the business of supplying natural gas, and (3) an aggregator engaged in the business of providing natural gas supply services. <u>Premier Energy Group</u>, <u>LLC</u> proposes to sell natural gas and related services throughout all of Pennsylvania under the provisions of the new Natural Gas Choice and Competition Act.

The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of <u>Premier Energy Group</u>, 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 <u>Premier Energy Group</u>, LLC attorney at the address listed below. Please include the PUC's "docket number" on any correspondence, which is \_\_\_\_\_\_

By and through Counsel: Attorney's Name

Premier Energy Group, LLC 1275 Bound Brook Road Suite 6 Middlesex, NJ 08846 732-302-0601 732-302-0606

## APPENDIX D

## **Standards of Conduct**

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

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

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

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

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

• that the Pa PUC jurisdictionally regulated services provided by the natural gas distribution company are of a superior quality when power is purchased from an affiliated or divisional Supplier; or

• that the merchant services (for natural gas) are being provided by the natural gas distribution company rather than an affiliated or divisional Supplier;

• that the natural gas purchased from a Supplier that is not an affiliate or division of the natural gas distribution company may not be reliably delivered;

• that natural gas must be purchased from an affiliate or divisional Supplier to receive Pa PUC jurisdictional regulated services.

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

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

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

(25) The natural gas distribution company must: (a) make interstate capacity available for release, assignment, or transfer to its affiliated or divisional Supplier only through the intestate pipeline electronic bulletin boards and the competitive bidding procedures in place on those interstate systems; (b) not give its affiliated or divisional Supplier any preference over nonaffiliated or non-divisional Suppliers, or potential non-affiliated or nondivisional Suppliers, in matters relating to the assignment, release, or other transfer of the natural gas distribution company's capacity rights on interstate pipeline systems; and (c) not condition or tie its agreement to release, assign, or otherwise transfer interstate pipeline capacity to any agreement by a gas Supplier, customer or other third party relating to any service in which its marketing affiliate is involved.

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CERTIFICATE OF FORMATION OF PREMIER ENERGY GROUP, LLC

FILED JAN 1 4 2002

The undersigned, in order to form a limited liability company pursuant to the provisions of the New Jersey Limited Liability Company Act, hereby certifies:

FIRST: The name of the limited liability company is Premier Energy Group, LLC.

SECOND: The address of the limited liability company's initial registered office is 90 Court

House Place, Jersey City, New Jersey 07306, and the name of the registered agent at such address is Larry M. Cole, Esq.

THIRD: The number of initial members constituting the limited liability company is four (4), and the names and addresses of the members are:

United Prints	Richard J. Albanese	*839 Vosseller Avenue Martinsville, New Jersey 08836
ED	Richard A. Haynal	212 Highland Avenue Metuchen, New Jerscy 08840

JUL 28 2014	Joseph L. Santo	697 Meyersville Road Gillette, New Jersey 07933
PA PUBLIC UTILITY COMMISSION		Sincle, New Joisey 07755
SECRETARY'S BUREAU	Charles S. Wilk	37 Delaware Avenue West Long Branch, New Jersey 07764

RECEIV

<u>FOURTH</u>: The initial operating agreement of the limited liability company shall be adopted by the members, and the power to make, alter and repeal the operating agreement is reserved to the members.

<u>FIFTH</u>: The duration of the limited liability company is limited and shall expire on January 2, 2032 or upon the happening of any event set forth in the Operating Agreement, whichever event happens earlier.

0600131934

SIXTH: This Certificate of Formation is to be effective on JAN 1 4 2002

IN WITNESS WHEREOF, the undesigned has executed this Certificate of Formation and has certified this as his act and deed and the facts herein stated as true, this  $\mathcal{L}$  day of January, 2002.

Richard follownes

RICHARD J. ALBANESE

RICHARD A. HAYNAL

Jan

JOSEPH L. SANTO

CHARLES S. WILK

Page 1 of 5

DCB DCCB Decide with Confidence	Comprehensive Insight P PREMIER ENERGY GRO Report Printed. May 1, 20	OUP, LLC	D-U-N-S #: 3	6-173-7930		۲ . ;
Frint this report To save this report to you menu and select a location fo	r PC: Solect File and then Save Aa r your file. Enter a file name and se	from the browser n	nanu bar Click o html or ibt file	on the Save In:	,drop-down	
Copyright 2004 Dun & Bradstri ENERGY GROUP LLC	eet - Provided under contract for th	a exclusive use of a	ubscriber Richa	rd Albanese, F	REMIER	
Company Snapshol Credi	Invorthiness Payment History &	Trends Public Fi	inas <u>History 8</u>	Operations	Bankino & Finance	
Company Snapsho	ot					
Business Summary						
Profile PREMIER ENERGY GROUP 1275 Bound Brook Rd Sté 6 Middlesex, NJ 08846	μc	time over the	le company wi next 12 month Score Class: 2	8		
Tel: 732 302-0601						
D-U-N-S #: 36-173-7930 D&B Rating:		1 Low	2	3 4	l 5 High	
Company Stats Year started Management control	2002.	financial stre	Is company will as in the next 1	2 months	AVERAGE	
Employees Manager S.I.C.	7 Richard Albanese , Member 8746	Finan	cial Stress Clas	7		
industry Enegy consulting services	0140	1	2	3		
This is a single location.		Low			High	
-	ction may have been adjusted by D&B	this company	[ historica] pays	ments for	UNAVAILABLE	
o reflect typical deductions, such	h as certain intangible assets.		ormance trend	over the	UNAVAILABLE	
			eceived a suffici		payment	
		•	ade experience or			
AB offers guidance on cre- companies similar în size, îr	dit limits for this company based	l on its profile as v	vell as profiles (	ofother	<u>Get details</u>	
	ud, or criminal proceedings in th	e history of this b	usiness or its			
managoment		-	· ·		NO	
Noteworthy special ovents (	n this company's file		-	-		
fotal number of suits, liens	and judgments in this company	o filo	<i></i>		<u>•</u>	
Value of open suits, liens ar	nd judgments for this company				\$0 🖌	
lue of open records refers, only	to 10 most recent filings for each reco	rd type.			·u · ~t · ~	
Company Snapshot Gredit	worthiness <u>Payment History &amp;</u>	frends Public Fil	nas <u>History &amp;</u>	Operations	<u>Banking &amp; Financo</u>	
Creditworthiness						
Summary						
Likelihood this company w experience financial stress the next 12 months		The blank rating credit should be	symbol should no denied it simply a	means that the i	as indicating that nformation available y within our rating key	

https://creditreports.dnb.com/webapp/wcs/stores/servlet/ViewReport?orderItemId=1088349... 5/1/2014

•

Likelihood this company will not pay on time over the next 12 months

LOW and that further enquiry should be made before reaching a decision. Some reasons for using a "-" symbol include; deficit net worth, bankruptoy proceedings, insufficient payment information, or incomplete history information. For more information, see the D&B

Raling Key.

**Key Factors** 

#### **Default on Payment: Financial Stress Summary**

Likelihood this company will experience financial stress in the next 12 months	AVERAGE 🥂

Financial Stress Class: 3

Streth Shirles States a state of the second 1 2 3 Ā Low High

Financial stress national percentile: 48 (highest risk: 1%, lowest rluic 100%)

National percentile industry norm: 52 (highost risk: 1%; lowest rlsic:100%}

During the prior year, firms in this Financial Stress Class had a fellium rate of 0.24%, which is 2 times lower than the national average.

#### Payment within Terms: Credit Score Summary

Likelihood this company will not pay on time over the next 12 months	
Credit Score Class: 2	

	1457260		Balleton -	
1 Low	2	3	4	5 High

The Credit Score class of 2 for this company shows that during the previous year, 2.5% of the firms with this classification paid one or more bills severely delinquent, which is lower than the national everage.

Credit score percentile: 85 (high risk: 1%; low risk: 100%) Industry norm percentile: 43 (high risk: 1%; low risk: 100%)

#### Additional Information

Financial Stress Summary

- The Financial Stress Risk Class Indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience financial stress.
- The probability of failure shows percentage of firms in a given percentile that discontinue operations with loss to creditors. The average probability of failure is based on businesses in D&B's database and is provided for comparative purposes.
- The Financial Stress Score Percentile reflects the relative ranking of a company among all scorable companies in D&B's
- The Financial Stress Score offers a more precise measure of the level of risk than the Risk Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.
- Company Snapshot Creditworthiness

Payment History & Trends Public Filings History & Operationa





#### Summary

Average payment performance trend	. (
when weighted by dollar amount	

UNAVAILABLE Company's payment performance over the past 12 months compared with its poors

UNAVAILABLE

'n,

Banking & Finance

#### **Credit Score Summary**

- The Incidence of Delinquent Payment is the percentage of companies with this classification that were reported 90 days past due or more by creditors. The calculation of this
- value is based on an inquiry weighted samplo The Percentile ranks this firm relative to other businesses. For example, a firm in the 80th percentile has a lower risk of paying in a severely delinquent manner than 79% of all scorable companies in D&B's files.

**Key Factors** 

industry

LOW

- Higher risk legal structure.
- 1 trade experience exists for this company. - Financial Stress Score: 1473 (high risk: 1,001,low risk: 1,875)
- Limited time under present management control

- 1 trade expension exists for this company. - Limited time under present management control - Higher risk industry based on delinquency rates for this

## 1

#### **Payment History Overview**

Payment experiences on file with D&B:	1	Average highest credit:	N/A
Payments made within terms:	N/A	Largest high crodit:	\$100
Amount placed for collections:	0 (0%)	Highest now owing:	\$100
		Highest past due:	\$0

D&B has not received a sufficient sample of payment experiences to establish a PAYDEX score.

#### **Payment History Details**

[	Date Reported	Paying Record	High Credit (\$)	Now Owes (\$)	Past Due (\$)		Last Sale Within (months)
[0	05/13	(001)	100	100		Cash account	1

Payment experiences reflect how bills are met in relation to the terms granted. In some instances payment beyond terms can be the result of Each experience shown is trom a separate suppler. Updated trade experiences replace those previously reported

#### **Payment Analysis By Industry**

Company's dollar-weighted payments listed by the primary industries of its suppliers

	Total Received	Total Dollar Amount (\$)	Largest High Credit (\$)	WithIn Terms	Slow 1-30	8low 31- 60	Slow.61- 90	Slow 91+
					(% of	doltar amó	unt)	
Industry								
Other payment categories	8							
Cash experiences	4	100	100					
Payment record unknown	0	0	0					
Unfavorable comments	0	0	0					
Placed for collection								
With D&B	0	0	<u>,</u> 0					
Other	0	N/A	0					
Total in D&B's file	1	100	100					

There are 1 payment experiences in D&B's file for the most recent 12 months, with 0 experiences reported during the last three month period.

Company Snapshot	<b>Creditworthiness</b>	Payment History & Trends	Public Filinas	History & Operations	<u>Banking &amp; Finance</u>

## **Public Filings**

#### **Summary of Court Actions**

The following data includes both open and closed filings found in D&B's database on the subject company.

Record Type	Open Records	Open Value	Total Records	Most Recent Filing Date
Suits	0	0	0	•
Liens	0	`o	0	-
Judgmonto	0	0	0	-
UCC Filings	0	N/A	0	•
Bankruptcy Proceedings	0	N/A	0	-

Public filing data is for informational purposes only and is not the official record. Certified copies can only by obtained from the official source. Number and value of open records refers only to 10 most recent filings for each record type.

#### **Special Events**

01/18/2014 A Rating change has occurred on this company.

01/13/2014 A Rating change has occurred on this company

4

11/12/2012 HURRICANE SANDY 2012: This business is located in a FEMA designated disaster zone impacted by the effects of Hurricane Sandy, it is reported that millions of people and businesses along the East Coast experienced power outages up to 10 days. The extent of impact to this business is currently unknown, additional information may be provided as it bocomes evailable.

#### **Government Activity**

Activity Summary		Possible Candidate for Socio-Economic Program		
Borrower (Dir/Guar)	No	Consideration		
Administrative Debt	Ņo	Labor Surplus Area	Yes (2014)	
Contractor	No		Yes (2014)	
Grantee	No	Small Business	100 (2014)	
Party Excluded from Federal Program(s)	No	8(A) Firm	N/A	
When the second shares the state of the second second states are stated as		ad to DAD by the Indext Assessment and other sevense		

The details provided in the Government Activity section are as reported to D&B by the rederal government and other sources.

Company Snapshot	<u>Creditworthiness</u>	Paymont History & Trends	Public Filings	History & Operations	Banking & Financo

## **History & Operations**

Topic	Description
History	Detailed Information on the history of a company, including background information on the management team and key principals, and information on related companies.
Company Operations Industry Classification	Detailed information on a company's operations, including the identity of the parent company, the geographic scope of the business, and the key holdings. Details on the specific industry within which a company is classified

#### History

Management: RICHARD ALBANESE; MEMBER

Richard Albanese, Member states business started in 2002. The original business report for the company was created by D&B on May 28 2005. No third party documentation supporting 2002 was available . Therefore a 2005 Start Date will be presented.

Ownership Information provided verbally by Richard Albanese, Member, on Apr 19 2007

Filling # 0600131934

**Businoss started 2002.** 

RICHARD ALBANESE. Work history unknown

#### **Company Operations**

Description: Provides business consulting services, specializing in energy conservation.

Employees: 7 which includes partners.

Facilities: Rents premises in building.

#### Industry Classification

SIC	NAICS	
87489904 Energy conservation consultant	541690	Other Scientific and Technical

Consuling Services

Based on Information in our file, D&B has assigned this company an extended 8-digit SIC. D&B's use of 8-digit SICs enables us to be more specific to a company's operations than if we use the standard 4-digit code. The 4-digit SIC numbers link to the description on the Occupational Safety & Health Administration (OSHA) Web site. Links open in a new browser window. Company Snapshot Creditworthiness Payment History & Trends Public Fillings History & Operations Banking & Finance

## Banking & Finance

#### Key Business Ratios

D&B has been unable to obtain sufficient financial information from this company to calculate business ratios. Our check of additional outside sources also found no information available on its financial performance.

To help you in this instance, ratios for other firms in the same industry are provided below to support your analysis of this business.

Industry Norms based on 61 establishments				
	This Business	Industry Median	Industry Quartilo	
Profitability				
Return on Salos	UN	5 1	UN	
Return on Not Worth	UN	24 6	UN	
Short-Term Solvency				
Current Ratio	UN	27	UN	
Quick Ratio	UN	· 2.0	UN	
Efficiency				
Assets Sales	UN	36.9	UN	
Sales / Not Working Capital	UN	5.2	UN.	
Utilization				
Total Liabilities / Net Worth	UN	38.9	UN	
UN = Unavallable				

# Finance 04/05/2014

The name and address of this business have been confirmed by D&B using available sources.

Company Sepando Creditworthiness Payment History & Trends Public Filines History & Operations Banking & Finance

#### **Customer Service**

Need help? Call Customer Service at (800) 932-0025, Monday through Friday, 8:00 AM to 6:00 PM Local Time.

Print this report.

To eave this report to your PC: Select File and then Save As from the provisor manu bar. Click on the Save In: drop-down manu and select a location for your file. Enter a file name and save the report as a html or bt file.

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. 11:37 AM 07/16/14 Cash Basis

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## Premier Energy Group LLC Profit & Loss January 1 through July 15, 2014

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	<u>Jan 1 - Jul 15, 14</u>
Ordinary Income/Expense	
4000 · Consulting Income	636,248.86
4010 · Commission Income Elec	2,088,234.83
4020 · Commission Income Gas	1,173,586.73
4022 · Demand Response Commission	13,806,73
4023 · Other Fees	1,500.00
4026 · Lighting Commission	12,953.25
Total Income	3,926,330.40
Gross Profit	3,926,330.40
Expense	
6115 · 401k Match	61,252.71
6120 - Bank Service Charges	958.07
6140 · Contributions	8,285,00
6145 · Advertising	7,765.00
6160 · Dues and Subscriptions	25,367.81
6180 · Business Insuranco	19,194.42
6190 · Insurance	80,051.59
6230 · Licenses and Permits	2,780.75
6245 · Office Expense	12,632.34
6250 · Postage and Delivery	311.89
6260 • Printing and Reproduction	291.31
6270 · Professional Fees	19,749.04
6290 · Ront	25,857.80
6300 · Repairs	99.16
6316 · Sub Contractor Payments	647,283.78
6340 · Telephone	10,702.23
6345 · Internet Access	3,060.65
6350 · Travel & Ent	23,466.61
6390 - Utilities	2,209.91
6540 - Office Equipment	7,862.23
6550 · Office Supplies	4,700.28
6555 · Outside Services	3,810.00
6560 · Payroll Expenses	2,598,280.47
6820 · Taxes	99,804.24
Total Expense	3,665,777.29
Net Ordinary Income	260,553.11
Other Income/Expense	
Other Income 7030 - Other Income	0.00
Total Other Incomo	0.00
Net Other Income	0.00
Net Income	260,553.11

11:38 AM

07/15/14 Cash Basis

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## Premier Energy Group LLC Balance Sheet As of July 15; 2014

	Jul 15, 14
ASSETS	
Current Assets	
Checking/Savings 1010 - Bank of America - 3550	155,086.44
Total Checking/Savings	155,086 44
Other Current Assets	
1450 · Deforred Asset	69 17
1499 · Undeposited Funds	1,400 00
Total Other Current Assets	1,469.17
Total Current Assots	156,555.61
Fixed Assets	
1500 · Presidential Plaza Partners	2,500.00
1502 · Fixed Term CD MD	11,375.62
1503 · Fixed Term CD DC-E 2013	10.009.97
1504 · Fixed Term CD DC G 2013	10,009,97
Total Fixed Assets	33,895.56
TOTAL ASSETS	190,451.17
LIABILITIES & EQUITY Liabilities Current Liabilitios Credit Cards 2015 - Bank of America CC - 2156	979.33
Total Credit Cards	979'33
	010.00
Other Current Liabilities 1498 • Health Insurance Payable	286.02
Total Other Current Liabilities	286 02
Total Current Liabilities	1,265.35
Total Llabilities:	1,265.35
Equity	
3000 - Opening Bal Equity	20.08
3100 · Charles Wilk Equity	-50,500.00
3200 - Joseph Santo Equity	-50,500.00
3300 · Richard Albanese Equity	-50.500.00
3400 · Richard Haynal Equity	-50,500.00
3502 · Scott K Fawcett Equity	-50,500.00
3600 · Retained Earnings Net Income	181,112.63 260,553.11
Net income	
Total Equity	189,185 82
TOTAL LIABILITIES & EQUITY	190,451.17

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

.

Premier Energy Group I, LLC

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 <u>WWW CORPORATIONS STATE PAUS/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: 3863794

Premier Energy Group LLC 1275 Bound Brook Road, Suite 6 Middlesex, NJ 08846

#### **PENNSYLVANIA DEPARTMENT OF STATE CORPORATION BUREAU**

	Re Re	ication for Registry (15 Pa.C.S.) gistered Limited Liability gistered Limited Liability mited Partnership (§ 8582 imited Liability Company	General Partnership (§ 8211) Limited Partnership (§ 8211)
Name Premier Energy Group, LLC			Document will be retarned to the name and address you enter to
Address 1275 Bound Brook	k Roed, Suke B		
City Middlesex	State NJ	Zip Code 08848	Commonwealth of Pennsylvania APPLICATION FOR REGISTRATION 3 Page(s)
: \$250			

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## Fee: \$250

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

1. The name to be registered is: Promier Energy Group, LLC

2. (If the name set forth in paragraph / is not available for use in this Commonwealth, complete the following).

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

PREMIER ENERGY GROUP I LLC

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

Jurisdiction: Her Jerry Date of Formation: Jerry 14, 2022

4. The (a) address of its initial regi- office provider and the county of	stored affice in this Con I venue is:	nmonweilth or (b)	name of its (	commercial registered
(a) Number and street	City	State	,Zip	Соштяу
(b) Name of Commercial Regis National Registered Agents, Inc.			DAUDHIN	

PA DEPT. OF STATE JAN 30 2009

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PA. DEPT. OF STATE

JUL 2.8 2014

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

<ol> <li>Check and complete one of the fo</li> <li>The oddress of the office require that jurisdiction is:</li> </ol>		n jurisdiction of its	organization by the laws
Number and street	City	State	Zip
It is not required by the laws o of its principal office is:	Fits jurisdiction of organizatio	fto na niștritan of no	ice therein and the addre
1275 Bound Brook Rd	Middlesex	NJ	08845
Number and street	City.	State	Zip

.

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

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

7. The name and business add	ress of each general partner.	
Name	Business Address	
Pigrand Alexand	1275 Several Second, Mal Millionana, XJ 00046	
Refert Heynel	1273 Bound Brack Re Maderies, 40 06848	
	1278 Boyund shamet that inhibitation, XJ 08048	
Charles Will	1278 David Drath Rd Meximum. HJ 08046	
· ·		

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

1275 Bound Brook Rd	Middlesex	NJ	08846	Middlesex
Number and street	City	State	 Zıp	County

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

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

.....

\_\_\_\_\_\_ day of January 2009 \_\_\_\_\_ ä

Premior Energy Group, LLC

Name of Partnership/Company Ant 2/ 1.

Signature

Managing Momber

.

Title



# PREMIERENERGYGROUP, L.L.C1275Bound Brook Road, Suite 6, Middlesex, NJ08846

Premier Energy Group, L.L.C., carries the following types and amounts of insurance:

General Liability - \$2,000,000

Automobile - \$1,000,000

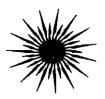
Workers Compensation - \$1,000,000

Errors & Omissions - \$5,000,000

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## JUL 28 2014

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU



PREMIER ENERGY GROUP, L.L.C 1275 Bound Brook Road, Suite 6, Middlesex, NJ 08846

Premier Energy Group, L.L.C., is a professional energy consulting and brokering company, specializing in developing efficient strategies for commercial and industrial customers in the purchasing and managing of their energy needs.

**Management Team** 

**Joseph Santo** 

**Richard Haynal** 

**Charles Wilk** 

**Richard Albanese** 

Scott Fawcett

**Business Development Managers** 

**Thomas Pennimpede** 

Nick Brown

## Sales Support

Sara Shapiro

**Patricia** Prugh

**Marketing Manager** 

## Leigh-Ann Barrett

**Office Manager** 

## Joanne Comune

Premier Energy Group

## **CHARLES S. WILK**

1275 Bound Brook Road, Suite 6 Middlesex, New Jersey 08846 (732) 302-0604 phone (732) 302-0604 fax cwilk@premierenergygroup.com

## SUMMARY

Fourteen years of energy experience in the deregulated market environment. Since 2002 primary focus on consulting, brokering, and developing & managing energy consulting business and customer relationships.

## **PROFESSIONAL EXPERIENCE**

## PREMIER ENERGY GROUP, Middlesex, New Jersey

Managing Member, 2002 to Present

- Responsible for management, growth, and retention of business as one of the company's principle owners. Company growth has averaged in excess of 20% a year.
- Identify and manage sales & marketing activities across the U.S. with a primary focus in the Mid-Atlantic & Northeast regions. Internally provide competitive intelligence on utilities and energy suppliers differentiating between opportunities and challenges to growing business activities.
- Manage energy consulting customers with locations in the Northeast and across the United States. Projects include:
  - Analyze market for deregulation opportunities
  - Provide overviews on utility/regulated commodity supply choices
  - Profile & track usage and spend numbers
  - Energy procurement services
  - Assist customer's legal department on 3<sup>rd</sup> party supplier contract review for business terms & conditions
  - Ongoing customer support & maintenance for utility and supplier issues
- Customize and design risk tolerance strategies based on specified objectives. Strategies include short and long term plans, hedging objectives, and reporting on progress versus goal.
- Manage existing customer base consisting of diversified group of energy users from the following industries financial, manufacturing, chemical, healthcare, foodservice, and property management.
- Active in developing new business relationships and providing additional services to existing customer base.
- Maintain excellent working relationships with utility companies and 3<sup>rd</sup> party energy suppliers.

## ENRON ENERGY SERVICES, Edison, New Jersey

Middle Market Commodity Manager, 2001 to December 2001

- Managed direct reports that marketed natural gas risk management services in the New Jersey, Metro New York, Northeast Pennsylvania, and Maryland territories.
- In 2001 on pace to exceed annual goals by over 250%. Increased sales in the Metro New York and New Jersey markets by over 750% versus the previous year.

## Charles S. Wilk (732) 302-0604 Page Two

- Trained and assisted other sales representatives on the utility company policies, Enron's sales procedures, and customer service issues.
- Responsible for managing the energy relationship for one of the world's most comprehensive manufacturers of health care products for the consumer, pharmaceutical, and professional markets.

Client Manager, 1995 to 2000

- Created and implemented sales plans to market natural gas and electricity to New Jersey's largest energy customers. Directed sales process, consisting of a complex and longer sales cycle involving negotiations at senior management levels.
- Excelled at meeting and exceeding sales goals. In 2000, was over 175% of annual sales objective. Recognized as part of an elite group that was selected for Enron's 2000 Pinnacle Award.
- In 1999, exceeded sales goal for the second year in a row, with total sales in excess of \$13 million. In 1998, achieved 186% of sales objective. Total gross sales for 1998 exceeded \$11 million.
- Initiated and developed \$100 million energy outsource project with one of North America's leading producers of juices and juice drinks. Created long term risk management and cost reduction strategies leading to outsourcing of the customer's energy infrastructure.
- Managed the New Jersey Office's key energy accounts. Interacted with a diverse group of energy users. Acted as a liaison between Enron and clients on procurement, policy, and administrative matters.
- Oversaw the energy relationship to a worldwide leading company that provides hotel and senior living community services.
- Energy Manager to one the leaders in the fast food industry in America.
- Built one of the largest customer bases in the New Jersey office.

## WILK'S UPHOLSTERY SHOP, Flemington, New Jersey

General Manager, 1992 to 1995

- Developed sales presentation that highlighted the following: history of the business, craftsmanship involved in restoration process, and color analysis.
- Restored early American, Victorian, and high-end 20<sup>th</sup> century upholstered furniture.
- Created and maintained pricing structure for furniture restorations and retail-sale items such as fabrics, upholstery supplies, and custom-made furniture.
- Planned monthly and annual fiscal budgets.
- Designed marketing literature such as business cards, newspaper advertisements, and Yellow Page advertisements.

## **EDUCATION**

Wilkes College, Wilkes Barre, Pennsylvania Major: Political Science

## SUMMARY

Results oriented professional with a demonstrated record of accomplishments and proven expertise in sales management, energy marketing, origination, and new business development. Strong leadership, managerial, communication, and organizational skills, with an ability to develop successful sales teams, and negotiate large, complex transactions.

- 15+ years of sales management, origination, marketing, negotiation, and new business development experience.
- Proven ability to identify, attract, and retain key management and sales personnel.
- Strong financial and technical capabilities.

## CAREER HISTORY

## PREMIER ENERGY GROUP, LLC

#### Managing Member

December 2001 - Present Develop and implement business plan for new energy consulting and brokering company; establish relationships and negotiate agreements with suppliers; develop consulting and independent contractor business segments; set company goals and objectives and manage financials; negotiate contracts with large commercial and industrial customers.

- Grew Company revenues to over \$3.3 million in 2008.
- Established relationships with over 400 customers and manage a total electric load in excess of 450MW.
- Developed consulting strategy and product for Company. Currently represent clients throughout the U.S. and in Canada.
- Established program with supplier to manage entire 3rd party sales group.

## ENRON ENERGY SERVICES

#### **Director - Mid-Atlantic Region**

#### May 2000 - December 2001

Manage and direct the Enron Direct sales team and operation throughout the mid-atlantic region; develop pricing and sales strategies for all markets within the region; build and manage the sales pipeline: develop strategies to shorten the sales cycle and enhance unit margins for power and natural gas transactions; negotiate contracts with large industrial and commercial customers; create and manage the regional budget and staffing plan.

- Achieved 151% and 240% of sales target in 2000 and 2001, respectively.
- Highest performing Enron Direct sales team in 2001. Team generated over \$19 million in origination in 2001, representing a 400% increase over 2000.
- Negotiated and closed largest power transaction for Enron Direct.
- Generated highest unit margins with longest-term contracts.
- Developed lead agent program resulting in over 15 power transactions and \$2 million in origination.

## ALLENERGY MARKETING COMPANY

#### **Director - Sales**

May 1997 - May 2000

Hire, train, and direct the Major Accounts group throughout the Company footprint: develop alternate sales channel program and manage implementation; develop and implement pricing strategies for all local distribution companies; create marketing/sales plans for existing markets and entrance into new territories; develop new product offerings; negotiate contracts with major accounts.

- Exceeded sales targets each and every year. Generated over \$5 million in gross margin in 1999, representing over 140% of goal.
- Established Al/Energy as one of the leading retail energy marketing companies in New Jersey and Metro New York. Company was ranked in top 3 in volume and number of accounts in New Jersev.
- Managed the development and implementation of an alternate sales channel program resulting in the addition of over 900 accounts, \$16 million in revenue, and gross margin of over \$2.3 million.
- Directed cross business unit team established to re-design existing sales and account management system. Sales processing time was cut by nearly 50% and system use more than doubled as a result of recommended changes.

#### **ENERGIS RESOURCES**

#### **Director - Marketing**

Responsible for the commodity sales force in the New York, New Jersey, and Pennsylvania regions: hire, train, motivate, and direct sales management team; develop and implement plans for expansion into new territories; create pricing models and strategies for all regions; negotiate contracts with alternate sales channel partners and large industrial and commercial customers.

- Achieved 125% and 135% of sales target in 1995 and 1996, respectively.
- Identified two new pricing/product offerings, developed associated marketing plans, and implemented specific sales strategies. These new offerings resulted in the addition of over 1,100 customers, \$23 million in revenue, and gross margin of \$2.6 million.
- Led a team of eight employees focused on analyzing the entire commodity sales operation. Mapped all existing processes, benchmarked against best-in-class, prepared recommendations, and presented findings to senior leadership team. recommendations were accepted and implemented.
- Created and implemented incentive compensation plan linked directly with performance and, as a result, unit margins rose by nearly 30%.

## **PUBLIC SERVICE ELECTRIC & GAS**

#### Manager - NGV Programs

November 1991 - August 1994 Create and implement marketing plan for natural gas vehicle (NGV) program and develop associated budget; prepare rate filing; identify, investigate, and develop new business opportunities; negotiate contracts for public refueling stations with major oil retailers and/or venture capitalists; create and implement plan to convert company fleet to natural gas.

- Developed strategic relationship and negotiated contract with Shell Oil Company for the ٠ first public natural gas refueling station in New Jersey.
- Developed strategy for NGV rate filing which included the creation of new rate schedules, ٠ rebates, and a station development plan. Plan was approved in its entirety by the New Jersey Board of Regulatory Commissioners.
- Managed the installation of over 13 refueling stations and, within two years, PSE&G was ٠ recognized as one of the leaders in the use and understanding of NVG technology.
- Directed and led the efforts of a 12-member cross business unit team aimed at moving ٠ the natural gas vehicle market from an R & D project into a new business venture.
- Prepared, monitored, and responsible for annual budget of \$4 million.

## August 1994 - May 1997

Marketing Engineer June 1987 - November 1991 Establish and maintain relationships with largest industrial and commercial electric and gas users; promote the use of Company products and services; provide assistance on tariff/rate issues.

• Secured the single largest dusk-to-dawn lighting order for PSE&G.

## **EDUCATION**

Master of Business Administration . . . Finance . . . Seton Hall University, South Orange, New Jersey . . . 1992

Bachelor of Engineering ... Electrical Engineering ... Stevens Institute of Technology, Hoboken, New Jersey ... 1987 (with honors)

## **OTHER TRAINING**

Effective Negotiating	Karrass	2001
Effective Sales Presentations	Frontline	2001
Sandler Sales Presidents Club	Sandler Sales Institute	1998
Introduction to Commodity Options	New York University	Spring Semester 1997
Building Strategic Relationships	Duke University	May 1994

CONFIDENTIALITY REQUESTED

## RICHARD A. HAYNAL Phone: 908-517-0778

## Phone: 908-517-0778 Cell: 732-261-2700 Email: <u>rhaynal@premierenergygroup.com</u>

Experience: 1/02 – present	PREMIER ENERGY GROUP LLC Managing Member	Middlesex, NJ
<b>F</b>	<ul> <li>Founding member of an energy procurement consulting firm with curr revenue of \$3MM.</li> </ul>	ent annual
3/01 - 11/01	ENRON ENERGY SERVICES	Edison, NJ
	<ul> <li>Energy Sales Representative</li> <li>Sold long term electricity and natural gas supply agreements to medium sized industrial and commercial companies.</li> </ul>	m and large-
8/94 - 3/01	KINDER MORGAN ENERGY (GATX TERMINALS CORP) Regional Account Executive	Carteret, NJ
	<ul> <li>Structured and sold innovated "long sale cycle" lease contracts to large petroleum companies.</li> </ul>	chemical and
	<ul> <li>Performed a comprehensive marketing analysis of chemical and petrol and developed a strategic plan to increase sales.</li> <li>Operations Manager</li> </ul>	eum markets
	<ul> <li>Managed a technical and operational staff of 65 people. Total 1999 rev expenses were \$34MM and \$16MM, respectively.</li> </ul>	enues and
	<ul> <li>Reduced annual expenses by \$1.5MM within three years by instituting involvement program.</li> </ul>	an employee
5/90 - 8/94		lew Orleans, LA
	<ul> <li>Production Superintendent</li> <li>Managed an offshore oil and gas production facility in the Gulf of Mey generated \$40MM per year in revenue.</li> </ul>	cico that
	<ul> <li>Completed 23 weeks of company sponsored training in Operations Ma Business &amp; Economics, Production Economics, Accounting &amp; Cost Co Planning, HS&amp;E, Process Engineering, Power Systems, and Metering</li> </ul>	ontrol, Budget
	Sr. Project Engineer	
	<ul> <li>Sought, planned and coordinated various projects to increase the plant' Projects included the installation of oil and gas wells, process equipme tanks, generators, pumps &amp; compressors, meters, miles of pipelines, el and automation &amp; control systems.</li> </ul>	nt, storage
Education:	NYU STERN BUSINESS SCHOOL MBA Finance, December 1998 • GPA: 3.4	New York, NY
	<ul> <li>CLARKSON UNIVERSITY</li> <li>BS Mechanical Engineering, May 1990</li> <li>Served as President and Social Chairman of Theta Xi Social Fraternity</li> <li>Received NYS Upstate Rugby Union Athlete of the Year Award</li> <li>GPA: 3.6 (Graduated Cum Laude)</li> </ul>	Potsdam, NY

References: Available upon request

## RICHARD ALBANESE 1275 Bound Brook Rd Suite 6 Middlesex, NJ 08846 732-302-0601 Email: ralbanese@premierenergygroup.com

## EXPERIENCE:

## PREMIER ENERGY GROUP, LLC

Middlesex, New Jersey

## Managing Member 2002 – Present

Founding member and director business operations, assisted in the development and launch of the business with current annual revenue of \$3MM.

- As a managing member contribute to the short and long-term organizational planning and strategy.
- Developed processes to manage operational and financial activities to support organizations mission,
- Primary liaison with state and others requiring licenses, registrations and applications needed to conduct business.
- Oversee organizations operational and financial performance

## ENRON ENERGY SERVICES

Edison, New Jersey

Senior Specialist 2000 – 2001

Managed service management activities for New Jersey and Metro New York power and natural gas commodity contracts. Coordinate order fulfillment and service related activities with internal clients, customers, and regulated utilities.

- Established service management criteria for regional sales office.
- Managed account implementation, accurate and timely billing and accounts receivable portfolio for commercial and industrial customers.
- Insured contract compliance, and maximized opportunities to increase contract value through additional sales and building customer satisfaction.

## ALLEMARKETING COMPANY, LLC

## Middlesex, New Jersey

Inside Sales Manager 1997 - 2000

Managed customer operations activity for the New Jersey sales office, including order fulfillment, and accounts receivable management.

- Developed and implemented order fulfillment and collection procedures.
- Project lead to develop and implement corporate credit and collection procedures. Coordinated
  efforts to implement procedures in three regional offices.
- Implemented and managed sales retention program resulting in renewing 95% of our agent sales business.

## **Richard Albanese**

## PUBLIC SERVICE ELECTRIC & GAS CO.

## Newark, New Jersey

## Customer Services Manager 1995 - 1997

Coordinated projects for several regulated and unregulated customer service initiatives and business start-ups.

- Engagement manager to provide outsourced meter reading and billing solutions to municipal water utilities, creating over \$1 MM in new revenue in the first 12 months.
- Customer service liaison for joint venture with to develop advanced metering technology.
- Credit and collection process coordinator for business initiative with major technology and utility company's.

# Collection Support Manager 1992 - 1995

Managed corporate collection activities for a \$350 MM accounts receivable portfolio consisting of residential, commercial and industrial customers.

- Developed and managed collection reorganization plan consolidating eight regional offices to \$1.6 million call center resulting in reducing collection operating cost by over \$1 MM annually
- Evaluated and implemented processes and system enhancements to improve collection performance.

## Principal Staff Administrator 1989 - 1992

Administered the district office operations with an operating budget of \$3.7 MM.

- Managed the operation of collection, customer service, and meter reading activities.
- Developed and manage a \$3.7 million operating budget.
- Administered bargaining agreement, hiring, salary reviews, promotions, and terminations.

# Supervisor-Collection 1984 - 1989

Supervised regional collection operations consisting of 40 union and management associates

- Led office and filed collection activity with over \$80 million accounts receivable portfolio.
- Managed Task Force coordinating activities of eight regional offices throughout the state.

#### Supervisor-Meter Reading 1981 - 1984

Supervised regional meter reading operations consisting of 25 union and management associates

Implemented first hand held meter reading processor resulting in reducing meter reading
operating cost by over \$1MM annually

Scott K. Fawcett

1275 Bound Brook Rd, Suite 6 Middlesex, NJ 08846 Phone: 732-302-0608 Fax: 732-302-0606 email: <u>sfawcett@premierenergygroup.com</u>

## **PROFESSIONAL EXPERIENCE:**

Premier Energy Group, LLC, Middlesex, NJ

2005 - present

## Principal & Director – Business Development

Provide energy procurement consulting services to commercial and industrial end-users. These services include strategic planning, RFP development, bid management, contract negotiation, risk management, invoice review, budget preparation and reporting.

UGI Energy Services, Wyomissing, PA

2001 - 2005

## Regional Sales Manager

Responsible for negotiating natural gas and electricity agreements with large industrial and commercial energy users in New Jersey. In first thirty-six months executed agreements with 45 customers representing \$1.9 million in annual margin.

Created and implemented a weekly Natural Gas Market Update that is distributed electronically to over 250 commercial and industrial energy buyers in New Jersey each week.

Developed a model that is used in multiple sales regions to weather normalize historical natural gas usage data based on degree days and to calculate a pricing premium to cover the risk associated with weather-related volume fluctuations. This has allowed the company to continue offering a fullrequirements pricing product without blindly assuming the risk of volume fluctuation. This resulted in UGI offering a competitive product to the marketplace while limiting business risk.

## Enron Energy Services, Edison, NJ

2000 - 2001

## Senior Power Representative

Successfully negotiated 3-12 year electricity and natural gas agreements with large industrial and commercial energy users in New York and New Jersey. Executed agreements with 22 electric and natural gas customers valued at \$3,388,813 in NPV margin.

## ALLEnergy Marketing Company, LLC, Middlesex, NJ 1997 – 2000

## Director, Sales

Developed and implement business to business sales and marketing strategies for AllEnergy's largest geographic sales region, which includes seven natural gas utility service territories in two States. Manage and lead a team of key account executives, sales representatives and independent contractors. This includes motivating and developing the skills of sales associates during a time of organizational transition. Sales margins from new business for the region have averaged \$112,000 per month under my direction with a customer retention rate of over 96%. Successfully improved overall P&L of the region.

## Manager, Alternate Sales Channels

Developed and implemented a business plan to enter into partnerships whereby channel partners sell commodity on behalf of AllEnergy. Expanded the program to include 18 utility regions. Responsibilities include strategic planning, negotiating agreements with channel partners, training, managing the sales process and accountability for overall P&L of the program. Results in the first two years have exceeded \$2.3 million in contract margin. Profitability of this program exceeded that of the direct sales force.

## Energis Resources, Inc., Edison, NJ

#### 1996 - 1997

## Manager, Alternate Sales Channels

Developed and managed an agency program where independent third parties sold natural gas for Energis. This included negotiating agreements with agents, establishing process flows, training agent-employed sales representatives and managing daily operations of the agents. The group booked over \$170,000 in contract margin in the first six months of the program.

NORSTAR Energy, L.P., Montvale, N.J.

1995 - 1996

## Sales Manager

Managed, motivated and led a team of sales representatives who sold natural gas to small and mid size customers in a newly deregulated and highly competitive market. Under my leadership the team signed over 1,400 accounts and obtained 22% market share. Also developed a tracking and forecasting system that was used for balancing the portfolio, invoicing accounts and planning future load requirements.

## Account Manager

Account Executive responsible for establishing relationships with the largest natural gas users in New Jersey. The ultimate objective was to become their long-term natural gas provider. Other responsibilities include developing and implementing marketing strategies. Signed over 210 accounts with a total annual margin of \$420,000.

## Public Service Electric and Gas Company, Newark, N.J. 1989 - 1995

## Marketing Account Manager

Account Executive responsible for creating customer specific action plans and consulting with the district's largest customers on energy and business related issues. This included identifying the customer's unique and specific needs, developing an individual service plan and leveraging both inter-company and outside resources to create unique energy solutions.

Led and managed the district's engineering group. This entailed developing strategic plans to enhance the group's ability to function as a team and meet the corporate objectives. Other accountabilities included performance reviews and directing district operations in the absence of the District Manager.

## Senior Marketing Engineer / Marketing Engineer

Large industrial and commercial account engineer responsible for consulting with facility managers and engineers on future electric and gas load planning, installation of new services, rates, demand side management activity, billing, business and process enhancement as well as a wide variety of sales and service programs. Leveraged company resources to successfully manage a number of complex and politically sensitive construction projects.

## EDUCATION:

Bachelor of Science in Industrial Engineering, May 1989 Rutgers College of Engineering: New Brunswick, New Jersey

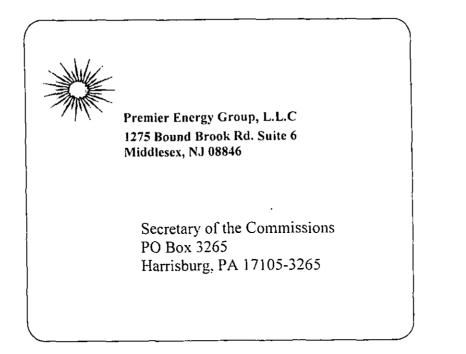
M.B.A. with concentration in Marketing, December 1994 Fairleigh Dickinson University: Madison, New Jersey

## **ASSOCIATIONS / CERTIFICATIONS:**

Association of Energy Engineers (AEE) President of the NJ Chapter of AEE for 2004-2005 Certified Energy Engineer (CEM), November 2002 New Jersey Business and Industry Association (NJBIA) Present natural gas market updates at quarterly Energy Council meetings – 2002-2005







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