

**APPLICATIONS FOR RENEWAL OR UPDATE  
OF  
CONSERVATION SERVICE PROVIDER (CSP) REGISTRATION**

*Instructions: One of the following applications may be used by a registered Conservation Service Provider (CSP) to renew or update CSP Registration as follows:*

***I am renewing my CSP Registration according to the normal two year renewal cycle and have no changes to my prior application – Use the Application for Renewal of CSP Registration – No Changes Incurred to Application of Record.*** This application should be used when there are NO CHANGES to the CSP Application of record. The filing fee for renewal is \$25.

***I am renewing my CSP Registration according to the normal two year renewal cycle and have changes to my prior application – Use the Application for Renewal of CSP Registration – Changes Incurred to Application of Record.*** This application should be used when there are one or more CHANGES to the CSP Application of record. The Applicant is also required to submit a newly completed CSP Application. The filing fee for renewal is \$25.

***I am updating my CSP Registration information prior to my next required renewal – Use the Application to Update CSP Registration.*** This application should be used by a currently approved, registered CSP in order to update one or more items of the CSP Application of record. The Applicant is also required to submit a newly completed CSP Application. There is no filing fee to update CSP Registration information of record.

*In all three cases listed above, the registered CSP is required to conduct a thorough review of the individual items, parts and subparts of the Applicant's CSP Application of record, which may be obtained by searching the Pennsylvania Public Utility Commission (PUC) website at [www.puc.pa.gov](http://www.puc.pa.gov).*

- *Double click "Search Documents" located on the upper right-hand corner of the PUC website.*
- *Type the last seven (7) digits of your PUC Docket No. for "Docket No."*
- *Click button labeled "Search."*

***An entity that uses one of the three applications to renew CSP Registration or to update CSP Registration information, shall be held accountable for identifying each and every item that has changed or contains information that has changed relating to the Commission-approved Application currently on file at the Commission.***

***File a signed and verified original and one copy of the completed application along with any attachments in person or by first class mail, with your check (if applicable) to the following address:***

**Filing in person:**

Secretary  
Pennsylvania Public Utility Commission  
Commonwealth Keystone Building  
400 North Street  
Harrisburg, PA 17120

**Filing by first-class Mail:**

Secretary  
Pennsylvania Public Utility Commission  
P. O. Box 3265  
Harrisburg, PA 17105-3265

**APPLICATION FOR RENEWAL OF CSP REGISTRATION  
NO CHANGES INCURRED TO APPLICATION OF RECORD**

***Applicant (Company) Name and Docket No.:***

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***Contact Information (name, address, phone number and email of person filing application):***

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*On behalf of the Applicant I am filing with the Commission this Application for Renewal of CSP Registration. There are NO CHANGES to the Applicant's CSP Application of record on file at the Commission at the Docket Number as indicated herein.*

I have reviewed the Applicant's CSP Application of record and no information contained therein has changed. Furthermore, no compliance issues have occurred relating to the Applicant's CSP Application of record regarding responses to Questions 4.a – 4.d. Enclosed are the following items:

- a. Attachment providing all information relating to "Identity of the Applicant," pursuant to Question Nos. 1(a)-1(j) of the CSP Application;
- b. Renewal application fee of \$25;
- c. Affidavit, attesting to the truth and knowledge of these facts; and
- d. Proof of current liability insurance coverage.

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***Name and Title of person authorized by Applicant to file this Application***

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***Signature***

***Date***

The Applicant understands that the making of false statement(s) herein may be grounds for denying the Application for Renewal of Conservation Service Provider Registration, 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.

**APPLICATION FOR RENEWAL OF CSP REGISTRATION  
CHANGES INCURRED TO APPLICATION OF RECORD**

**Applicant (Company) Name and Docket No.:** A-2009-2106658  
*The Cadmus Group, Inc.*

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**Contact Information (name, address, phone number and email of person filing application):**

Alan Seferian, Chief Financial Officer

100 5<sup>th</sup> Ave, Suite 100, Waltham, MA 02451

617-673-7000, alan.seferian@cadmusgroup.com

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*On behalf of the Applicant I am filing with the Commission this Application for Renewal of CSP Registration. There are one or more CHANGES to Applicant's CSP Application of record on file at the Commission at the Docket Number as indicated herein.*

I have reviewed the Applicant's CSP Application of record and the information contained therein has changed. Enclosed are the following items:

- a. Completed CSP Application;
- b. Renewal application fee of \$25;
- c. Affidavit, attesting to the truth and knowledge of these facts; and
- d. Proof of current liability insurance coverage.

RECEIVED

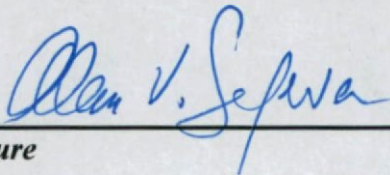
JUL 10 2017

PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

Alan Seferian, Chief Financial Officer

**Name and Title of person authorized by Applicant to file this Application**

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**Signature**

7/10/2017

**Date**

The Applicant understands that the making of false statement(s) herein may be grounds for denying the Application for Renewal of Conservation Service Provider Registration, 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.

**APPLICATION TO UPDATE CSP REGISTRATION**

***Applicant (Company) Name and Docket No.:***

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***Contact Information (name, address, phone number and email of person filing application):***

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*On behalf of the Applicant I am filing with the Commission this Application to Update CSP Registration information. The Applicant acknowledges that there is no fee associated with the update of CSP registration information contained in its Application on file at the Docket Number as indicated herein.*

I have reviewed the Applicant's CSP Application of record and the information contained therein has changed. Enclosed are the following items:

- a. Completed CSP Application; and
- b. Affidavit, attesting to the truth and knowledge of these facts.

I have indicated "None" or "Changes" in each category as follows, relating to the Applicant's CSP Application of record.

- 1. Identity of the Applicant:
- 2. Registered Agent:
- 3. Applicant's Operations:
- 4. Compliance:

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***Name and Title of person authorized by Applicant to file this Application***

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***Signature***

***Date***

The Applicant understands that the making of false statement(s) herein may be grounds for denying the Application to Update Conservation Service Provider Registration, 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.

AFFIDAVIT

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JUL 10 2017

[Commonwealth/State] of Massachusetts :

PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

ss.

County of Middlesex :

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

[He/she is the Chief Financial Officer (Office of Affiant) of The Cadmus Group, Inc. (Name of Applicant);]

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

That the Applicant herein The Cadmus Group, Inc. has the burden of producing information and supporting documentation demonstrating its technical and financial fitness to be registered as a conservation service provider pursuant to Act 129 of 2008.

That the Applicant herein The Cadmus Group, Inc. acknowledges that it has answered the questions on the application correctly, truthfully and completely and has provided supporting documentation as required.

That the Applicant herein The Cadmus Group, Inc. 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 The Cadmus Group, Inc. 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.

Alan V. Seferian  
Signature of Affiant

Sworn and subscribed before me this 10<sup>th</sup> day of July, 2017.

Alan V. Seferian  
Signature of official administering oath

My commission expires: September 4<sup>th</sup>, 2020





COMMONWEALTH OF PENNSYLVANIA  
PENNSYLVANIA PUBLIC UTILITY COMMISSION  
P.O. BOX 3265, HARRISBURG, PA 17105-3265

## **Application Form for Registration as a Conservation Service Provider ("CSP") in the Commonwealth of Pennsylvania**

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- **Contents of Conservation Service Provider Registration Application Package**

- I. Registration Application. (Sections 1-5)
- II. Affidavit (Appendix A)
- III. Proof of Liability Insurance (Applicant required to attach)

- **Instructions**

- Filling out the Application and Labeling Attachments

You may use the attached form to make your application. **(Remove the cover sheets prior to filing.)** If you need more space than is provided on this form or if you are attaching exhibits, state in the relevant section of the body of the application "see attachment \_" or "see exhibit \_". Be sure to **label all attachments and exhibits in correspondence with the relevant section of the application.** Lastly, be sure to answer all questions, including questions that may not be applicable.

**Incomplete applications or those missing any attachments are unacceptable for filing and will be returned or delayed for processing until the required information is sent to the Commission's Secretary's Bureau.**

- **Pertinent Legal Framework for Conservation Service Provider Registration**

Requirements for Conservation Service Providers, 66 Pa.C.S. §§ 2806.1(b)(1)(i)(E), 2806.1(m) & 2806.2.

*Referenced law can be found on the Commission website, [www.puc.pa.gov](http://www.puc.pa.gov), under regulatory information. As well, Title 52 (Public Utilities of the Pa. Code is available online at [www.pacode.com](http://www.pacode.com). Copies are available from Fry Communications at (717) 766-0211.*

- **Change to Information Provided in Application**

The Applicant is under a duty to inform the Commission of a material change in the information provided in the application during the pendency of the application, or while the CSP is operating in Pennsylvania. For more information on what constitutes a material change and when such changes should be reported, use 52 Pa. Code § 54.34 as guidance.

- **Affidavit**

Applicant must complete and submit with this Application and any subsequent documentation submitted to the Commission, such as emails, letters, and written responses to Commission data requests, the attached Affidavit, which must be signed by the Affiant and signed and dated by the official administering the oath, that to the best of the Applicant's knowledge, information and belief that the facts set forth in this Application and all subsequent submissions are true and correct.

- **Fees**

The Applicant must submit a check payable to the Commonwealth of Pennsylvania with this Application. The fee for this Initial Application is \$125. Check should be made payable to the Commonwealth of Pennsylvania.

- **Filing & Signing of Application**

- Hard Copy Filing

To file a hard copy application (first-class mail or in person) with the Pennsylvania Public Utility Commission, **file an ink-signed and verified (via notarized application affidavit – Appendix A) original and one copy** of your entire application, along with any attachments, in person, by overnight delivery service or by first class mail, with your check (if applicable) with the Commission's Secretary's Office in Harrisburg, Pennsylvania at:

**Filing In Person or Overnight Delivery:**

**Pennsylvania Public Utility Commission  
Secretary  
Commonwealth Keystone Building,  
2<sup>nd</sup> Floor Room 01  
Harrisburg, PA 17120**

or

**Filing by First-Class Mail:**

**Pennsylvania Public Utility Commission  
Secretary  
P.O. Box 3265  
Harrisburg, PA 17105-3265**

- Electronic Filing (e-filing)

To file an electronic version of the application, visit the Commission's e-filing page and follow the instructions. The page is located at <http://www.puc.pa.gov/efiling/default.aspx>. Also, see 52 Pa. Code Chapters 1 and 5.

**IMPORTANT AFFIDAVIT NOTE** – Affidavits must be notarized before they are e-filed.

- **Questions**

Questions pertaining to completion of this application may be directed to the Bureau of Technical Utility Services at the above address or you may call the Bureau at the following number: 717-783-5242.

- **Subcontractors**

Any third party individual or commercial entity that is awarded a contract by a registered CSP that is under a sub-contractual obligation to complete work related to an Electric Distribution Company's Act 129 Energy Efficiency and Conservation Plan, whose financial budgetary obligation equals or exceeds 10% of that registered CSP's contract with an Electric Distribution Company, IS required to obtain CSP registration. To confirm whether CSP registration is required under this sub-contractual obligation, the individual or commercial entity should seek the advice of the registered CSP.

- **Confidentiality**

All information disclosed within this application is considered public information unless specifically labeled confidential. You have the responsibility to disclose to the Secretary's Bureau what is privileged or confidential information not otherwise available to the public. You should **submit one copy of all confidential information, on documents stamped "CONFIDENTIAL" at the top in clear and conspicuous letters, in a separate envelope (but still attached to the application) to the Secretary's Office along with the Application.** For more information, see 52 Pa. Code § 54.32(f).

If you have e-filed your application, separately mail in any confidential information specifically identifying that you have e-filed the application. Be sure to specify the Applicant's name, and **provide the e-filing confirmation page.**

**COVER PAGES END. PLEASE REMOVE BEFORE FILING.**

**CONSERVATION SERVICE PROVIDER (“CSP”) APPLICATION  
FOR REGISTRATION IN THE COMMONWEALTH OF PENNSYLVANIA**

Conservation Service Providers (“CSPs”) have a specific role under Act 129, which requires a covered Electric Distribution Company’s Energy Efficiency and Conservation (EE&C) plan to include one or more CSPs to implement at least a portion of the EE&C Plan. 66 Pa.C.S. § 2806.1(b)(1)(i)(E). CSPs provide information and technical assistance to EDCs on *measures* that enable a person to increase energy efficiency or reduce energy consumption. CSPs must have no direct or indirect ownership, partnership or other affiliated interest with an EDC. 66 Pa.C.S. § 2806.1 (m). Only registered CSPs may advise an EDC and/or provide consultation, design, or administration or management services to an EDC related to the implementation of the EDC’s EE&C Plan. As such, registration of business entities as approved CSPs is required before entering into a contractual agreement with an EDC exclusively for the provision of consultation, design, administration, management or advisory services regarding that EDC’s EE&C plan. This registry is not intended as a resource for business, whose sole purpose is the installation of measures, supplying of equipment or other contracting work for use by the general public and EDC customers. If providing such services, registration as a CSP is not required for entering into an agreement with an EDC.

Any CSP subcontractor with an annual contract cost that equals or exceeds 10% of the CSP annual contract cost and is directly performing services pursuant to a contract with a CSP which has contracted with an EDC after Commission approval should also register as a CSP. This does not include third party contractors which participate in or support an EE&C Plan but are not directly contracted with a CSP which has a direct contractual relationship with the EDC subject to Act 129.

To qualify an applicant must have at least two years of experience in providing program consultation, design, administration, management or advisory services related to energy efficiency and conservation services. CSP registration is not required of entities that limit their services to the installation of energy efficiency measures or the provision of equipment or materials to EDC customers or the public in general.

**1. IDENTITY OF THE APPLICANT**

- a. Legal Name of Applicant: **The Cadmus Group, Inc.**

Attach proof of compliance with appropriate Pennsylvania Department of State filing requirements.<sup>1</sup>

**Please see Exhibit 1**

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<sup>1</sup> A copy of any document from the Pennsylvania Department of State (Pa. Dept. of State) documenting the Applicant’s Pa. Dept. of State entity number is adequate. However, the document must indicate that the Applicant’s Pa. Dept. of State registration is “active.” Certified copies of Pa. Dept. of State documents are not required.

b. Trade or Commercial or Fictitious Names Used by Applicant (d/b/a)—List all that apply.

- The Applicant will be using a fictitious name or doing business as (“d/b/a”). Identify names below. If more space is needed, list names on the back of this page or append list to completed application.
- The Applicant will not be using a fictitious name.

c. Applicant Address: **100 5<sup>th</sup> Avenue, Suite 100, Waltham, MA 02451**

d. Applicant Telephone No: **617-673-7000**

e. Applicant Email Address: **alan.seferian@cadmusgroup.com**

f. Contact Information for Applicant. PLEASE NOTE: Upon approval of this application, this Contact Information will be listed on the Commission’s CSP Registry.

- Name: **Cheryl Callinan**
- Mailing Address: **720 SW Washington St. Suite 400, Portland OR 97205**
- Telephone : **503-467-7103**
- Email Address: **cheryl.callinan@cadmusgroup.com**

g. Predecessor(s) & Other Names used by Applicant for past five (5) years of date of this application. Provide Name(s), Address(es) and Telephone No.(s).

Check Box if any Predecessor(s) is currently or was previously registered in Pennsylvania as a CSP. If affirmative, please provide Docket No(s). (A-[Year]-[Seven (7) Digits]) and names for all registered CSPs.

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**h. Parent & Subsidiary Companies & Affiliates:**

- Parent Name and Contact Information.** Provide name and contact information for parent company. Check Box if any parent company is currently doing business in Pennsylvania as a CSP or Electric Distribution Company (EDC). If "None," do not check the box and answer "None" below.

**None**

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- Subsidiaries and Contact Information.** Provide name and contact information for all subsidiary companies. Check Box if any subsidiary is currently doing business in Pennsylvania as a CSP or Electric Distribution Company (EDC). If "None," do not check the box and answer "None" below.

**None**

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- Affiliate(s) and Contact Information.** Provide name and contact information for all affiliate companies. Check Box if any affiliate is currently doing business in Pennsylvania as a CSP or Electric Distribution Company (EDC). If "None," do not check the box and answer "None" below.

**None**

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**i. Contracts & Business Partnerships:**

Check Box if Applicant intends to or has operated under contract with or has partnered with an EDC within the past five (5) years. If "None," do not check the box and answer "None" below.

- Check Box if Applicant intends to or has operated under contract (subcontractor) with or has partnered with a CSP within the past five (5) years. If "None," do not check the box and answer "None" below.

**If any box above is checked, please provide name(s) of EDC(s) and CSP(s) and contact information for each and briefly describe the nature of business services associated with each contract and/or partnership.**

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**Cadmus has provided consulting services to PPL Electric Utilities, located at: 827 Hausman Rd., Allentown, PA 18104-9392, Tel: 484.634.3005. Our Contact is: Dirk Chiles, E-mail - dschiles@pplweb.com**

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- j. Identify principal officers (owners, executives, partners and/or directors), as appropriate for Applicant's organizational structure. Provide an organizational chart and the names, titles, business addresses and telephone numbers for each office.

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**Ian P. Kline, President & CEO, 7700 Old Georgetown Road, Bethesda, MD 20814, (240) 204-6201**  
**Cindy Shephard, Chief Operating Officer, 7700 Old Georgetown Road, Bethesda, MD, 20814, (240) 204-6228**  
**Alan V. Seferian, Chief Financial Officer, 100 5th Ave, Suite 100, Waltham, MA 02451 (617) 673-7000**  
**Terry Fry, Senior Vice President, 1901 Harrison Street, Suite 1100, Oakland, CA 94616. (510) 768-8400**  
**Ralph T. Jones, Managing Director 100 5th Ave, Suite 100, Waltham, MA 02451 (617) 673-7000**  
**Gene E. Fax, Chairman of the Board, 100 5th Ave, Suite 100, Waltham, MA 02451 (617) 673-7000**

- k. Attach to this Application a brief biography or single page professional resume for all principal officers and management directly responsible for Applicant's operations.

**Please see Exhibit 2.**

- l. Provide Applicant's Employer Identification No. (EIN): 04-2793755

2. **REGISTERED AGENT**

- a. If the Applicant does not maintain a principal office in the Commonwealth, the Applicant is required by the Pennsylvania Department of State to designate an approved Registered Agent as its representative in the Commonwealth. Check one of the Boxes below, as applicable:

YES, the Applicant has registered its business with the Pennsylvania Department of State. Following is the Name and Contact information for the Applicant's Department-Approved Registered Agent.

- Registered Agent's Name  
**Cogency Global Inc.**
- Registered Agent's Mailing Address  
**661 Spruce Dr, West Chester PA 19382**
- Registered Agent's Telephone  
**800-221-0102**
- Registered Agent's Email Address  
**Not available**

- NO, the Applicant has not registered its business with the Pennsylvania Department of State. STOP—To avoid denial of your application and forfeiture of your application fee, you should contact the Pennsylvania Department of State Bureau of Corporations to register as a business entity within the Commonwealth **PRIOR TO** completion and filing of this application with the Pennsylvania Public Utility Commission.

b. Applicant has registered its business with the Pennsylvania Department of State. Please check appropriate registration type for Applicant as designated with the Department.

- Sole proprietor (15 Pa. C.S. §4124)
- Domestic corporation (none)
- Domestic general partnership (15 Pa. C.S. §4124)
- Domestic limited liability company (15 Pa. C.S. §8913)
- Domestic limited liability partnership (15 Pa. C.S. §8201)
- Foreign corporation (15 Pa. C.S. §4124)
- Foreign general or limited partnership (15 Pa. C.S. §4124)
- Foreign limited liability company (15 Pa. C.S. §8981)
- Foreign limited liability general partnership (15 Pa. C.S. §8211)
- Foreign limited liability limited partnership (15 Pa. C.S. §8211)

c. If Applicant is not domiciled in the Commonwealth of Pennsylvania and is registered as a "foreign" entity as identified in Question 2.b., please identify all other states where applicant is registered and name the appropriate state department(s):

**Please see Exhibit 3**

3. **APPLICANT'S OPERATIONS**

Respond to each of the following four questions relating to Applicant's operations and its technical and financial fitness. Respond to each item and attach any additional information and/or statements to this Application as appropriate.

a. Describe nature of business:

Cadmus' Energy Services Division (ESD) provides expertise in these critical areas:

- Evaluation-Process, Impact, Finance
- Market Characterization & research
- Marketing & Communications
- Planning & Program Design
- Load Forecasting
- Potential Assessment
- Carbon Consulting
- Codes & Standards
- Renewable Energy
- Smart Grid

b. Current status of business (check one):

- Applicant is presently doing business in Pennsylvania
- Applicant is presently not doing business in Pennsylvania

c. The Applicant proposes to provide the following information and technical services to an EDC. Check all services that apply and identify all EDCs with whom Applicant intends to conduct business.

- Consultation
- Design
- Administration
- Management
- Advisory

EDCs:

**PPL Electric Utilities**

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d. Attach to this Application a copy of any certification(s) or similar documentation that would demonstrate the technical fitness of Applicant, such as membership in trade associations, professional licenses, technical certifications, and/or names of current or past clients with a description of dates and types of services provided by Applicant.

**Please see Exhibit 4**

e. Attach to this Application proof of current liability insurance coverage.

**Please see Exhibit 5.**

**4. COMPLIANCE**

Respond to each of the following Questions. Provide a statement as to the resolution or present status of any such proceedings, if applicable.

- a. In the past three years has the Applicant, the parent company, an affiliate or predecessor or partner (contractor/subcontractor business relationship) of the Applicant, or any person identified by the Applicant in this Application, been investigated or convicted of a crime involving fraud, theft, larceny, deceit, violation of consumer protection law, violation of deceptive trade law or similar activity, 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?

- No
- Yes. Provide explanation:

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- b. Is the Applicant, the parent company, an affiliate, or a predecessor of either, currently delinquent with any state or federal taxing authority?

- No
- Yes. Provide explanation:

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- c. Identify all bankruptcy or liquidation proceedings for the prior three years. If none, state "None" below.

**None**

- d. Identify all customer complaints filed with a regulatory or prosecutor agency for the prior three years of the date of this application. In none, state "None" below.

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**5. 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.

Signature of Principal Official: Alan V. Seferian

Official's Name & Title : Alan Seferian, Chief Financial Officer  
(Please Print)

Date : July 10<sup>th</sup>, 2017

APPENDIX A - AFFIDAVIT

[Commonwealth/State] of Massachusetts :

ss.

County of Middlesex :

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

[He/she is the Chief Financial Officer (Office of Affiant) of The Cadmus Group, Inc. (Name of Applicant);]

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

That the Applicant herein The Cadmus Group, Inc. has the burden of producing information and supporting documentation demonstrating its technical and financial fitness to be registered as a conservation service provider pursuant to Act 129 of 2008.

That the Applicant herein The Cadmus Group, Inc. acknowledges that it has answered the questions on the application correctly, truthfully and completely and has provided supporting documentation as required.

That the Applicant herein The Cadmus Group, Inc. 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 The Cadmus Group, Inc. 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.

Alan V. Seferian

Signature of Affiant

RECEIVED

JUL 10 2017

Sworn and subscribed before me this 10<sup>th</sup> day of July, 2017.

PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

Alan V. Seferian

Signature of official administering oath

My commission expires: September 4<sup>th</sup>, 2020.



**Terry M. Fry**

**Senior Vice President, Energy Services**

**The Cadmus Group**

**Terry Fry has been an active proponent of efficient energy production and use for more than 30 years. He has led and participated in numerous assignments on end-use energy efficiency, market development, institutional assessment, regulatory development and efficient power production in countries around the world, as well as for investor-owned utilities in North America.**

**Prior to joining Cadmus, Mr. Fry served as senior vice president of utility services/senior vice president of energy and carbon management at Nexant, Inc. In that capacity, he advised on energy industry restructuring policies and regulations that encourage energy efficiency, focusing on economics of environmentally friendly technologies, demand-side management and private sector services.**

**In addition to his technical knowledge of the interplay between industry and regulation, Mr. Fry is an accomplished educator and writer, having conducted numerous energy efficiency seminars, lectured at universities in China, Britain and the United States, and designed and delivered many training programs. He has led and participated in numerous assignments on end-use energy efficiency, market development, institutional assessment, regulatory development and efficient power production in countries around the world, including China, Egypt, Hong Kong, Jamaica, Kazakhstan, Korea, Macau, Macedonia, Mexico, the Philippines and Thailand, as well as for investor-owned utilities in North America.**

**Terry Fry serves as board chair of the California Energy Efficiency Industry Council and is a member of the U.S. Department of Commerce Renewable Energy and Energy Efficiency Advisory Committee. In 2015, he was named a Smart Grid Pioneer by Smart Grid Today magazine.**

Corporations ▾ Search Business Entities (corpsearch.aspx) Search UCC Transactions (uccsearch.aspx) Forms ▾  
 Contact Corporations (http://www.dos.pa.gov/BusinessCharities/Pages/default.aspx) Register (../Account/Register\_account) Login (../Account/ValidateUser)

Search entity / Select entity / Order documents

## Order Business Documents

Date: 07/09/2017

### Business Name History

Name	Name Type
THE CADMUS GROUP, INC.	Current Name

### Business Entity Details Officers

Name	THE CADMUS GROUP, INC.
Entity Number	2000361
Entity Type	Business Corporation
Status	Active
Citizenship	Foreign
Entity Creation Date	01/28/1991
Effective Date	01/28/1991
State Of Inc	MA
Address	C/O COGENCY GLOBAL INC. Dauphin

Name	GENE E FAX
Title	TREASURER
Address	100 5TH AVE WALTHAM MA 02451-8703

Name	RALPH T JONES
Title	PRESIDENT
Address	100 5TH AVE WALTHAM MA 02451-8703

### Filed Documents

The information presented below is for your reference. To place an order you will need to log in. If you do not have a PENN File account, you may register for an account by clicking here (Account/Register\_account).

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Select	Date	Document	Pages	Plain Copy Quantity#	Price	Certified Copy Quantity#	Certified Copy Price	Microfilm #	Microfilm Start	Microfilm End	Line Total
<input type="checkbox"/>	01/28/1991	CERTIFICATE OF AUTHORITY 1	2	<input type="text" value="1"/>	\$3.00	<input type="text" value="0"/>	\$40.00	9108	869	870	

Select	Date	Document	Pages	Plain Copy Quantity#	Price	Certified Copy Quantity#	Certified Copy Price	Microfilm #	Microfilm Start	Microfilm End	Line Total
<input type="checkbox"/>	07/24/2006	FOREIGN BUSINESS CHANGE OF REGISTERED OFFICE 2	2	<input type="text" value="1"/>	\$3.00	<input type="text" value="0"/>	\$40.00	58	9516	2	
<input type="checkbox"/>	07/05/2017	Amendment - Foreign Registration Statement 3	2	<input type="text" value="1"/>	\$3.00	<input type="text" value="0"/>	\$40.00				

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**Certified Documents**

Select	Date	Document	Pages	Quantity#	Price	Line Total
<input type="checkbox"/>	07/09/2017	STATEMENT OF REGISTRATION	1	<input type="text" value="1"/>	\$40.00	
<input type="checkbox"/>	07/09/2017	Index and Docketing Report	1	<input type="text" value="1"/>	\$15.00	
<input type="checkbox"/>	07/09/2017	Index and Docketing Certified Report	1	<input type="text" value="1"/>	\$55.00	

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Search Results for term *The Cadmus group type: Starting with*

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Filter Records 

Business Entity Name	Name Type	Address	Entity Number	Entity Type	Status	Citizenship
<u>THE CADMUS GROUP, INC.</u>	Current Name	%COGENCY GLOBAL INC.	<u>2000361</u>	Business Corporation	Active	Foreign

Showing 1 to 1 of 1 entries

Previous  Next

Please click on an entity name or number for viewing details

**Entity Information Report for Group:  
 THE CADMUS GROUP, INC.**

Entity Name	Jurisdiction of Formation or Qualification <small>(domestic state listed first)</small>	File Date	Jurisdiction ID# <small>(Jurisdiction ID #)if any; not all states issue a #)</small>	Jurisdiction Status	Status As Of
THE CADMUS GROUP, INC.	Massachusetts	5/26/1983	042793755	Active	6/19/2017
THE CADMUS GROUP, INC.	Alabama	2/26/2009	941 - 246	Exists	6/1/2017
THE CADMUS GROUP, INC.	Alaska	4/23/2010	128008	Good Standing	6/7/2017
THE CADMUS GROUP, INC.	Arkansas	8/27/2010	800184161	Good Standing	6/18/2017
THE CADMUS GROUP, INC.	California	4/1/1993	C1856215	Active	5/15/2017
THE CADMUS GROUP, INC.	Colorado	2/4/2008	20081073669	Good Standing	6/20/2017
THE CADMUS GROUP, INC.	Florida	8/3/2006	F06000005129	Active	3/13/2017
THE CADMUS GROUP, INC.	Hawaii	9/15/2009	40981F1	Active	6/16/2017
THE CADMUS GROUP, INC.	Iowa	6/4/2003	280424	Active	6/5/2017
THE CADMUS GROUP, INC.	Maine	7/13/2007	20080038 F	Good Standing	3/1/2017
THE CADMUS GROUP, INC.	Maryland	7/18/1994	F03929593	Revived	6/6/2017
THE CADMUS GROUP, INC.	Michigan	11/23/2015	60833X	Active	6/13/2017
THE CADMUS GROUP, INC.	Minnesota	9/23/2014	784457400028	Active	6/5/2017
THE CADMUS GROUP, INC.	Montana	12/31/2002	F040588	Active/Good Standing	9/19/2016
THE CADMUS GROUP, INC.	Nevada	8/25/2010	E0414122010-0	Active	6/18/2017
THE CADMUS GROUP, INC.	New Hampshire	10/26/1990	152164	Good Standing	10/16/2016
THE CADMUS GROUP, INC.	North Carolina	8/13/1991	0292011	Current-Active	6/17/2017
THE CADMUS GROUP, INC.	Oklahoma	5/12/2014	2312454790	Active	6/11/2017
THE CADMUS GROUP, INC.	Oregon	2/8/2008	496483-97	Active	6/7/2017
THE CADMUS GROUP, INC.	Pennsylvania		2000361	Active	6/7/2017
THE CADMUS GROUP, INC.	Rhode Island	7/12/2011	000690312	Active	6/1/2017
THE CADMUS GROUP, INC.	South Carolina	12/7/2009	NA	Good Standing	9/11/2015
THE CADMUS GROUP, INC.	Utah	3/24/2010	7630645-0143	Active	5/30/2017
THE CADMUS GROUP, INC.	Vermont	4/4/2005	0080350	Active	5/19/2017
THE CADMUS GROUP, INC.	Virginia	10/2/1987	F055546	Active	6/13/2017
THE CADMUS GROUP, INC.	Washington	6/23/2011	601834678	Active	6/19/2017
THE CADMUS GROUP, INC.	Wisconsin	4/27/2010	T050909	Good Standing	6/12/2017

The logo for Cadmus, featuring the word "CADMUS" in a bold, white, sans-serif font on a black rectangular background.

## Energy Services Overview

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### Leaders in Energy Efficiency and Demand Response

With over a quarter-century of energy-industry experience, Cadmus' **Energy Services Division (ESD)** provides expertise in these critical areas:

- Evaluation-Process, Impact, Finance
- Market Characterization & research
- Marketing & Communications
- Planning & Program Design
- Load Forecasting
- Potential Assessment
- Carbon Consulting
- Codes & Standards
- Renewable Energy
- Smart Grid

We have also helped create—or contributed to—the energy-efficiency standards used by local and state governments, as well as by the federal government.

### We Have the Experience and Resources

ESD has conducted more than **1,000 evaluations of renewable energy and demand-side management (DSM)** programs nationally and internationally.

We have also conducted **more portfolio evaluations than any other energy consultant** in the United States.

Additionally, we have performed **more billing analysis** than any energy consultancy.

And from these years of conducting evaluations, we have amassed a **database of energy saving measures and associated details** from projects throughout North America.

### We Wrote the Book on Evaluations

Literally.

Dr. M. Sami Khawaja, ESD executive, co-authored the *Program Impact Evaluation Guide* for the public-private collaborative National Action Plan for Energy Efficiency (**NAPEE**).

In 2008, Dr. Khawaja was the lead author on the *Guidebook for Energy Efficiency Program Evaluation, Measurement and Verification* for the Electric Power Research Institute (**EPRI**).

Dr. Khawaja was also one of the authors of the International Performance Measurement and Verification Protocol (**IPMVP**), which set the gold standard for evaluating energy-efficiency programs. Several IPMVP standards have, through international agreements, been adopted across North America and Europe.

In 2012, Cadmus staff members were contributing authors and edited all contributions to the **U.S. Department of Energy's Uniform Methods Project** for determining energy-efficiency program savings.

Also in December 2012, three ESD senior staff members (Dr. Hossein Haeri, Dr. Khawaja, and Dr. David Sumi) were acknowledged for their contributions to the new *SEE Action Resource: Energy Efficiency Program Impact Evaluation Guide*.

Additionally, Cadmus staff members have contributed to the protocols used to quantify consistently and reliably the **GHG emissions** impacts of programs.

### Proprietary Tools Customized to Meet Client Needs

We created and maintain several **custom applications**, because there were no appropriate tools in the marketplace that comprehensively met our needs and the needs of our clients.

One such tool is **DSM Portfolio Pro**, a custom cost-



effectiveness and planning modeling tool. Accessible via the Internet, this modeling tool builds on the California standard practice tests used to evaluate cost-effectiveness and to analyze measures, programs, and portfolios from the various perspectives: total resource cost, participant, utility, all ratepayers, and societal perspectives.

We also developed **Resource Portfolio Strategist** so clients could perform long-term supply planning based on various scenarios.

Our **Carbon Score Optimizer** prioritizes your organization's carbon goals and activities.

## State-of-the-Art Resources

For more than a decade, Cadmus has led in data collection efforts and the development of accurate testing methods of the energy and environmental industries.

We have the largest inventory of **metering equipment** in North America, with over \$2 million worth of energy and water metering devices that meet or exceed industry standards. Our engineers and skilled technicians have metered thousands of building systems and appliances *in situ*. In 2012, we expanded our services and capabilities with a new, 2000-square-foot testing facility in Waltham, Massachusetts.

## A Nationwide Success Story

For more than 10 years, Cadmus has been—and continues to be—the primary marketing and media support team for the Environmental Protection Agency's ENERGY STAR® program. This highly successful, nationwide program promotes the use of energy-efficient products to businesses and consumers.

## Locations of Major Energy Services Offices

- **Northwest:** Portland, Oregon
- **Pacific Coast:** Santa Monica, California
- **West:** Boulder, Colorado
- **Midwest:** Madison, Wisconsin
- **Northeast:** Boston, Massachusetts
- **Mid-Atlantic:** Washington, D.C.

## The Cadmus Commitment

Cadmus is committed to delivering cross-disciplinary services and solutions that help our clients achieve their goals and, in doing so, create social and economic value and improve people's lives.

Founded in 1983, Cadmus is a consultancy that helps address the nation's most pressing environmental, energy, and health challenges. Working in partnership with government, commercial, and organizational clients, we deliver solutions that transform.

## Contacts

To learn more about our expertise, visit [www.cadmusgroup.com](http://www.cadmusgroup.com), or contact us:

(617) 673-7000

[energyservices@cadmusgroup.com](mailto:energyservices@cadmusgroup.com)

### About Cadmus

Cadmus is an employee-owned consultancy committed to helping our clients address complex challenges by applying diverse skills and experiences in a highly collaborative environment. By assisting our clients in achieving their goals, we create social and economic value today and for future generations. Founded in 1983, we leverage our staff's exceptional expertise in the physical and life sciences, engineering, social sciences, strategic communication, architecture and design, law, policy analysis, and the liberal arts to provide an array of research and analytical services in the United States and abroad. Learn more at [www.cadmusgroup.com](http://www.cadmusgroup.com).



# CERTIFICATE OF LIABILITY INSURANCE

CADMU-1

OP ID: SH

DATE (MM/DD/YYYY)

11/02/2016

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).


<b>PRODUCER</b> SCS Agency, Inc. 1981 Marcus Avenue, Suite 125 Lake Success, NY 11042	<b>CONTACT NAME:</b> PHONE (A/C, No, Ext): <b>516-466-6007</b>		FAX (A/C, No): <b>516-829-5857</b>
	<b>E-MAIL ADDRESS:</b>		
<b>INSURED</b> The Cadmus Group, Inc 100 5th Avenue Ste 100 Waltham, MA 02451	<b>INSURER(S) AFFORDING COVERAGE</b>		<b>NAIC #</b>
	<b>INSURER A:</b> Hartford Fire Insurance Co.		<b>19682</b>
	<b>INSURER B:</b> Trumbull Insurance Co		<b>27120</b>
	<b>INSURER C:</b> Hartford Casualty Ins Co.		<b>29424</b>
	<b>INSURER D:</b> Hartford Accident & Indemn Ins		<b>22357</b>
	<b>INSURER E:</b> Federal Insurance Co.		<b>20281</b>
<b>INSURER F:</b> Catlin Insurance Co.		<b>19518</b>	

**COVERAGES**                      **CERTIFICATE NUMBER:**                      **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> CONTRACTURAL  GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:			12UUNZK9897	10/31/2016	10/31/2017	EACH OCCURRENCE \$ 1,000,000
							DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000
							MED EXP (Any one person) \$ 10,000
							PERSONAL & ADV INJURY \$ 1,000,000
B	<input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS  <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS			12UENBH0271	10/31/2016	10/31/2017	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000
							BODILY INJURY (Per person) \$
							BODILY INJURY (Per accident) \$
							PROPERTY DAMAGE (Per accident) \$
C	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input checked="" type="checkbox"/> RETENTION \$ 10,000			12RHUZK9098	10/31/2016	10/31/2017	EACH OCCURRENCE \$ 10,000,000
							AGGREGATE \$ 10,000,000
							\$
D	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A	12WBGH1066	10/31/2016	10/31/2017	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER
							E.L. EACH ACCIDENT \$ 1,000,000
							E.L. DISEASE - EA EMPLOYEE \$ 1,000,000
E	Crime			81324354	10/31/2016	10/31/2017	Limit \$ 1,000,000
							F Professional

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

<b>CERTIFICATE HOLDER</b>  <b>PROOF OF INSURANCE ONLY</b>	<b>CANCELLATION</b>  BLANK-1  SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE 

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