



689 W. Liberty St., Ste. 5 | Medina, Ohio 44256 | (330) 721-8000

November 1, 2017

Commonwealth of Pennsylvania
Pennsylvania Public Utility Commission
ATTN: Rosemary Chiavetta, Secretary
400 North Street
Harrisburg, PA 17120

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Re: Electric Broker / Marketer Application for Community Energy Advisors, LLC

Dear Ms. Chiavetta:

Please consider our enclosed application. We have made the revisions per you letter of October 18, 2017.

Thank you for your attention to our application.

Sincerely,

A handwritten signature in cursive script, appearing to read "Kevin S. Lauterjung".

Kevin S. Lauterjung
Principal
Cell: (330) 607-2829

Enclosure

BEFORE THE PENNSYLVANIA PUBLIC UTILITY COMMISSION

Application of Community Energy Advisors, LLC, d/b/a Community Energy Advisors, LLC, for approval to offer, render, furnish, or supply electricity or electric generation services as a(n) Broker / Marketer to the public in the Commonwealth of Pennsylvania (Pennsylvania).

To the Pennsylvania Public Utility Commission:

1. IDENTIFICATION AND CONTACT INFORMATION

- a. **IDENTITY OF THE APPLICANT:** Provide name (*including any fictitious name or d/b/a*), primary address, web address, and telephone number of Applicant:

Community Energy Advisors, LLC
689 W. Liberty St., Ste. 5
Medina, OH 44256
(330) 721-8000

- b. **PENNSYLVANIA ADDRESS / REGISTERED AGENT:** If the Applicant maintains a primary address outside of Pennsylvania, provide the name, address, telephone number, and fax number of the Applicant's secondary office within Pennsylvania. If the Applicant does not maintain a physical location within Pennsylvania, provide the name, address, telephone number, and fax number of the Applicant's Registered Agent within Pennsylvania.

Corporation Service Company
2595 Interstate Dr., Ste. 103
Harrisburg, PA 17110
O: (800) 927-9801
F: (302) 636-5454

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- c. **REGULATORY CONTACT:** Provide the name, title, address, telephone number, fax number, and e-mail address of the person to whom questions about this Application should be addressed.

Kevin Lauterjung, Principal
Community Energy Advisors, LLC
689 W. Liberty St., Ste. 5
Medina, OH 44256
O: (330) 721-8000
F: (330) 721-8111
klauterjung@ceateam.com

- d. **ATTORNEY:** Provide the name, address, telephone number, fax number, and e-mail address of the Applicant's attorney. If the Applicant is not using an attorney, explicitly state so.

Critchfield, Critchfield & Johnston, Ltd.
4996 Foote Rd.
Medina, OH 44256
ATTN: Amy Demlow
O: (330) 391-7430
F: (330) 263-9278

- e. **CONTACTS FOR CONSUMER SERVICE AND COMPLAINTS: (Required of ALL Applicants)** Provide the name, title, address, telephone number, FAX number, and e-mail **OF THE PERSON AND AN ALTERNATE PERSON (2 REQUIRED)** responsible for addressing customer complaints. These persons will ordinarily be the initial point(s) of contact for resolving complaints filed with the Applicant, the Electric Distribution Company, the Pennsylvania Public Utility Commission, or other agencies. The main contact's information will be listed on the Commission website list of licensed EGSs.

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Community Energy Advisors, LLC
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Medina, OH 44256
O: (330) 721-8000
F: (330) 721-8111
klauterjung@ceateam.com

Rick Davidson, Principal
Community Energy Advisors, LLC
689 W. Liberty St., Ste. 5
Medina, OH 44256
O: (330) 721-8000
F: (330) 721-8111
rdavidson@ceateam.com

2. **BUSINESS ENTITY FILINGS AND REGISTRATION**

- a. **FICTITIOUS NAME:** *(Select appropriate statement and provide supporting documentation as listed.)*

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

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

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OR

The Applicant will not be using a fictitious name.

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- b. **BUSINESS ENTITY AND DEPARTMENT OF STATE FILINGS:**

(Select appropriate statement and provide supporting documentation. As well, understand that Domestic means being formed within Pennsylvania and foreign means being formed outside Pennsylvania.)

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.
- Provide the state in which the business is organized/formed and provide a copy of the Applicant's charter documentation.
- * If a corporate partner in the Applicant's domestic partnership is not domiciled in Pennsylvania, attach a copy of the Applicant's Department of State filing pursuant to 15 Pa. C.S. §4124.

or

- The Applicant is a:
- domestic corporation (15 Pa. C.S. §1308)
 - foreign corporation (15 Pa. C.S. §4124)
 - domestic limited liability company (15 Pa. C.S. §8913)
 - foreign limited liability company (15 Pa. C.S. §8981)
 - Other (Describe):

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

See Appendix N, Foreign Registration Statement

- Provide the state in which the business is incorporated/organized/formed and provide a copy of the Applicant's charter documentation.

CEA is an Ohio limited liability company; Charter documentation is located in

Appendix O, State of Ohio Certificate.

- Give name and address of officers.

**Kevin Lauterjung, Principal
Community Energy Advisors, LLC
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**Rick Davidson, Principal
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3. AFFILIATES AND PREDECESSORS

(both in state and out of state)

a. **AFFILIATES:** Give name and address of any affiliate(s) currently doing business and state whether the affiliate(s) are jurisdictional public utilities. If the Applicant does not have any affiliates doing business, explicitly state so. Also, state whether the applicant has any affiliates that are currently applying to do business in Pennsylvania.

CEA has no affiliates.

b. **PREDECESSORS:** Identify the predecessor(s) of the Applicant and provide the name(s) under which the Applicant has operated within the preceding five (5) years, including address, web address, and telephone number, if applicable. If the Applicant does not have any predecessors that have done business, explicitly state so.

CEA has no predecessors.

4. OPERATIONS

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

- Supplier – an entity that sells electricity to end-use customers utilizing the jurisdictional transmission and distribution facilities of an EDC.
- Aggregator - an entity that purchases electric energy and takes title to electric energy as an intermediary for sale to retail customers.
- Broker/Marketer - an entity that acts as an intermediary in the sale and purchase of electric energy but does not take title to electric energy.

The Applicant is presently doing business in Pennsylvania as a

- municipal electric
 - corporation electric
 - cooperative
 - local gas distribution company
 - provider of electric generation, transmission or distribution services
 - broker/marketer engaged in the business of supplying electricity
- services Other; Identify the nature of service being rendered.

OR

The Applicant is not presently doing business in Pennsylvania.

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b. **APPLICANT'S PROPOSED OPERATIONS:** The Applicant proposes to operate as a (*may check multiple*):

- Generator of
- electricity Supplier of
- electricity
- Aggregator engaged in the business of supplying electricity
- Broker/Marketer engaged in the business of supplying electricity services
- Check here to verify that your organization will not be taking title to the electricity nor will you be making payments for customers.
- Electric Cooperative and supplier of electric
- power Other (Describe):

c. **PROPOSED SERVICES:** Describe in detail the electric services or the electric generation services which the Applicant proposes to offer.

CEA will be advising our customers on electric and natural gas supply products and pricing, and assisting them in contracting with selected certified suppliers.

d. **PROPOSED SERVICE AREA:** Check the box of each Electric Distribution Company for which the Applicant proposes to provide service.

- | | |
|---|---|
| <input type="checkbox"/> Citizens' Electric | <input type="checkbox"/> Pike |
| <input type="checkbox"/> Duquesne Light | <input type="checkbox"/> PPL |
| <input type="checkbox"/> Met-Ed | <input type="checkbox"/> UGI Utilities |
| <input type="checkbox"/> PECO | <input type="checkbox"/> Wellsboro |
| <input type="checkbox"/> Penelec | <input type="checkbox"/> West Penn |
| <input type="checkbox"/> Penn Power | <input checked="" type="checkbox"/> Entire Commonwealth of PA |

e. **CUSTOMERS:** Applicant proposes to provide services to:

- Residential Customers
- Small Commercial Customers - (25 kW and Under)
- Residential and Small Commercial as Mixed Meter **ONLY (CANNOT BE TAKEN WITH RESIDENTIAL AND/OR SMALL COMMERCIAL ABOVE)**
- Large Commercial Customers - (Over 25 kW)
- Industrial Customers
- Governmental Customers
- All of above (Except Mixed Meter)
- Other (Describe):

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f. **START DATE:** Provide the approximate date the Applicant proposes to actively market within the Commonwealth.

November 15, 2017, or upon approval of this application.

5. COMPLIANCE

- a. **CRIMINAL/CIVIL PROCEEDINGS:** State specifically whether the Applicant, an affiliate, a predecessor of either, or a person identified in this Application, has been or is currently the defendant of a criminal or civil proceeding within the last five (5) years.

Identify all such proceedings (active or closed), by name, subject and citation; whether before an administrative body or in a judicial forum. If the Applicant has no proceedings to list, explicitly state such.

Community Energy Advisors, LLC has not been involved in, or subject to, any such proceedings.

- b. **SUMMARY:** If applicable; provide a statement as to the resolution or present status of any such proceedings listed above.

Not applicable

- c. **CUSTOMER/REGULATORY/PROSECUTORY ACTIONS:** Identify all formal or escalated actions or complaints, in the Commonwealth of Pennsylvania or any state, filed with or by a customer, regulatory agency, or prosecutory agency against the Applicant, an affiliate, a predecessor of either, or a person identified in this Application, for the prior five (5) years, including but not limited to customers, Utility Commissions, and Consumer Protection Agencies such as the Offices of Attorney General. **Applicant should also include if it had a Pennsylvania PUC EGS or NGS license previously cancelled by the Commission.** If the Applicant has no actions or complaints to list, explicitly state such.

Community Energy Advisors, LLC has not been subject to any such actions.

- d. **SUMMARY:** If applicable; provide a statement as to the resolution or present status of any actions listed above.

Not applicable

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6. PROOF OF SERVICE

*Required of ALL Applicants regardless of operating as a supplier, broker, marketer, or aggregator.
(Example Certificate of Service is attached at Appendix C)*

- a. **STATUTORY AGENCIES:** Pursuant to Section 5.14 of the Commission's Regulations, 52 Pa. Code §5.14, provide proof of service of a signed and verified Application with attachments on the following:

Bureau of Investigation & Enforcement
Pennsylvania Public Utility Commission
Commonwealth Keystone Building
400 North Street, 2 West
Harrisburg, PA 17120

Office of the Attorney General
Bureau of Consumer Protection
Strawberry Square, 14th Floor
Harrisburg, PA 17120

Office of Consumer Advocate
5th Floor, Forum Place
555 Walnut Street
Harrisburg, PA 17120

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

Office of the Small Business Advocate
Commerce Building, Suite 202
300 North Second Street
Harrisburg, PA 17101

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See Appendix C, Certificate of Service

- b. **EDCs:** Pursuant to Sections 1.57 and 1.58 of the Commission's Regulations, 52 Pa. Code §§1.57 and 1.58, provide Proof of Service of the Application and attachments upon each of the Electric Distribution Companies the Applicant proposed to provide service in. 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. Contact information for each EDC is as follows.

Pike County Light & Power Company:
Vice President – Energy Supply
Corning Natural Gas Holding Corporation
330 West William Street
Corning, NY 14830

West Penn:
Legal Department
West Penn Power d/b/a Allegheny Power
800 Cabin Hill Drive
Greensburg, PA 15601-1689

PECO:
Manager Energy Acquisition
PECO Energy Company
2301 Market Street
Philadelphia, PA 19101-8699

Duquesne Light:
Regulatory Affairs
Duquesne Light Company
411 Seventh Street, MD 16-4
Pittsburgh, PA 15219

PPL:
Office of General Counsel
Attn: Kimberly A. Klock
PPL
Two North Ninth Street (GENTW3)
Allentown, PA 18101-1179

Met-Ed, Penelec, and Penn Power:
Legal Department
First Energy
2800 Pottsville Pike
Reading PA, 19612

UGI:
UGI Utilities, Inc.
Attn: Rates Dept. – Choice Coordinator
2525 N. 12th Street, Suite 360
Post Office Box 12677
Reading, Pa 19612-2677

Citizens' Electric Company:
Citizens' Electric Company
Attn: EGS Coordination
1775 Industrial Boulevard
Lewisburg, PA 17837

Wellsboro Electric Company:
Wellsboro Electric Company
Attn: EGS Coordination
33 Austin Street
P. O. Box 138
Wellsboro, PA 16901

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See Appendix C, Certificate of Service

7. FINANCIAL FITNESS

a. **BONDING:** In accordance with 66 Pa. C.S. Section 2809(c)(1)(i), the Applicant is required to file a bond or other instrument to ensure its financial responsibilities and obligations as an EGS. Therefore, the Applicant is...

- Furnishing the **ORIGINAL** of an initial bond, letter of credit or proof of bonding to the Commission in the amount of \$250,000.
- Furnishing the **ORIGINAL** of another initial security for Commission approval, to ensure financial responsibility, such as a parental guarantee, in the amount of \$250,000.
- For Marketers and Brokers** - Filing for a modification to the \$250,000 requirement and furnishing the **ORIGINAL** of an initial bond, letter of credit or proof of bonding to the Commission in the amount of \$10,000. Applicant is required to provide information supporting an amount less than \$250,000. Such supporting information must include indication that the Applicant will not take title to electricity and will not pay electricity bills on behalf of its customers. Further details for modification may be described as well.

Enclosed is proof of bonding in the amount of \$10,000. CEA is a Broker / Marketer only, and does not take title to electricity nor will we pay utility or supply bills on behalf of our customers.

See Proof of Bonding, Appendix F, Fixed Term Bond

CRITICAL BONDING NOTES:

Applicant is required to maintain a bond or other financial instrument the entire time it maintains an EGS license with the Commonwealth of Pennsylvania. If Applicant's security instrument is not continuous, Applicant **MUST** submit a Rider, Amendment, or Continuation Certificate annually based on the expiration date of its security instrument.

At least sixty days (60) prior to the security instrument's expiration date, Applicant should contact Stephen Jakab at sjakab@pa.gov to determine the appropriate bonding amount based on a percentage of Applicant's gross receipts resulting from the sale of generated electricity consumed in Pennsylvania. Once the amount has been determined, Applicant should overnight the updated security instrument(s) at least thirty (30) days prior to the expiration date to ensure adequate time for staff review and approval of the security instrument(s).

Template versions of a continuous bond, fixed-term bond, continuous letter of credit, and parental guarantee are attached at Appendix E, F, G, & H, respectively. Applicant's security must follow language from these examples, and must include the unmodified language outlined in Appendix D. Any deviation from these examples must be identified in the application and may not be acceptable to the Commission.

b. FINANCIAL RECORDS, STATEMENTS, AND RATINGS: Applicant must 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.

Community Energy Advisors, LLC does not have any parent, affiliate or subsidiary companies.

- Published Applicant or parent company financial and credit information (i.e. 10Q or 10K). (SEC/EDGAR web addresses are sufficient)

Community Energy Advisors, LLC is a limited liability company and does not publish financial statements.

- Applicant's accounting statements, including balance sheet and income statements for the past two years.

Enclosed are Community Energy Advisors' 2015 and 2016 financial statements prepared by the accounting firm Davis CPA & Associates.

See Appendix P, 2015 & 2016 Balance Sheets and Profit & Loss Statements.

- 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, evidence of Moody's, S&P, or Fitch ratings, and/or other independent financial service reports.

See Appendix Q, Experian Report.

- 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.

Community Energy Advisors, LLC maintains professional liability coverage, general business liability coverage and umbrella coverage protection.

See Appendix R, Certificate of Liability Insurance

- Audited financial statements exhibiting accounts over a minimum two year period.

Community Energy Advisors, LLC does not produce audited financial statements.

- Bank account statement, tax returns from the previous two years, or any other information that demonstrates Applicant's financial fitness.

See Appendix S, 2017 YTD Financial Statements. These current financial statements illustrate that in our fourth year of business we are operating with a positive net income and paying down our initial capital investment.

c. SUPPLIER FUNDING METHOD: If Applicant is operating as anything other than **Broker/Marketer only**, explain how Applicant will fund its operations. Provide all credit agreements, lines of credit, etc., and elaborate on how much is available on each item.

Community Energy Advisors, LLC is operating solely as a Broker / Marketer

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d. **BROKER PAYMENT STRUCTURE:** If applicant is a broker/marketer, explain how your organization will be collecting your fees.

We collect fees in the following ways: 1) Commission built in to rate billed by supplier; and, 2) Fee paid directly to us by customer.

e. **ACCOUNTING RECORDS CUSTODIAN:** Provide the name, title, address, telephone number, FAX number, and e-mail address of Applicant's custodian for its accounting records.

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Kathy Davis, CPA
Davis CPA & Associates, LLC
3490 Ridgewood Rd., Ste. H
Fairlawn, OH 44333
O: (330) 665-9405
F: (888) 404-7029

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f. **TAXATION:** Complete the TAX CERTIFICATION STATEMENT attached as Appendix I to this application.

All sections of the Tax Certification Statement must be completed. Absence (submitting N/A) of any of the TAX identifications numbers (items 7A through 7C) shall be accompanied by supporting documentation or an explanation validating the absence of such information.

Items 7A and 7C on the Tax Certification Statement are designated by the Pennsylvania Department of Revenue. Item 7B on the Tax Certification Statement is designated by the Internal Revenue Service.

See Appendix I, Tax Certification Statement

8. TECHNICAL FITNESS:

To ensure that the present quality and availability of service provided by electric utilities does not deteriorate, the Applicant shall provide sufficient information to demonstrate technical fitness commensurate with the service proposed to be provided.

a. **EXPERIENCE, PLAN, STRUCTURE:** such information may include:

- Applicant's previous experience in the electricity industry.
- Summary and proof of licenses as a supplier of electric services in other states or jurisdictions.
- Type of customers and number of customers Applicant currently serves in other jurisdictions.
- Staffing structure and numbers as well as employee training commitments.
- Business plans for operations within the Commonwealth.
- Documentation of membership in PJM, ECAR, MAAC, other regional reliability councils, or any other membership or certification that is deemed appropriate to justify competency to operate as an EGS within the Commonwealth.
- Any other information appropriate to ensure the technical capabilities of the Applicant.

See Appendix T, Technical Fitness

b. PROPOSED MARKETING METHOD (check all that apply)

- Internal – Applicant will use its own internal resources/employees for marketing
- External EGS – Applicant will contract with a PUC **LICENSED EGS** broker/marketer
- Affiliate – Applicant will use a **NON-EGS** affiliate marketing company and or individuals.
- External Third-Party – Applicant will contract with a **NON-EGS** third party marketing company and or individuals
- Other (Describe):

c. DOOR TO DOOR SALES: Will the Applicant be implementing door to door sales activities?

- Yes
- No

If yes, will the Applicant be using verification procedures?

- Yes
- No

If yes, describe the Applicant's verification procedures.

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d. OVERSIGHT OF MARKETING: Explain all methods Applicant will use to ensure all marketing is performed in an ethical manner, for both employees and subcontractors.

Community Energy Advisors has a rigorous and thorough development and vetting program for all our marketing materials, including internal layers of quality controls, and for new and more complex marketing content, review by outside legal counsel.

e. OFFICERS: Identify Applicant's chief officers, and include the professional resumes for any officers directly responsible for operations. All resumes should include date ranges and job descriptions containing actual work experience.

Kevin Lauterjung and Rick Davidson are the sole members of Community Energy Advisors, LLC. Their biographies are attached.

See Appendix U, Biographies.

f. FERC FILING: Applicant has:

- Filed an Application with the Federal Energy Regulatory Commission to be a Power Marketer.
- Received approval from FERC to be a Power Marketer at Docket or Case Number _____.
- Not applicable

9. DISCLOSURE STATEMENTS:

Disclosure Statements: If proposing to serve Residential and/or Small Commercial (under 25 kW) Customers, provide a Residential and/or Small Commercial disclosure statement. A sample disclosure statement is provided as Appendix J to this Application.

- Electricity 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.

Not applicable for an applicant applying for a license exclusively as a broker/marketer.

Not Applicable. Community Energy Advisors, LLC is applying for a license as a Broker / Marketer only.

10. VERIFICATIONS, ACKNOWLEDGEMENTS, AND AGREEMENTS

- a. **PJM LOAD SERVING ENTITY REQUIREMENT:** As a prospective EGS, the applicant understands that those EGSs which provide retail electric supply service (i.e. takes title to electricity) must provide either:
- proof of registration as a PJM Load Serving Entity (LSE), or
 - proof of a contractual arrangement with a registered PJM LSE that facilitates the retail electricity services of the EGS.

The Applicant understands that compliance with this requirement must be filed within 120 days of the Applicant receiving a license. As well, the Applicant understands that compliance with this requirement may be filed with this instant application.

(Select only one of the following)

- AGREED - Applicant has included compliance with this requirement in the instant application, labeled in correspondence with this section (10).
- AGREED - Applicant will provide compliance with this requirement within 120 days of receiving its license
- ACKNOWLEDGED - Applicant is not proposing to provide retail electric supply service at this time, and therefore is not presently obligated to provide such information

- b. **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. Further, the Applicant agrees that it must comply with and ensure that its employees, agents, representatives, and independent contractors comply with the standards of conduct and disclosure set out in Commission regulations at 52 Pa. Code § 54.43, as well as any future amendments.

AGREED

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c. **REPORTING REQUIREMENTS:** Applicant agrees to provide the following information to the Commission or the Department of Revenue, as appropriate:

- Retail Electricity Choice Activity Reports: The regulations at 52 Pa. Code §§ 54.201--54.204 require that all active EGSs report sales activity information. An EGS will file an annual report reporting for customer groups defined by annual usage. Reports must be filed using the appropriate report form that may be obtained from the PUC's Secretary's Bureau or the forms officer, or may be down-loaded from the PUC's internet web site.
- Reports of Gross Receipts: Applicant shall report its Pennsylvania intrastate gross receipts to the Commission on a quarterly and year to date basis no later than 30 days following the end of the quarter.
- The Treasurer or other appropriate officer of Applicant shall transmit to the Department of Revenue by March 15, an annual report, and under oath or affirmation, of the amount of gross receipts received by Applicant during the prior calendar year.
- Net Metering Reports: Applicant shall be responsible to report any Net Metering per the Standards on http://www.puc.pa.gov/consumer_info/electricity/alternative_energy.aspx. Scroll down to the Net Metering Standards Section.
- Applicant shall report to the Commission the percentages of total electricity supplied by each fuel source on an annual basis per 52 Pa. Code § 54.39(d).
- Applicant will be required to meet periodic reporting requirements as may be issued by the Commission to fulfill the Commission's duty under Chapter 28 pertaining to reliability and to inform the Governor and Legislature of the progress of the transition to a fully competitive electric market.

AGREED

d. **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 2809(D). Transferee will be required to file the appropriate licensing application.

AGREED

e. **ANNUAL FEES:** The Public Utility Code authorizes the PUC to collect an annual fee of \$350 from suppliers, brokers, marketers, and aggregators selling electricity in the Commonwealth of PA, and an annual supplemental fee based on annual gross intrastate revenues, applicable to suppliers only.

ACKNOWLEDGED

f. **FURTHER DEVELOPMENTS:** Applicant is under a continuing obligation to amend its application if substantial changes occur to the information upon which the Commission relied in approving the original filing. See 52 Pa. Code § 54.34.

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g. 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.

AGREED

h. NOTIFICATION OF CHANGE: If your answer to any of these items changes during the pendency of your application or if the information relative to any item herein changes while you are operating within the Commonwealth of Pennsylvania, you are under a duty to so inform the Commission, within twenty (20) days, as to the specifics of any changes which have a significant impact on the conduct of business in Pennsylvania. See 52 Pa. Code § 54.34.

AGREED

i. CEASING OF OPERATIONS: Applicant is also required to officially notify the Commission if it plans to cease doing business in Pennsylvania, 90 days prior to ceasing operations.

AGREED

j. Electronic Data Interchange: The Applicant acknowledges the Electronic Data Interchange (EDI) requirements and the relevant contacts for each EDC, as listed at Appendix M.

AGREED

k. FILING FEE: The Applicant has enclosed or paid the required, non-refundable filing fee by **CERTIFIED CHECK OR MONEY ORDER** in the amount of \$350.00 payable to the Commonwealth of Pennsylvania. The Commission does not accept corporate or personal checks for filing fees.

PAYMENT ENCLOSED

Payment was submitted on October 12, 2017

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11. AFFIDAVITS

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Must be notarized before filing.

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- a. **APPLICATION AFFIDAVIT:** Complete and submit with your filing an officially notarized Application Affidavit stating that all the information submitted in this application is truthful and correct. An example copy of this Affidavit can be found at Appendix A.

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See Appendix A, Application Affidavit

- b. **OPERATIONS AFFIDAVIT:** Provide an officially notarized affidavit stating that you will adhere to the reliability protocols of the North American Electric Reliability Council, the appropriate regional reliability council(s), and the Commission, and that you agree to comply with the operational requirements of the control area(s) within which you provide retail service. An example copy of this Affidavit can be found at Appendix B.

See Appendix B, Operations Affidavit

12. NEWSPAPER PUBLICATIONS

Required of ALL Applicants regardless of operating as a supplier, broker, marketer, or aggregator.

Notice of filing of this Application must be published in newspapers of general circulation covering each county in which the applicant intends to provide service. The newspapers in which proof of publication are required is dependent on the service territories the applicant is proposing to serve.

The chart below dictates which newspapers are necessary for each EDC. For example, an applicant that wants to operate in Penn Power would need to run ads in both The Erie Times-News and the Pittsburgh Post-Gazette. If the applicant is proposing to serve the entire Commonwealth, please file proof of publication in all seven newspapers.

The only acceptable verification of this requirement is with Notarized Proofs of Publication, which may be requested from each newspaper and must be supplied with this application. Applicants do not need a docket number in their publication. Docket numbers will be issued when all criteria on the item 14 checklist (see below) are satisfied.

See Appendix V, Proofs of Publication

	Erie Times-News	Harrisburg Patriot-News	Philadelphia Daily News	Pittsburgh Post-Gazette	Scranton Times-Tribune	Williamsport Sun-Gazette	Johnstown Tribune-Democrat
Citizens' Electric						X	
Duquesne				X			
Met Ed		X	X		X		
PECO			X				
Penelec	X	X			X	X	X
Penn Power	X			X			
Pike					X		
PPL		X	X		X	X	
UGI					X		
Wellsboro						X	
West Penn		X		X		X	X
Entire Commonwealth	X	X	X	X	X	X	X

(Example Publications are provided at Appendices K and L)

13. SIGNATURE

Applicant: Community Energy Advisors, LLC
 By: *Ken Houten*
 Title: Principal

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PA PUBLIC UTILITY COMMISSION
 SECRETARY'S BUREAU

14. CHECKLIST

For the applicant's convenience, please use the following checklist to ensure all relevant sections are complete. The Commission Secretary's Bureau will not accept an application unless each of the following sections are complete.

Applicant: Community Energy Advisors, LLC

	Signature	
<i>sent 10/12/17</i>	Filing Fee (CERTIFIED CHECK OR MONEY ORDER ONLY)	
A	Application Affidavit	
B	Operations Affidavit	
V	Proof of Publication	
F	Bond, Letter of Credit, or Parental/Affiliate Guarantee	
I	Tax Certification Statement	
N	Commonwealth Department of State Verification	
C	Certificate of Service	

Applicant's Use

PUC Secretary's Bureau Use

Appendix A

APPLICATION AFFIDAVIT

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[Commonwealth/State] of Ohio

NOV 1 2017

ss.

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

County of Medina

Kevin S. Lauterjung, Affiant, being duly [sworn/affirmed] according to law, deposes and says that:

[He/she is the Authorized Member (Office of Affiant) of Community Energy Advisors, LLC (Name of Applicant);] [That he/she is authorized to and does make this affidavit for said Applicant;]

That the Applicant herein Community Energy Advisors, LLC has the burden of producing information and supporting documentation demonstrating its technical and financial fitness to be licensed as an electric generation supplier pursuant to 66 Pa. C.S. § 2809 (B).

That the Applicant herein Community Energy Advisors, LLC has answered the questions on the application correctly, truthfully, and completely and provided supporting documentation as required.

That the Applicant herein Community Energy Advisors, 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 Community Energy Advisors, 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.

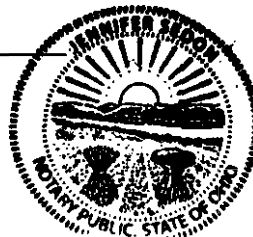
That the facts above set forth are true and correct to the best of his/her knowledge, information, and belief, and that he/she expects said Applicant to be able to prove the same at hearing.

Kevin S. Lauterjung
Signature of Affiant

Sworn and subscribed before me this 1 day of November, 2017.

Jennifer Sedon
Signature of official administering oath

My commission expires 11/1/2020



JENNIFER SEDON
NOTARY PUBLIC, STATE OF OHIO
MEDINA COUNTY
My Commission Expires 11/1/2020

Appendix B

OPERATIONS AFFIDAVIT

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PA PUBLIC UTILITY COMMISSION
SS. SECRETARY'S BUREAU

[Commonwealth/State] of Ohio

County of Medina

Kevin S. Lauterjung, Affiant, being duly [sworn/affirmed] according to law, deposes and says that:

[He/she is the Authorized Member (Office of Affiant) of Community Energy Advisors (Name of Applicant);]

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

That Community Energy Advisors, 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 Community Energy Advisors, the Applicant herein, asserts that [he/she/it] possesses the requisite technical, managerial, and financial fitness to render electric 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 Community Energy Advisors, 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 28 of Title 66. The Applicant acknowledges that failure to pay such taxes or otherwise comply with the taxation requirements of Chapter 28, 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 Gross Receipts and power 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).

As provided by 66 Pa. C.S. §2810 (C)(6)(iv), 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.

Appendix B (Continued)

That Community Energy Advisors, the Applicant herein, acknowledges that it has a statutory obligation to conform with 66 Pa. C.S. §506, §2807 (C), §2807(D)(2), §2809(B) and the standards and billing practices of 52 PA. Code Chapter 56.

That the Applicant agrees to provide all consumer education materials and information in a timely manner as requested by the Bureau of Public Liaison 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.

Ken M... ..
Signature of Affiant

Sworn and subscribed before me this 1 day of November, 2017.

Jennifer S...
Signature of official administering oath

My commission expires 11/1/2020



JENNIFER SEDON
NOTARY PUBLIC, STATE OF OHIO
MEDINA COUNTY
My Commission Expires 11/1/2020

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PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

Appendix C

Required of ALL Applicants regardless of operating as a supplier, broker, marketer, or aggregator.

CERTIFICATE OF SERVICE

On this the 1st day of November 2017, I certify that a true and correct copy of the foregoing application form for licensing within the Commonwealth of Pennsylvania as an Electric Generation Supplier and all **NON-CONFIDENTIAL** attachments have been served, as either a hardcopy or a searchable PDF version on a cd-rom, upon the following:

Bureau of Investigation & Enforcement
Pennsylvania Public Utility Commission
Commonwealth Keystone Building
400 North Street, 2 West
Harrisburg, PA 17120

Office of Consumer Advocate
5th Floor, Forum Place
555 Walnut Street
Harrisburg, PA 17120

Small Business Advocate
Commerce Building, Suite 202
300 North Second Street
Harrisburg, PA 17101

Legal Department
West Penn Power d/b/a Allegheny Power
800 Cabin Hill Drive
Greensburg, PA 15601-1689

Regulatory Affairs
Duquesne Light Company
411 Seventh Street, MD 16-4
Pittsburgh, PA 15219

Legal Department
First Energy
2800 Pottsville Pike
Reading PA, 19612

Citizens' Electric Company
Attn: EGS Coordination
1775 Industrial Boulevard
Lewisburg, PA 17837

Office of the Attorney General
Bureau of Consumer Protection
Strawberry Square, 14th Floor
Harrisburg, PA 17120

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

Vice President – Energy Supply
Corning Natural Gas Holding Corporation
330 West William Street
Corning, NY 14830

Manager Energy Acquisition
PECO Energy Company
2301 Market Street
Philadelphia, PA 19101-8699

Office of General Counsel
Attn: Kimberly A. Klock
PPL
Two North Ninth Street (GENTW3)
Allentown, PA 18101-1179

UGI Utilities, Inc.
Attn: Rates Dept. – Choice Coordinator
2525 N. 12th Street, Suite 360
Post Office Box 12677
Reading, Pa 19612-2677

Wellsboro Electric Company
Attn: EGS Coordination
33 Austin Street
P. O. Box 138
Wellsboro, PA 16901

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PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU


Kevin S. Lauterjung, Principal, CEA

APPENDIX I

Tax Certification Statement

Has been redacted from this document

It has been submitted under separate cover with other

CONFIDENTIAL

Documents.

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**PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU**

APPENDIX N

FOREIGN REGISTRATION STATEMENT

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OCT 12 2017

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

DSCB:15-412-2

5. The (a) address of the association's proposed registered office in this Commonwealth or (b) name of its Commercial Registered Office Provider and the county of venue is:

Complete part (a) OR (b) - not both:

(a) Number and street City State Zip County OR

(b) c/o: Corporation Service Company; Dauphin County Name of Commercial Registered Office Provider County

6. Check one of the following:

- [x] The association may not have series. [] The association may have one or more series.

7. Effective date of registration of foreign association (check, and if appropriate complete, one of the following):

- [x] The Foreign Registration Statement shall be effective upon filing in the Department of State. [] The Foreign Registration Statement shall be effective on: Date (MM/DD/YYYY) at Hour (if any)

8. To be completed by Limited Liability Companies only. Check, and if appropriate complete, one of the following:

- [x] The association is a limited liability company which is not organized to render any of the below professional service(s). [] The association is a restricted professional limited liability company organized to render one or more of the following professional service(s): (If this box is checked, one or more of the fields below must be checked.) Chiropractic, Dentistry, Law, Medicine and surgery, Optometry, Osteopathic medicine and surgery, Podiatric medicine, Public accounting, Psychology, Veterinary medicine

IN TESTIMONY WHEREOF, the undersigned association has caused this Foreign Registration Statement to be signed by a duly authorized representative thereof this 4th day of August, 2016

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PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

Community Energy Advisors, LLC Name of Association

Kevin S. Lauterjung Signature

Kevin S. Lauterjung, Member Title

APPENDIX O

STATE OF OHIO CERTIFICATE



DATE:	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
08/27/2013	201323801163	ARTICLES OF ORGNZTN/DOM. PROFIT LIM.LIAB. CO. (LCP)	125.00	100.00		.00	.00

Receipt

This is not a bill. Please do not remit payment.

COMMUNITY ENERGY ADVISORS, LLC
ATTN: JAIME LEBRON
26082 CROCKERS LANDING
COLUMBIA STATION, OH 44028

~~RECEIVED~~

~~OCT 18 2017~~

~~PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU~~

STATE OF OHIO
CERTIFICATE

Ohio Secretary of State, Jon Husted

2225007

It is hereby certified that the Secretary of State of Ohio has custody of the business records for

COMMUNITY ENERGY ADVISORS, LLC

and, that said business records show the filing and recording of:

Document(s)

ARTICLES OF ORGNZTN/DOM. PROFIT LIM.LIAB. CO.

Document No(s):

201323801163

Effective Date: 08/26/2013

RECEIVED

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PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU



United States of America
State of Ohio
Office of the Secretary of State

Witness my hand and the seal of
the Secretary of State at Columbus,
Ohio this 27th day of August, A.D.
2013.

Jon Husted

Ohio Secretary of State

APPENDIX P

2016 & 2015 Financial Statements

APPENDIX Q

Experian Report

APPENDIX R

Certificate of Liability Insurance

APPENDIX S

2017 YTD Financial Statements

Have been redacted from this document

They have been submitted under separate cover with other

CONFIDENTIAL

Documents.

APPENDIX T

Technical Fitness

Experience

CEA has been in business for four years, and our team has many more years of experience. One of our company's co-founders and Principal, Rick Davidson, brings over 25 years of combined energy trading and retail marketing experience in the electricity and oil markets. Our other co-founder and Principal, Kevin Lauterjung, is a former US Army Corps of Engineers officer, and brings over 20 years of experience in finance and organizational leadership, leading the contract negotiations and network management division for a large, regional insurance company. Bios for the two principals are attached.

Davidson's extensive experience includes management, sales, trading, marketing, forecasting, budgeting and operations across multiple channels assuring regulatory compliance in the energy industry.

Davidson began his career in the oil industry where he managed the distribution of crude oil to meet contractual obligations. Subsequently he spent over 10 years as a senior energy wholesale trader.

Finally, he was responsible for leading strategy and creation of a new residential channel through direct marketing for a Competitive Electric Retail Supplier, geared to capture new business in the residential segments.

CEA has grown at a steady and healthy rate in its four years of operations. With a balance of businesses and clients across all sizes and complexities, from SCI, MCI to LCI, CEA is poised and prepared to extend its operations in to Pennsylvania. Our Ohio licenses to broker natural gas and electricity in Ohio are attached.

Structure

CEA's staffing brings a diversity of experience. Our staff are all college degreed professionals, with educational and business backgrounds in finance, utility rates and marketing. CEA screens its employees well, performing multiple tests, reference checks, background checks and drug testing. Our staff are led by experienced and professional leaders, our two Principals, who bring over 50 years of combined management and executive level leadership – as well as energy and financial services experience.

Plan

We are contracted with over 20 different certified retail electricity and natural gas suppliers, with approximately ten that currently provide services in Pennsylvania. We will continue to grow this capacity, as our corporate philosophy is to not represent a single or even a hand full of suppliers, but to represent our customers and their interests in the competitive retail marketplace.

CEA has developed a strong analytics capability to provide our customers with information to manage their utility costs and contracts well beyond standard broker services. Our Senior Analyst was previously an analyst in a major electric utility company's (First Energy) rates area, filing rates and other compliance documents with the Public Utility Commission of Ohio.

Our knowledge of First Energy's operations and tariffs have served our customers well and will be beneficial for our market entry in to Pennsylvania – the First Energy regions in particular.

Our consulting services have prepared us to serve Pennsylvania businesses as well. We employ a bill audit expert that has provided utility bill auditing services in every state. Our analytics provides

APPENDIX T

Technical Fitness

customers with insight on their utility bills that assist them in making operational and energy investment decisions.

Our primary market entry and growth strategy in Pennsylvania is through affinity organizations. We provide energy management program services and electric and natural gas broker services to the two largest chamber of commerce associations in Ohio, Northern Ohio Association of Chambers of Commerce and Southern Ohio Chamber Alliance, and to the largest construction industry association in Ohio, Builders Exchange. We will reach out to such affinity organizations in Pennsylvania to understand their issues and opportunities and adapt our energy management program services to meet their needs.

APPENDIX U

Biographies

Richard W. Davidson, principal and founder of Community Energy Advisors, with over 25 years of combined energy trading and retail marketing experience in the electricity and oil markets. A leader that can analyze situations, capitalize on opportunities and drive success, his extensive experience includes management, sales, trading, marketing, forecasting, budgeting and operations across multiple channels assuring regulatory compliance in the energy industry.

Davidson began his career in the oil industry where he managed the distribution of crude oil via barge, vessel and/or pipeline to meet contractual obligations and optimize on market prices. When the company merged, he joined a fortune 200 electric company. For over 10 years, as a senior wholesale trader, he was responsible for the day-to-day trading activity including managing hedge strategies and portfolio optimization with expertise in the short-term physical power markets and generation dispatch.

With Davidson's strong leadership ability, he was responsible for leading strategy and creation of a new residential channel through direct marketing geared to capture new business in the residential segments. Davidson was instrumental in creating a fully outsourced model leveraging outside vendors, product development, strategic pricing and budgeting while driving a low cost per acquisition. He built a high-performance team that successfully acquired over 550k new customers over a two-year period.

With his specialization in marketing and creating new profitable business units, Davidson changed roles to manage and create a new retention and renewals team for the residential and commercial book. These leading efforts include segmentation and targeting, value proposition development, costing and pricing, performance analysis and results reporting. The team successfully renewed over 85% of the book and retained 70% from competition while keeping high margin accounts.

Davidson believes that education and local initiatives are keys to improving the economic success of a community. He is an active civic volunteer and a generous philanthropist. He volunteers as the Treasurer of Medina County Board of MRDD and Habitat for Humanity. He also mentors people that want to pursue an entrepreneurial career. Throughout his career, he has earned a reputation for his leadership, entrepreneurial spirit and ability to successfully reach goals.

Davidson's expertise includes:

- Strategy & Vision
- Segmentation & Targeting
- New Business Development
- Driving Performance Metrics
- Relationship building

APPENDIX U

Biographies

Experience

Principal, Community Energy Advisors

September 2013 – Present (4 years)

Cofounder and executive. Primary responsibility for sales, marketing and strategic planning.

Manager, Retention & Renewals, FirstEnergy Solutions

Responsible for the creation of a new retention and renewals program for the residential and small commercial book utilizing fulfillment vendors, telesales organizations and advertising agencies; leading efforts involving segmentation and targeting, value proposition development, costing and pricing, performance analysis and results reporting. Chosen to manage and create a new retention & renewals program for residential and small commercial customers.

Successfully renewed 85% of the residential book in the first quarter of 2012. Exceeded first quarter retention efforts by 100%, saving 50% of the residential customers

Manager, Mass Marketing, FirstEnergy Solutions

Responsible for leading strategy and creation of a new residential channel through direct marketing programs geared to capture new business in Residential segments; Product development and strategic pricing responsibility; Manage yearly business development strategy including forecasting, P&L and budget responsibilities. Successfully created a fully outsourced model, developing vendor relationships, including advertising agencies, telesales organizations and target list data processing firms. Achieved a Cost Per Acquisition of \$65 in 2011. Exceeded new enrollment goals in the first 12 months. Led a team that acquired over 250,000 new residential customers in 2011 and 300,000 new customers in 2012. Developed performance metrics and strategies for multi-channel sales execution. Created team structure; defined and refined team roles and responsibilities. Managed cross-functional back office team for operational improvements in program enrollments. Residential team lead for the implementation of a new CRM system.

Supervisor, Market Analytics, FirstEnergy Solutions

Supervised team of analysts that focused on tracking, training, reporting, analyzing and making strategic recommendations to optimize revenue and minimize costs; Tracked and analyzed coal transportation, inventory and costs to maximize efficiency and reduce expenses; Educated and trained plant managers in competitive wholesale markets and how each individual plant contributes to the bottom line. Established transportation strategies that improved the competitiveness of FES's coal fired assets. Analyzed dispatching and trading strategies which initiated changes in the trading activity to improve revenues or minimize costs. Performed variance analysis to review actual generation deviation from budget analyzing scheduled outages, forced outages, fuel cost and economic dispatch impact.

APPENDIX U

Biographies

Senior Energy Trader, FirstEnergy Solutions

Responsible for trading physical energy in hourly and daily markets with counterparties in the PJM and ECAR markets. Traded financial products on an hourly, balance of the day and next day basis. Managed power schedules in the event of curtailment. Handled the acquisition and management of transmission capacity to facilitate the physical delivery of electric energy. *Thorough knowledge of OASIS and OATI scheduling and tagging systems. Built strong relationships with counterparts in PJM and ECAR.*

Crude Oil Trader and Scheduler, Unocal

Trader and scheduler of the Alaskan crude market; Scheduled Alaskan crude to California refineries; Responsible for the management and distribution of refinery petroleum products via barge, vessel and/or pipeline to meet contractual obligations and optimize market prices. Tasked with increasing market share, customer base and profitability. Executed contracts and vessel logistics from origin to destination on a daily basis. Constant communication with transportation, insurance companies and agents. Monitoring and management of inventories to optimize revenues across markets. Developed and nurtured internal and external relationships.

APPENDIX U

Biographies

Kevin S. Lauterjung, principal and founder of Community Energy Advisors, brings over 30 years of progressive and diverse leadership and management experience. Lauterjung began his professional career as a U.S. Army officer in the Corps of Engineers and most recently was Executive Vice President at a major regional corporation. His career is marked by demonstrated success through leadership, team building and professionalism.

After graduating from West Point, Lauterjung led multiple units and organizations within the Army and around the world. Lieutenant Lauterjung commanded a platoon and later was the executive officer of a combat engineer company. Subsequently, Captain Lauterjung served with distinction in Operations Desert Shield and Desert Storm as an intelligence officer in the 24th Infantry Division. In his final army assignment, Captain Lauterjung led his battalion's maintenance organization through a significant restructuring while exceeding the army's standards for vehicle and equipment readiness.

After his service in the army, Lauterjung demonstrated his ability to build and lead teams in diverse settings and roles. He also specialized in financial analysis and innovative analytics. As a management consultant, his focus was strategic business planning and business valuations. He also served as Director of Operations for a small, \$20 million company.

Lauterjung's leadership and business expertise continued to flourish throughout his fifteen years with the large regional company. Culminating his tenure there as its Executive Vice President, he focused on vendor management, quality management and contract compliance. He also had key leadership roles in opening new markets for the company. As a product manager, he was responsible for coordinating product innovation, pricing, distribution and operating components, achieving year over year growth in sales and profitability.

With a strong service orientation, Lauterjung has donated his time to organizations such as Junior Achievement, March of Dimes, USO of Northern Ohio, and Business Volunteers Unlimited: Centers for Non-profit Excellence. He currently serves on the board of Better Health Partnership (Board Chair).

Lauterjung's expertise includes:

- Contract Negotiation & Management
- Product Management
- Team Building
- Strategy & Vision
- Business Planning
- Analytics

APPENDIX U

Biographies

Experience

Principal, Community Energy Advisors

September 2013 – Present (4 years)

Community Energy Advisors is a unique energy advisory firm created by executives from the energy industry and in various senior managerial roles. We help businesses manage energy costs through procurement, risk management and demand-side services. Manage corporate services, including contracts, finance, operations and analytics.

Executive Vice President, Managed Care, Medical Mutual of Ohio

Executive leadership and oversight of company's provider network management and contracting, care management and pharmacy management, and managed care analytics and services.

Vice President, Healthcare Finance and Network Management, Medical Mutual of Ohio

Led company's provider network management strategy and operations. The division included contract negotiators, provider representatives, and analytics unit that developed and managed pricing and reimbursement methodologies.

Vice President / Market Leader, Individual Products, Medical Mutual of Ohio

Leadership and oversight of support operations for the company's individual insurance products, including individual health plans, and Medicare supplemental plans. Included coordinating efforts with broker distribution, actuarial and underwriting, and pricing strategy.

Regional Network Administrator, Medical Mutual of Ohio

Managed all aspects of the company's southeast regional hospital and ancillary provider network.

Director of Operations, Cornerstone Physician Management

Business management of 5 primary care physician sites and multispecialty group's centralized ancillary operations, include laboratory and comprehensive imaging services.

Senior Associate, Medimetrix Group

Consultant and financial analyst. Conducted business valuations and created strategic business plans for health care enterprises.

Captain, US Army, Corps of Engineers

Platoon Leader, Company Executive Officer, Battalion Planning Officer, Battalion Intelligence Officer, Battalion Maintenance Officer serving in combat engineer units. Service in Germany, Georgia and Southwest Asia (Operations Desert Shield and Storm).

APPENDIX V

PROOF OF PUBLICATION
In
THE ERIE TIMES-NEWS
COMBINATION EDITION

Community Energy Advisors, LLC
689 W Liberty St Suite 5
Medina OH 44256

REFERENCE: 94515 280563
PUC Notice

STATE OF PENNSYLVANIA)
COUNTY OF ERIE) SS:

Brenda L. Learn, being duly sworn, deposes and says that: (1) he/she is a designated agent of the Times Publishing Company (TPC) to execute Proofs of Publication on behalf of the TPC; (2) the TPC, whose principal place of business is at 205 W. 12th Street, Erie, Pennsylvania, owns and publishes the Erie Times-News, established October 2, 2000, a daily newspaper of general circulation, and published at Erie, Erie County Pennsylvania; (3) the subject notice or advertisement, was published in the regular edition(s) of said newspaper on the date(s) referred to below. Affiant further deposes that he/she is duly authorized by the TPC, owner and publisher of the Erie Times-News, to verify the foregoing statement under oath, and affiant is not interested in the subject matter of the aforesaid notice or advertisement, and that all allegations in the foregoing statement as to time, place and character of publication are true.

PUBLISHED ON: 09/08/17

TOTAL COST: \$563.00 AD SPACE: 0 Lines

FILED ON: 09/08/17

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~~OCT 18 2017~~

~~PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU~~

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PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

PENNSYLVANIA
PUBLIC UTILITY COMMISSION
NOTICE

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

Community Energy Advisors, LLC will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to provide natural gas supply services as a broker/marketer engaged in the business of providing natural gas services. Community Energy Advisors, LLC will also be filing an application with the PUC for a license to supply electricity or electric generation services as a broker/marketer engaged in the business of supplying electricity. Community Energy Advisors, LLC proposes to sell electricity, natural gas, and related services in Columbia Gas of PA, National Fuel Gas, PECO Gas, Peoples Natural Gas, Peoples Natural Gas-Equitable Division, Peoples TWR, Philadelphia Gas Works, UGI Central Penn Gas, UGI Penn Natural Gas, UGI Utilities, Duquesne Light Company, Pennsylvania Power Company, Metropolitan Edison Company, Pennsylvania Electric Company, PPL Electric Utilities, and West Penn Power under the provisions of the new Natural Gas Choice and Competition Act and the Electricity Generation Customer Choice and Competition Act.

The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Community Energy Advisors, LLC may be filed within 15 days of the date of this notice with the Secretary of the PUC, 400 North Street, Harrisburg, PA 17120. You should send copies of any protest to Community Energy Advisors, LLC attorney at the address listed below.

By and through Counsel: Critchfield, Critchfield & Johnston, Ltd.
Community Energy Advisors, LLC
689 W. Liberty St., Ste. 5
Medina, OH 44256
(330) 721-8000
(330) 721-8111

EP280563

Sworn to and subscribed before me this 8th day of September 2017

Affiant: Brenda L. Learn

NOTARY: Barbara J. Moore

COMMONWEALTH OF PENNSYLVANIA
NOTARIAL SEAL
Barbara J. Moore, Notary Public
City of Erie, Erie County
My Commission Expires March 23, 2020
MEMBER, PENNSYLVANIA ASSOCIATION OF NOTARIES

COMMONWEALTH OF PENNSYLVANIA }
County of Cambria } SS

PENNSYLVANIA PUBLIC UTILITY COMMISSION NOTICE

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

Community Energy Advisors, LLC will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to provide natural gas supply services as a broker/marketer engaged in the business of providing natural gas services. Community Energy Advisors, LLC will also be filing an application with the PUC for a license to supply electricity or electric generation services as a broker/marketer engaged in the business of supplying electricity. Community Energy Advisors, LLC proposes to sell electricity, natural gas, and related services in Columbia Gas of PA, National Fuel Gas, PECO Gas, Peoples Natural Gas, Peoples Natural Gas-Equitable Division, Peoples TWP, Philadelphia Gas Works, UGI Central Penn Gas, UGI Penn Natural Gas, UGI Utilities, Duquesne Light Company, Pennsylvania Power Company, Metropolitan Edison Company, Pennsylvania Electric Company, PPL Electric Utilities, and West Penn Power under the provisions of the new Natural Gas Choice and Competition Act and the Electricity Generation Customer Choice and Competition Act.

The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Community Energy Advisors, LLC may be filed within 15 days of the date of this notice with the Secretary of the PUC, 400 North Street, Harrisburg, PA 17120. You should send copies of any protest to Community Energy Advisors, LLC attorney at the address listed below.

By and through Counsel:
 Critchfield, Critchfield & Johnston, Ltd.
 Community Energy Advisors, LLC
 689 W. Liberty St., Ste. 5
 Medina, OH 44256
 (330) 721-8000 (330) 721-8111

publish that the of The interest charact

Sworn on 11th day of September, 2017

[Handwritten Signature]

COMMONWEALTH OF PENNSYLVANIA
NOTARIAL SEAL
 Vivian Ohs, Notary Public
 City of Johnstown, Cambria County
 My Commission Expires Dec. 6, 2020
 MEMBER, PENNSYLVANIA ASSOCIATION OF NOTARIES

On this 11th day of September A.D. 2017, before me, the subscriber, a Notary Public in and for said County and State, personally appeared Christine Marhefka, who being duly sworn according to law, deposes and says as Sales Manager / Major Accounts of the Tribune-Democrat, Johnstown, PA, a newspaper of general circulation as defined by the "Newspaper Advertising Act", a merger September 8, 1952, of the Johnstown Tribune, established December 7, 1853; and of the Johnstown Democrat, established March 5, 1863,

County of Cambria, and Commonwealth of Pennsylvania and the above matter published in said publication in the regular issues of PA, on September 9, 2017; and that the Affiant is not advertising and that all of the allegations as to time, place and

[Handwritten Signature: Christine Marhefka]

STATEMENT OF ADVERTISING COSTS

85 Lines @	\$2.50 per line	212.50
0.00 Inches @	\$25.00 per inch	0.00
Notary Fee		5.00
Clerical Fee		2.50
Total Cost		220.00

PUBLISHER'S RECEIPT FOR ADVERTISING COSTS

_____ for publisher of _____
 a newspaper of general circulation, hereby acknowledges receipt of the aforesaid and publication costs and certifies that the same has been duly paid.

(Name of Newspaper)

By _____



Commonwealth of Pennsylvania,) ss
County of Cumberland)

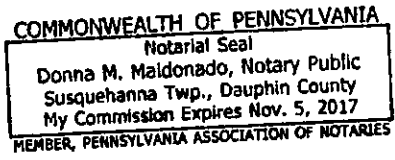
Crystal Rosensteel being duly sworn, deposes that he/she is principal clerk of PA Media Group; that The Patriot News is a public newspaper published in the city of Mechanicsburg, with general circulation in Cumberland and Dauphin and surrounding counties, and this notice is an accurate and true copy of this notice as printed in said newspaper, was printed and published in the regular edition and issue of said newspaper on the following date(s):

The Patriot News 09/12/2017

Principal Clerk of the Publisher

Sworn to and subscribed before me this 13th day of September 2017

Notary Public



**PENNSYLVANIA
PUBLIC UTILITY COMMISSION
NOTICE**

Applications of **Community Energy Advisors, LLC** For Approval To Offer, Render, or Furnish Services as a **Marketer/Broker** Engaged in The Business Of Providing Natural Gas Supply Services and Electricity Supply or Electric Generation Services, To The Public In The Commonwealth Of Pennsylvania.

Community Energy Advisors, LLC will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to provide natural gas supply services as a broker/marketer engaged in the business of providing natural gas services. **Community Energy Advisors, LLC** will also be filing an application with the PUC for a license to supply electricity or electric generation services as a broker/marketer engaged in the business of supplying electricity. **Community Energy Advisors, LLC** proposes to sell electricity, natural gas, and related services in Columbia Gas of PA, National Fuel Gas, PECO Gas, Peoples Natural Gas, Peoples Natural Gas-Equitable Division, Peoples TWP, Philadelphia Gas Works, UGI Central Penn Gas, UGI Penn Natural Gas, UGI Utilities, Duquesne Light Company, Pennsylvania Power Company, Metropolitan Edison Company, Pennsylvania Electric Company, PPL Electric Utilities, and West Penn Power under the provisions of the new Natural Gas Choice and Competition Act and the Electricity Generation Customer Choice and Competition Act.

The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of **Community Energy Advisors, LLC** may be filed within 15 days of the date of this notice with the Secretary of the PUC, 400 North Street, Harrisburg, PA 17120. You should send copies of any protest to **Community Energy Advisors, LLC** attorney at the address listed below.

By and through Counsel: Critchfield, Critchfield & Johnston, Ltd.

Community Energy Advisors, LLC
689 W. Liberty St., Ste. 3
Medina, OH 44256
(330) 721-8000
(330) 721-8111

APPENDIX V

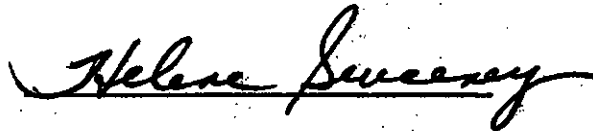
Proof of Publication in The Philadelphia Daily News
Under Act. No 587, Approved May 16, 1929

STATE OF PENNSYLVANIA
COUNTY OF PHILADELPHIA

Helene Sweeney being duly sworn, deposes and says that **The Philadelphia Daily News** is a newspaper published daily, except Sunday, at Philadelphia, Pennsylvania, and was established in said city in 1925, since which date said newspaper has been regularly issued in said County, and that a copy of the printed notice of publication is attached hereto exactly as the same was printed and published in the regular editions and issues of the said newspaper on the following dates:

September 8, 2017

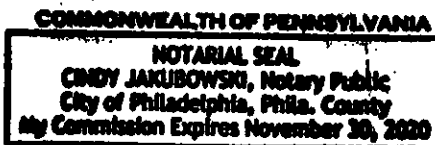
Affiant further deposes and says that she is an employee of the publisher of said newspaper and has been authorized to verify the foregoing statement and that she is not interested in the subject matter of the aforesaid notice of publication, and that all allegations in the foregoing statement as to time, place and character of publication are true.



Sworn to and subscribed before me this 8th day of
September, 2017.


Notary Public

My Commission Expires:



Copy of Notice of Publication

PENNSYLVANIA
PUBLIC UTILITY COMMISSION
NOTICE

Applications of **Community Energy Advisors, LLC** For Approval To Offer, Render, or Furnish Services as a **Marketer/Broker** Engaged in The Business Of Providing Natural Gas Supply Services and Electricity Supply or Electric Generation Services. To The Public In The Commonwealth Of Pennsylvania. **Community Energy Advisors, LLC** will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to provide natural gas supply services as a broker/marketer engaged in the business of providing natural gas services. **Community Energy Advisors, LLC** will also be filing an application with the PUC for a license to supply electricity or electric generation services as a broker/marketer engaged in the business of supplying electricity. **Community Energy Advisors, LLC** proposes to sell electricity, natural gas, and related services in Columbia Gas of PA, National Fuel Gas, PECO Gas, Peoples Natural Gas, Peoples Natural Gas-Equitable Division, Peoples TWP, Philadelphia Gas Works, UGI Central Penn Gas, UGI Penn Natural Gas, UGI Utilities, Duquesne Light Company, Pennsylvania Power Company, Metropolitan Edison Company, Pennsylvania Electric Company, PPL Electric Utilities, and West Penn Power under the provisions of the new Natural Gas Choice and Competition Act and the Electricity Generation Customer Choice and Competition Act. The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of **Community Energy Advisors, LLC** may be filed within 15 days of the date of this notice with the Secretary of the PUC, 400 North Street, Harrisburg, PA-17120. You should send copies of any protest to **Community Energy Advisors, LLC** attorney at the address listed below.
By and through Counsel:
Critchfield, Critchfield & Johnston, Ltd.
Community Energy Advisors, LLC
689 W. Liberty St., Ste. 5
Medina, OH 44286
(330) 721-6000
(330) 721-8111

AFFIDAVIT OF DISTRIBUTION

STATE OF PENNSYLVANIA)

COUNTY OF ALLEGHENY)

I, Blaise Panizzi, being duly sworn on oath says he is and during all times herein stated has been the publisher's designated agent in charge of the publication known as

PITTSBURGH POST-GAZETTE ("Publisher")

and has full knowledge of the facts herein stated as follows:

The advertisement for Community Energy Advisors ("Advertiser") ran in the Publisher's Paper on the 11th day of September 2017.

By: Blaise Panizzi

Subscribed and sworn to before me
this 9th day of October, 2017.

Notary Seal:

Melanie L. Goodwin
Notary Public

COMMONWEALTH OF PENNSYLVANIA
NOTARIAL SEAL
Melanie L. Goodwin, Notary Public
Findlay Twp., Allegheny County
My Commission Expires May 12, 2018
MEMBER, PENNSYLVANIA ASSOCIATION OF NOTARIES

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

COMMUNITY ENERGY ADVISORS, LLC
JENNIFER JANUSEK
689 W LIBERTY ST., STE 5 MEDINA OH 44256

Account # 625419
Order # 82119768
Ad Price: 337.60

LEGAL NOTICE PENNSYLVANIA

Gina Krushinski

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

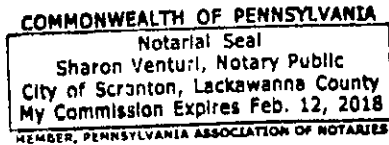
09/08/2017

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

Sworn and subscribed to before me
this 8th day of September A.D., 2017

Sharon Venturi

(Notary Public)



LEGAL NOTICE
PENNSYLVANIA PUBLIC
UTILITY COMMISSION NOTICE
Applications of Community Energy Advisors, LLC For Approval To Offer, Render, or Furnish Services as a Marketer/Broker Engaged In The Business Of Providing Natural Gas Supply Services and Electricity Supply or Electric Generation Services, To The Public In The Commonwealth Of Pennsylvania.

Community Energy Advisors, LLC will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to provide natural gas supply services as a broker/marketer engaged in the business of providing natural gas services. Community Energy Advisors, LLC will also be filing an application with the PUC for a license to supply electricity or electric generation services as a broker/marketer engaged in the business of supplying electricity. Community Energy Advisors, LLC proposes to sell electricity, natural gas, and related services in Columbia Gas of PA, National Fuel Gas, PECO Gas, Peoples Natural Gas, Peoples Natural Gas-Equitable Division, Peoples TWP, Philadelphia Gas Works, UGI Central Penn Gas, UGI Penn Natural Gas, UGI Utilities, Duquesne Light Company, Pennsylvania Power Company, Metropolitan Edison Company, Pennsylvania Electric Company, PPL Electric Utilities, and West Penn Power under the provisions of the new Natural Gas Choice and Competition Act and the Electricity Generation Customer Choice and Competition Act.

The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Community Energy Advisors, LLC may be filed within 15 days of the date of this notice with the Secretary of the PUC, 400 North Street, Harrisburg, PA 17120. You should send copies of any protest to Community Energy Advisors, LLC attorney at the address listed below.

By and through Counsel: Critchfield, Critchfield & Johnston, Ltd.
Community Energy Advisors, LLC
689 W. Liberty St., Ste. 5
Medina, OH 44256
(330) 721-8000
(330) 721-8111

APPENDIX V

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

STATE OF PENNSYLVANIA

COUNTY OF LYCOMING

SS:

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

September 9, 2017

Affiant further deposes that he is an officer daily authorized by the Sun-Gazette LLC, publisher of the Williamsport Sun-Gazette, to verify the foregoing statement under oath and declare that affiant is not interested in the subject matter of the aforesaid notice of publication, and that all the allegations in the foregoing statement as to time, place and character of publication are true.

PENNSYLVANIA PUBLIC UTILITY COMMISSION NOTICE
Applications of Community Energy Advisors, LLC For Approval To Offer, Render, or Furnish Services as a Marketer / Broker Engaged In The Business Of Providing Natural Gas Supply Services and Electricity Supply or Electric Generation Services, To The Public In The Commonwealth Of Pennsylvania.
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tional Fuel Gas, PECO Gas, Peoples Natural Gas, Peoples Natural Gas-Equitable Division, Peoples TWP, Philadelphia Gas Works, UGI Central Penn Gas, UGI Penn Natural Gas, UGI Utilities, Duquesne Light Company, Pennsylvania Power Company, Metropolitan Edison Company, Pennsylvania Electric Company, PPL Electric Utilities, and West Penn Power under the provisions of the new Natural Gas Choice and Competition Act and the Electricity Generation Customer Choice and Competition Act.
The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of **Community Energy Advisors, LLC** may be filed within 15 days of the date of this notice with the Secretary of the PUC, 400 North Street, Harrisburg, PA 17120. You should send copies of any protest to **Community Energy Advisors, LLC** attorney at the address listed below.

By and through Counsel:
Critchfield, Critchfield & Johnston, Ltd.
Community Energy Advisors, LLC
689 W. Liberty St., Ste. 5
Medina, OH 44256
(330) 721-8000
(330) 721-8111

Bernard A. Oravec
SUN-GAZETTE LLC

Sworn to and subscribed before me
The 11th day of September 20 17
Beth A. Miller
COMMONWEALTH OF PENNSYLVANIA
Notary Public

NOTARIAL SEAL
BETH A MILLER
Notary Public
CITY OF WILLIAMSPORT, LYCOMING COUNTY
My Commission Expires Apr 18, 2020

STATEMENT OF ADVERTISING COSTS
To the Sun-Gazette LLC, Dr.:
For publishing the notice attached
Hereto on the above state dates..... \$ 361.24
Probated same..... \$
Total..... \$ 361.24

PUBLISHER'S RECEIPT FOR ADVERTISING COSTS

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

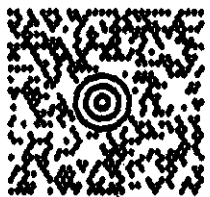
SUN-GAZETTE LLC
BY Bernard A. Oravec

COMMUNITY ENERGY ADVISORS
(330) 721-8000
THE UPS STORE #3314
3593 MEDINA RD
MEDINA OH 44256-8182

1 LBS 1 OF 1
SHP WT: 1 LBS
DATE: 01 NOV 2017

SHIP ATTN ROSEMARY CHIAVETTA
TO: PA PUC SECRETARY
KEYSTONE BLDG
400 NORTH ST

HARRISBURG PA 17120-0200

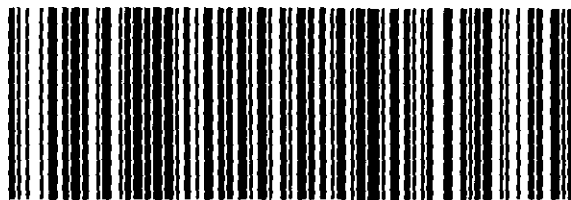


PA 171 9-20



UPS GROUND

TRACKING #: 1Z X78 16W 03 1765 5952



BILLING: P/P
UPS CARBON NEUTRAL SHIPMENT

REF #: 11-01-17 88

ISH 13.00N Z2P 450 93.5U 10/2017



SEE NOTICE ON REVERSE regarding UPS terms, and notice of limitations of liability. Where allowed by law, shippers authorize UPS to act as forwarding agent for export control and customs purposes. If exported from the US, shippers certify that the commodities, technology or materials were exported from the US in accordance with the Export Administration Regulations. Circulate country to law is prohibited. ©2011 UPS



CMPC

To: CHIAVETA, R. PUC

Agency: PUC

Floor:

External Carrier: UPS GROUND

11/2/2017 10:12:32 AM



1Z X78 16W 03 1765 5952