



November 29, 2017

Ms. Rosemary Chiavetta
Secretary
PA Public Utility Commission
400 North Street, Keystone Building
Harrisburg, PA 17105-3265

Re: Board of Directors Replacement – Sustainable Energy Fund - Docket # M-00031715 F0003

Dear Ms. Chiavetta:

The Board of Directors of Sustainable Energy Fund (SEF) has approved Ms. Brandi Snyder as a Director. Ms. Snyder's resume is attached.

The recruitment process was performed according to the Pa Sustainable Energy Board Best Practice for Nomination, Election and Approval of Directors. The initial pool presented to the Nominating Committee included 8 candidates. The candidates' credentials were reviewed by the Nomination Committee and narrowed down to the five candidates that were scheduled for Board interviews. Mr. Eighmy and Mr. Francello were previously submitted to the PUC for approval. Ms. Brandi Snyder was approved by the Board on November 15, 2017.

In addition to Ms. Snyder's resume, I have included the Candidate Objective and Selection Criteria, the methodology, and a copy of the Board minutes approving Ms. Snyder to the SEF Board.

Thank you for your continued support and consideration.

Sincerely,

John M. Costlow
President

cc: Robert Thomson, Board Chairman
Scott Gebhardt, PUC

Board Replacement

Objective Option:

To seek talented, experienced and passionate professionals who live or work in the 29 counties that comprises PPL Electric's service territory to fill a seat on the SEF Board. Preference will be given to candidates that either have a Regulatory, Technical or Business Development background.

Criteria Options:

Priority 1

1. Ability/Desire to be active: Ability to allocate time to participate in committee and Board duties.
2. Possesses Needed Skill Set: Expertise is a specific skill not already on the Board.
3. Mission: Compatibility with SEF Mandates.
4. Expertise: Professional contributions to enhance Board make-up.

Priority 2

5. Leadership: Experience working with eclectic personalities and divergent interest.
6. Team: Enhance and facilitate Board chemistry.
7. Interview: Result of face to face meeting.
8. Overall Match: General sense of being a good 'fit' for the Board and organization.
9. Professional Background: Expertise is a specific area that would enhance the organization as identified by the Board.
10. Experience with Preservation:
11. Deal Flow: Identify and promote partnerships and business opportunities.
12. Petitioner: Participated in settlement and contribute to SEF process.

Priority 3

1. Opinion Maker:
2. General Diversity: Having a background not represented on the Board.
3. Community: Contribute to positive profile.
4. Non-Profit: Prior positive experience in arena.
5. Geographic Diversity:

Methodology

The open position was posted on SEF's website as well as the Commission's website. After approval of the advertising copy, a multi-faceted recruitment effort by SEF ensued including regional newspapers and business journals from throughout the PPL-service area. Resumes of applicants for Board membership were taken and screened for the service territory requirements. The resumes were then reviewed by the Board Nominating Committee. Each applicant was evaluated according to SEF stated objectives and criteria.

The project was completed in two phases as follows:

Phase 1: RESUME REVIEW

- Nominating Committee reviewed each resume comparing it to the solicitation objective and criteria. Focus was given to SEF's three (3) Priority Areas—Regulatory, Technical and Business Development.
- Selection of interview candidates.
- Once the nominating committee selected candidates for interview SEF provided closure in one of the following forms:
 - a. Applicant called for interview.
 - b. Applicant not called for interview, thanked for interest, and notified to apply for future openings if desired.
 - c. Applicant not to be interviewed at this time, but may be considered at a later date. Application remains active for one year.

Phase 2: INTERVIEW

- Confirm residency/workplace requirement (PPL service area).
- Selected interviewed by the Board.
- Board reviewed interviews and selected candidate that best fit SEF's needs.

CONFIDENTIAL

Brandi Snyder
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Dear Mr. Costlow

The opening for SEF's Board positions was brought to my attention by Board Member Linda Evers. She is a family friend and thought (correctly) that I would be interested in applying for the position.

By day I am the General Manager of the Wyomissing Pennsylvania Chili's Restaurant franchise. In the evenings and weekends, I am a student at Penn State's World University majoring in Energy and Sustainability Policy. My passion is advocating and evangelizing the merits of sustainable energy. I would love the chance to join your team.

I'm a volunteer for Citizens' Climate Lobby (our motto is to create the "political will for a livable world"). Our goal is to put a fee on carbon. I have enjoyed my opportunity to be part of discussions on our Carbon Fee and Dividend policy with Congressmen and Senators when we're lobbying in Washington or visiting them at their local offices. I was an attendee at the Greenbuild International Conference and Expo in November of 2015 and plan to participate in this year's conference in Boston. The event featured renowned speakers and educators in the industry of green building.

I have a strong background in management, customer service, and systems implementation which I believe would be an asset to any grassroots 'boots on the ground' projects you are planning. I would be thrilled to have the opportunity to serve on your board and put my knowledge and energy to use. Please contact me by phone or email at a convenient time for you so that we may set up an in-person meeting. I look forward to hearing from you and thank you so much for your time.

Sincerely,

Brandi Snyder

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BRANDI R. SNYDER

OBJECTIVE

Well qualified professional with more than 9 years of management experience. Consistently successful in raising service standards and quality operations. Expertise in hiring, training, coaching, labor and quality control. Reputation for excellence, integrity, and leadership under pressure. Dedicated to providing excellent customer service and exceeding organizational goals. Looking to break out of the restaurant industry and move into the political arena; supporting a candidate that will make a difference.

WORK EXPERIENCE

9/2002 – Present Chili's Grill and Bar (Quality Dining, Inc)

General Manager/Certified Training Restaurant (2010-present)

- Monitor all aspects of the restaurant operations including P&L, inventories and food cost, developing assistant managers, hiring and terminating, labor management, facilities, BOH/FOH employee relations, scheduling, all orders (food, liquor, beer, wine, operating supplies, equipment), delivering quality food to our guests in a timely manner, and guest satisfaction and engagement
- Certified Training Restaurant – I train new managers with our 12 week training program (1 of 5 training GM's in our northeast market). I've developed 12 managers in the past 3 years
- Test new food and beverage items for Brinker International
- I have been strategically placed at 3 under performing restaurants due to my reputation as a turnaround expert. My peers call me "The Fixer". Every store has been down in sales when I arrived and comp positive within 6 months of my taking over

Assistant Manager (2006-2010)

- Assisted General Manager in all areas of the restaurant
- Store opening in Stowe, PA from construction through opening
- ServSafe and RAMP certified

Server/Bartender/Trainer (2002-2006)

- Provided customer service for restaurant guests
- Trained new servers
- Handled all cash transactions
- Conveyed strong work ethic and ability to succeed in fast-paced environment

EDUCATION

- Currently enrolled at Penn State World Campus (online campus) in the Energy and Sustainability Policy program (BA)

REFERENCES AVAILABLE UPON REQUEST

Board of Directors Meeting

Sustainable Energy Fund
SEF Conference Room
4110 Independence Drive, Suite 100
Schnecksville, PA 18078

Meeting Minutes
November 15, 2017
12:10 p.m.

Present:

Robert Thomson, Chairman
William DeFalco
Linda Evers (phone)
Daniel Griffiths
Jocelyn Cramer

Also Present:

John Costlow, President

Mr. Thomson called the meeting to order.

The purpose of this Board Meeting is to conduct a Director interview, to interview Design-Build Teams, and to review a PRI for Ursinus College.

Director Interview

The Board entered Executive Session to interview a candidate for the Director position.

The Board exited Executive Session.

A motion (Cramer, Griffiths)

RESOLVED to appoint Ms. Brandi Snyder to SEF's Board of Directors

Passed by a voice vote (4-0-1), Mr. DeFalco abstained

Design-Build Team Interviews

The Board entered Executive Session to interview the Design-Build Teams.

The Board exited Executive Session.

The Board selected TN Ward and Ashley McGraw as the design build team for the net zero building.

William DeFalco exited the meeting.

Ursinus College PRI

The total PRI amount is for \$1,296,722 with a maximum change order amount of \$1,430,000. Ursinus College is a four-year liberal arts college located in Collegeville, PA. The college was founded in 1869 and is managed by the President, Brock Blomberg, who reports to a Board of Trustees. At the start of the 2016-2017 academic year it had a total undergraduate enrollment of 1,547.

The project for Ursinus College consists of several ECM's being completed throughout the college campus. They will be retrofitting fluorescents and CFL bulbs with new LED lamps as well as updating several air handling units throughout the campus. The project will also look to improve outdated schedules and controls on chillers and boilers. The estimated energy savings for the project is 1,703,990 KWh annually and the estimated financial savings for the project is \$222,841 annually. The monthly principal and interest payment would be \$13,128.68 for a term of 60 months at a fixed rate of 4% followed by a balloon payment due in the 60th month. The payment is based on a 10-year amortization schedule. A loan origination fee payable at closing will be negotiated. The borrower is responsible for the legal expenses incurred to document the loan.

Ursinus College's cash flow is positive and their projected debt service coverage ratio (DSCR) is 5.16X. Their loan to value ratio (LTV) is 100%. Their credit grade score is 80, which is within the satisfactory range of 60-109. Ursinus College has a leverage ratio of 0.32 and on October 17, 2016 S&P Global rated Ursinus College BBB+ when they issued \$23 million in bonds due November 2038. Their revenues have been consistent year over year and they have over \$168 million in investments and funds held in trust.

A motion (Cramer, Griffiths)

RESOLVED *to approve the loan for Ursinus College providing management discretion to negotiate origination fee.*

Passed by a voice vote (4-0-0)

The Board met as the HR Committee in executive session to discuss Staff compensation.

The HR Committee exited executive session.

A motion (Griffiths, Cramer)

RESOLVED *to approve the President's recommendation for modification of Staff compensation.*

Passed by a voice vote (2-0-2) Ms. Evers and Mr. Thomson abstained.

The meeting was adjourned.