



# Application to serve as Electricity Broker

Jim Mumm | 646-228-9663 | [Jim.Mumm@SunlightEnergyGroup.com](mailto:Jim.Mumm@SunlightEnergyGroup.com)

Commonwealth of Pennsylvania

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DEC 13 2017

PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

## BEFORE THE PENNSYLVANIA PUBLIC UTILITY COMMISSION

Application of SunLight Energy Group LLC, d/b/a not applicable, for approval to offer, render, furnish, or supply electricity or electric generation services as a(n) foreign limited liability company 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:

SunLight Energy Group  
135 East 57<sup>th</sup> Street, 6<sup>th</sup> Floor  
New York, New York 10022  
Sunlightenergygroup.com  
646-228-9663

- 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.

SunLight Energy Group does not currently maintain a physical location within Pennsylvania. Provided below is the address of our registered agent.

SunLight Energy Group LLC  
c/o Registered Agents Inc.  
1150 First Ave.  
Suite 511  
King of Prussia, PA 19406

- 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.

Mr. James E. Mumm, CEO  
SunLight Energy Group  
135 East 57<sup>th</sup> Street, 6<sup>th</sup> Floor  
New York, New York 10022  
Sunlightenergygroup.com  
646-228-9663 (phone)  
646-496-9172 (fax)  
Jim.mumm@sunlightenergygroup.com

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- 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.

SunLight Energy Group is not using an attorney at this time.

- 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.

Mr. James E. Mumm, CEO  
SunLight Energy Group  
135 East 57<sup>th</sup> Street, 6<sup>th</sup> Floor  
New York, New York 10022  
646-228-9663 (phone)  
646-496-9172 (fax)  
[Jim.mumm@sunlightenergygroup.com](mailto:Jim.mumm@sunlightenergygroup.com)

Mr. Daniel Idell, Energy Specialist  
SunLight Energy Group  
135 East 57<sup>th</sup> Street, 6<sup>th</sup> Floor  
New York, New York 10022  
954-895-9934 (phone)  
646-496-9172 (fax)  
[dan.idell@sunlightenergygroup.com](mailto:dan.idell@sunlightenergygroup.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.

**Or**

X The Applicant will not be using a fictitious name.

- 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**

X 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)
- X 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.

Please see Attachment 1, Proof of Compliance with Department of State Filing Requirements (Page 20).

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

Please see Attachment 2, SunLight Energy Group's Delaware charter documentation (Page 23).

- Give name and address of officers.

The four managing members of SunLight Energy Group LLC are:

Stacey L. Hughes  
955 Lexington Avenue, PHB  
New York, NY 10021

Edouard Klehe  
169 East 69<sup>th</sup> Street, Apt. 3B  
New York, NY 10065

James E. Mumm  
445 East 80<sup>th</sup> Street, Apt. 2F  
New York, NY 10075

William C. Zachary  
136 East 64<sup>th</sup> Street, Apt. 6D  
New York, NY 10065

### 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.

SunLight Energy Group does not have any affiliates doing business as energy brokers or as jurisdictional public utilities. Although affiliated companies have not performed solar energy development within the Commonwealth, they may do so in the future.

- 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.

There have been no predecessor companies to SunLight Energy Group LLC.

### 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
- X Other; Identify the nature of service being rendered.

SunLight Energy Group LLC has served one client acting as an affiliate broker acting through the license of Broker Online Exchange ("BOX")

or

- The Applicant is not presently doing business in Pennsylvania.

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
  - X 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.

SunLight Energy Group intends to serve as an electricity broker to corporate, industrial, and governmental users.

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         |  |

X 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)**
- X Large Commercial Customers - (Over 25 kW)
- X Industrial Customers
- X Governmental Customers
- All of above (Except Mixed Meter)
- Other (Describe):

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

As stated above, we have legally served one PA customer in our status as affiliate broker through the BOX system. We would begin marketing directly to PA clients upon our licensure by the PA PUC.

## 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.

None other than routine traffic infractions.

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

Tickets paid! All resolved.

- 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.

SunLight Energy Group LLC has had no actions or complaints to list.

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

Not applicable—no actions or complaints.

## 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)

Please see Attachment 3 – Proofs of Service (Page 25).

- 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

- 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

## 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.
  - X 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.

The original bond is provided as part of this application, and a copy is provided as Attachment 4 (Page 27). This statement is to confirm that SunLight Energy Group will serve exclusively as a marketer/broker, will not take title to electricity, and will not pay electricity bills on behalf of our customers.

- b. **FINANCIAL RECORDS, STATEMENTS, AND RATINGS:** Applicant must provide sufficient information to demonstrate financial fitness commensurate with the service proposed to be provided.

Please see Attachment 5 (Page 31)– SunLight Energy Group Financials.

- 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.

Not applicable. SunLight Energy Group LLC is applying to act as a Broker/Marketer only.

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

SunLight Energy Group will be paid commissions (based upon the actual energy usage of the clients) by energy suppliers and marketers for each procurement contract secured.

- 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.

Ms. Stacey L. Hughes, Partner  
SunLight General Capital  
135 East 57<sup>th</sup> Street, 6<sup>th</sup> Floor  
New York, New York 10022  
646-2861801 (phone)  
646-496-9172 (fax)  
Stacey.hughes@sunlightgeneral.com

- 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.*

Please Attachment 6 (Page 51), 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:

SunLight Energy Group LLC is an affiliate of SunLight General Capital.

**About SunLight General Capital.** SunLight General Capital develops, finances, owns, and operates renewable solar energy projects, helping to promote access to clean, affordable renewable power. We sell the electricity generated to our clients, usually municipal entities but also qualifying commercial sites, through long-term purchase contracts. Founded by professionals from the solar and finance industries, since 2009 SunLight General Capital has developed, purchased, or has under development approximately 120 solar sites in an aggregate amount over 47.6 MW. We provide our own in-house operations and management services for all of these sites to maximize their production and financial performance.

A private company since its inception, SunLight General Capital is headquartered at 135 East 57th Street, New York, New York 10022. Our engineering and O&M staff work out of our technical office at 109 Stryker Lane, Unit 2, Building 3, Hillsborough, New Jersey 08844.

While many firms attempt to promote renewable energy, we believe that what sets SunLight apart from our competitors is our solid financial backgrounds. *Simply put, SunLight General Capital is able to recognize those projects that are actually financeable, i.e. those sites which will make sense for our investors or third-party capital sources and which will have a long-term return justifying their risks.* Our firms have never failed to achieve financing for a site for which we've been selected as developer. As described below, we also have significant in-house engineering expertise, giving our firm an unmatched understanding of all phases of completing a successful solar project. Lastly, through our in-house O&M arm (Azimuth 180), we actively service all of the sites we own to ensure that energy production remains at its full potential for our clients and our investors.

Provided as Attachment 7 (Page 53) is a complete listing of systems either developed or purchased by SunLight, as well as those sites which are currently under development.

Currently operational: 130 systems, aggregating 45.8 MW. Of these we developed 112 systems (34 MW) and purchased 18 systems (11.8 MW). Four sites, aggregating approximately 1.8 MW, are currently under construction.

In addition to our own investment funds on hand, SunLight General Capital has active relationships with a number of institutional investors who are eager to invest in transactions with solid, creditworthy counterparties. Further information about these investors is available upon request.

Incredibly rarely for solar, the management team of SunLight General Capital has worked together for over 15 years and brings a high level of financial acumen to our transactions. As stated above, *SunLight has never failed to finance a transaction for which we've been hired.*

#### **Management Staff – Financial**

**Stacey Hughes** (shughes@sunlightgeneral.com) was previously a Managing Director of Société Générale, in charge of interest rate and currency derivative solutions for corporate clients in North and South America (1998 - 2009). Ms. Hughes has extensive experience structuring sophisticated financial transactions, particularly within the project finance and infrastructure space. Previously, Ms. Hughes worked in the Capital Markets and Financial Institutions groups at Salomon Brothers. She has a B.S. in Finance from California Polytechnic State University and an MBA from Harvard Business School.

**Edouard Klehe** (eklehe@sunlightgeneral.com) was previously a Managing Director of Société Générale, where he ran the Structured Credit and Principal Finance group. Mr. Klehe has more than 10 years of experience working in various senior trading, investment and structuring roles, where he developed extensive expertise in structuring financial investments both for the bank's own account and for its customers. In addition, he has managed portfolios of corporate and project finance bonds, asset-backed securities, and alternative investments. He received a Masters degree from H.E.C. School of Management in Paris.

**Bill Zachary** (bzachary@sunlightgeneral.com) was previously a Managing Director of Société Générale, where he ran the Municipal Finance Group. Mr. Zachary has nearly eighteen years of experience structuring municipal transactions, including approximately \$1.5 billion in privatized military housing privatizations, highly complex tax-exempt natural gas pre-pay financings, and a wide variety of derivative transactions. Before joining Société Générale in 1993, Mr. Zachary worked in the Public Finance Department at Smith Barney. He has a B.A. from Harvard College and attended the Kennedy School of Government of Harvard University.

## **Management Staff – Engineering**

**Peter Dubro** (pdubro@sunlightgeneral.com), our Director of Projects and Engineering Manager, was previously a Senior Project Design Engineer at Uni-Solar and a Senior Energy Engineer at Solar Design Associates. He has more approximately ten years of experience in the photovoltaic industry. He has served as engineering lead and project manager on projects utilizing a variety of technologies including thin film and crystalline in-ground, ballasted rooftop, custom canopy, and architectural integrated applications. He is experienced in large and small-scale on and off-grid photovoltaic design and application as well as extensive experience in site evaluation, data acquisition, and commissioning. He holds a BS in Electrical Engineering from Rensselaer Polytechnic Institute, a MS in Energy Engineering from the University of Massachusetts, and is a licensed Professional Engineer in the state of NJ.

**Stephen Schneider** (sschneider@sunlightgeneral.com), our Operations Manager, was previously Director of Operations at Pfister Energy, a New Jersey based solar integrator. He has seven years of experience with a variety of innovative renewable energy projects including participation in over 15 MW of solar installations. He has held leadership positions in Business Development, Project Engineering and Management, and Operations and Maintenance. Stephen has worked with a number of leading commercial, institutional and governmental clients in order to develop, deliver and maintain solar projects. Prior to entering the solar industry, Stephen spent over ten years in the finance and construction industries. He holds a BS in Electronic Engineering and an MBA, both from Monmouth University, and is a NABCEP Certified Solar PV Installer.

**About SunLight Energy Group.** SunLight Energy Group, incorporated in 2016, helps companies design a custom energy strategy by taking a "portfolio approach" of traditional, renewable, and emerging technologies. Each solution is tailored to the individual client's need to balance reliability, cost, optimal usage, and sustainability. Currently, SunLight Energy Group has approximately 25,000,000 kWh under management.

SunLight Energy Group is currently licensed in the State of Maryland (please see Attachment 8, page 57) and has completed our application in New Jersey. SunLight Energy Group now intends to market our expertise throughout the Commonwealth of Pennsylvania, enabling local businesses to reduce energy usage and achieve substantial savings.

Provided as Attachment 9 (page 60) are training materials used to educate SunLight Energy Group's salespeople.

## **Management Staff – Energy Contracts**

**Jim Mumm**, (jim.mumm@sunlightenergygroup.com) has been bringing innovative solutions to commercial and industrial firms by leading sales teams, businesses units, and successful businesses since 1984. He's been a successful entrepreneur since 2006. He served as Executive Vice President for a successful energy consulting firm, as CEO of a leading national sales and executive training firm, and as CEO of a successful sales and marketing firm that provided senior level sales assistance to technology solution providers.

As Executive Vice President of the energy consulting firm, Jim was part of the senior management team and had approximately 300,000,000 kWh under management. He led the PJM Power Pool, the largest in the country, to double digit growth by working with some of the world's largest energy companies to provide innovative strategies, products and cost-saving solutions. He has experience in the New England, New York, and PJM Power Pools. He is well versed in solar, energy efficiency solutions, demand response, and specializes in helping commercial and industrial clients develop and execute optimal energy strategies.

Jim has a BBA, an MBA, and a MSc in Computer Information Systems from Baruch College of the City of New York.

**Doug Pendley, ([doug.pendley@sunlightenergygroup.com](mailto:doug.pendley@sunlightenergygroup.com))** has an extensive background in sales, product development, channel distribution, and company strategy. He has served in a variety of leadership roles in companies focused on consumer products, specialty pet products, and information technologies. Key roles include CEO of Milk Pet North America, sales strategist for PetSmart brands, and team leader on product strategy at EDS. Doug has an A.A. degree in Marketing from Southwestern University and pursued additional studies in Marketing at Western Michigan University.

**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.

- 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.

SunLight Energy Group utilizes a written employee hiring, onboarding, training and retention program to ensure standardized and ethical marketing procedures are taught, learned, and continued. An individual trainer is assigned to train each new hire, including "ride-along" and shadow training to ensure each new hire fully understands and utilizes company marketing practices and standards. Our trainer was previously a professional sales and leadership trainer and has been teaching energy professionals ethical sales and marketing for over 4 years. He is also a CEP (Certified Energy Procurement) professional and has also take the CEM (Certified Energy Management) training course (certification pending exam).

- 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.

Please see the resume of SunLight Energy Group's CEO, James E. Mumm, provided as Attachment 10 (Page 73).

- 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 \_\_\_\_\_.

X 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. SunLight Energy Group is applying for a license exclusively as a broker/marketer.

## 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**

- 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](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.

X      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.

X      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.

X      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.

X      AGREED

- 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.

X      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.

X      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.

X      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.

X      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.

X      PAYMENT ENCLOSED

## 11. AFFIDAVITS

- 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.

Please Attachment 11 (page 75), 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.

Please Attachment 12 (page 77), 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.

	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

Please Attachment 13 (page 78), Proof of Publication.

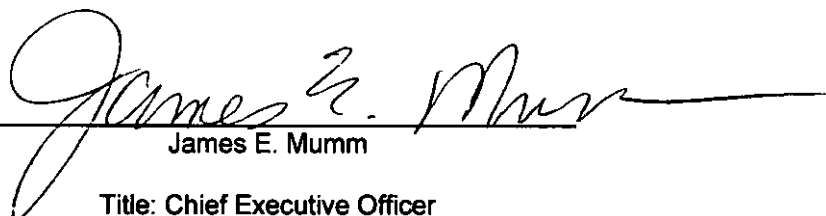
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**13. SIGNATURE**

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PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

Applicant: **SunLight Energy Group LLC**

By:   
James E. Mumm  
Title: Chief Executive Officer

**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: SunLight Energy Group LLC**

<b>Applicant's Use</b>	<b>X</b>	<b>Signature</b>	
	<b>X</b>	<b>Filing Fee (CERTIFIED CHECK OR MONEY ORDER ONLY)</b>	
	<b>X</b>	<b>Application Affidavit ATTACHMENT 10</b>	
	<b>X</b>	<b>Operations Affidavit ATTACHMENT 11</b>	
	<b>X</b>	<b>Proof of Publication ATTACHMENT 12</b>	
	<b>X</b>	<b>Bond, Letter of Credit, or Parental/Affiliate Guarantee ATTACHMENT 4</b>	
	<b>X</b>	<b>Tax Certification Statement ATTACHMENT 6</b>	
	<b>X</b>	<b>Commonwealth Department of State Verification ATTACHMENT 1</b>	
	<b>X</b>	<b>Certificate of Service ATTACHMENT 3</b>	

**PUC Secretary's Bureau Use**

**Attachment 1 -- Proof of Compliance with Department of State Filing Requirements**

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SECRETARY'S BUREAU

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

Document will be returned to the name and address entered below.

Name  
 1150 First Avenue  
  
 Suite 551,  
 Address  
 King of Prussia PA 19406  
 City State Zip Code

Foreign Registration Statement  
 DSCB: 15-412  
 (rev. 2/2017)



Read all instructions prior to completing. This form may be submitted online at <https://www.corporations.pa.gov/>.

Fee: \$250.00

I qualify for a veteran/reservist-owned small business fee exemption (see instructions)

In compliance with the requirements of the applicable provisions of 15 Pa.C.S. § 412 (relating to foreign registration statement), the undersigned foreign association hereby states that:

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1. The type of association is (check only one):

- Business Corporation       Limited Partnership       Business Trust  
 Nonprofit Corporation       Limited Liability (General) Partnership       Professional Association  
 Limited Liability Company       Limited Liability Limited Partnership

2. The full and proper name of the foreign association as registered in its jurisdiction of formation is:

SUNLIGHT ENERGY GROUP LLC

2A. If the name in 2 does not contain a required designator or if the name in 2 is not available for use in the Commonwealth, the alternate name under which the association is registering in this Commonwealth is:

3. The jurisdiction of formation: DE

4. The street and mailing address of the association's principal office.

1150 First Ave. STE 511,      King of Prussia      PA      19406  
 Number and street      City      State      Zip

4A. The street and mailing address of the office, if any, required to be maintained by the law of the association's jurisdiction of formation in that jurisdiction:

16192 COASTAL HWY,      LEWES      DE      19958  
 Number and street      City      State      Zip

5. The (a) address of the association's 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 OR State Zip County

(b) c/o: Registered Agents Inc Montgomery  
Name of Commercial Registered Office Provider County

6. Check one of the following:

- 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):

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

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

- 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 25th day of October, 2017  
this \_\_\_\_\_

SUNLIGHT ENERGY GROUP LLC

\_\_\_\_\_  
Name of Association

WILLIAM ZACHARY

\_\_\_\_\_  
Signature

Member

\_\_\_\_\_  
Title

Attachment 2-- SunLight Energy Group's Delaware charter documentation



**CERTIFICATE OF FORMATION  
OF  
SUNLIGHT ENERGY GROUP LLC**

**(A Delaware Limited Liability Company)**

**First:** The name of the limited liability company is: SUNLIGHT ENERGY GROUP LLC

**Second:** Its registered office in the State of Delaware is located at 16192 Coastal Highway, Lewes, Delaware 19958, County of Sussex. The registered agent in charge thereof is Harvard Business Services, Inc.

IN WITNESS WHEREOF, the undersigned, being fully authorized to execute and file this document have signed below and executed this Certificate of Formation on this August 11, 2016.



Harvard Business Services, Inc., Authorized Person  
By: Richard H. Bell, II, President

Attachment 3 – Proofs of Service

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SECRETARY'S BUREAU

## CERTIFICATE OF SERVICE

On this the 12<sup>th</sup> day of December 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 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

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

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

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

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

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

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

Legal Department  
First Energy  
2800 Pottsville Pike  
Reading PA, 19612

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  
Attn: EGS Coordination  
1775 Industrial Boulevard  
Lewisburg, PA 17837

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

  
James E. Mumm, Partner, SunLight Energy Group

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SECRETARY'S BUREAU

Attachment 4 - Copy of Bond (Original Provided)

Attachment scanned  
as confidential

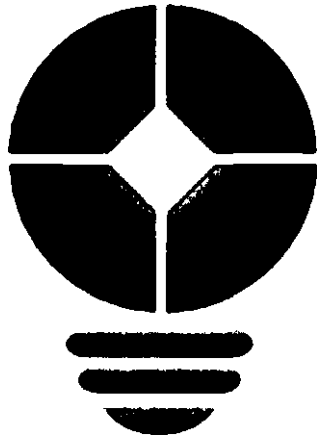
12-18-17  
AJ

Attachment 5 – SunLight Energy Group Financials

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# SunLight Energy Group

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Please see attached audited financial statements for SunLight Energy Group, from the Company's inception on September 1, 2016, to present. During this period, the Company utilized the services of a third-party energy supplier called Box Online, which is licensed to do business in Pennsylvania (<http://www.brokeronlinexchange.com>). Its explicit purpose is to interface with energy suppliers, enter into authorized brokerage contracts, and provide a commission to independent agents who source the transactions and customers.

As of August 31, the Company had earned approximately \$700,000 in future commissions. However, this type of commission is not accrued on the Company's books until paid. Thus the net losses of the Company's early period (September 1, 2016 to June 30, 2017) should be viewed in light of the forthcoming commissions. Additional information can be provided.

**FINANCIAL STATEMENTS**

**SunLight Energy Group  
Year Ended December 31, 2016  
with Report of Independent Auditors**

**SunLight Energy Group**  
**Financial Statement**  
**Year Ended December 31, 2016**

**Contents**

Report of Independent Auditors.....	1
Statement of Financial Condition.....	3
Statement of Operations .....	4
Statement of Changes in Members' Capital .....	5
Notes to Financial Statements.....	6





## Report of Independent Auditors

The Manager  
SunLight Energy Group

We have audited the accompanying financial statements of SunLight Energy Group (the Company), which comprise the statement of financial condition, as of December 31, 2016, and the related statements of operations and changes in members' capital for the year then ended, and the related notes to the financial statements.

### **Management's Responsibility for the Financial Statements**

Management is responsible for the preparation and fair presentation of these financial statements in conformity with U.S. generally accepted accounting principles; this includes the design, implementation and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free of material misstatement, whether due to fraud or error.

### **Auditor's Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.



## Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of SunLight Energy Group at December 31, 2016, and the results of its operations and changes in its members' capital for the year then ended in conformity with U.S. generally accepted accounting principles.

A handwritten signature in black ink, appearing to read "Jessie Williams", is positioned above the typed name.

Jessie Williams, CPA  
jmWilliams CPA, LLP

July 24, 2017

**SunLight Energy Group**  
**Statement of Financial Condition**  
**December 31, 2016**

**Assets**

Cash and cash equivalents	<u>\$24,072</u>
Total assets	<u>24,072</u>

**Liabilities and members' capital**

Due to partner	<u>100,000</u>
Total liabilities	<u>100,000</u>

Members' capital	<u>(75,928)</u>
Total liabilities and members' capital	<u>\$24,072</u>

*The accompanying notes are an integral part of these financial statements.*

SunLight Energy Group  
Statement of Operations  
December 31, 2016

<b>Expenses</b>	
Guaranteed Payments	60,000
Professional fees and other expenses	1,026
Marketing	2,437
Information Technology	1,929
Travel Expense	6,253
Parking Expenses	1,500
Business Development	995
Telecommunication	894
Office Supplies	511
Rent	383
	<hr/>
Total expenses	<u><u>\$(75,928.00)</u></u>

*The accompanying notes are an integral part of these financial statements.*

**SunLight Energy Group**  
**Statement of Change in Member Capital**  
**December 31, 2016**

	<u><b>Total</b></u>
Members' capital at beginning of year	\$ -
Net income/(loss)	<u>(75,928)</u>
Members' capital at end of year	<u><u>\$(75,928)</u></u>

*The accompanying notes are an integral part of these financial statements.*

SunLight Energy Group  
Notes to the Financial Statements  
December 31, 2016

**1. Organization**

SunLight Energy Group is an energy broker company formed by professionals from the finance and energy businesses to provide mid-market clients with energy-related consulting, cost reduction strategies, and favorable gas/electric supply contracts in deregulated markets. The company acts as an intermediary between energy providers and non-residential energy consumers, by assisting businesses with their energy-related decisions. In return for their services, the company earns brokerage or consulting fees.

**2. Summary of Significant Accounting Policies**

**Basis of Presentation**

The accompanying financial statements have been prepared in accordance with United States ("U.S.") generally accepted accounting principles ("US GAAP") and are stated in U.S. dollars.

**Use of Estimates**

The preparation of the financial statements in accordance with U.S. generally accepted accounting principles requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from such estimates.

**Cash and cash equivalents**

All cash and cash equivalents balances represent deposits in interest bearing accounts and overnight deposits held by one major financial institution. As December 31, 2016, there were no overnight deposits.

**Note Payable**

Short-term loans payable at September 1, 2017, consisted of loan payable to Lexington DG, LLC. The interest rate applicable to the short-term loan payable is 1.22% on September 1, 2017. Cash disbursements are agreed to be made in three equal disbursements of \$100,000 on August 29, 2016, January 6, 2017; and May 5, 2017.

**Taxation**

For Federal and state income tax purposes, the Company is treated as a partnership and as such is not subject to U.S. Federal, state and local income tax. Therefore, no provision for Federal and state income tax is recorded. Instead, each member includes the Company's taxable profits or losses in its tax or information returns. The Manager periodically evaluates tax positions that the Company has taken, expects to take or that are otherwise relevant to the

Company for purposes of determining whether any relevant tax positions would “more-likely-than-not” be sustained by the applicable tax authority. As of December 31, 2016, the Company did not have any unrecognized tax liabilities in accordance with FASB’s ASC 740, Income Taxes. If the Company were required to recognize interest and penalties, if any, related to unrecognized tax benefits this would be recognized as income tax expense on the statement of operations.

**Going Concern**

Management is not aware of any material uncertainties that may cast significant doubt upon the Company’s ability to continue as a going concern; therefore, the financial statements continue to be prepared on a going concern basis.

**FINANCIAL STATEMENTS**

**SunLight Energy Group  
Year Ended June 30, 2017  
with Report of Independent Auditors**



SunLight Energy Group  
Financial Statement  
Year Ended June 30, 2017

**Contents**

Report of Independent Auditors.....	1
Statement of Financial Condition.....	3
Statement of Operations .....	4
Statement of Changes in Members' Capital .....	5
Notes to Financial Statements.....	6



## Report of Independent Auditors

The Manager  
SunLight Energy Group

We have audited the accompanying financial statements of SunLight Energy Group (the Company), which comprise the statement of financial condition, as of June 30, 2017, and the related statements of operations and changes in members' capital for the year then ended, and the related notes to the financial statements.

### **Management's Responsibility for the Financial Statements**

Management is responsible for the preparation and fair presentation of these financial statements in conformity with U.S. generally accepted accounting principles; this includes the design, implementation and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free of material misstatement, whether due to fraud or error.

### **Auditor's Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.



**Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of SunLight Energy Group at June 30, 2017, and the results of its operations and changes in its members' capital for the year then ended in conformity with U.S. generally accepted accounting principles.

A handwritten signature in black ink, appearing to read "Jessie Williams".

Jessie Williams, CPA  
jmWilliams CPA, LLP

July 24, 2017

**SunLight Energy Group**  
**Statement of Financial Condition**  
**June 30, 2017**

**Assets**

Cash and cash equivalents	57,333
Account Receivables	<u>3,927</u>
Total assets	<u><u>61,260</u></u>

**Liabilities and members' capital**

Due to partner	<u>300,000</u>
Total liabilities	<u><u>300,000</u></u>

Members' capital	<u>(238,739)</u>
Total liabilities and members' capital	<u><u>61,261</u></u>

*The accompanying notes are an integral part of these financial statements.*

**SunLight Energy Group**  
**Statement of Operations**  
**June 30, 2017**

<b>Income</b>		
Brokage Fees	1,700	
Training	3,900	
Total Income		<u>\$5,600</u>
<b>Expenses</b>		
Business Development	641	
Business Licenses and Permits	620	
Dues and Subscriptions	99	
Guaranteed Payments	90,000	
Information Technology	2,039	
Marketing	4,090	
Office Supplies	319	
Other Expenses	1,239	
Professional fees and other expenses	37,831	
Rent	620	
Telecommunication	1,075	
Travel Expense	29,838	
Total expenses		<u>\$(168,411)</u>
Net Income (loss)		<u><u>\$(162,811)</u></u>

The accompanying notes are an integral part of these financial statements.

SunLight Energy Group  
Statement of Change in Member Capital  
June 30, 2017

	<u>Total</u>
Members' capital at beginning of year	\$(75,928)
Net income/(loss)	<u>(162,811)</u>
Members' capital at end of year	<u>\$(238,739)</u>

*The accompanying notes are an integral part of these financial statements.*

SunLight Energy Group  
Notes to the Financial Statements  
June 30, 2017

**1. Organization**

SunLight Energy Group is an energy broker company formed by professionals from the finance and energy businesses to provide mid-market clients with energy-related consulting, cost reduction strategies, and favorable gas/electric supply contracts in deregulated markets. The company acts as an intermediary between energy providers and non-residential energy consumers, by assisting businesses with their energy-related decisions. In return for their services, the company earns brokerage or consulting fees.

**2. Summary of Significant Accounting Policies**

**Basis of Presentation**

The accompanying financial statements have been prepared in accordance with United States ("U.S.") generally accepted accounting principles ("US GAAP") and are stated in U.S. dollars.

**Use of Estimates**

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**Cash and cash equivalents**

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**Note Payable**

Short-term loans payable at September 1, 2017, consisted of loan payable to Lexington DG, LLC. The interest rate applicable to the short-term loan payable is 1.22% on September 1, 2017. Cash disbursements are agreed to be made in three equal disbursements of \$100,000 on August 29, 2016, January 6, 2017; and May 5, 2017.

**Taxation**

For Federal and state income tax purposes, the Company is treated as a partnership and as such is not subject to U.S. Federal, state and local income tax. Therefore, no provision for Federal and state income tax is recorded. Instead, each member includes the Company's taxable profits or losses in its tax or information returns. The Manager periodically evaluates tax positions that the Company has taken, expects to take or that are otherwise relevant to the

Company for purposes of determining whether any relevant tax positions would “more-likely-than-not” be sustained by the applicable tax authority. As of December 31, 2016, the Company did not have any unrecognized tax liabilities in accordance with FASB’s ASC 740, Income Taxes. If the Company were required to recognize interest and penalties, if any, related to unrecognized tax benefits this would be recognized as income tax expense on the statement of operations.

**Going Concern**

Management is not aware of any material uncertainties that may cast significant doubt upon the Company’s ability to continue as a going concern; therefore, the financial statements continue to be prepared on a going concern basis.



Attachment 6 -- Tax Certification Statement.

Attachment scanned separately  
as confidential.

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Attachment 7 – Solar Systems Developed or Purchased by SunLight General Capital

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**SITE**  
 Bergen County Prosecutor's Office  
 One Bergen Plaza Parking Garage  
 Teterboro Airport Hangar 109  
 Teterboro Airport Hangar 111  
 Teterboro Airport Hangars 113/114  
 Ansonia High School  
 Memorial Middle School  
 Washington Elementary School  
 Little Ferry Borough Hall  
 Little Ferry Library  
 Little Ferry Senior Center  
 Huber Elementary School  
 Secaucus High School/Middle School  
 Secaucus Town Hall  
 Carrier Clinic  
 Halls Warehouse Corp. Building 501  
 Halls Warehouse Corp. Building 601  
 Morris 400, LLC  
 WP Properties, LLC  
 Stevens Institute of Technology (Phase 1)  
 Stevens Institute of Technology (Phase 2)  
 Black River Farms  
 Black Rock Congregational Church  
 Brielle Elementary School  
 Dancker, Sellew, & Douglas, Inc.  
 Bedminster Township DPW  
 Bedminster Township Police Department  
 Bedminster Township Municipal Building  
 Bedwell Elementary School  
 Bernards High School  
 Clarence Dillon Library  
 Ridge High School  
 William Annin Middle School  
 Bernards Township DPW/Engineering Building  
 Milltown School  
 Bridgewater-Raritan High School  
 Bridgewater-Raritan Middle School  
 Montgomery Township Lower Middle School  
 Montgomery Township High School (Phase 1)  
 Montgomery Township High School (Phase 2)  
 North Plainfield High School/Middle School  
 Somerset School  
 East End School  
 West End School  
 TD Bank Ballpark  
 Somerset County Municipal Parking Garage  
 Bridgewater Central Maintenance  
 Somerset County Joint Public Works Building 1  
 Somerset County Joint Public Works Building 2  
 Somerset County Environmental Education Center  
 Somerset County Vocational and Technical High School Building A  
 Somerset County Vocational and Technical High School Building B (Phase 1)  
 Somerset County Vocational and Technical High School Building B (Phase 2)  
 Somerset County Vocational and Technical High School Building F  
 Angelo Tomaso Elementary School  
 Warren Central Elementary School  
 Warren Middle School

**SYSTEM ADDRESS**  
 100 Eisenhower Drive, Paramus, NJ 07652  
 One Bergen County Plaza, Hackensack, NJ 07601  
 112 Charles A. Lindbergh Dr., Teterboro, NJ 07608  
 112 Charles A. Lindbergh Dr., Teterboro, NJ 07608  
 112 Charles A. Lindbergh Dr., Teterboro, NJ 07608  
 20 Pulaski Highway, Ansonia, CT 06401  
 123 Liberty Street, Little Ferry, NJ 07643  
 130 Liberty Street, Little Ferry, NJ 07643  
 215 Liberty Street, Little Ferry, NJ 07643  
 239 Liberty Street, Little Ferry, NJ 07643  
 95 Main St., Little Ferry, NJ 07643  
 1520 Paterson Plank Rd, Secaucus, NJ 07094  
 11 Mill Ridge Rd., Secaucus, NJ 07094  
 1203 Paterson Plank Rd, Secaucus, NJ 07094  
 252 County Road 601, Belle Mead, NJ 08502  
 501 Kentile Road, South Plainfield, NJ 07080  
 601 Kentile Road, South Plainfield, NJ 07080  
 100 Ford Road, Denville, NJ 07834  
 400 Ford Road, Denville, NJ 07834  
 Castle Point on Hudson, Hoboken, NJ 07030  
 Castle Point on Hudson, Hoboken, NJ 07030  
 20 Boss Road, Ringoes, NJ 08551  
 3685 Black Rock Turnpike, Fairfield, CT 06825  
 605 Union Lane, Brielle, NJ 08730  
 291 Evans Way, Branchburg, NJ 08876  
 75 Miller Lane, Bedminster, NJ 07921  
 55 Miller Lane, Bedminster, NJ 07921  
 One Miller Lane, Bedminster, NJ 07921  
 141 Seney Drive, Bernardsville, NJ 07924  
 25 Olcott Avenue, Bernardsville, NJ 07924  
 2336 Lamington Road, Bedminster, NJ 07921  
 268 South Finley Avenue, Basking Ridge, NJ 07920  
 70 Quincy Road, Basking Ridge, NJ 07920  
 277 South Maple Avenue, Basking Ridge, NJ 07920  
 611 Milltown Road, Bridgewater, NJ 08807  
 500 Garretson Road, Bridgewater, NJ 08807  
 836 Newmans Lane, Bridgewater, NJ 08807  
 375 Burnt Hill Road, Skillman, NJ 08558  
 1016 Route 601, Skillman, NJ 08558  
 1016 Route 601, Skillman, NJ 08558  
 34 Wilson Avenue, North Plainfield, NJ 07060  
 303 Somerset Street, North Plainfield, NJ 07060  
 170 Oneida Avenue, North Plainfield, NJ 07060  
 447 Green Brook Road, North Plainfield, NJ 07060  
 1 Patriots Park, Bridgewater, NJ 08807  
 20 Grove Street, Somerville, NJ 08876  
 750 East Main Street, Bridgewater, NJ 08807  
 411 Chimney Rock Road, Bridgewater, NJ 08807  
 411 Chimney Rock Road, Bridgewater, NJ 08807  
 190 Lord Stirling Road, Basking Ridge, NJ 07920  
 14 Vogt Drive, Bridgewater, NJ 08807  
 14 Vogt Drive, Bridgewater, NJ 08807  
 14 Vogt Drive, Bridgewater, NJ 08807  
 14 Vogt Drive, Bridgewater, NJ 08807  
 45 Washington Valley Road, Warren, NJ 07059  
 109 Mt. Bethel Road, Warren, NJ 07059  
 100 Old Stirling Road, Warren, NJ 07059

STATE	SIZE (kW DC)	SYSTEM TYPI	PTO or Purchase Date	OFF-TAKER CONTACT	OFFTAKER EMAIL
NJ	115.92	Roof	12/23/2010	Todd Amadei	tamadei@bcpo.net
NJ	627.90	Roof	6/21/2011	John Cascone	jascone@co.bergen.nj.us
NJ	341.32	Roof	7/6/2011	Ralph Romano	ralph.romano@jetaviation.com
NJ	177.10	Roof	7/6/2011	Ralph Romano	ralph.romano@jetaviation.com
NJ	180.32	Roof	7/6/2011	Ralph Romano	ralph.romano@jetaviation.com
CT	198.99	Roof	7/27/2011	Bobby Evans	bevans@ansonias.org
NJ	149.70	Roof	10/8/2012	Lou Albanese	lalbanese@littleferry.k12.nj.us
NJ	117.85	Carport	10/8/2012	Lou Albanese	lalbanese@littleferry.k12.nj.us
NJ	31.85	Roof	8/14/2012	Paula Cozzarelli	p-cozzarelli@littleferrynj.org
NJ	15.93	Roof	8/14/2012	Paula Cozzarelli	p-cozzarelli@littleferrynj.org
NJ	28.67	Roof	8/14/2012	Paula Cozzarelli	p-cozzarelli@littleferrynj.org
NJ	194.29	Roof	12/17/2012	Mario Cofini	mcofini@sboe.org
NJ	423.61	Roof	12/17/2012	Mario Cofini	mcofini@sboe.org
NJ	152.88	Carport	10/26/2012	Sandy D'arzen	sdarzen@secaucus.net
NJ	1,816.56	Roof	12/14/2012	John LaPorta	jlaporta@carrierclinic.com
NJ	1,294.29	Roof	12/14/2012	Patrick Sahrndnik	psahrndnik@hallscorp.com
NJ	494.21	Roof	12/14/2012	Patrick Sahrndnik	psahrndnik@hallscorp.com
NJ	252.75	Roof	12/14/2012	Paul Barnish	pbarnish@wprealtynj.com
NJ	402.48	Roof	12/14/2012	Paul Barnish	pbarnish@wprealtynj.com
NJ	110.63	Carport	12/14/2012	George Oberlander	george.oberlander@stevens.edu
NJ	82.88	Roof	12/14/2012	George Oberlander	george.oberlander@stevens.edu
NJ	143.00	Ground	12/14/2012	Amy Jorgensen	amyjorgensen@yahoo.com
CT	123.07	Roof	6/30/2015	Jeremy Taylor	jtaylor@brcc.org
NJ	272.16	Roof	8/10/2014	Eileen Gorga	egorga@brielle.k12.nj.us
NJ	674.96	Roof	11/30/2015	Domenic Proscia	dproscia@dancker.com
NJ	31.90	Roof	2/6/2012	Joe Haggerty	jhaggerty@bedminster.us
NJ	82.94	Roof	2/6/2012	Joe Haggerty	jhaggerty@bedminster.us
NJ	95.70	Carport	3/6/2013	Joe Haggerty	jhaggerty@bedminster.us
NJ	130.79	Roof	11/30/2012	Alan Yunghahn	ayunghahn@shsd.org
NJ	92.51	Roof	3/7/2013	Alan Yunghahn	ayunghahn@shsd.org
NJ	41.47	Roof	2/5/2013	Sandy Putnam	sputnam@dillonlibrary.org
NJ	194.59	Roof	2/28/2013	Anthony LaMarco	alamarco@bernardsboe.com
NJ	95.70	Roof	1/22/2013	Anthony LaMarco	alamarco@bernardsboe.com
NJ	44.66	Roof	1/22/2013	Gail Dillin	gdillin@bernards.org
NJ	66.99	Roof	5/2/2014	Peter Starrs	pstarrs@brsd.k12.nj.us
NJ	360.47	Carport	2/13/2013	Peter Starrs	pstarrs@brsd.k12.nj.us
NJ	207.35	Carport	2/13/2013	Peter Starrs	pstarrs@brsd.k12.nj.us
NJ	325.38	Carport	4/16/2013	Bob Austin	raustin@mtsd.us
NJ	261.58	Carport	11/6/2013	Bob Austin	raustin@mtsd.us
NJ	510.40	Ground	11/6/2013	Bob Austin	raustin@mtsd.us
NJ	127.60	Roof	4/13/2013	Brian Shanley	brian_shanley@nplainfield.org
NJ	63.80	Roof	4/15/2013	Brian Shanley	brian_shanley@nplainfield.org
NJ	28.71	Roof	11/12/2013	Brian Shanley	brian_shanley@nplainfield.org
NJ	44.66	Roof	4/15/2013	Brian Shanley	brian_shanley@nplainfield.org
NJ	1,004.85	Carport	9/23/2013	Bryan Iwicki	biwicki@somersetpatriots.com
NJ	322.00	Carport	9/30/2013	Carl Memoli	memoli@co.somerset.nj.us
NJ	209.30	Carport	3/6/2013	Carl Memoli	memoli@co.somerset.nj.us
NJ	171.81	Roof	4/12/2013	Carl Memoli	memoli@co.somerset.nj.us
NJ	112.70	Roof	4/12/2013	Carl Memoli	memoli@co.somerset.nj.us
NJ	41.86	Roof	12/6/2012	Carl Memoli	memoli@co.somerset.nj.us
NJ	66.99	Roof	9/17/2013	Mike Kuschyk	mkuschyk@scvts.net
NJ	86.13	Roof	9/17/2013	Mike Kuschyk	mkuschyk@scvts.net
NJ	612.48	Carport	9/17/2013	Mike Kuschyk	mkuschyk@scvts.net
NJ	70.18	Roof	9/17/2013	Mike Kuschyk	mkuschyk@scvts.net
NJ	191.40	Roof	12/19/2012	Michael Pate	mpate@warrentboe.org
NJ	51.04	Roof	1/22/2013	Michael Pate	mpate@warrentboe.org
NJ	363.66	Roof	1/22/2013	Michael Pate	mpate@warrentboe.org

Bayberry Elementary School (Phase 1)	113 Bayberry Lane, Watchung, NJ 07069	NJ	63.80	Roof	4/2/2013	Nick Naturile	cgutierrez@watchungschools.us
Bayberry Elementary School (Phase 2)	113 Bayberry Lane, Watchung, NJ 07069	NJ	111.65	Carport	4/2/2013	Nick Naturile	cgutierrez@watchungschools.us
County College of Morris (Parking Lots 7 and 8)	214 Centre Grove Rd, Randolph, NJ 07869	NJ	1,934.57	Carport	11/6/2013	Joe Ponturo	jponturo@ccm.edu
County College of Morris (Parking Lot 2)	214 Centre Grove Rd, Randolph, NJ 07869	NJ	637.23	Carport	11/6/2013	Joe Ponturo	jponturo@ccm.edu
County College of Morris (Parking Lot 5)	214 Centre Grove Rd, Randolph, NJ 07869	NJ	362.34	Carport	11/6/2013	Joe Ponturo	jponturo@ccm.edu
County College of Morris (Parking Lot 6)	214 Centre Grove Rd, Randolph, NJ 07869	NJ	401.06	Carport	11/6/2013	Joe Ponturo	jponturo@ccm.edu
County College of Morris (Student Center)	214 Centre Grove Rd, Randolph, NJ 07869	NJ	107.09	Roof	11/6/2013	Joe Ponturo	jponturo@ccm.edu
Dickerson School	250 Route 24, Chester, NJ 07930	NJ	70.18	Roof	3/4/2013	Bobby Carroll	bobby.carroll@chester-nj.org
Bragg Intermediate School	250 Route 24, Chester, NJ 07930	NJ	242.44	Ground	11/6/2013	Bobby Carroll	bobby.carroll@chester-nj.org
Black River Middle School	133 North Road, Chester, NJ 07930	NJ	354.09	Ground	11/6/2013	Bobby Carroll	bobby.carroll@chester-nj.org
Pearl R. Miller Middle School	117 Kiel Ave, Kinnelon, NJ 07405	NJ	89.32	Roof	2/26/2013	Alan Bresett	bresetta@kinnelon.org
Stonybrook Elementary School	118 Boonton Ave, Kinnelon, NJ 07405	NJ	92.51	Roof	2/26/2013	Alan Bresett	bresetta@kinnelon.org
Canfield Avenue Elementary School	42 Canfield Avenue, Mine Hill, NJ 07803	NJ	73.37	Roof	1/28/2013	Carolina Rodriguez	crodriguez@minehillcas.org
Randolph High School (Phase 1)	25 School House Road, Randolph, NJ 07869	NJ	197.78	Roof	2/4/2013	Mark Gosiker	mgosiker@rtnj.org
Randolph High School (Phase 1)	25 School House Road, Randolph, NJ 07869	NJ	391.22	Carport	2/4/2013	Mark Gosiker	mgosiker@rtnj.org
Randolph Middle School (Phase 1)	507 Millbrook Ave, Randolph, NJ 07869	NJ	86.13	Roof	2/4/2013	Mark Gosiker	mgosiker@rtnj.org
Randolph Middle School (Phase 2)	507 Millbrook Ave, Randolph, NJ 07869	NJ	125.57	Ground	2/4/2013	Mark Gosiker	mgosiker@rtnj.org
Ironia School	513 Dover Chester Rd, Randolph, NJ 07869	NJ	86.13	Roof	2/4/2013	Mark Gosiker	mgosiker@rtnj.org
Montville High School	100 Horseneck Rd, Montville, NJ 07045	NJ	82.94	Roof	4/12/2013	Steve Carroll	scarroll@montville.net
Lazar Middle School	123 Changebridge Rd, Montville, NJ 07045	NJ	73.37	Roof	4/12/2013	Steve Carroll	scarroll@montville.net
Morris Knolls High School	50 Knoll Drive, Rockaway, NJ 07866	NJ	144.98	Roof	4/8/2013	Steven Ternosky	stemosky@mhrd.org
Franklin Elementary School (Phase 1)	50 Washington Ave, Franklin, NJ 07416	NJ	68.15	Roof	8/20/2013	Bill Sabo	bsabo@fboe.org
Franklin Elementary School (Phase 2)	50 Washington Ave, Franklin, NJ 07416	NJ	151.03	Carport	8/20/2013	Bill Sabo	bsabo@fboe.org
Byram Elementary School (Phase 1)	11 Mansfield Dr, Stanhope, NJ 07874	NJ	38.94	Roof	4/8/2013	Gary Smith	smith.gary@byramschools.org
Byram Elementary School (Phase 2)	11 Mansfield Dr, Stanhope, NJ 07874	NJ	489.00	Carport	4/8/2013	Gary Smith	smith.gary@byramschools.org
Frankford Township Elementary School	2 Pines Rd, Branchville, NJ 07826	NJ	306.24	Ground	10/1/2013	Jody McIntyre	mcintyre@frankfordschool.org
Kittatinny Regional High School (Phase 1)	77 Halsey Rd, Newton, NJ 07860	NJ	303.05	Carport	5/10/2013	James Brown	jbrown@krhs.net
Fredon Civic Center	436 Rte 94, Fredon, NJ 07860	NJ	33.93	Roof	12/20/2012	Bill Liverance	wrlive@embarqmail.com
High Point Regional High School	299 Pidgeon Hill Rd, Sussex, NJ 07461	NJ	264.77	Roof	2/7/2013	Michael Parigi	mparigi@hpregional.org
Newton DPW	117 Moran St, Newton, NJ 07860	NJ	39.33	Roof	12/28/2012	Kenneth Jaeker	kjaekel@newtondpw.com
Newton Wastewater Treatment Plant	35 Townsend St, Newton, NJ 07860	NJ	66.99	Ground	5/10/2013	Joseph Carr	jcarr@newtontownhall.com
Merriam Avenue Elementary School (Phase 1)	81 Merriam Ave, Newton, NJ 07860	NJ	113.58	Roof	2/27/2013	Dave Hughen	dhughen@newtonnj.org
Merriam Avenue Elementary School (Phase 2)	81 Merriam Ave, Newton, NJ 07860	NJ	178.64	Carport	2/27/2013	Dave Hughen	dhughen@newtonnj.org
Newton High School	44 Ryerson Ave, Newton, NJ 07860	NJ	127.60	Roof	4/28/2013	Dave Hughen	dhughen@newtonnj.org
Wheatworth Facility	149 Wheatworth Rd, Hardyston, NJ 07419	NJ	92.51	Ground	3/4/2013	Joe Bluso	jbluso@sussex.nj.us
Sussex County Community College Building L	One College Hill Road, Newton, NJ 07860	NJ	303.05	Carport	8/30/2013	John Scully	jscully@sussex.edu
Sussex County Community College Building D (Phase 1)	One College Hill Road, Newton, NJ 07860	NJ	61.65	Carport	8/30/2013	John Scully	jscully@sussex.edu
Sussex County Community College Building D (Phase 2)	One College Hill Road, Newton, NJ 07860	NJ	108.45	Ground	8/30/2013	John Scully	jscully@sussex.edu
Sussex County Community College Building E	One College Hill Road, Newton, NJ 07860	NJ	363.66	Carport	8/30/2013	John Scully	jscully@sussex.edu
Sussex County Community College Buildings B and C	One College Hill Road, Newton, NJ 07860	NJ	264.33	Ground	9/4/2013	John Scully	jscully@sussex.edu
Mercer County Community College	1200 Old Trenton Road, West Windsor, NJ 08550	NJ	8,255.52	Ground	9/18/2013	Bryon Marshall	marshall@mccc.edu
Westminster Solar (metered to Belchertown Water District)	339 S. Ashburnham Rd, Westminster, MA 01473	MA	193.07	Ground	9/27/2016	Gary Brougham	gbrougham@belchertown.org
Westminster Solar (metered to Ashburnham-Westminster Regional SD)	339 S. Ashburnham Rd, Westminster, MA 01473	MA	374.77	Ground	9/27/2016	Julie Surprenant	jsurprenant@awrsd.org
Clarksburg Solar (metered to Southern Berkshire Regional SD)	650 W Cross Rd, Clarksburg, MA 01247	MA	653.70	Ground	11/14/2016	Chris Regan	cregan@sbrsd.org
Long Valley Middle School	51 W Mill Rd, Long Valley, NJ 07853	NJ	424.70	Ground	12/12/2016	Glenn Miller	gmiller@mtoliveboe.org
Benedict A. Cucinella School	470 Naughtright Rd, Long Valley, NJ 07853	NJ	190.96	Roof	12/7/2016	Glenn Miller	gmiller@mtoliveboe.org
Chatham High School	255 Lafayette Ave, Chatham Township, NJ 07928	NJ	214.83	Roof	12/12/2016	John Cataldo	jcataldo@chatham-nj.org
Chester Township Municipal Building (Phase 1)	1 Parker Road, Chester, NJ 07930	NJ	98.89	Ground	12/8/2016	Scott Beam	sbeam@chesterborough.org
Chester Township Municipal Building (Phase 2)	1 Parker Road, Chester, NJ 07930	NJ	71.60	Ground	12/8/2016	Scott Beam	sbeam@chesterborough.org
Morris County Office of Temporary Assistance	340 W. Hanover Ave Morristown, NJ 07960	NJ	477.40	Ground	12/15/2016	David Endly	dendly@co.morris.nj.us
Sandshore Elementary School	498 Sand Shore Rd, Budd Lake, NJ 07828	NJ	214.83	Ground	11/29/2016	Alann Whitmore	awhitmore@wtschools.org
Tinc Road School	24 Tinc Rd, Flanders, NJ 07836	NJ	232.50	Ground	11/29/2016	Alann Whitmore	awhitmore@wtschools.org
Cranbury Solar (on roof at Prologis-owned facilities)	5 Santa Fe Way, Bldg 5-B, Cranbury, NJ 08831	NJ	5,738.88	Roof	12/30/2016	Brian P. Nave	bnave@prologis.com
San Domenico School	1500 Butterfield Road, San Anselmo, CA 94960	CA	340.20	Ground	12/30/2016	Shannon Machado	smachado@sandomenico.org
San Domenico School	1500 Butterfield Road, San Anselmo, CA 94960	CA	72.87	Roof	12/30/2016	Shannon Machado	smachado@sandomenico.org
Kittatinny Regional High School (Phase 2)	77 Halsey Rd, Newton, NJ 07860	NJ	397.65	Roof	11/9/2016	James Brown	jbrown@krhs.net
Sparta Middle School	350 Main St, Sparta Township, NJ 07871	NJ	484.11	Ground	11/10/2016	Chris Tappan	chris.tappen@sparta.org
Hardyston Middle School	183 Wheatworth Rd, Hamburg, NJ 07419	NJ	870.59	Ground	11/10/2016	Carl Platvoet	cplatvoet@https.org
Sussex County Technical School (Phase 1)	105 N Church Rd, Sparta Township, NJ 07871	NJ	76.56	Roof	12/7/2016	Matt Geary	mgeary@sussex.tec.nj.us

Sussex County Technical School (Phase 2)	105 N Church Rd, Sparta Township, NJ 07871	NJ	577.61	Ground	12/7/2016	Matt Geary	mgeary@sussex.tec.nj.us
Sussex County Technical School (Phase 3)	105 N Church Rd, Sparta Township, NJ 07871	NJ	248.82	Ground	12/7/2016	Matt Geary	mgeary@sussex.tec.nj.us
Morris County Library (Phase 1)	30 East Hanover Ave, Whippany, NJ 07981	NJ	180.73	Roof	12/28/2016	David Endly	dendly@co.morris.nj.us
Morris County Library (Phase 2)	30 East Hanover Ave, Whippany, NJ 07981	NJ	150.04	Carport	12/28/2016	David Endly	dendly@co.morris.nj.us
Morris County Library (Phase 3)	30 East Hanover Ave, Whippany, NJ 07981	NJ	211.42	Carport	12/28/2016	David Endly	dendly@co.morris.nj.us
Morris County Public Safety Training Academy (Phase 1)	500 W Hanover Ave, Morristown, NJ 07960	NJ	35.34	Roof	12/30/2016	David Endly	dendly@co.morris.nj.us
Morris County Public Safety Training Academy (Phase 2)	500 W Hanover Ave, Morristown, NJ 07960	NJ	306.90	Carport	12/30/2016	David Endly	dendly@co.morris.nj.us
Morris County Public Safety Training Academy (Phase 3)	500 W Hanover Ave, Morristown, NJ 07960	NJ	112.53	Roof	12/30/2016	David Endly	dendly@co.morris.nj.us
Bridgewater Township Municipal Building / Police Station	100 Commons Way Bridgewater, NJ 08807	NJ	319.00	Ground	12/22/2016	Thomas Forsythe	tforsythe@bridgewater.nj.gov
Warren Township DPW	1 Bardy Rd, Warren, NJ 07059	NJ	28.71	Roof	11/4/2016	Douglas Buro	dburo@warren.nj.org
Hiram College II - Physical Plant	11715 Garfield Rd, Hiram, OH 44234	OH	98.70	Roof	9/15/2017	Dexter I. Odom	odomdi@hiram.edu
Hiram College II - Art Building	11715 Garfield Rd, Hiram, OH 44234	OH	250.04	Roof	9/15/2017	Dexter I. Odom	odomdi@hiram.edu
Euclid City Hall	585 E. 222nd St. Euclid, OH 44123	OH	76.05	Roof	9/28/2017	Daniel Knecht	dknecht@cityofeuclid.com
Euclid Public Library	631 E. 222nd St. Euclid OH 44123	OH	78.98	Roof	9/28/2017	Kacie Armstrong	kacie.armstrong@euclidlibrary.org
Cleveland Clinic Foundation - Zifony Plaza	8911 Euclid Ave, Cleveland, OH 44106	OH	100.80	Roof	9/28/2017	Jon Utech	utechj@ccf.org

Total kW completed or purchased:

45,805.85

**PROJECTS CURRENTLY UNDER CONSTRUCTION**

0 Putnam Pike	0 Putnam Pike Glocester, RI 02814	RI	248.82	Ground	6/16/2016	TBD	TBD
Off Cucumber Hill Road (AP 7 Lot 20E)	Off Cucumber Hill Road Foster, RI 02825	RI	652.50	Ground	6/26/2016	TBD	TBD
675 Plainfield Pike	675 Plainfield Pike Coventry, RI 02827	RI	248.82	Ground	6/23/2016	TBD	TBD
21 Briggs Road	21 Briggs Road Foster, RI 02825	RI	652.50	Ground	6/23/2016	TBD	TBD

Attachment 8 -- SunLight Energy Group's Maryland License

**RECEIVED**

DEC 13 2017

PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

COMMISSIONERS

STATE OF MARYLAND

W. KEVIN HUGHES  
CHAIRMAN

MICHAEL T. RICHARD  
ANTHONY J. O'DONNELL  
ODOGWU OBI LINTON



**PUBLIC SERVICE COMMISSION**

#11, 8/23/17 AM; ML#s 216259 and 216396  
License Reference No.: IR-3940

August 23, 2017

RECEIVED

DEC 13 2017

PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

Jim Mumm  
CEO  
SunLight Energy Group  
135 E. 57<sup>th</sup> Street  
New York, NY 10022

Dear Mr. Mumm:

On July 27, 2017, SunLight Energy Group ("Company") filed an Application for a License to Supply Electricity or Electric Generation Services in Maryland under COMAR 20.51. The Company proposes to provide electricity supplier services in Maryland for commercial customers as described in the application. Additional information was filed on August 8, 2017.

After considering this matter at the August 23, 2017 Administrative Meeting, the Commission granted the Company a license to supply electricity or electric generation services in Maryland (License Reference Number IR-3940). The license granted by the Commission under this Letter Order is limited solely to electricity supplier broker services for the customer class and service territories applied for and recommended by Staff.

Finally, the Company is reminded that it is under a continuing obligation to notify the Commission within 30 days of any changes to the information upon which the Commission relied in granting this license. A copy of the supplemental or updated information is required to be filed concurrently with the Office of People's Counsel.

By Direction of the Commission,

A handwritten signature in black ink, appearing to read "David J. Collins".

David J. Collins  
Executive Secretary

DJC/st  
cc: Phil VanderHeyden, Electricity Division

WILLIAM DONALD SCHAEFER TOWER • 6 ST. PAUL STREET • BALTIMORE, MARYLAND 21202-6806

410-767-8000 • Toll Free: 1-800-492-0474 • FAX: 410-333-6495  
MDRS: 1-800-735-2258 (TTY/Voice) • Website: [www.psc.state.md.us/psc/](http://www.psc.state.md.us/psc/)

W. KEVIN HUGHES  
CHAIRMAN

MICHAEL T. RICHARD  
ANTHONY J. O'DONNELL  
ODOGWU OBI LINTON



## PUBLIC SERVICE COMMISSION

#10, 8/23/17 AM; ML#s 216258 and 216397  
License Reference No.: IR-3941

August 23, 2017

Jim Mumm  
CEO  
SunLight Energy Group  
135 E. 57<sup>th</sup> Street  
New York, NY 10022

Dear Mr. Mumm:

On July 27, 2017, SunLight Energy Group ("Company") filed an Application for a License Supply Natural Gas or Natural Gas Supply Services under COMAR 20.54. The Company proposes to provide natural gas supplier services in Maryland for commercial customers as described in the application. Additional information was filed on August 8, 2017.

After considering this matter at the August 23, 2017 Administrative Meeting, the Commission granted the Company a license to supply natural gas or natural gas supply services in Maryland (License Reference Number IR-3941). The license granted by the Commission under this Letter Order is limited solely to natural gas supplier broker services and for the customer class and service territories applied for recommended by Staff.

Finally, the Company is reminded that it is under a continuing obligation to notify the Commission within 30 days of any changes to the information upon which the Commission relied in granting this license. A copy of the supplemental or updated information is required to be filed concurrently with the Office of People's Counsel.

By Direction of the Commission,

A handwritten signature in black ink, appearing to read "David J. Collins".

David J. Collins  
Executive Secretary

DJC/st  
cc: Phil VanderHeyden, Electricity Division



Attachment 9 -- SunLight Energy Group Training Materials

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The following pages demonstrate typical training materials used by SunLight Energy Group as part of our training process and sample marketing materials that we provide to clients.

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# **SunLight Energy Group**

## **Training Guide**

**For**

**Inside Sales Professional**

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## **Table of Contents**

1. <u>INDUSTRY OVERVIEW</u> .....	3
2. <u>USING OUR CRM DATABASE</u> .....	4
3. <u>ORGANIZATION AND PRODUCTIVITY</u> .....	5
4. <u>PROSPECTING FOR BUSINESS</u> .....	6
5. <u>SETTING APPOINTMENTS</u> .....	7
6. <u>PRICING AND CONTRACTS</u> .....	8

# Inside Sales Training Model

## 1. Industry Overview

### **A. Deregulation**

- a) Generation and distribution
- b) Key players - Suppliers, Utilities, Municipalities, Brokers, Consumers
- c) Utilities within the state(s) we work: gas and electric
- d) Deregulated states

### **B. The Energy Market**

- a) How much does energy cost?
- b) What influences pricing?
- c) Reading a bill (parameters for pricing)
- d) Becoming a student of the industry
  - Books
  - Videos (Netflix, Hulu, Amazon, YouTube)
  - Certifications and ongoing training

### **C. Sunlight Energy Group**

- a) Understanding contracts – how we make money
- b) Terms, future-starts, cancellations, ETF's, renewals
- c) Our suppliers
- d) Value selling – our competitive advantage

## **2. Using Our CRM database**

### **A. Creating Leads**

- a) Proper formatting
- b) Importing leads

### **B. Editing Leads**

- a) Qualifying Information

### **C. Maintaining Leads**

- a) Notes
- b) Tasks

### **D. Converting Leads to Deals**

- a) CXD

### **E. Creating and Using Events**

- a) Syncing to calendars

### **F. Navigating and Cross Referencing**

- a) Company name (alternates), using D&B, contact name, phone number, asterisk
- b) Finding duplicates
- c) Hyperlinks

### **G. Attaching Bills, LOE's and LOAs'**

### **3. Organization and Productivity**

#### **A. Lead Code System**

- a) Rotating call pattern
- b) Depleting and replenishing
- c) Planning your week

#### **B. Utilizing Tasks**

- a) When and how to use a task
- b) Updating/deleting a task
- c) Prioritizing your calling
  - Drop-by's, visits, and brand building

#### **C. Dial/Appointment Sheets**

- a) Making a plan – goals
- b) Protecting your time – time blocking
- c) Accountability – partner
- d) Tracking your behaviors

#### **D. CRM Reports**

#### **E. Prospecting Reports (Dial Analysis, Meeting Analysis)**

#### **F. Dropbox – never lose a file**

#### **G. Outlook Email and Calendar**

#### **H. Scanner, Printer, Fax**

## **4. Prospecting for Business**

### **A. Cold Calling**

- a) Planning – make the plan the day before, first location by 8 a.m., ready to go
- b) Where to go
  - General – industrial parks
  - Specific – all similar businesses (i.e. hotels)
- c) How to get there - batchgeo, Road Warrior
- d) What to bring – marketing folder, brochures, business cards
- e) What information should to gather – contact plus parameters for pricing
- f) What to do with the information
  - Importing, setting up follow up tasks and using the subject field

### **B. From Our Database – finding abandoned leads**

- a) Lead views
- b) Filtering our database

### **C. Web search**

- a) Google search
- b) Google maps
- c) Dunn and Bradstreet
- d) LinkedIn
- e) Reference USA

### **D. Niche Searching**

- a) Specialized markets
- b) Reference USA – NAICS codes

### **E. Asking for Referrals**

- c) Clients
- d) Prospects
- e) Connections (friends and family)
- f) Business next door or close by customers



## **5. Setting Appointments**

### **A. Dials**

- a) Who will answer the phone?
  - Getting past the gatekeeper
  - How to handle Executive Assistants
- b) What to say once you've reached the decision maker
- c) Rebuttals
- d) Strategy – conversation about energy strategy between professionals

### **B. Qualifying Leads**

- a) Qualifications
  - Size/usage
  - CXD
  - Decision maker

### **C. Confirming the Meeting**

- a) Email address
- b) Physical address
- c) Calendar invite
- d) Up-front contracts.
- e) Follow up tasks – re-confirming the meeting

### **D. Creating Events**

- a) Linking Zoho with Outlook
- b) Information outside sales person needs in calendar
  - a. Phone, email, correct address of the meeting
  - b. Dropping-by opportunities close by to a meeting

## **6. Pricing and Contracts**

### **A. Matrix Pricing – using Box**

- a) Necessary stats – S-U-R-U-S
- b) Navigating bills
- c) Navigating BOX

### **B. Custom Pricing**

- a) Submission process
- b) Bills, LOA, LOE
- c) Refreshing
- d) Rejection, competition

### **C. Contracts**

- a) Creating matrix contracts in BOX
- b) Saving to PDF
- c) Checking account numbers, start date, term, price, all customer information
- d) Review with operations staff

### **D. Requesting a Custom Contract**

- a) Choosing suppliers
- b) Contract checklist

### **E. Marking up a contract**

- a) No margin information
- b) Double check all information
- c) Signature and initial requirements, highlight and mark (non-color printers)



# Sunlight Energy Group

1328 Florida Ave NW Washington, DC 20009 • (646) 228-9663 • info@SunlightEnergyGroup

We create comprehensive, start-to-finish energy management plans for our clients:  
hedging market volatility, securing the lowest cost for the long term,  
and tapping into emerging technologies.



PARTNER WITH EXPERIENCE



# SUNLIGHT ENERGY MANAGEMENT TEAM



**SunLight  
Energy  
Group**



## **Jim Mumm, Executive Vice President**

Over 33 years' experience helping commercial clients with strategy, energy management, and cost reduction. Led the highest-performing team at a Northeastern energy consulting firm. Extensive experience with regional power pools, energy usage reduction, complex accounts, procurement, and best-practices energy management systems. Certified Energy Professional (CEP). B.B.A. in Marketing, M.S. in Business Computer Information Systems, and M.B.A. in Management from CUNY – Baruch College in NYC.



## **Doug Pendley, Executive Vice President**

Extensive background in sales, product development, channel distribution and company strategy. Served in a variety of leadership roles in companies focused on consumer products, specialty pet products, and information technologies. Key roles include CEO of Milk Pet North America, sales strategist for PetSmart brands, team leader on product strategy at EDS. A.A. degree in Marketing from Southwestern University. Additional studies in Marketing at Western Michigan University.

## **Stacey Hughes, Chief Financial Officer**

Co-founder of company in 2009. More than 15 years' experience in renewable energy finance. Managing Director (Fixed Income Derivatives) at Societe Generale. Analyst at Salomon Brothers (Capital Markets and Financial Institutions Group). B.S. degree in Finance from California Polytechnic University. M.B.A. from Harvard Business School.



## **Ed Klehe, Chief Investment Officer**

Co-founder of company in 2009. Extensive background in project finance, solar development, derivatives and tax equity. Raised investment funds and managed the construction, acquisition and ongoing operations of more than 45 MW of solar energy projects. Managing Director and Group Head (Structured Credit and Principal Finance). Masters degree from H.E.C. School of Management in Paris.



**SunLight  
General  
Capital**

## **Bill Zachary, Chief Development Officer**

Co-founder of company in 2009. Extensive background in military housing, municipal debt, derivatives and renewable energy via public-private partnerships. Managing Director and Group Head (Municipal Finance). Analyst at Smith Barney (Municipal Finance). B.A. degree from Harvard. Additional studies at the Harvard Kennedy School of Government.



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# Sunlight General Capital

135 East 57th Street 6th Floor New York, NY 10022 • (212) 286-1801 • info@SunlightGeneralCapital.com



## Sunlight General Capital Solar Projects

### FEATURED PROPERTIES:

Morris College, NJ,  
Mercer College, NJ,  
Black Rock Church, CT,  
Teferbaro Airport, NJ

About Sunlight General's awesome solar capabilities dtkasdfsakdglaoagdhg gasg asdgoadstfgohadtfgadtgh asdfgasdgh aghoadsghpoag asdglkadstfghpand-foghdaf sadgoasdgdnhadostghapat asotghaosdghosdghpoasd asdgdthoas-dghoas sadgofasdogiasodghos asdgiasdktgloasdtkgja asdgalsckghasdtghsdftgsa sadgiasdghasighasd asdkghasdgdnhosaghah asdghoasdgiasdghasdg asghoasd f asdtkjalsdtjkka:dgsdgrasdkgahds;gdth sadghoasdghoiasghisagh asgodgsolus

PARTNER WITH EXPERIENCE

Attachment 10 – Resume of SunLight SunLight CEO James Mumm

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**James E. Mumm**

445 East 80<sup>th</sup> Street – Apt.2F  
New York, NY 10075

646-228-9663  
[jimmumm1961@gmail.com](mailto:jimmumm1961@gmail.com)

**Summary of Experience**

- Set new business record for two years running (including the latest year)
- Over 32 year’s sales, marketing, and leadership experience, C-level positions in Sales/Marketing for marketing and technology firms increasing sales 600% in 1<sup>st</sup> year & doubling sales in 2<sup>nd</sup> year
- Supervised 100+ employees and achieved customer retention rate of 98%
- Created/developed/implemented sales certification and training programs: inside and outside
- Managed national sales force and broker force for CPG firm with sales over \$500 mm/year
- Key account sales resulting in adding 15 of the firm’s top 20 largest customers within 2 years

**Work Experience**

**Sunlight Energy Group – CEO**

**Sept 2016 - present**

- Created and launch successful energy consulting firm serving multiple powerpools
- Achieved over \$700,000 in new business in first calendar year, hired and trained two employees

**Secure Energy Solutions – EVP**

**Sept 2013 – Sept 2016**

- Received “Rookie of the Year” and led sales team to 1<sup>st</sup> year record breaking new business sales
- Achieved “President’s Club”, MVP, “New Business King” awards for yr. 2 record breaking sales

**Executive Training Solutions (Sandler Training) – CEO**

**August 2009 – Sept 2013**

- Launched sales and leadership training franchise in new territory (Western MA)
- Received the following awards: Rising Star, Bronze, Silver, Gold, and Heavy Hitter

**1<sup>st</sup> Wave Sales & Marketing – CEO**

**May 2006 - August 2009**

- Created a bootstrap sales and marketing company, grew sales from \$0 to \$2 million
- Won Merrill Lynch IPO challenge by defeating 89 teams, won \$60,000 seed money to start firm

**MyWebGrocer - Senior Vice President of Sales and Marketing**

**April 2004 – May 2006**

- Led team sales and increased revenue by 20%, resulting in the top increase in firm

**Grocery Shopping Network - Vice President of Sales and Marketing**

**2001 - 2004**

- Created new business and developed top 75% of accounts, achieving sales increase of 600%

**Director – Sales and Marketing**

**News Corporation - Director of Sales and Marketing**

**1999 – 2001**

**Sara Lee Corporation - Director of National Brand Sales and Marketing**

**1996 – 1999**

**Daymon Associates, Inc. - Divisional Marketing Manager**

**1993 – 1996**

**Kash N’ Karry Food Centers - Sales & Marketing Manager**

**1982 -1993**

**Education: Baruch College – Masters of Science (completed June 2008)**

**GPA - 3.8**

**Baruch College – Executive MBA (completed June 2005)**

**GPA - 3.8**

**Baruch College – BBA - Marketing (completed June 2003)**

**GPA - 3.7**

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**DEC 13 2017**

Attachment 11 -- Application Affidavit

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SECRETARY'S BUREAU



# APPLICATION AFFIDAVIT

State of New York

:

ss.

County of New York

:

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James E. Mumm, Affiant, being duly affirmed according to law, deposes and says that:

He is the Chief Executive Officer of SunLight Energy Group LLC;

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That he is authorized to and does make this affidavit for said Applicant;

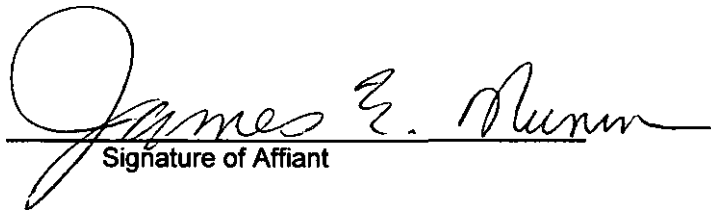
That the Applicant herein SunLight Energy Group LLC has the burden of producing information and supporting documentation demonstrating its technical and financial fitness to be licensed as an electric generation supplier pursuant to 66 Pa. C.S. § 2809 (B).

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

That the Applicant herein SunLight Energy Group LLC acknowledges that it is under a duty to update information provided in answer to questions on this application and contained in supporting documents.

That the Applicant herein SunLight Energy Group LLC acknowledges that it is under a duty to supplement information provided in answer to questions on this application and contained in supporting documents as requested by the Commission.

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

  
Signature of Affiant

Sworn and subscribed before me this 12<sup>th</sup> day of December 2017.

  
Signature of official administering oath

My commission expires 7/6/19

JOSEPH CASPER SHIPLEY  
NOTARY PUBLIC-STATE OF NEW YORK  
No. 01SH6326981  
Qualified in New York County  
My Commission Expires July 06, 2019

Attachment 12 -- Operations Affidavit

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# OPERATIONS AFFIDAVIT

State of New York :  
 :  
 : ss.  
County of New York :

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SECRETARY'S BUREAU

**James E. Mumm**, Affiant, being duly affirmed according to law, deposes and says that:

He is the **Chief Executive Officer of SunLight Energy Group LLC**;

That he is authorized to and does make this affidavit for said Applicant;

That **SunLight Energy Group LLC**, the Applicant herein, acknowledges that **SunLight Energy Group LLC** 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 **SunLight Energy Group LLC**, the Applicant herein, asserts that 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 **SunLight Energy Group LLC**, 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.

That SunLight Energy Group LLC, 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.

James E. Musson  
Signature of Affiant

Sworn and subscribed before me this 12<sup>th</sup> day of December, 2017.

[Signature]  
Signature of official administering oath.

My commission expires 7/6/19.

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SECRETARY'S BUREAU

Attachment 13 – Proof of Publication

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PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

PROOF OF PUBLICATION  
In  
THE ERIE TIMES-NEWS  
COMBINATION EDITION

SunLight Energy Group  
135 East 57th Street, 6th Floor  
New York NY 10022

REFERENCE: 94988 291804  
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: 11/17/17

TOTAL COST: \$543.00 AD SPACE: 0 Lines

FILED ON: 11/17/17

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SECRETARY'S BUREAU

PENNSYLVANIA  
PUBLIC UTILITY COMMISSION  
NOTICE

*Applications of SunLight Energy Group LLC For Approval To Offer, Render, or Furnish Services as a Marketer/Broker Engaged In The Business Of Supplying Natural Gas Supply Services and Electricity Supply Services To The Public In The Commonwealth Of Pennsylvania.*

SunLight Energy Group 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. SunLight Energy Group 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. SunLight Energy Group LLC proposes to sell electricity, natural gas, and related services throughout the Commonwealth of Pennsylvania 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 SunLight Energy Group 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 Mr. James E. Mumm of SunLight Energy Group LLC at the address listed below.

SunLight Energy Group  
135 East 57<sup>th</sup> Street, 6<sup>th</sup> Floor  
New York, NY 10022  
Phone: (646) 228-9663  
Fax: (646) 496-9172

EP291804

Sworn to and subscribed before me this 17<sup>th</sup> day of November 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



The Patriot News

LEGAL AFFIDAVIT

AD#: 0008433188

Commonwealth of Pennsylvania,) ss  
County of Cumberland)

Dwayne Connor 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 11/19/2017

Principal Clerk of the Publisher

Sworn to and subscribed before me this 21th day of November 2017

Notary Public

COMMONWEALTH OF PENNSYLVANIA  
NOTARIAL SEAL  
Crystal B. Rosensteel, Notary Public  
Susquehanna Twp., Dauphin County  
My Commission Expires June 27, 2020  
MEMBER, PENNSYLVANIA ASSOCIATION OF NOTARIES

PENNSYLVANIA  
PUBLIC UTILITY COMMISSION  
NOTICE

Applications of SunLight Energy Group LLC For Approval To Offer, Render, or Furnish Services as a Marketer/Broker Engaged in The Business Of Supplying Natural Gas Supply Services and Electricity Supply Services, To The Public in The Commonwealth Of Pennsylvania.

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The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of SunLight Energy Group 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 Mr. James E. Mumm of SunLight Energy Group LLC at the address listed below.

SunLight Energy Group  
135 East 57th Street, 6th Floor  
New York, NY 10022  
Phone: (646) 228-9663  
Fax: (646) 696-9172

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PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

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:

November 22, 2017

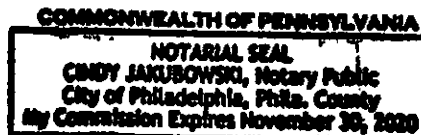
Affiant further deposes and says that she is an employee of the publisher of said newspaper and has been authorized to verify the foregoing statement and that she is not interested in the subject matter of the aforesaid notice of publication, and that all allegations in the foregoing statement as to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

*Helene Sweeney*

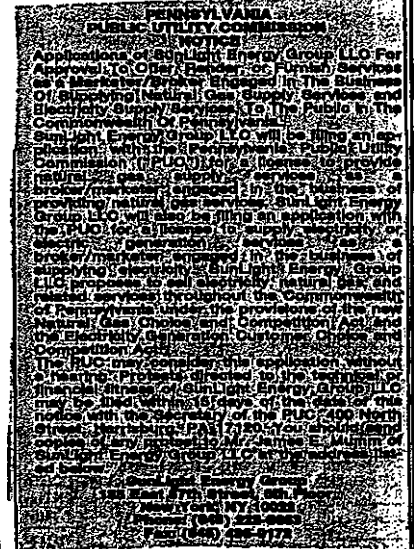
Sworn to and subscribed before me this 22nd day of  
November, 2017.

*Cindy Jakubowski*  
Notary Public

My Commission Expires:



Copy of Notice of Publication



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DEC 13 2017

PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU



### Proof of Publication of Notice in Pittsburgh Post-Gazette

Under Act No 587, Approved May 16, 1929, PL 1784, as last amended by Act No 409 of September 29, 1951

Commonwealth of Pennsylvania, County of Allegheny, ss K. Flaherty, being duly sworn, deposes and says that the Pittsburgh Post-Gazette, a newspaper of general circulation published in the City of Pittsburgh, County and Commonwealth aforesaid, was established in 1993 by the merging of the Pittsburgh Post-Gazette and Sun-Telegraph and The Pittsburgh Press and the Pittsburgh Post-Gazette and Sun-Telegraph was established in 1960 and the Pittsburgh Post-Gazette was established in 1927 by the merging of the Pittsburgh Gazette established in 1786 and the Pittsburgh Post, established in 1842, since which date the said Pittsburgh Post-Gazette has been regularly issued in said County and that a copy of said printed notice or publication is attached hereto exactly as the same was printed and published in the regular editions and issues of the said Pittsburgh Post-Gazette a newspaper of general circulation on the following dates, viz:

21 of November, 2017

Affiant further deposes that he/she is an agent for the PG Publishing Company, a corporation and publisher of the Pittsburgh Post-Gazette, that, as such agent, affiant is duly authorized to verify the foregoing statement under oath, that affiant is not interested in the subject matter of the afore said notice or publication, and that all allegations in the foregoing statement as to time, place and character of publication are true.

K. Flaherty  
PG Publishing Company  
Sworn to and subscribed before me this day of:  
November 21, 2017

Linda M. Gaertner  
COMMONWEALTH OF PENNSYLVANIA  
NOTARIAL SEAL  
Linda M. Gaertner, Notary Public  
Findlay Twp., Allegheny County  
My Commission Expires Jan. 31, 2019  
MEMBER, PENNSYLVANIA ASSOCIATION OF NOTARIES

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DEC 13 2017

STATEMENT OF ADVERTISING COSTS  
SunLight Energy Group  
135 E 57TH ST FL 6  
Attn: Fanny Sasson  
NEW YORK NY 10022-2185  
PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

To PG Publishing Company

Total \_\_\_\_\_ \$495.00

#### Publisher's Receipt for Advertising Costs

PG PUBLISHING COMPANY, publisher of the Pittsburgh Post-Gazette, a newspaper of general circulation, hereby acknowledges receipt of the aforesaid advertising and publication costs and certifies that the same have been fully paid.

Office  
2201 Sweeney Drive  
CLINTON, PA 15026  
Phone 412-263-1338

PG Publishing Company, a Corporation, Publisher of  
Pittsburgh Post-Gazette, a Newspaper of General Circulation

By Samuel J. Arbuthnot  
Samuel J. Arbuthnot

I hereby certify that the foregoing is the original Proof of Publication and receipt for the Advertising costs in the subject matter of said notice.

#### COPY OF NOTICE OR PUBLICATION

PENNSYLVANIA PUBLIC UTILITY COMMISSION NOTICE  
Applications of SunLight Energy Group LLC For Approval To Offer, Render, or Furnish Services as a Marketer/Broker Engaged in The Business Of Supplying Natural Gas Supply Services and Electricity Supply Services, To The Public in The Commonwealth of Pennsylvania.  
SunLight Energy Group 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. SunLight Energy Group 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. SunLight Energy Group LLC proposes to sell electricity, natural gas, and related services throughout the Commonwealth of Pennsylvania 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 SunLight Energy Group 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 Mr. James E. Mumm of SunLight Energy Group LLC at the address listed below.  
SunLight Energy Group, 135 East 57th Street, 6th Floor, New York, NY 10022, Phone: (646) 228-9663, Fax: (646) 496-9172

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

SUNLIGHT ENERGY GROUP  
FANNY SASSON  
135 EAST 57TH ST., 6TH FLOOR NEW YORK NY 10022

Account # 626858  
Order # 82150316  
Ad Price: 269.35

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:

11/16/2017

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 16th day of November A.D., 2017

Sharon Venturi  
(Notary Public)

COMMONWEALTH OF PENNSYLVANIA  
Notarial Seal  
Sharon Venturi, Notary Public  
City of Scranton, Lackawanna County  
My Commission Expires Feb. 12, 2018  
MEMBER, PENNSYLVANIA ASSOCIATION OF NOTARIES

RECEIVED

DEC 13 2017

PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

LEGAL NOTICE

PENNSYLVANIA PUBLIC UTILITY COMMISSION NOTICE  
Applications of SunLight Energy Group LLC For Approval To Offer, Render, or Furnish Services as a Marketer/Broker Engaged in The Business Of Supplying Natural Gas Supply Services and Electricity Supply Services, To The Public in The Commonwealth Of Pennsylvania.

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SunLight Energy Group  
135 East 57th Street, 6th Floor  
New York, NY 10022  
Phone: (646) 228-8863  
Fax: (646) 496-9172

PROOF OF PUBLICATON 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:

November 18, 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 SunLight Energy Group LLC For Approval To Offer, Render, or Furnish Services as a Market/Broker Engaged in The Business of Supplying Natural Gas Supply Services and Electricity Supply Services To The Public in The Commonwealth Of Pennsylvania. SunLight Energy Group 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/market, engaged in the business of providing natural gas services. SunLight Energy Group LLC will also be filing an application with the PUC for a license to supply electricity or electric generation services as a broker/market, engaged in the business of supplying electricity. SunLight

energy Group LLC proposes to sell electricity, natural gas, and related services throughout the Commonwealth of Pennsylvania 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 address of SunLight Energy Group 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 Mr. James E. Muttin of SunLight Energy Group LLC at the address listed below. SunLight Energy Group 188 East 67th Street, 6th Floor, New York, NY 10022 Phone: (646) 228-8883 Fax: (646) 436-9172

*Bernard A. Oravec*

SUN-GAZETTE LLC

Sworn to and subscribed before me

The 20th day of November 2017

*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. \$285.36

Probated same. \$

Total. \$285.36

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

RECEIVED

SUN-GAZETTE LLC

BY Bernard A. Oravec

DEC 13 2017

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

COMMONWEALTH OF PENNSYLVANIA }  
 County of Cambria } SS

**PENNSYLVANIA PUBLIC UTILITY COMMISSION NOTICE**  
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SunLight Energy Group  
 138 East 57th Street, 6th Floor  
 New York, NY 10022  
 Phone: (646) 229-9553 Fax: (646) 496-8172

*publishes that the of The J. interest charact.*

*On this 1st day of December 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, of Cambria, and Commonwealth of Pennsylvania and the matter published in said publication in the regular issues A, on November 21, 2017; and that the Affiant is not advertising and that all of the allegations as to time, place and*

*Christine Marhefka*

**STATEMENT OF ADVERTISING COSTS**

Signed and sworn to before me on  
 1st day of December, 2017,  
 by Christine Marhefka making the statement.

*Vivian Ohs*

0.00 Lines @	\$2.50 per line	0.00
7 Inches @	\$25.00 per inch	175.00
Notary Fee		5.00
Clerical Fee		2.50
<b>Total Cost</b>		<b>182.50</b>

Commonwealth of Pennsylvania - Notary Seal  
 Vivian Ohs, Notary Public  
 Cambria County  
 My commission expires December 6, 2020  
 Commission number 1123017  
 Member, Pennsylvania Association of Notaries

To The Tribune-Democrat, Johnstown, PA  
 For publishing the notice or publication  
 attached hereto on the above stated dates.

**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 \_\_\_\_\_

RECEIVED

DEC 13 2017

PA PUBLIC UTILITY COMMISSION  
 SECRETARY'S BUREAU

