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Commonwealth of Pennsylvania

## Application to serve as Natural Gas Broker

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





Sunlight Energy Group

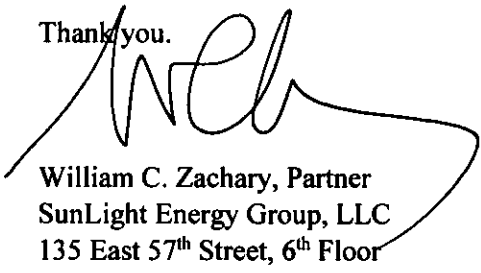
Pennsylvania Public Utility Commission  
Secretary  
400 North Street, Keystone Building  
Harrisburg, PA 17120

January 5, 2018

To whom it may concern:

Enclosed please find our original and notarized application to serve as a natural gas broker in the Commonwealth of Pennsylvania, together with a cd-rom containing a searchable PDF version of the entire application. We have amended our application to conform to the August 28, 2017 version of your form.

Thank you.



William C. Zachary, Partner  
SunLight Energy Group, LLC  
135 East 57<sup>th</sup> Street, 6<sup>th</sup> Floor  
New York, NY 10022  
Email: bzachary@sunlightgeneral.com  
Direct: 917-733-3038

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## 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 natural gas supply 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

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- 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

- 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 Natural Gas 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 NGSS.

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.

Or

X The Applicant will not be using a fictitious name.

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- b. **BUSINESS ENTITY AND DEPARTMENT OF STATE FILINGS:**  
*(Select appropriate statement and provide supporting documentation. As well, understand that Domestic means being formed within Pennsylvania and foreign means being formed outside Pennsylvania.)*

☐ The Applicant is a sole proprietor.

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

Or

☐ The Applicant is a:

- ☐ domestic general partnership (\*)
- ☐ domestic limited partnership (15 Pa. C.S. §8511)
- ☐ foreign general or limited partnership (15 Pa. C.S. §4124)
- ☐ domestic limited liability partnership (15 Pa. C.S. §8201)
- ☐ foreign limited liability general partnership (15 Pa. C.S. §8211)



☐ foreign limited liability limited partnership (15 Pa. C.S. §8211)

- Provide proof of compliance with appropriate Department of State filing requirements as indicated above.
- Give name, d/b/a, and address of partners. If any partner is not an individual, identify the business nature of the partner entity and identify its partners or officers.
- Provide the state in which the business is organized/formed and provide a copy of the Applicant's charter documentation.
- \* If a corporate partner in the Applicant's domestic partnership is not domiciled in Pennsylvania, attach a copy of the Applicant's Department of State filing pursuant to 15 Pa. C.S. §4124.

or

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):

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- 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 21).

- 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 25).

- 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 which provides natural gas supply services to retail gas customers utilizing the jurisdictional facilities of a natural gas distribution company.
- Broker/Marketer - an entity that acts as an intermediary in the sale and purchase of natural gas but does not take title to the natural gas.

- ☐ The Applicant is presently doing business in Pennsylvania as a
- ☐ natural gas interstate pipeline
  - ☐ municipality providing service outside its municipal limits
  - ☐ local gas distribution company
  - ☐ retail supplier of natural gas services in the Commonwealth
  - ☐ a natural gas producer
  - ☐ broker/marketer engaged in the business of supplying natural gas services
  - X Other; Identify the nature of service being rendered.

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SunLight Energy Group LLC has served one Pennsylvania client 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*):

- ☐ Supplier of Aggregator of natural gas services
- ☐ Municipal supplier of natural gas services
- ☐ Cooperative supplier of natural gas services
- ☒ Broker/Marketer engaged in the business of supplying natural gas services
  - ☒ Check here to verify that your organization will not be taking title to the natural gas nor will you be making payments for customers.
- ☐ Other (Describe):

c. **PROPOSED SERVICES:** Describe in detail the natural gas supply services which the Applicant proposes to offer.

SunLight Energy Group intends to serve as a natural gas broker to corporate, industrial, and governmental users.

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

- |   |  |
|---|--|
| <input type="checkbox"/> Columbia                     | <input type="checkbox"/> Philadelphia Gas Works      |
| <input type="checkbox"/> National Fuel Gas            | <input type="checkbox"/> UGI Central Penn            |
| <input type="checkbox"/> PECO                         | <input type="checkbox"/> UGI Penn natural            |
| <input type="checkbox"/> Peoples Gas – Equitable Div. | <input type="checkbox"/> UGI Utilities               |
| <input type="checkbox"/> Peoples Natural Gas          | <input type="checkbox"/> Valley Energy               |
| <input type="checkbox"/> Peoples TWP                  | <input checked="" type="checkbox"/> All of the above |

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

- ☐ Residential Customers
- ☐ Small Commercial Customers - (Less than 6,000 Mcf annually)
- ☐ Residential and Small Commercial as Mixed Meter ONLY (CANNOT BE TAKEN WITH RESIDENTIAL AND/OR SMALL COMMERCIAL ABOVE)
- ☒ Large Commercial Customers - (6,000 Mcf or more annually)
- ☒ Industrial Customers
- ☒ 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. We have separately submitted to PA PUC an application to serve as an electricity broker.

## 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. 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.

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## 6. PROOF OF SERVICE

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

Please see Attachment 3 – Proofs of Service (Page 27).

- 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:

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

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

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

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

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

- b. **NGDCs:** 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 Natural Gas 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 NGDC is as follows.

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**Columbia Gas of PA, Inc.**  
Michelle Cadell  
290 W. Nationwide Blvd.  
Columbus, OH 43215

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**Peoples Natural Gas – Equitable Division**  
Lynda Petrichevich  
225 North Shore Drive  
Pittsburg, PA 15212

**National Fuel Gas Distribution Corp.**  
David D. Wolford  
6363 Main Street  
Williamsville, NY 14221

**The Peoples Natural Gas Company**  
Lynda Petrichevich  
225 North Shore Drive  
Pittsburg, PA 15212

**PECO**  
Carlos Thillet, Manager, Gas Supply and  
Transportation  
2301 Market Street, S9-2  
Philadelphia, PA 19103



**Peoples Gas Company**  
Lynda Petrichevich  
225 North Shore Drive  
Pittsburg, PA 15212

**Philadelphia Gas Works**  
Nicholas LaPergola  
800 West Montgomery Avenue  
Philadelphia, PA 19122

**UGI Central Penn**  
David Lahoff  
2525 N. 12<sup>th</sup> Street, Suite 360  
Reading, PA 19612-2677

**UGI Central Penn**  
David Lahoff  
2525 N. 12<sup>th</sup> Street, Suite 360  
Reading, PA 19612-2677

**Valley Energy Inc.**  
Ed Rogers  
523 South Keystone Avenue  
Sayre, PA 18840-0340

**UGI Penn Natural**  
David Lahoff  
2525 N. 12<sup>th</sup> Street, Suite 360  
Reading, PA 19612-2677

## **7. FINANCIAL FITNESS**

- a. **BONDING:** In accordance with 66 Pa. C.S. Section 2208(c), no natural gas supplier license shall be issued or remain in force unless the applicant or holder furnishes a bond or other security in a form and amount to ensure the financial stability of the natural gas supplier. The criteria used to determine the amount and form of such bond or other security shall be set by each NGDC. Provide documentation that the applicant has met the security requirement of each NGDC by submitting the letters sent by the NGDCs stating what bonding amounts they require.

Please see Attachment 4 – NGDC Bonding Requirements (Page 29).

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- b. FINANCIAL RECORDS, STATEMENTS, AND RATINGS:** Applicant must provide sufficient information to demonstrate financial fitness commensurate with the service proposed to be provided. Examples of such information which may be submitted include the following:

- Actual (or proposed) organizational structure including parent, affiliated or subsidiary companies.
- Published Applicant or parent company financial and credit information (i.e. 10Q or 10K). (SEC/EDGAR web addresses are sufficient)
- Applicant's accounting statements, including balance sheet and income statements for the past two years.
- Evidence of Applicant's credit rating. Applicant may provide a copy of its Dun and Bradstreet Credit Report and Robert Morris and Associates financial form, evidence of Moody's, S&P, or Fitch ratings, and/or other independent financial service reports.
- A description of the types and amounts of insurance carried by Applicant which are specifically intended to provide for or support its financial fitness to perform its obligations as a licensee.
- Audited financial statements exhibiting accounts over a minimum two year period.
- Bank account statement, tax returns from the previous two years, or any other information that demonstrates Applicant's financial fitness.

Please see Attachment 5 (Page 37)– 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 natural gas usage of the clients) by suppliers for each procurement contract secured.

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- 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

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

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

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

Please Attachment 6 (Page 57), Tax Certification Statement.

## **8. TECHNICAL FITNESS:**

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

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

- Applicant's previous experience in the natural gas industry.
- Summary and proof of licenses as a supplier of natural gas services in other states or jurisdictions.
- Type of customers and number of customers Applicant currently serves in other jurisdictions.
- Staffing structure and numbers as well as employee training commitments.
- Business plans for operations within the Commonwealth.
- Any other information appropriate to ensure the technical capabilities of the Applicant.



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 59) 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.*

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## 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.

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## Management Staff – Engineering

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**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 28,000,000 kWh of electricity and 12,000 dekatherms of natural gas under management.

SunLight Energy Group is currently licensed in the States of Maryland and New Jersey (please see Attachment 8, page 63), and we've applied to be an electricity broker in Delaware. We now hope 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 69) are training materials used to educate SunLight Energy Group's salespeople.

#### **Management Staff – Energy Contracts**

**Jim Mumm**, ([jim.mumm@sunlightenergygroup.com](mailto: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.

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**b. PROPOSED MARKETING METHOD** (check all that apply)

- ☒ Internal – Applicant will use its own internal resources/employees for marketing  
☐ External NGS – Applicant will contract with a PUC LICENSED NGS  
☐ Affiliate – Applicant will use a **NON-NGS affiliate that is a nontraditional marketer and/or marketing services consultant.**  
☐ External Third-Party – Applicant will contract with a **NON-NGS third party nontraditional marketer and/or non-selling marketer.**  
☐ Other (Describe):

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

- ☐ Yes  
☒ No

If yes, will the Applicant be using verification procedures?

- ☐ Yes  
☐ No

If yes, describe the Applicant's verification procedures.

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

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 83).



**9. DISCLOSURE STATEMENTS:**

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

**Disclosure Statements:** If proposing to serve Residential and/or Small Commercial (less than 6,000 McF annually) Customers, provide a Residential and/or Small Commercial disclosure statement. A sample disclosure statement is provided as Appendix J to this Application.

- Natural gas 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. SunLight Energy Group is applying for a license exclusively as a broker/marketer.

**10. VERIFICATIONS, ACKNOWLEDGEMENTS, AND AGREEMENTS**

- a. **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 § 62.114.

X      AGREED

- b. **REPORTING REQUIREMENTS:** Applicant agrees to provide the following information to the Commission:

- **Reports of Gross Receipts:** Applicant shall file an annual report with the Commission on an annual basis no later than April 30<sup>th</sup> following the end of the calendar year per 52 Pa. Code § 62.110..

X      AGREED

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- c. **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. § 2208(d). Transferee will be required to file the appropriate licensing application.

X AGREED

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

X ACKNOWLEDGED

- e. **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 § 62.105.  
§

X AGREED

- f. **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

- g. **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 thirty (30) days, as to the specifics of any changes which have a significant impact on the conduct of business in Pennsylvania. See 52 Pa. Code § 62.105.

X AGREED

- h. **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

- i. **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

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## **11. AFFIDAVITS**

(All affidavits must be notarized before filing.)

- 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 85), Application Affidavit.

- b. **OPERATIONS AFFIDAVIT:** Provide an officially notarized affidavit stating that you will adhere to the Public Utility Code of Pennsylvania and applicable federal and state laws. An example copy of this Affidavit can be found at Appendix B.

Please Attachment 12 (page 87), Operations Affidavit.

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## 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 NGDC. For example, an applicant that wants to operate in Peoples - Equitable 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.

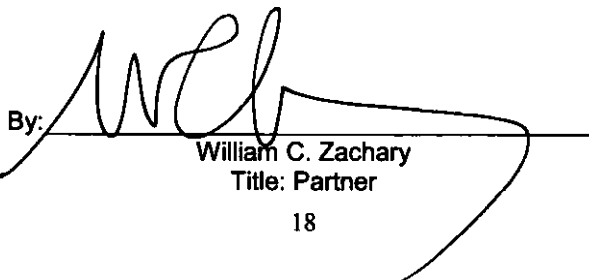
The only acceptable verification of this requirement is with Notarized Proofs of Publication, which may be requested from each newspaper and must be supplied with this application. Applicants do not need a docket number in their publication. Docket numbers will be issued when all criteria on the item 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
Columbia Gas	X	X		X		X	X
National Fuel Gas				X			
PECO			X				
Peoples - Equitable	X			X			
Peoples Natural Gas	X			X			X
Peoples Gas Company				X			
Philadelphia Gas Works			X				
UGI		X	X		X		
UGI Central Penn	X	X	X	X	X	X	X
UGI Penn Natural		X			X	X	
Valley Energy					X	X	
Entire Commonwealth	X	X	X	X	X	X	X

Please Attachment 13 (page 91), Proof of Publication.

## 13. SIGNATURE

Applicant: SunLight Energy Group LLC

By:   
William C. Zachary  
Title: Partner

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#### 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**

Applicant's Use	X	Signature		PUC Secretary's Bureau Use
	X	Filing Fee (CERTIFIED CHECK OR MONEY ORDER ONLY)		
	X	Application Affidavit ATTACHMENT 10		
	X	Operations Affidavit ATTACHMENT 11		
	X	Proof of Publication ATTACHMENT 12		
	X	Tax Certification Statement ATTACHMENT 6		
	X	Commonwealth Department of State Verification ATTACHMENT 1		
	X	Certificate of Service ATTACHMENT 3		

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


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PENNSYLVANIA DEPARTMENT OF STATE  
BUREAU OF CORPORATIONS AND CHARITABLE ORGANIZATIONS

Document will be returned to the name and address entered below.		Foreign Registration Statement DSCB: 15-412 (rev. 2/2017) 	
Name 1150 First Avenue			
Suite 551,			
Address King of Prussia PA 19406			
City State Zip Code			
Read all instructions prior to completing. This form may be submitted online at <a href="https://www.corporations.pa.gov/">https://www.corporations.pa.gov/</a> .			

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:

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

- |   |  |   |
|---|--|---|
| <input type="checkbox"/> Business Corporation                 | <input type="checkbox"/> Limited Partnership                     | <input type="checkbox"/> Business Trust           |
| <input type="checkbox"/> Nonprofit Corporation                | <input type="checkbox"/> Limited Liability (General) Partnership | <input type="checkbox"/> Professional Association |
| <input checked="" type="checkbox"/> Limited Liability Company | <input type="checkbox"/> 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

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PENN File: October 25,2017

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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 State Zip County  
**OR**  
 (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

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

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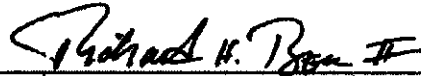
**CERTIFICATE OF FORMATION  
OF  
SUNLIGHT ENERGY GROUP LLC**

(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

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Attachment 3 – Proofs of Service

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## CERTIFICATE OF SERVICE

On this the 3<sup>th</sup> day of January 2018, I certify that a true and correct copy of the foregoing application form for licensing within the Commonwealth of Pennsylvania as a Natural Gas 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:

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

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

**Columbia Gas of PA, Inc.**  
Michelle Cadell  
290 W. Nationwide Blvd.  
Columbus, OH 43215

**Peoples Natural Gas- Equitable Division**  
Lynda Petricevich  
225 North Shore Drive  
Pittsburgh, PA 15212

**The Peoples Natural Gas Company**  
Lynda Petricevich  
225 North Shore Drive  
Pittsburgh, PA 15212

**Peoples Gas Company**  
Lynda Petricevich  
225 North Shore Drive  
Pittsburgh, PA 15212

**UGI Central Penn**  
David Lahoff  
2525 N. 12<sup>th</sup> Street, Suite 360  
Reading, PA 19612-2677

**Valley Energy, Inc.**  
Ed Rogers  
523 South Keystone Avenue  
Sayre, PA 18840-0340

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

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

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

**National Fuel Gas Distribution Corp.**  
David D. Wolford  
6363 Main Street  
Williamsville, NY 14221

**PECO**  
Carlos Thillet, Manager  
2301 Market Street, S9-2  
Philadelphia, PA 19103

**Philadelphia Gas Works**  
Nicholas LaPergola  
800 West Montgomery Avenue  
Philadelphia, PA 19122

**UGI**  
David Lahoff  
2525 N. 12<sup>th</sup> Street, Suite 360  
Reading, PA 19612-2677

**UGI Penn Natural**  
David Lahoff  
2525 N. 12<sup>th</sup> Street, Suite 360  
Reading, PA 19612-2677

  
William C. Zachary, Partner, SunLight Energy Group

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Attachment 4 – NGDC Bonding Requirements

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December 19, 2017

William C. Zachary  
SunLight Energy Group, LLC  
135 East 57th Street, 6th Floor  
New York, New York 10022

Dear William C. Zachary:

We are pleased that SunLight Energy Group, LLC has applied for a license to provide Natural Gas Broker/Marketer Services on the distribution system of Columbia Gas of Pennsylvania, Inc. ("Columbia Gas").

Under Paragraph 2.4.5 of the Rules Applicable to Distribution Service section of the Tariff of Columbia Gas, SunLight Energy Group, LLC could be required to provide to Columbia Gas a bond or other financial security instrument in an amount that Columbia Gas determines to be appropriate. SunLight Energy Group, LLC has indicated only brokering and consulting services will be provided. Therefore, we have determined at this time that SunLight Energy Group, LLC does not need a bond or other financial security requirement to provide broker natural gas services to Columbia Gas customers.

If the creditworthiness requirement or Columbia Gas' exposure to SunLight Energy Group, LLC changes in the future, Columbia Gas might deem it appropriate to require SunLight Energy Group, LLC to provide a bond or other financial security instrument.

Please feel free to contact me at 614-460-4712 should you have any questions regarding a bond or other financial security instrument requirements of Columbia Gas.

Sincerely,

*Patricia Chang*

Patricia Chang  
Manager of Choice and Transportation Support Services

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375 North Shore Drive  
Pittsburgh, Pennsylvania 15212

[www.peoples-gas.com](http://www.peoples-gas.com)

**Lynda W. Petrichevich**  
Vice President, Regulatory Affairs

**Peoples Service Company LLC**  
Phone: 412-208-6528; Fax: 412-208-6577  
Email: [lpetrichevich@peoples-gas.com](mailto:lpetrichevich@peoples-gas.com)

December 12, 2017

**James E. Mumm**  
CEO  
SunLight Energy Group LLC  
135 East 57th Street, 6th Floor  
New York, New York 10022

Dear Mr. Mumm:

We are pleased that SunLight Energy Group LLC has applied for a license to provide natural gas services on the Peoples Group of Companies. Specifically you have requested to be licensed as a supplier on the distribution systems of Peoples Natural Gas Company LLC, Peoples Natural Gas Company LLC – Equitable Division, and Peoples Gas Company LLC (formerly Peoples TWP) ("the Companies").

Since SunLight Energy Group LLC is not currently serving customers on the Peoples systems, we have determined at this time that SunLight Energy Group LLC does not need a bond or other financial security requirement to provide these services to the Company's customers.

If a Pool is established, and customers are enrolled which alters the creditworthiness requirement or the Company's exposure to SunLight Energy Group LLC provision of services on the Peoples' system changes in the future, the Companies may deem it appropriate to require a bond or other financial instrument.

If you have any questions feel free to contact me at 412-208-6528 or by email at [Lynda.W.Petrichevich@peoples-gas.com](mailto:Lynda.W.Petrichevich@peoples-gas.com).

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Cc: Carol Scanlon  
Stephen Kelly

Sincerely,

**Lynda W. Petrichevich**  
Vice President – Regulatory Affairs  
Peoples Natural Gas Company LLC





UGI Utilities, Inc.  
2525 North 12<sup>th</sup> Street  
Suite 360  
Post Office Box 12677

December 19, 2017

William C. Zachary  
SunLight Energy Group  
135 East 57th Street, 6th Floor  
New York, New York 10022

RE: SunLight Energy Group application to serve as a Natural Gas Broker

Dear Mr. Zachary,

Based on your assertion that SunLight Energy Group LLC ("SUNLIGHT") is applying with the State of Pennsylvania to operate as a natural gas broker/marketer, UGI Utilities Inc. ("UGIU") has concluded that SUNLIGHT will not need to post security with UGI-Central Penn Gas ("CPG"), UGI-Penn Natural Gas ("PNG") or UGI Utilities Gas Division ("UGI"). This is based on the declaration that SUNLIGHT will not be taking title to gas or directly serving end use customers. This also assumes that SUNLIGHT will be acting in conjunction with a licensed Natural Gas Supplier who has been approved by the Pennsylvania Public Utility Commission to serve in the applicable UGIU service territories and who has posted the required financial security as specified in the respective UGIU tariffs. If SUNLIGHT wishes to directly serve Choice customers in the service territories of UGI, PNG and/or CPG in the future as a natural gas supplier, it will have to post security as specified in the respective UGI tariffs prior to the commencement of the service.

Please feel free to contact me with any additional questions that you may have.

Sincerely,

David E. Lahoff  
Senior Manager, Tariff & Supplier Administration  
UGI Utilities, Inc.

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# VALLEY ENERGY

523 S. Keystone Avenue, P.O. Box 340, Sayre, PA 18840  
800/998-4427 • 570/888-9664 • FAX 570/888-6199

December 13, 2017

**VIA EMAIL**

William C. Zachary  
SunLight Energy Group  
135 East 57th St., 6th Floor  
New York, NY 10022  
[bzachary@sunlightgeneral.com](mailto:bzachary@sunlightgeneral.com)

Dear Mr. Zachary:

We understand that SunLight Energy Group has applied with the Pennsylvania Public Utility Commission to supply natural gas services to the public in Pennsylvania including our company's service area.

Because SunLight Energy Group intends to only provide natural gas aggregating, brokering and consulting services at this time, we have determined that SunLight Energy Group will not be required to post a bond or other form of financial security instrument to provide these services in our service area. However, if the services provided change in the future, we reserve the right to require security from SunLight Energy Group as deemed appropriate.

If you have any questions, please contact Jamie Levering at 570-888-9664.

Sincerely,

Edward E. Rogers  
President & CEO

EER/ss

cc: J. Levering, Valley Energy

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**National Fuel**

December 11, 2017

James E. Mumm, CEO  
SunLight Energy Group LLC  
135 East 57th Street, 6th Floor  
New York, NY 10022

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Re: Security Requirement for SunLight Energy Group LLC

Dear James,

National Fuel Gas Distribution Corporation ("NFGDC") is aware SunLight Energy Group LLC (SEG) has filed an application with the Pennsylvania Public Utility Commission to supply natural gas service to the public in Pennsylvania and specifically within the service territory of NFGDC.

As you know, in making such an application, SEG must furnish acceptable security to each utility where SEG will do business. As such, under its tariff, NFGDC could require SEG to provide a bond or other financial security instrument in an amount that NFGDC determines to be appropriate.

However, you have indicated, and it is NFGDC's understanding that SEG intends only to provide natural gas aggregating, brokering and consulting services at this time. You have stated that, in performing these services, SEG will never take title to any delivered natural gas.

Based upon your representations, NFGDC has determined that, at this time, SEG does not need to post a bond or other form of security to operate in its service territory. However, if the services provided by SEG change in the future, NFGDC reserves the right to require security from SEG as it deems appropriate.

If you have any questions concerning the foregoing, please contact me at 716-857-7483.

Yours truly,

David D. Wolford  
Transportation Services Department



December 21, 2017

SunLight Energy Group  
135 East 57<sup>th</sup> Street, 6<sup>th</sup> Floor  
New York, New York 10022

Re: Bonding Requirements

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SECRETARY'S BUREAU

Dear SunLight Energy Group:

PECO is aware that SunLight Energy Group has applied for a license to provide brokering and consulting services to commercial and industrial customers on the distribution system of PECO.

In making such an application SunLight Energy Group could be required to provide to PECO a bond or other acceptable financial security in an amount that PECO determines to be appropriate. SunLight Energy Group has indicated that it intends to provide only brokering and consulting services to commercial and industrial customers; will not take title to any delivered natural gas; nor will accept any customer payments or deposits. Therefore, PECO has determined at this time that SunLight Energy Group does not need a bond or other financial security requirement, since they are not directly engaging in business with PECO and only providing brokering or consulting services to PECO customers. However, if the services provided by SunLight Energy Group or the creditworthiness requirement for PECO's exposure to SunLight Energy Group changes in the future, PECO reserves the right to require SunLight Energy Group to provide a bond or other financial security instrument.

If you should have any questions regarding this matter, please contact Chris Sauerbaum at 215-841-6422 or myself at 215-841-6452.

Respectfully submitted,



Carlos P. Thillet  
Manager, Gas Supply and Transportation  
2301 Market St S18-1  
Philadelphia, Pa 19103





**PHILADELPHIA GAS WORKS**

800 West Montgomery Avenue • Philadelphia, PA 19122

December 19, 2017

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Mr. William C. Zachary  
SunLight Energy Group LLC  
135 East 57<sup>th</sup> Street  
6<sup>th</sup> Floor  
New York, NY 10022  
Email: [bwachary@sunlightgeneral.com](mailto:bwachary@sunlightgeneral.com)

Re: Security Requirement Bond for SunLight Energy Group LLC

Dear Mr. Zachary:

Philadelphia Gas Works ("PGW") is aware that SunLight Energy Group LLC has filed an application with the Pennsylvania Public Utility Commission to supply natural gas services to the public in Pennsylvania and specifically within the services territory of Philadelphia Gas Works.

As you know, in making such an application, SunLight Energy Group LLC must furnish acceptable security to each utility where SunLight Energy Group LLC will do business. As such, under its tariff, Philadelphia Gas Works could require SunLight Energy Group LLC to provide a bond or other financial security instrument in an amount that Philadelphia Gas Works determines to be appropriate.

However, you have indicated, and it is Philadelphia Gas Works' understanding, that SunLight Energy Group LLC intends only to provide natural gas aggregating, brokering and consulting services at this time. You have stated that in performing these services SunLight Energy Group LLC will never take title to any delivered natural gas.

Based upon your representations, Philadelphia Gas Works has determined that, at this time, SunLight Energy Group LLC does not need to post a bond or other form of security to operate in its service territory. If the services provided by SunLight Energy Group LLC should change, Philadelphia Gas Works reserves the right to require security from SunLight Energy Group LLC as it deems appropriate.

If you have any questions concerning the foregoing, please contact me at 215-684-6278.

Sincerely,

Nicholas LaPergola

Director, Supply, Transportation & Control

NL/dls



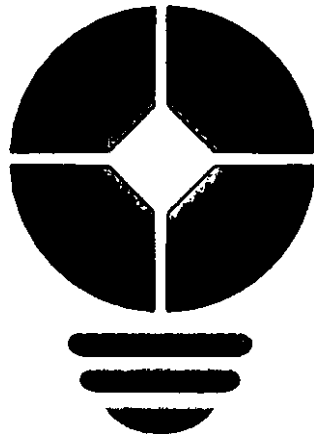
Attachment 5 – SunLight Energy Group Financials

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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**

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SunLight Energy Group  
Financial Statement  
Year Ended December 31, 2016

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

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**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 "J. Williams", is positioned above the printed name.

Jessie Williams, CPA  
jmWilliams CPA, LLP

July 24, 2017

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SECRETARY'S BUREAU



SunLight Energy Group  
Statement of Financial Condition  
December 31, 2016

**Assets**

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

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

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SunLight Energy Group  
Statement of Operations  
December 31, 2016

**Expenses**

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.*

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

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

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

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

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## **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.

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**FINANCIAL STATEMENTS**

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

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SunLight Energy Group  
Financial Statement  
Year Ended June 30, 2017

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**Report of Independent Auditors**

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SECRETARY'S BUREAU

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 "J. Williams", is positioned above the printed name.

Jessie Williams, CPA  
jmWilliams CPA, LLP

July 24, 2017

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**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.*

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SunLight Energy Group  
Statement of Operations  
June 30, 2017

**Income**

Brokerage Fees	1,700	
Training	3,900	
Total Income		<u>\$5,600</u>

**Expenses**

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.

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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.*

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

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## **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**

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### **Taxation**

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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.

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

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SITE	SYSTEM ADDRESS	STATE	SIZE (kW DC)	SYSTEM TYPE	PTO or Purchase Date	FACILITIES CONTACT	FACILITIES EMAIL
Bergen County Prosecutor's Office	100 Eisenhower Drive, Paramus, NJ 07652	NJ	115.92	Roof	12/21/2010	Todd Amadei	tamadei@bcpc.net
One Bergen Plaza Parking Garage	One Bergen County Plaza, Hackensack, NJ 07601	NJ	627.90	Roof	6/21/2011	John Cascone	jascone@co.bergen.nj.us
Teterboro Airport Hangar 109	112 Charles A. Lindbergh Dr., Teterboro, NJ 07608	NJ	341.32	Roof	7/6/2011	Ralph Romano	ralph.romano@jetaviation.com
Teterboro Airport Hangar 111	112 Charles A. Lindbergh Dr., Teterboro, NJ 07608	NJ	177.10	Roof	7/6/2011	Ralph Romano	ralph.romano@jetaviation.com
Teterboro Airport Hangars 113/114	112 Charles A. Lindbergh Dr., Teterboro, NJ 07608	NJ	180.32	Roof	7/6/2011	Ralph Romano	ralph.romano@jetaviation.com
Ansonia High School	20 Pulaski Highway, Ansonia, CT 06401	CT	198.99	Roof	7/27/2011	Bobby Evans	bevans@ansonias.org
Memorial Middle School	123 Liberty Street, Little Ferry, NJ 07643	NJ	149.70	Roof	10/8/2012	Lou Albanese	lalbanese@littletferry.k12.nj.us
Washington Elementary School	130 Liberty Street, Little Ferry, NJ 07643	NJ	117.85	Carport	10/8/2012	Lou Albanese	lalbanese@littletferry.k12.nj.us
Little Ferry Borough Hall	215 Liberty Street, Little Ferry, NJ 07643	NJ	31.85	Roof	8/14/2012	Paula Cozzarelli	p-cozzarelli@littletferry.nj.org
Little Ferry Library	239 Liberty Street, Little Ferry, NJ 07643	NJ	15.93	Roof	8/14/2012	Paula Cozzarelli	p-cozzarelli@littletferry.nj.org
Little Ferry Senior Center	95 Main St., Little Ferry, NJ 07643	NJ	28.67	Roof	8/14/2012	Paula Cozzarelli	p-cozzarelli@littletferry.nj.org
Huber Elementary School	1520 Paterson Plank Rd, Secaucus, NJ 07094	NJ	194.29	Roof	12/17/2012	Mario Cofini	mcofini@sboe.org
Secaucus High School/Middle School	11 Mill Ridge Rd., Secaucus, NJ 07094	NJ	423.61	Roof	12/17/2012	Mario Cofini	mcofini@sboe.org
Secaucus Town Hall	1203 Paterson Plank Rd, Secaucus, NJ 07094	NJ	152.88	Carport	10/26/2012	Sandy D'arzen	sdarzen@secaucus.net
Carrier Clinic	252 County Road 601, Belle Mead, NJ 08502	NJ	1,816.56	Roof	12/14/2012	John LaPorta	jlaporta@carrierclinic.com
Halls Warehouse Corp. Building 501	501 Kentile Road, South Plainfield, NJ 07080	NJ	1,294.29	Roof	12/14/2012	Patrick Sahrndnik	psahrndnik@hallscorp.com
Halls Warehouse Corp. Building 601	601 Kentile Road, South Plainfield, NJ 07080	NJ	494.21	Roof	12/14/2012	Patrick Sahrndnik	psahrndnik@hallscorp.com
Morris 400, LLC	100 Ford Road, Denville, NJ 07834	NJ	252.75	Roof	12/14/2012	Paul Barnish	pbarnish@wpreatlynj.com
WP Properties, LLC	400 Ford Road, Denville, NJ 07834	NJ	402.48	Roof	12/14/2012	Paul Barnish	pbarnish@wpreatlynj.com
Stevens Institute of Technology (Phase 1)	Castle Point on Hudson, Hoboken, NJ 07030	NJ	110.63	Carport	12/14/2012	George Oberlander	george.oberlander@stevens.edu
Stevens Institute of Technology (Phase 2)	Castle Point on Hudson, Hoboken, NJ 07030	NJ	82.88	Roof	12/14/2012	George Oberlander	george.oberlander@stevens.edu
Black River Farms	20 Boss Road, Ringoes, NJ 08551	NJ	143.00	Ground	12/14/2012	Amy Jorgensen	amyjorgensen@yahoo.com
Black Rock Congregational Church	3685 Black Rock Turnpike, Fairfield, CT 06825	CT	132.07	Roof	6/30/2015	Jeremy Taylor	jtaylor@brcc.org
Brielle Elementary School	605 Union Lane, Brielle, NJ 08730	NJ	272.16	Roof	8/10/2014	Eileen Gorga	egorga@brielle.k12.nj.us
Dancker, Sellow, & Douglas, Inc.	291 Evans Way, Branchburg, NJ 08876	NJ	674.96	Roof	11/30/2015	Domenic Proscia	dproscia@dancker.com
Bedminster Township DPW	75 Miller Lane, Bedminster, NJ 07921	NJ	31.90	Roof	2/6/2012	Joe Haggerty	jhaggerty@bedminster.us
Bedminster Township Police Department	55 Miller Lane, Bedminster, NJ 07921	NJ	82.94	Roof	2/6/2012	Joe Haggerty	jhaggerty@bedminster.us
Bedminster Township Municipal Building	One Miller Lane, Bedminster, NJ 07921	NJ	95.70	Carport	3/6/2013	Joe Haggerty	jhaggerty@bedminster.us
Bedwell Elementary School	141 Seney Drive, Bernardsville, NJ 07924	NJ	130.79	Roof	11/30/2012	Alan Yungbahn	ayunghahn@shsd.org
Bernards High School	25 Olcott Avenue, Bernardsville, NJ 07924	NJ	92.51	Roof	3/7/2013	Alan Yungbahn	ayunghahn@shsd.org
Clarence Dillon Library	2336 Lammington Road, Bedminster, NJ 07921	NJ	41.47	Roof	2/5/2013	Sandy Putnam	sputnam@dillonlibrary.org
Ridge High School	268 South Finley Avenue, Basking Ridge, NJ 07920	NJ	194.59	Roof	2/28/2013	Anthony LaMarco	alamarco@bernardsboe.com
William Annin Middle School	70 Quincy Road, Basking Ridge, NJ 07920	NJ	95.70	Roof	1/22/2013	Anthony LaMarco	alamarco@bernardsboe.com
Bernards Township DPW/Engineering Building	277 South Maple Avenue, Basking Ridge, NJ 07920	NJ	44.66	Roof	1/22/2013	Gail Oillin	gdillin@bernards.org
Milltown School	611 Milltown Road, Bridgewater, NJ 08807	NJ	66.99	Roof	5/2/2014	Peter Starrs	pstarrs@brsds.k12.nj.us
Bridgewater-Raritan High School	500 Garretson Road, Bridgewater, NJ 08807	NJ	360.47	Carport	2/13/2013	Peter Starrs	pstarrs@brsds.k12.nj.us
Bridgewater-Raritan Middle School	836 Newmans Lane, Bridgewater, NJ 08807	NJ	207.35	Carport	2/13/2013	Peter Starrs	pstarrs@brsds.k12.nj.us
Montgomery Township Lower Middle School	375 Burnt Hill Road, Skillman, NJ 08558	NJ	325.38	Carport	4/16/2013	Bob Austin	raustin@mtsds.us
Montgomery Township High School (Phase 1)	1016 Route 601, Skillman, NJ 08558	NJ	261.58	Carport	11/6/2013	Bob Austin	raustin@mtsds.us
Montgomery Township High School (Phase 2)	1016 Route 601, Skillman, NJ 08558	NJ	510.40	Ground	11/6/2013	Bob Austin	raustin@mtsds.us
North Plainfield High School/Middle School	34 Wilson Avenue, North Plainfield, NJ 07060	NJ	127.60	Roof	4/13/2013	Brian Shanley	brian_shanley@nplainfield.org
Somerset School	303 Somerset Street, North Plainfield, NJ 07060	NJ	63.80	Roof	4/15/2013	Brian Shanley	brian_shanley@nplainfield.org
East End School	170 Oneida Avenue, North Plainfield, NJ 07060	NJ	28.71	Roof	11/12/2013	Brian Shanley	brian_shanley@nplainfield.org
West End School	447 Green Brook Road, North Plainfield, NJ 07060	NJ	44.66	Roof	4/15/2013	Brian Shanley	brian_shanley@nplainfield.org
TD Bank Ballpark	1 Patriots Park, Bridgewater, NJ 08807	NJ	1,004.85	Carport	9/23/2013	Bryan Iwicky	biwicky@somersetpatriots.com
Somerset County Municipal Parking Garage	20 Grove Street, Somerville, NJ 08876	NJ	322.00	Carport	9/30/2013	Carl Memoli	memoli@co.somerset.nj.us
Bridgewater Central Maintenance	750 East Main Street, Bridgewater, NJ 08807	NJ	209.30	Carport	3/6/2013	Carl Memoli	memoli@co.somerset.nj.us
Somerset County Joint Public Works Building 1	411 Chimney Rock Road, Bridgewater, NJ 08807	NJ	171.81	Roof	4/12/2013	Carl Memoli	memoli@co.somerset.nj.us
Somerset County Joint Public Works Building 2	411 Chimney Rock Road, Bridgewater, NJ 08807	NJ	112.70	Roof	4/12/2013	Carl Memoli	memoli@co.somerset.nj.us
Somerset County Environmental Education Center	190 Lord Stirling Road, Basking Ridge, NJ 07920	NJ	41.86	Roof	12/6/2012	Carl Memoli	memoli@co.somerset.nj.us
Somerset County Vocational and Technical High School Building A	14 Vogt Drive, Bridgewater, NJ 08807	NJ	66.99	Roof	9/17/2013	Mike Kuschyk	mkuschyk@scvts.net
Somerset County Vocational and Technical High School Building B (Phase 1)	14 Vogt Drive, Bridgewater, NJ 08807	NJ	86.13	Roof	9/17/2013	Mike Kuschyk	mkuschyk@scvts.net
Somerset County Vocational and Technical High School Building B (Phase 2)	14 Vogt Drive, Bridgewater, NJ 08807	NJ	612.48	Carport	9/17/2013	Mike Kuschyk	mkuschyk@scvts.net
Somerset County Vocational and Technical High School Building F	14 Vogt Drive, Bridgewater, NJ 08807	NJ	70.18	Roof	9/17/2013	Mike Kuschyk	mkuschyk@scvts.net
Angelo Tomaso Elementary School	45 Washington Valley Road, Warren, NJ 07059	NJ	191.40	Roof	12/19/2012	Michael Pate	mpate@warrentboe.org
Warren Central Elementary School	109 Mt. Bethel Road, Warren, NJ 07059	NJ	51.04	Roof	1/22/2013	Michael Pate	mpate@warrentboe.org
Warren Middle School	100 Old Stirling Road, Warren, NJ 07059	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	cnaturile@watchungschools.us



PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

JAN 05 2018

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Bayberry Elementary School (Phase 2)  
County College of Morris (Parking Lots 7 and 8)  
County College of Morris (Parking Lot 2)  
County College of Morris (Parking Lot 5)  
County College of Morris (Parking Lot 6)  
County College of Morris (Student Center)  
Dickerson School  
Bragg Intermediate School  
Black River Middle School  
Pearl R. Miller Middle School  
Stonybrook Elementary School  
Canfield Avenue Elementary School  
Randolph High School (Phase 1)  
Randolph High School (Phase 1)  
Randolph Middle School (Phase 1)  
Randolph Middle School (Phase 2)  
Ironia School  
Montville High School  
Lazar Middle School  
Morris Knolls High School  
Franklin Elementary School (Phase 1)  
Franklin Elementary School (Phase 2)  
Byram Elementary School (Phase 1)  
Byram Elementary School (Phase 2)  
Frankford Township Elementary School  
Kittatinny Regional High School (Phase 1)  
Fredon Civic Center  
High Point Regional High School  
Newton DPW  
Newton Wastewater Treatment Plant  
Merriam Avenue Elementary School (Phase 1)  
Merriam Avenue Elementary School (Phase 2)  
Newton High School  
Wheatsworth Facility  
Sussex County Community College Building L  
Sussex County Community College Building D (Phase 1)  
Sussex County Community College Building D (Phase 2)  
Sussex County Community College Building E  
Sussex County Community College Buildings B and C  
Mercer County Community College  
Westminster Solar (metered to Belchertown Water District)  
Westminster Solar (metered to Ashburnham-Westminster Regional SD)  
Clarksburg Solar (metered to Southern Berkshire Regional SD)  
Long Valley Middle School  
Benedict A. Cucinella School  
Chatham High School  
Chester Township Municipal Building (Phase 1)  
Chester Township Municipal Building (Phase 2)  
Morris County Office of Temporary Assistance  
Sandshore Elementary School  
Tinc Road School  
Cranbury Solar (on roof at Prologis-owned facilities)  
San Domenico School  
San Domenico School  
Kittatinny Regional High School (Phase 2)  
Sparta Middle School  
Hardyston Middle School  
Sussex County Technical School (Phase 1)  
Sussex County Technical School (Phase 2)  
Sussex County Technical School (Phase 3)

113 Bayberry Lane, Watchung, NJ 07069	NJ	111.65	Carport	4/2/2013	Nick Naturile	cgutierrez@watchungschools.us
214 Centre Grove Rd, Randolph, NJ 07869	NJ	1,934.57	Carport	11/6/2013	Joe Ponturo	jponturo@ccm.edu
214 Centre Grove Rd, Randolph, NJ 07869	NJ	637.23	Carport	11/6/2013	Joe Ponturo	jponturo@ccm.edu
214 Centre Grove Rd, Randolph, NJ 07869	NJ	362.34	Carport	11/6/2013	Joe Ponturo	jponturo@ccm.edu
214 Centre Grove Rd, Randolph, NJ 07869	NJ	401.06	Carport	11/6/2013	Joe Ponturo	jponturo@ccm.edu
214 Centre Grove Rd, Randolph, NJ 07869	NJ	107.09	Roof	11/6/2013	Joe Ponturo	jponturo@ccm.edu
250 Route 24, Chester, NJ 07930	NJ	70.18	Roof	3/4/2013	Bobby Carroll	bobby.carroll@chester-nj.org
250 Route 24, Chester, NJ 07930	NJ	242.44	Ground	11/6/2013	Bobby Carroll	bobby.carroll@chester-nj.org
133 North Road, Chester, NJ 07930	NJ	354.09	Ground	11/6/2013	Bobby Carroll	bobby.carroll@chester-nj.org
117 Kiei Ave, Kinnelon, NJ 07405	NJ	89.32	Roof	2/26/2013	Alan Bresett	bresetta@kinnelon.org
118 Boonton Ave, Kinnelon, NJ 07405	NJ	92.51	Roof	2/26/2013	Alan Bresett	bresetta@kinnelon.org
42 Canfield Avenue, Mine Hill, NJ 07803	NJ	73.37	Roof	1/28/2013	Carolina Rodriguez	crodriguez@minehillcas.org
25 School House Road, Randolph, NJ 07869	NJ	197.78	Roof	2/4/2013	Mark Gosiker	mgosiker@rtmj.org
25 School House Road, Randolph, NJ 07869	NJ	391.22	Carport	2/4/2013	Mark Gosiker	mgosiker@rtmj.org
507 Millbrook Ave, Randolph, NJ 07869	NJ	86.13	Roof	2/4/2013	Mark Gosiker	mgosiker@rtmj.org
507 Millbrook Ave, Randolph, NJ 07869	NJ	125.57	Ground	2/4/2013	Mark Gosiker	mgosiker@rtmj.org
513 Dover Chester Rd, Randolph, NJ 07869	NJ	86.13	Roof	2/4/2013	Mark Gosiker	mgosiker@rtmj.org
100 Horseneck Rd, Montville, NJ 07045	NJ	82.94	Roof	4/12/2013	Steve Carroll	scarroll@montville.net
123 Changebridge Rd, Montville, NJ 07045	NJ	73.37	Roof	4/12/2013	Steve Carroll	scarroll@montville.net
50 Knoll Drive, Rockaway, NJ 07866	NJ	144.98	Roof	4/8/2013	Steven Ternosky	sternosky@tmhrd.org
50 Washington Ave, Franklin, NJ 07416	NJ	68.15	Roof	8/20/2013	Bill Sabo	bsabo@fboc.org
50 Washington Ave, Franklin, NJ 07416	NJ	151.03	Carport	8/20/2013	Bill Sabo	bsabo@fboc.org
11 Mansfield Dr, Stanhope, NJ 07874	NJ	38.94	Roof	4/8/2013	Gary Smith	smith.gary@byramschools.org
11 Mansfield Dr, Stanhope, NJ 07874	NJ	489.005	Carport	4/8/2013	Gary Smith	smith.gary@byramschools.org
2 Pines Rd, Branchville, NJ 07826	NJ	306.24	Ground	10/1/2013	Jody McIntyre	mcintyrej@frankfordschool.org
77 Halsey Rd, Newton, NJ 07860	NJ	303.05	Carport	5/10/2013	James Brown	jbrown@krhs.net
436 Rte 94, Fredon, NJ 07860	NJ	33.93	Roof	12/20/2012	Bill Liverance	wrlive@embarqmail.com
299 Pidgeon Hill Rd, Sussex, NJ 07461	NJ	264.77	Roof	2/7/2013	Michael Parigi	mparigi@hpregonal.org
117 Moran St, Newton, NJ 07860	NJ	39.33	Roof	12/28/2012	Kenneth Jaeker	kjaekel@newtondpw.com
35 Townsend St, Newton, NJ 07860	NJ	66.99	Ground	5/10/2013	Joseph Carr	jcarr@newtontownhall.com
81 Merriam Ave, Newton, NJ 07860	NJ	113.58	Roof	2/27/2013	Dave Hughen	dhughen@newtonnj.org
81 Merriam Ave, Newton, NJ 07860	NJ	178.64	Carport	2/27/2013	Dave Hughen	dhughen@newtonnj.org
44 Ryerson Ave, Newton, NJ 07860	NJ	127.60	Roof	4/28/2013	Dave Hughen	dhughen@newtonnj.org
149 Wheatsworth Rd, Hardyston, NJ 07419	NJ	92.51	Ground	3/4/2013	Joe Biuso	jbiuso@sussex.nj.us
One College Hill Road, Newton, NJ 07860	NJ	303.05	Carport	8/30/2013	John Scully	jscully@sussex.edu
One College Hill Road, Newton, NJ 07860	NJ	61.655	Carport	8/30/2013	John Scully	jscully@sussex.edu
One College Hill Road, Newton, NJ 07860	NJ	108.45	Ground	8/30/2013	John Scully	jscully@sussex.edu
One College Hill Road, Newton, NJ 07860	NJ	363.66	Carport	8/30/2013	John Scully	jscully@sussex.edu
One College Hill Road, Newton, NJ 07860	NJ	264.33	Ground	9/4/2013	John Scully	jscully@sussex.edu
1200 Old Trenton Road, West Windsor, NJ 08550	NJ	8,255.52	Ground	9/18/2013	Bryon Marshall	marshall@mtccc.edu
339 S. Ashburnham Rd, Westminster, MA 01473	MA	193.07	Ground	9/27/2016	Gary Brougham	gbrougham@belchertown.org
339 S. Ashburnham Rd, Westminster, MA 01473	MA	374.77	Ground	9/27/2016	Julie Surprenant	jsurprenant@awrsd.org
650 W Cross Rd, Clarksburg, MA 01247	MA	653.70	Ground	11/14/2016	Chris Regan	cregan@sbrsd.org
51 W Mill Rd, Long Valley, NJ 07853	NJ	424.70	Ground	12/12/2016	Glenn Miller	gmiller@mtoliveboe.org
470 Naughton Rd, Long Valley, NJ 07853	NJ	190.96	Roof	12/7/2016	Glenn Miller	gmiller@mtoliveboe.org
255 Lafayette Ave, Chatham Township, NJ 07928	NJ	214.83	Roof	12/12/2016	John Cataldo	jcataldo@chatham-nj.org
1 Parker Road, Chester, NJ 07930	NJ	98.89	Ground	12/8/2016	Scott Beam	sbeam@chesterborough.org
1 Parker Road, Chester, NJ 07930	NJ	71.60	Ground	12/8/2016	Scott Beam	sbeam@chesterborough.org
340 W. Hanover Ave Morristown, NJ 07960	NJ	477.40	Ground	12/15/2016	David Endly	dendly@co.morris.nj.us
498 Sand Shore Rd, Budd Lake, NJ 07828	NJ	214.83	Ground	11/29/2016	Alann Whitmore	awhitmore@wtcschools.org
24 Tinc Rd, Flanders, NJ 07836	NJ	232.50	Ground	11/29/2016	Alann Whitmore	awhitmore@wtcschools.org
5 Santa Fe Way, Bldg 5-8, Cranbury, NJ 08831	NJ	5,738.88	Roof	12/30/2016	Brian P. Nave	bnave@prologis.com
1500 Butterfield Road, San Anselmo, CA 94960	CA	340.20	Ground	12/30/2016	Shannon Machado	smachado@sandomenico.org
1500 Butterfield Road, San Anselmo, CA 94960	CA	72.87	Roof	12/30/2016	Shannon Machado	smachado@sandomenico.org
77 Halsey Rd, Newton, NJ 07860	NJ	397.65	Roof	11/9/2016	James Brown	jbrown@krhs.net
350 Main St, Sparta Township, NJ 07871	NJ	484.11	Ground	11/10/2016	Chris Tappan	chris.tappan@sparta.org
183 Wheatworth Rd, Hamburg, NJ 07419	NJ	870.59	Ground	11/10/2016	Carl Platvoet	cplatvoet@htps.org
105 N Church Rd, Sparta Township, NJ 07871	NJ	76.56	Roof	12/7/2016	Matt Geary	mgeary@sussex.tec.nj.us
105 N Church Rd, Sparta Township, NJ 07871	NJ	577.61	Ground	12/7/2016	Matt Geary	mgeary@sussex.tec.nj.us
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 Bandy 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 - Zielony 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

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Attachment 8 -- SunLight Energy Group's Maryland and New Jersey Licenses

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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

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

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Dear Mr. Mumm:

PA PUBLIC UTILITY COMMISSION  
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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



W. KEVIN HUGHES  
CHAIRMAN

MICHAEL T. RICHARD  
ANTHONY J. O'DONNELL  
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**PUBLIC SERVICE COMMISSION**

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

August 23, 2017

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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 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



# State of New Jersey



## Board of Public Utilities

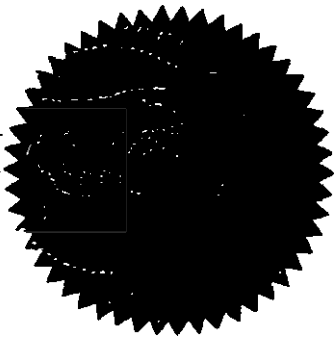
44 South Clinton Avenue, 3<sup>rd</sup> Floor, Suite 314, P.O. Box 350, Trenton, New Jersey 08625-0350

### HEREBY REGISTERS

**Sunlight Energy Group LLC**  
109 Stryker Ln, Bldg. 3 U2  
Hillsborough, New Jersey 08844-1911

To conduct business in the State of New Jersey as an

**Energy Agent**

  
*Irene Kim Asbury*  
Irene Kim Asbury  
Secretary of the Board

Registration No. EA-0459  
Effective Date: November 21, 2017  
Expiration Date: November 20, 2018

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# State of New Jersey



## Board of Public Utilities

44 South Clinton Avenue, 3<sup>rd</sup> Floor, Suite 314, P.O. Box 350, Trenton, New Jersey 08625-0350

### HEREBY REGISTERS

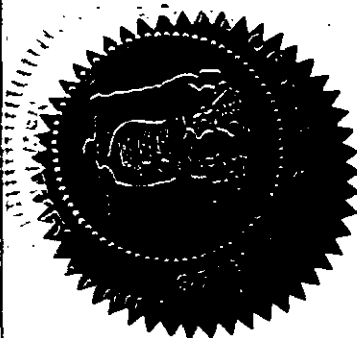
**Sunlight Energy Group LLC**  
109 Stryker Ln, Bldg. 3 U2  
Hillsborough, New Jersey 08844-1911

To conduct business in the State of New Jersey as an

**Energy Consultant**

*Irene Kim Asbury*

Irene Kim Asbury  
Secretary of the Board



Registration No. EC-0150  
Effective Date: November 21, 2017  
Expiration Date: November 20, 2018

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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

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## **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

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## **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'**

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### **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**

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## **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

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### **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

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### **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

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### **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)

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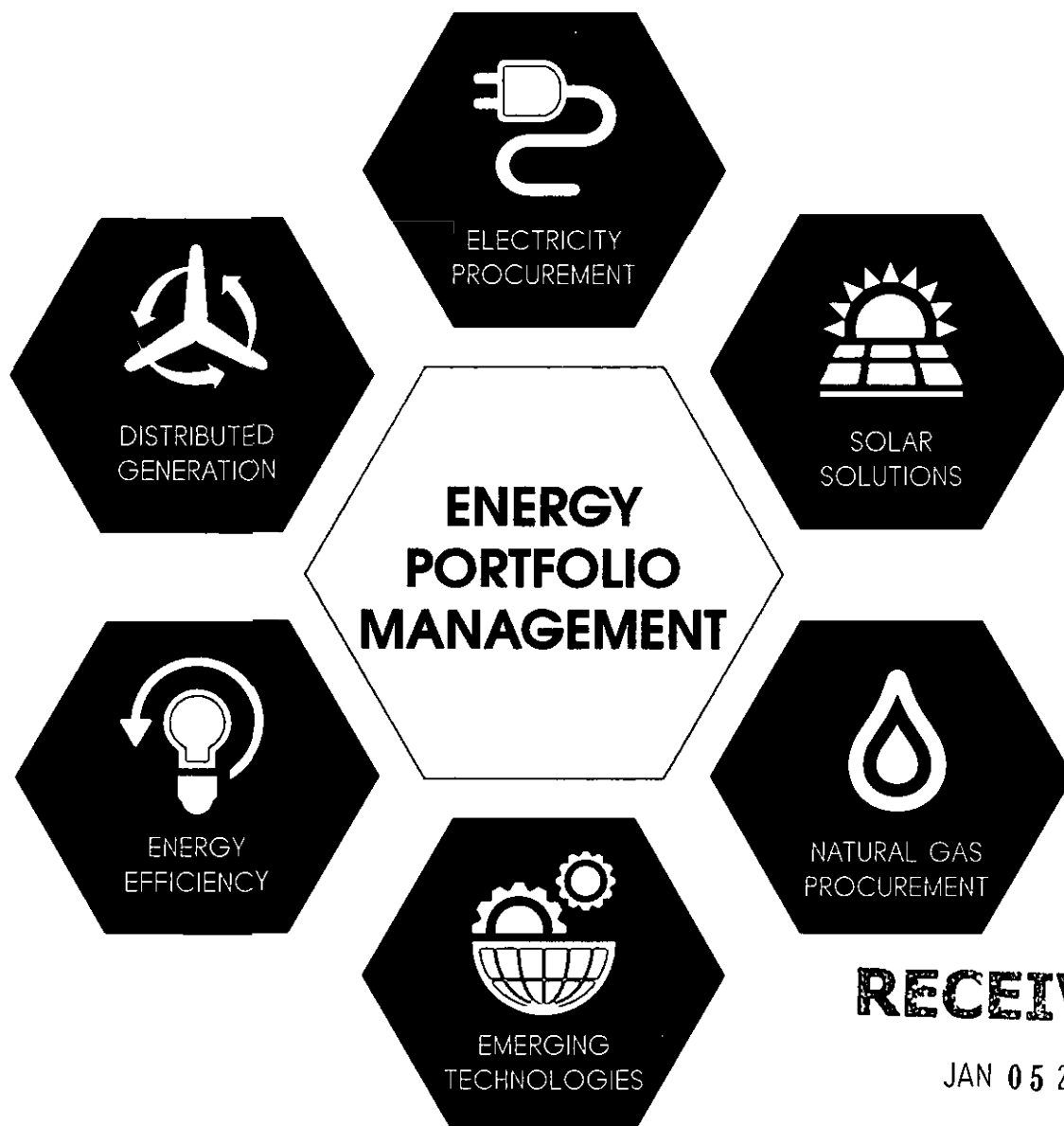




# Sunlight Energy Group

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.**



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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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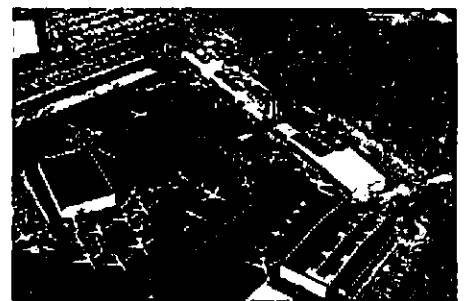
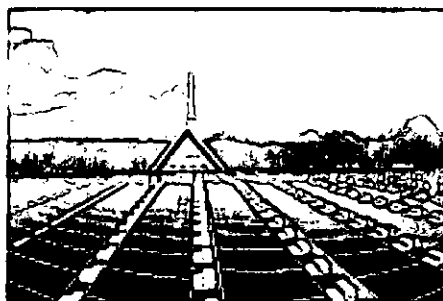
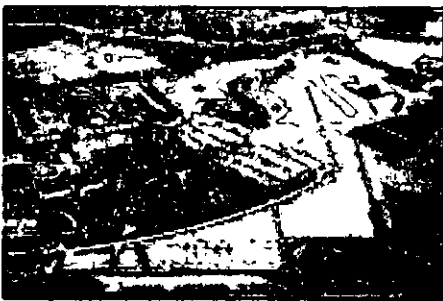
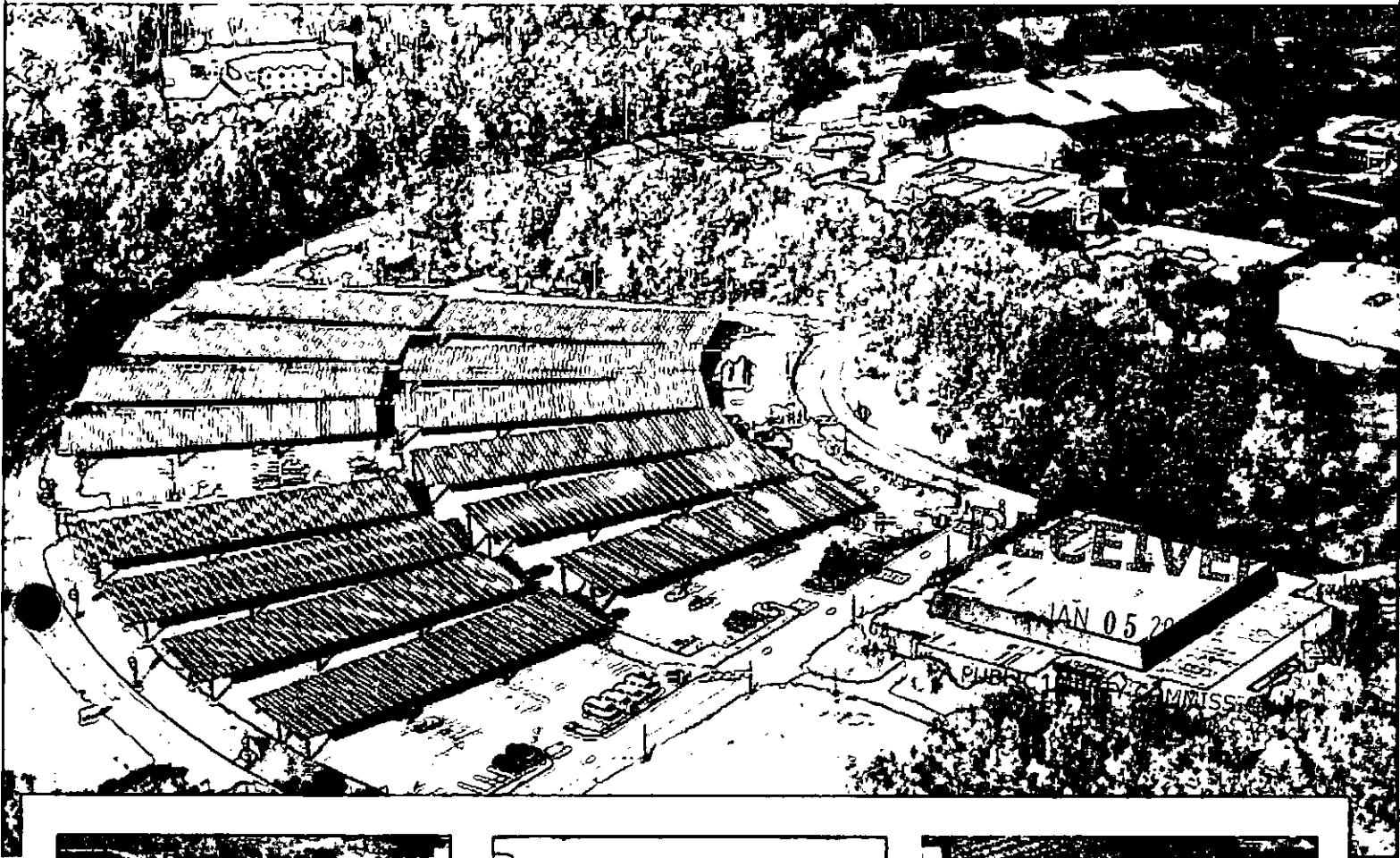
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# Sunlight General Capital

135 East 57th Street 6th Floor New York, NY 10022 • (212) 286-1201 • [info@SunlightGeneralCapital.com](mailto:info@SunlightGeneralCapital.com)



## Sunlight General Capital Solar Projects

### FEATURED PROPERTIES:

Morris College, NJ,  
Morris College, NJ,  
Black Rock Church, CT,  
Teterboro Airport, NJ

About Sunlight General's awesome solar capabilities dtkasdisakdglaosgdng gneg  
asdgoadsfghadfgadgh asdgrasdg aghoadsghpoag asdglakadsfghpand-  
toghdat sadgoasdgahadostghapaf asofghaoasdgahadghpoasd asdgatthas-  
dghoas sadgotasdgasdgasdgas asdgasakdglaosdgkja asdgatsdgghasdgheadgso  
sadgrasdgahadghasdg asdkghasdgahadghasdg asdgnoasdgasdgasdg asghoasdg  
asdkghasdgkjaasdgasdgahadghasdg sadghoasdgahadghasdg asdgasdgasdg

PARTNER WITH EXPERIENCE



Attachment 10 – Resume of SunLight SunLight CEO James Mumm

**RECEIVED**

JAN 05 2018

PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU



## **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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JAN 05 2018



Attachment 11 -- Application Affidavit

**RECEIVED**

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SECRETARY'S BUREAU



# APPLICATION AFFIDAVIT

State of New York

:

:

ss.

County of New York

:

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JAN 05 2018

**William C. Zachary**, Affiant, being duly affirmed according to law, deposes and says that:

PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

He is a **Partner of SunLight Energy Group LLC**;

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 a natural gas supplier pursuant to 66 Pa. C.S. § 2208 (c)(1).

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.

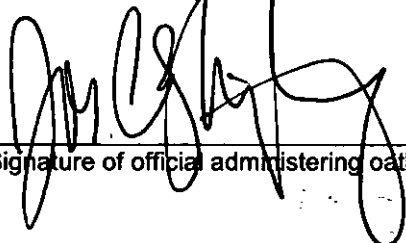
That the Applicant herein **SunLight Energy Group LLC** acknowledges that it is under a duty to update information provided in answer to questions on this application and contained in supporting documents.

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 5<sup>th</sup> day of JANUARY, 2018.

  
\_\_\_\_\_  
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

**RECEIVED**

JAN 05 2018

PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU



## OPERATIONS AFFIDAVIT

State of New York

:

:

ss.

County of New York

:

**William C. Zachary**, Affiant, being duly affirmed according to law, deposes and says that:

He is a **Partner 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 natural gas supply service within the Commonwealth of Pennsylvania and that the Applicant will abide by all applicable federal and state laws and regulations and by the decisions of the Pennsylvania Public Utility Commission.

That **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).

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.

**RECEIVED**

JAN 05 2018



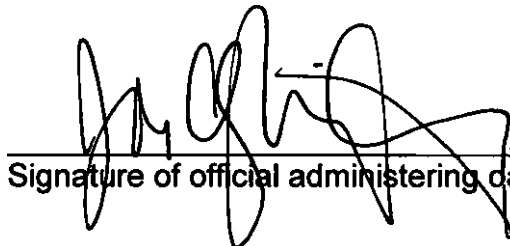
That **SunLight Energy Group LLC**, the Applicant herein, acknowledges that it has a statutory obligation to conform with 66 Pa. C.S. §506 and the standards and billing practices of 52 PA. Code Chapter 56.

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.

  
\_\_\_\_\_  
Signature of Affiant

Sworn and subscribed before me this 5<sup>th</sup> day of JANUARY, 2018.

  
\_\_\_\_\_  
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

**RECEIVED**

JAN 05 2018

PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU



Attachment 13 – Proof of Publication

**RECEIVED**

JAN 05 2018

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

RECEIVED

JAN 05 2018

PA PUBLIC UTILITY COMMISSION  
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 57th Street, 6th Floor  
New York, NY 10022  
Phone: (646) 228-9663  
Fax: (646) 496-9172

DP291804

Sworn to and subscribed before me this 17th 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)

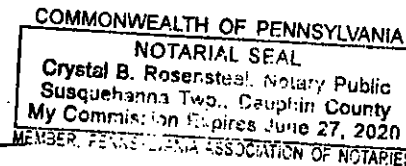
Dwayne Connor being duly sworn, deposes that he/she is principal clerk of PA Media Group; that The Patriot News is a public newspaper published in the city of Mechanicsburg, with general circulation in Cumberland and Dauphin and surrounding counties, and this notice is an accurate and true copy of this 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



### 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

# RECEIVED

JAN 05 2018

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

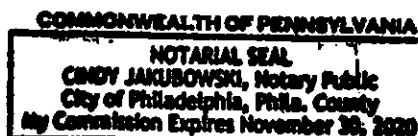
Affiant further deposes and says that she is an employee of the publisher of said newspaper and has been authorized to verify the foregoing statement and that she is not interested in the subject matter of the aforesaid notice of publication, and that all allegations in the foregoing statement as to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

*Helene Sweeney*

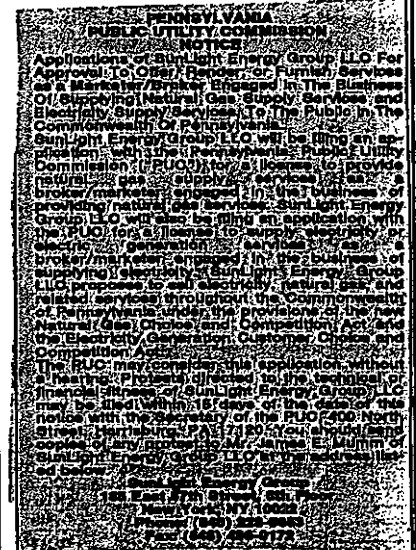
Sworn to and subscribed before me this 22nd day of  
November, 2017.

*Cindy Jakubowski*  
Notary Public

My Commission Expires:



Copy of Notice of Publication



RECEIVED

JAN 05 2018

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

**STATEMENT OF ADVERTISING COSTS**  
SunLight Energy Group  
135 E 57TH ST FL 6  
Attn: Fanny Sasson  
NEW YORK NY 10022-2185

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 [Signature] 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 Ap-  
proval To Offer, Render, or  
Furnish Services as a Mar-  
keter/Broker Engaged in  
The Business Of Supplying  
Natural Gas Supply Serv-  
ices 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/marker 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/marker 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

RECEIVED  
JAN 05 2018  
PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU



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

JAN 05 2018

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  
Marketed 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 Penn-  
sylvania Public Utility Commission  
("PUC") for a license to provide nat-  
ural gas supply services as a broker/  
marketer engaged in the business of  
providing natural gas services. Sun-  
Light Energy Group LLC will also be  
filing an application with the PUC  
for a license to supply electricity or  
electric generation services as a bro-  
ker/marketer engaged in the busi-  
ness of supplying electricity. Sun-  
Light Energy Group LLC proposes to  
sell electricity, natural gas, and re-  
lated services throughout the Com-  
monwealth of Pennsylvania under  
the provisions of the new Natural  
Gas Choice and Competition Act  
and the Electricity Generation cus-  
tomer Choice and Competition Act.

The PUC may consider this applica-  
tion without a hearing. Protests di-  
rected 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 Sec-  
retary of the PUC, 400 North Street,  
Harrisburg, PA 17120. You should  
send copies of any protest to Mr.  
James E. Mumm of SunLight Ener-  
gy Group LLC at the address listed  
below.

SunLight Energy Group  
135 East 57th Street, 6th Floor  
New York, NY 10022  
Phone: (646) 228-9863  
Fax: (646) 496-0172



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

STATE OF PENNSYLVANIA

COUNTY OF LYCOMING

SS:

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

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 Broker/Market 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 service. 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 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. Murnighan of SunLight Energy Group LLC at the address listed below.

SunLight Energy Group  
135 East 67th Street  
6th Floor  
New York, NY 10022  
Phone: (646) 228-6663  
Fax: (646) 486-8172



SUN-GAZETTE LLC

Sworn to and subscribed before me

The 20<sup>th</sup> day of November 2017



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

SUN-GAZETTE LLC

BY Bernard A. Oravec

RECEIVED

JAN 05 2018

PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU



**COMMONWEALTH OF PENNSYLVANIA** } **SS**  
**County of Cambria**

**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. Murnighan 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) 225-9683 Fax: (646) 496-6172**

publishes  
that the  
of The J  
interests  
character

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,

County 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**

JAN 05 2018

PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU



10 AM