

April 6, 2018

Pennsylvania Public Utility Commission
Secretary
Keystone Building, 2nd Floor Room N201
Harrisburg, PA 17120

Re: Enerwise Global Technologies, Inc. d/b/a CPower Renewal for Conservation Service
Provider (Docket No. A - A - 2012-2297625);

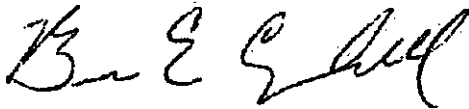
Dear Ms. Chiavette:

Enclosed find a renewal application for Enerwise Global Technologies' d/b/a CPower
Conservation Service provider license.

Please direct any questions you may have to:

Bruce Campbell
Director of Regulatory Affairs, CPower
Bruce.campbell@cpowerenergymanagement.com
202-360-4371
111Market Place, Suite 201
Baltimore, MD 21202

Sincerely,



Bruce Campbell

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

APR - 9 2018

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

Applicant (Company) Name and Docket No.:

Enerwise Global Technologies, Inc. d/b/a Cpower. Docket A-2012-2297625

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

Bruce Campbell

111 Market Place Suite 201 Baltimore, MD 21202

Tel: 202-360-4371 email: bruce.campbell@cpowerenergymanagement.com

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

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

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

Bruce Campbell, Director, Regulatory Affairs

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



Signature

Date

The Applicant understands that the making of false statement(s) herein may be grounds for denying the Application for Renewal of Conservation Service Provider Registration, or if later discovered, for revoking any authority granted pursuant to the Application. This Application is subject to 18 Pa. C.S. §§4903 and 4904, relating to perjury and falsification in official matters.

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AFFIDAVIT

[Commonwealth/State] of Maryland :

: ss.

County of Baltimore :

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

[He/she is the Director of Reg. Affairs (Office of Affiant) of Enerwise Global Technologies (Name of Applicant);]

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

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

That the Applicant herein Bruce Campbell acknowledges that it has answered the questions on the application correctly, truthfully and completely and has provided supporting documentation as required.

That the Applicant herein Bruce Campbell 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 Bruce Campbell 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.

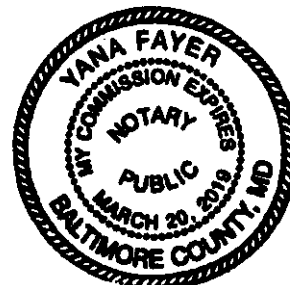
That the facts above set forth are true and correct to the best of his/her knowledge, information, and belief, and that he/she expects said Applicant to be able to prove the same at hearing.

[Signature]
Signature of Affiant

Sworn and subscribed before me this 6th day of April, 2017.

[Signature]
Signature of official administering oath

My commission expires: 3/20/2019



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PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU**CONSERVATION SERVICE PROVIDER ("CSP") APPLICATION
FOR REGISTRATION IN THE COMMONWEALTH OF PENNSYLVANIA**

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

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

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

1. IDENTITY OF THE APPLICANT

- a. Legal Name of Applicant:
ENERWISE GLOBAL TECHNOLOGIES, INC. D/B/A CPOWER

Attach proof of compliance with appropriate Pennsylvania Department of State filing requirements.¹

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

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

X The Applicant will be using a fictitious name or doing business as (“d/b/a”). Identify names below. If more space is needed, list names on the back of this page or append list to completed application.

CPower

- The Applicant will not be using a fictitious name.

- c. Applicant Address:

ENERWISE GLOBAL TECHNOLOGIES, INC. D/B/A CPOWER

- d. Applicant Telephone No:

844-276-9371

- e. Applicant Email Address:

info@cpowerenergymanagement.com

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

- Name : Bruce Campbell
- Mailing Address: 111 Market Place, Suite 201 Baltimore, MD 21202
- Telephone: 202-360-4371
- Email Address: bruce.campbell@cpowerenergymanagement.com

Alternate Contact

- Name : Stephen Oyler
- Mailing Address: 111 Market Place, Suite 201 Baltimore, MD 21202
 - Telephone: 412-206-1805
 - Email Address: legal@cpowerenergymanagement.com

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

X Check Box if any Predecessor(s) is currently or was previously registered in

Pennsylvania as a CSP. If affirmative, please provide Docket No(s). (A-[Year]-
[Seven (7) Digits]) and names for all registered CSPs.

A-2012-2297625

h. Parent & Subsidiary Companies & Affiliates:

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

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

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

i. Contracts & Business Partnerships:

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

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

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

CPower (formerly known as Enerwise) was contracted by PECO in Phase I of Act 129 implementation to secure demand response resources from the C&I customer segment. CPower's primary contact at PECO was Paul Miles (p) 215-841-4082.

During the Phase I and II implementations, CPower (formerly known as Enerwise) was wholly owned by Comverge, a residential demand response provider, that was also a registered CSP under Act 129. Enerwise contracted with Comverge to offer its contracted residential demand response resources into the PJM market. Enerwise's primary point of contact at Comverge was Greg Allarding (p) 678-823-6624.

In May 2016 Cpower acquired EnergyConnect, Inc., a registered CSP (Docket No. A -2009-

2091309). CPower assigned all EnergyConnect contracts undertaken as a CSP to CPower. EnergyConnect's CSP license is terminated effective March 17, 2017.

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

Attached

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

Attached

1. Provide Applicant's Employer Identification No. (EIN):

2. **REGISTERED AGENT**

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

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

Registered Agent
Corporation Services Company
2704 Commerce Drive
Harrisburg, PA 17110
717-526-4330

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

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

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

c. If Applicant is not domiciled in the Commonwealth of Pennsylvania and is registered as a "foreign" entity as identified in Question 2.b., please identify all other states where applicant is registered and name the appropriate state department(s):
DE AZ CA CT DC IL IN KY MA MD ME MI MT NC NH NJ NY OH PA RI SD TX
VA VT WV

3. *APPLICANT'S OPERATIONS*

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

a. Describe nature of business:

Providing Intelligent Energy Management Services & Products for Commercial & Industrial Customers.

b. Current status of business (check one):

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

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

- Consultation EDCs: Allegheny Energy; Duquesne; Meted (Metropolitan Edison); Penelec (Pennsylvania Electric Company); PECO (Philadelphia Electric Company) PPL (PPL Electric Utilities); Penn Power; West Penn Power
- Design
- Administration
- Management
- Advisory

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

Memberships:

www.aem-alliance.org

www.sepapower.com

Customers:

Central Bucks School District: Doylestown, PA - CPower (and legacy companies) have been providing demand response services since 2011.

Hazleton City Authority: Hazleton, PA - CPower (and legacy companies) have been providing demand response services since 2013.

Hampden Township – Division of Wastewater: Camp Hill, PA - CPower (and legacy companies) have been providing demand response services since 2013.

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

4. COMPLIANCE

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

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

No

Yes. Provide explanation:

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

No

Yes. Provide explanation:

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

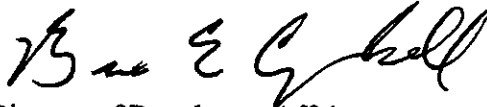
None

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

None

5. **FALSIFICATION**

The Applicant understands that the making of false statement(s) herein may be grounds for denying the Application, or if later discovered, for revoking any authority granted pursuant to the Application. This Application is subject to 18 Pa. C.S. §§4903 and 4904, relating to perjury and falsification in official matters.



Official's Name & Title : Director of Regulatory Affairs
(Please Print)

Date : April 6, 2018

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SECRETARY'S BUREAU

AFFIDAVIT

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PA PUBLIC UTILITY COMMISSION
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[Commonwealth/State] of Maryland :

ss.

County of Baltimore :

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

[He/she is the Director of Reg. Affairs (Office of Affiant) of Enerwise Global Technologies (Name of Applicant);]

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

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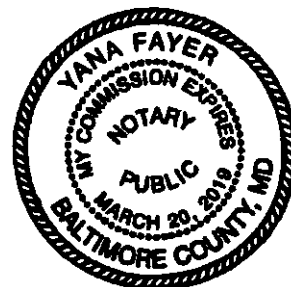
That the facts above set forth are true and correct to the best of his/her knowledge, information, and belief, and that he/she expects said Applicant to be able to prove the same at hearing.

Bruce Campbell
Signature of Affiant

Sworn and subscribed before me this 6th day of April, 2018.

Yana Fayer
Signature of official administering oath

My commission expires: 3/20/2019



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SECRETARY'S BUREAU

Attachment 1.k.

Officer Biographies

CPower Executive Bios - 11012016

CPower Chief Executive Officer: John Horton – Mr. Horton has been President and CEO of CPower since its formation in 2014. John has over 20 years of C-level management experience and has created meaningful value for companies in diverse industries. He is an experienced executive, with extensive experience in driving organic growth, leading mergers and acquisitions, and formulating strategy. John has managed both large public corporations and private mid-market companies. Throughout his career he has focused on building a strong company culture based on creating an outstanding customer experience. Prior to the formation of CPower, Mr. Horton served as Executive Vice President and CFO for Comverge, the leading demand response provider to electric utilities. Mr. Horton holds a BBA from the University of Michigan and an MBA from the University of Texas.

Kyle Wiggins – Chief Financial Officer – Kyle Wiggins joined CPower in October 2016 in the role of CFO. Prior to joining CPower, Mr. Wiggins served as the Vice President of Operations for Comverge. Mr. Wiggins also served as the Corporate Controller for Comverge as a publicly traded corporation. Prior to joining Comverge, Mr. Wiggins worked for KPMG in their assurance practice. Mr. Wiggins is a licensed CPA and holds a Master's degree from the University of Georgia.

Glenn Bogarde – SVP of Sales & Marketing – Mr. Bogarde has 19 years of progressively increasing responsibility in selling and delivering enterprise software & consulting in the energy & utility market. Mr. Bogarde currently oversees all sales and business development activities for CPower. Prior to joining CPower, he held several senior level leadership positions across the energy arena, including, Senior Vice President of Global Sales & Marketing at P2 Energy Solutions, National Vice President at SAP America, Inc. where he managed the Energy consulting practice, leading the strongest growth business in the North America Field Services organization, as well as, Oracle, Ventyx, and i2 Technologies. Mr. Bogarde earned his Bachelor of Science in Business Administration degree from Towson University, MD.

Shelley Schopp – SVP of Customer Fulfillment – Ms. Schopp has 18 years of energy experience and has led various operational teams for the last 14 years. Her primary focus was on the wholesale and generation/load side of the industry with the last 4 years dedicated to Demand Response. In her current role at CPower, she oversees cross-functional teams of Customer Program Managers and Project Managers with responsibilities including Engineering, Dispatch Desk, Enrollments, Contracts, Settlements and Payments. Prior to CPower, she took on roles of increasing responsibility at Mirant Energy, Orion Power, and Constellation/Exelon. Ms. Schopp holds a bachelor's degree in marketing from Kennesaw State University.

Constantine (Deno) Damaskos – SVP of Market Development - Mr. Damaskos has over 25 years of experience in the energy markets including distributed generation (traditional and renewable sources), demand response, commodity and energy efficiency. At CPower, he directs a team of product managers responsible for overseeing CPower's national portfolio of Demand Response

products. His team is responsible for liaising with ISOs and utilities regarding DR program policy, developing and optimizing CPower's DR forward capacity positions, providing product support to the sales and operations groups, and developing new DR products. Prior to joining CPower, Mr. Damaskos held a similar role at Constellation Energy in addition to senior positions including Regional Vice President where he managed DR product development, sales and operations for the eastern United States and Canada. Mr. Damaskos holds a B.S., Electrical Engineering (power systems concentration) from Northeastern University, MA.

Kyle Harbaugh – SVP of IT and Product Management— Mr. Harbaugh has responsibility for all aspects of Information Technology at CPower as well as customer facing digital products. He is a 15-year veteran of the energy industry with experience in wholesale and retail power, distributed generation and demand response. He managed an innovative team at Constellation, which was responsible for all aspects of their retail digital platforms from the web-enabled mass markets acquisition funnels to the energy customer portal. In 2010, Mr. Harbaugh led the team that built and released VirtuWatt™, an online application that allows customers to manage and optimize electricity usage in real-time in addition to enabling participation in demand-side energy markets. Kyle is currently a member of the Association of Energy Engineers, a Certified Energy Manager, and a Certified Demand Side Manager. He holds a Bachelors' of Science in Business Information Systems from Stevenson University in Baltimore.

Additional Bios:

Bruce Campbell – Director of Regulatory Affairs – Mr. Campbell is an expert in regulatory affairs, market design and development with 35 years of experience in the electric industry including generating station management and strategic development. He has been an active participant in the stakeholder process of regional grid operators for over 15 years while representing generation owners and transmission owners as well as his current employer. Prior to joining CPower via EnergyConnect, Mr. Campbell managed regulatory affairs with a particular focus on market design and RTO development for Mirant, an independent generation owner and for Pepco, an investor owned utility. Mr. Campbell holds a BS degree in Mechanical Engineering from Bucknell University in Pennsylvania.

Yanchun Wang – Director of Systems Development - Mr. Wang comes to CPower via EnergyConnect, where he directed Systems Development for the Integrated Demand Resources unit at Johnson Controls for over seven years. Mr. Wang is an expert in electrical market design and software system development with 30 years of experience in the electric industry including Energy Management Systems (EMS), Power Market System development, and software system integration. Prior to joining CPower via EnergyConnect, Mr. Wang managed software system development with a particular focus on EMS, Renewable Resource Integration, Smart Grid, and Power Market System Operation and Interface for APX and ABB. Mr. Wang holds a PH. D degree in Electrical Power Engineering from Tsinghua University in China.

Mark Boucher – Director of Product Development - Mr. Boucher was responsible for design, development and implementation of our industry leading software that was used in Phase 1 of PA Act 129 program scheduling, event signaling and settlements, and integration with customer building control systems. Mr. Boucher brings 15 years of experience in systems development across various industries including industrial, financial, medical, and energy. Mr. Boucher holds a bachelor's degree from the University of Washington School in Business and Information Technologies.

Attachment 1.j.

Officers

<u>M. First Name</u>	<u>Last Name</u>	<u>Prof. Title</u>	<u>Street</u>	<u>City</u>	<u>State</u>	<u>Zip</u>	<u>Phone</u>	<u>FAX</u>	<u>E-Mail</u>	
Mr. John	Horton	CEO	111 Market Pl Suite 201	Baltimore	MD	21202	(410) 364-5120	(410) 364-5994	John.Horton@CPowerEnergyManagement.com	
	Kyle	Wiggins	CFO	111 Market Pl Suite 201	Baltimore	MD	21202	(410) 364-5830	(410) 364-5994	kyle.wiggins@cpowerenergymanagement.com
Ms. Shelly	Schopp	SVP Operations	111 Market Pl Suite 201	Baltimore	MD	21202	(410) 364-5121	(410) 364-5994	shelly.schopp@cpowerenergymanagement.com	
Mr. Kyle	Harbaugh	SVP IT	111 Market Pl Suite 201	Baltimore	MD	21202	(410) 364-5343	(410) 364-5994	kyle.harbaugh@cpowerenergymanagement.com	
Mr. Deno	Demaskos	SVP Mkt. Dev	183 Madison Ave, Suite 904	New York	NY	10016	(646) 779-1780	(646) 779-1830	deno.demaskos@cpowerenergymanagement.com	
Mr. Glenn	Bogarde	SVP Sales	111 Market Pl Suite 201	Baltimore	MD	21202	(610) 813-6361	(410) 364-5994	glenn.bogarde@cpowerenergymanagement.com	
	Bruce	Campbell	Director	111 Market Pl Suite 201	Baltimore	MD	21202	(202) 360-4371	(410) 364-5994	bruce.campbell@cpowerenergymanagement.com

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ORIGIN ID:ODMA (202) 360-4371
BRUCE CAMPBELL
CPOWER
111 MARKET PLACE
SUITE 201
BALTIMORE, MD 21202
UNITED STATES US

SHIP DATE: 09APR18
ACTWGT: 0.50 LB
CAD: 107615015/NET3980

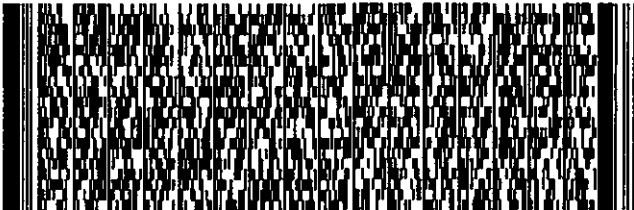
BILL SENDER

TO PENNSYLVANIA PUBLIC UTILITY COMM.

KEYSTONE BUILDING
2ND FLOOR ROOM N201
HARRISBURG PA 17120

552.118132DCA6

(202) 360-4371 REF:
INV: DEPT:
PO:



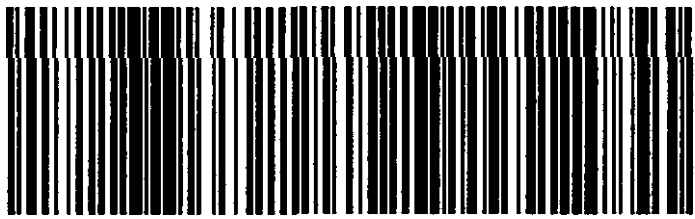
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PA-US MDT



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