

Natural Gas Broker/Marketer License Application

Submitted by

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PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

Edge Insights
3 Park Plaza
Wyomissing, PA 19610

Submitted to

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

July, 2018

Edge Insights Natural Gas Broker/Marketer License Application

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BEFORE THE PENNSYLVANIA PUBLIC UTILITY COMMISSION

Application of Edge Insights, d/b/a Edge Insights, for approval to offer, render, furnish, or supply natural gas supply services as a Non-selling Marketer to the public in the Commonwealth of Pennsylvania (Pennsylvania).

To the Pennsylvania Public Utility Commission:

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1. IDENTIFICATION AND CONTACT INFORMATION

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

Edge Insights, Inc.
3 Park Plaza
Wyomissing, PA 19610
www.EdgeInsights.com
Tel: (610) 777-3200
Fax: (610) 777-2699

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.

N/A

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.

Gene T. Waltz, Executive Vice President
Edge Insights
3 Park Plaza
Wyomissing, PA 19610
gene.waltz@EdgeInsights.com
Tel: (610) 898-7112
Fax: (610) 777-2699

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.

Lawrence J. Valeriano, Jr.
Hartman, Valeriano, Magovern & Lutz, P.C.
1100 Berkshire Blvd.
Suite 301
P.O. Box 5823
Wyomissing, PA 1961
(610) 779-0772

- b. **CONTACTS FOR CONSUMER SERVICE AND COMPLAINTS:** 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.

Emmett Lien III, President
Edge Insights
3 Park Plaza
Wyomissing, PA 19610
Emmett.Lien@EdgeInsights.com
Tel: (610) 898-7108
Fax: (610) 777-2699

Gene T. Waltz, Executive Vice President
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2. BUSINESS ENTITY FILINGS AND REGISTRATION

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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

The Applicant will not be using a fictitious name.

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

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

The Applicant is a sole proprietor.

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

Or

The Applicant is a:

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

- Provide proof of compliance with appropriate Department of State filing requirements as indicated above.
- Give name, d/b/a, and address of partners. If any partner is not an individual, identify the business nature of the partner entity and identify its partners or officers.

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

or

The Applicant is a:

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

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- Provide proof of compliance with appropriate Department of State filing requirements as indicated above.
- Provide the state in which the business is incorporated/organized/formed and provide a copy of the Applicant's charter documentation. Pennsylvania
- Give name and address of officers.
Emmett Lien III, President
Edge Insights
3 Park Plaza
Wyomissing, PA 19610

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.
Applicant does not have any affiliates doing business and has no affiliate currently applying to do business in Pennsylvania.
- 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.
Predecessor: N/A

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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 an 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
- Other. (Identify the nature of service being rendered)

or

- The Applicant is not presently doing business in Pennsylvania.

b. APPLICANT'S PROPOSED OPERATIONS: The Applicant proposes to operate as a:

- 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 to customers

Other (Describe):

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

Gas bill auditing, brokerage and consulting.

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 Gas Company | <input checked="" type="checkbox"/> | All of the above |

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):

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f. **START DATE:** Provide the approximate date the Applicant proposes to actively market within the Commonwealth. As noted in section 4.a. above, Edge Insights is currently engaged in this business in PA.

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. **N/A**

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.

Applicant has no proceedings to list.

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

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

Applicant has no actions or complaints to list,

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

6. PROOF OF SERVICE

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

(Example Certificate of Service is attached at Appendix C)

- a.) **STATUTORY AGENCIES:** Pursuant to Section 5.14 of the Commission's Regulations, 52 Pa. Code §5.14, provide proof of service of a signed and verified Application with attachments on the following:
See Proof of Service attached as Exhibit "1a"

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.

See Proof of Service attached as Exhibit "1b"

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<p>Columbia Gas of PA, Inc. Michele Caddell 290 W. Nationwide Blvd. Columbus, OH 43215 PH: 614.460.6841 FAX: 614.460.8447 e-mail: mcaddell@nisource.com</p>	
<p>Peoples Natural Gas – Equitable Division Lynda Petrichevich 375 North Shore Drive Pittsburgh, PA 15212 PH: 412.208.6528 FAX: 412.208.6577 e-mail: Lynda.w.petrichevich@peoples-gas.com</p>	<p>National Fuel Gas Distribution Corp. David D. Wolford 6363 Main Street Williamsville, NY 14221 PH: 716.857.7483 FAX: 716.857.7479 e-mail: wolfordd@natfuel.com</p>
<p>The Peoples Natural Gas Company Lynda Petrichevich 375 North Shore Drive Pittsburgh, PA 15212 PH: 412.208.6528 FAX: 412.208.6577 e-mail: Lynda.w.petrichevich@peoples-gas.com</p>	<p>PECO Carlos Thillet, Manager, Gas Supply and Transportation 2301 Market Street, S9-2 Philadelphia, PA 19103 PH: 215.841.6452 Email: carlos.thillet@exeloncorp.com</p>
<p>Peoples Gas Company Lynda Petrichevich 375 North Shore Drive Pittsburgh, PA 15212 PH: 412.208.6528 FAX: 412.208.6577 e-mail: Lynda.w.petrichevich@peoples-gas.com</p>	<p>Philadelphia Gas Works Nicholas LaPergola 800 West Montgomery Avenue Philadelphia, PA 19122 PH: 215.684.6278 email: nicholas.lapergola@pgworks.com</p>
<p>UGI Central Penn David Lahoff 2525 N. 12th Street, Suite 360 Reading, PA 19612-2677 PH: 610.796.3520 Email: dlahoff@ugi.com</p>	<p>UGI David Lahoff 2525 N. 12th Street, Suite 360 Reading, PA 19612-2677 PH: 610.796.3520 Email: dlahoff@ugi.com</p>
<p>Valley Energy Inc. Ed Rogers 523 South Keystone Avenue Sayre, PA 18840-0340 PH: 570.888-9664 FAX: 570.888.6199 email: erogers@ctenterprises.org</p>	<p>UGI Penn Natural David Lahoff 2525 N. 12th Street, Suite 360 Reading, PA 19612-2677 PH: 610.796.3520 Email: dlahoff@ugi.com</p>

7. FINANCIAL FITNESS

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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 responsibility 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. See Proof of Security Requirement attached as Exhibit "2a"

- a. **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.

See Financial Fitness Proof attached in Exhibit "2b"

- b. **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.

Applicant is operating as a Broker/Marketer only.

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

Applicant executes agency agreements with natural gas suppliers that provide for supplier payment to Applicant of Broker/Marketer fees,

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

Peter Wszalek, CFO
Edge Insights
3 Park Plaza
Wyomissing, PA 19610
Pete.Wszalek@EdgeInsights.com
Tel: (610) 777-3200
Fax: (610) 777-2699

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

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

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

See Tax Certification Statement attached as Exhibit "3"

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.
Applicant has provided natural gas services including bill auditing, supply brokering and utility rate consulting to commercial, industrial and governmental natural gas consumers nationwide since 2010 and prior to that since 2001 operating as UtiliTech, Inc. Applicant executes agency contracts with multiple natural gas suppliers of sufficient size, financial stability, and reputation to be able to provide reliable, flexible and safe services at competitive prices to Applicant's consumer customers.
- 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.

- 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?

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Yes
No

If yes, will the Applicant be using verification procedures?

N/A
Yes
No

If yes, describe the Applicant's verification procedures.

- d. **OVERSIGHT OF MARKETING:** Explain all methods Applicant will use to ensure all marketing is performed in an ethical manner, for both employees and subcontractors.
All marketing activity is directed and overseen by Applicant's Senior Vice President of Operations and backed up by Applicant's President.
- 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. See officers list and resume's as Exhibit "4"

9. DISCLOSURE STATEMENT:

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

N/A

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 E 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.

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.

AGREED

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- 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 30th following the end of the calendar year per 52 Pa. Code § 62.110.

AGREED

- 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.

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.

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.

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.

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.

AGREED

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- 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.

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.

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.
See Application Affidavit attached as Exhibit "5a"
- 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.
See Operations Affidavit attached as Exhibit "5b"

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 TimesNews and the Pittsburgh Post-Gazette. If the applicant is proposing to serve the entire Commonwealth, please file proof of publication in all seven newspapers.

The only acceptable verification of this requirement is with Notarized Proofs of Publication, which may be requested from each newspaper and must be supplied with this application.

Applicants do not need a docket number in their publication. Docket numbers will be issued when all criteria on the item 14 checklist (see below) are satisfied.

See Proofs of Publication attached as Exhibit "6"

	Erie Times-News	Harrisburg Patriot-News	Philadelphia Daily News	Pittsburgh PostGazette	Scranton TimesTribune	Williamsport Sun-Gazette	Johnstown TribuneDemocrat
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

(Example Publications are provided at Appendices F and G)

13. SIGNATURE

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Applicant: Edge Insights

By: C. T. Vulf

Title: EXEC. VICE PRESIDENT

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 is complete.

Applicant: Edge Insights

		Signature	
	P13		
	✓	Filing Fee (ONLY CERTIFIED CHECK OR MONEY ORDER)	
Applicant's Use	Ex 5a	Application Affidavit	
	Ex 5b	Operations Affidavit	
	Ex 6	Proof of Publication	
	Ex 3	Tax Certification Statement	
	Ex 1c	Commonwealth Department of State Verification	
	Ex 1a	Certificate of Service	

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List of Exhibits

<u>Exhibit Number</u>	<u>Exhibit Title</u>
1a	Certificate of Service to PA Agencies
1b	Certificate of Service to PA NGDC's
1c	Proof of Compliance with Dept. of State Filing Requirements And Identification of Predecessor
2a	Proof of Security Requirements of PA NGDC's
2b	Proof of Applicant's Financial Fitness
3	Applicant's Tax Certification Statement
4	Applicant's Chief Officers and Professional Backgrounds
5a	Application Affidavit
5b	Operations Affidavit
6	Proofs of Publications

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Exhibit 1a

CERTIFICATE OF SERVICE TO PA AGENCIES

On this the 5th day of ~~June~~^{July}, 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 Broker/Marketer 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 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	



Emmett Lien, III, President Edge Insights

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Edge Insights Natural Gas Broker/Marketer License Application

Exhibit 1b

CERTIFICATE OF SERVICE TO PA NGDC's

On this the 5th day of ~~June~~^{July}, 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 Broker/Marketer and all **NON-CONFIDENTIAL** attachments have been served, as either a hardcopy or a searchable PDF version on a cd-rom, upon the following 11 NGDC's:

<p>Columbia Gas of PA, Inc. Michele Caddell 290 W. Nationwide Blvd. Columbus, OH 43215 PH: 614.460.6841 FAX: 614.460.8447 e-mail: mcaddell@nisource.com</p>	
<p>Peoples Natural Gas – Equitable Division Lynda Petrichevich 375 North Shore Drive Pittsburgh, PA 15212 PH: 412.208.6528 FAX: 412.208.6577 e-mail: Lynda.w.petrichevich@peoples-gas.com</p>	<p>National Fuel Gas Distribution Corp. David D. Wolford 6363 Main Street Williamsville, NY 14221 PH: 716.857.7483 FAX: 716.857.7479 e-mail: wolfordd@natfuel.com</p>
<p>The Peoples Natural Gas Company Lynda Petrichevich 375 North Shore Drive Pittsburgh, PA 15212 PH: 412.208.6528 FAX: 412.208.6577 e-mail: Lynda.w.petrichevich@peoples-gas.com</p>	<p>PECO Carlos Thillet, Manager, Gas Supply and Transportation 2301 Market Street, S9-2 Philadelphia, PA 19103 PH: 215.841.6452 Email: carlos.thillet@exeloncorp.com</p>
<p>Peoples Gas Company Lynda Petrichevich 375 North Shore Drive Pittsburgh, PA 15212 PH: 412.208.6528 FAX: 412.208.6577 e-mail: Lynda.w.petrichevich@peoples-gas.com</p>	<p>Philadelphia Gas Works Nicholas LaPergola 800 West Montgomery Avenue Philadelphia, PA 19122 PH: 215.684.6278 email: nicholas.lapergola@pgworks.com</p>
<p>UGI Central Penn David Lahoff 2525 N. 12th Street, Suite 360 Reading, PA 19612-2677 PH: 610.796.3520 Email: dlahoff@ugi.com</p>	<p>UGI David Lahoff 2525 N. 12th Street, Suite 360 Reading, PA 19612-2677 PH: 610.796.3520 Email: dlahoff@ugi.com</p>

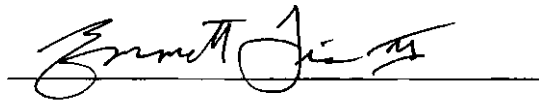
Edge Insights Natural Gas Broker/Marketer License Application

Exhibit 1b

CERTIFICATE OF SERVICE TO PA NGDC's

On this the 5th day of ~~June~~ ^{July}, 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 Broker/Marketer and all **NON-CONFIDENTIAL** attachments have been served, as either a hardcopy or a searchable PDF version on a cd-rom, upon the following 11 NGDC's:

Valley Energy Inc. Ed Rogers 523 South Keystone Avenue Sayre, PA 18840-0340 PH: 570.888-9664 FAX: 570.888.6199 email: erogers@ctenterprises.org	UGI Penn Natural David Lahoff 2525 N. 12 th Street, Suite 360 Reading, PA 19612-2677 PH: 610.796.3520 Email: dlahoff@ugi.com
---	--



Emmett Lien, III, President Edge Insights

JUL 11 2018

PA PUBLIC UTILITY COMMISSION
SECRETARY'S OFFICE

Edge Insights Natural Gas Broker/Marketer License Application

Exhibit 1c

**Proof of Compliance with Dept. of State Filing Requirements
And
Identification of Predecessor**

The following documents contain the Commonwealth Department of State verification of Applicant's domestic corporation filing and identifies Applicant's predecessor.

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PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

COMMONWEALTH OF PENNSYLVANIA

DEPARTMENT OF STATE

JULY 8, 2014

TO ALL WHOM THESE PRESENTS SHALL COME, GREETING:

Edge Insights, Inc.

I, Carol Alchele, Secretary of the Commonwealth of Pennsylvania
do hereby certify that the foregoing and annexed is a true and correct
copy of
ARTICLES OF AMENDMENT-BUSINESS filed on November 25, 2013
which appear of record in this department.

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

JUL 11 2014

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IN TESTIMONY WHEREOF, I have
hereunto set my hand and caused
the Seal of the Secretary's Office to
be affixed, the day and year above
written.

Carol Alchele

Secretary of the Commonwealth

Entity #: 1634169
Date Filed: 11/25/2013
Carol Alchele
Secretary of the Commonwealth

PENNSYLVANIA DEPARTMENT OF STATE
BUREAU OF CORPORATIONS AND CHARITABLE ORGANIZATIONS

Articles of Amendment-Domestic Corporation
(15 Pa.C.S.)

Business Corporation (§ 1915)
 Nonprofit Corporation (§ 5915)

Name	Lawrence J. Valeriano Jr., Esquire		
Address	1100 Berkshire Blvd., Suite 101		
City	State	Zip Code	
Wyomissing, PA	19610		

Commonwealth of Pennsylvania
ARTICLES OF AMENDMENT-BUSINESS 4 Page(s)



Fee: \$70

In compliance with the requirements of the applicable provisions (relating to articles of amendment), the undersigned, desiring to amend its articles, hereby states that:

1. The name of the corporation is: UtiliTech, Inc.

2. The (a) address of this corporation's current registered office in this Commonwealth or (b) name of its commercial registered office provider and the county of venue is (the Department is hereby authorized to correct the following information to conform to the records of the Department):				
(a) Number and Street	City	State	Zip	County
3020 Penn Avenue	West Lawn	PA	19609	Berks
(b) Name of Commercial Registered Office Provider c/o Not Applicable				County

3. The statute by or under which it was incorporated: 15 Pa. C.S. Section 2904a

4. The date of its incorporation: January 4, 1991

5. Check, and if appropriate complete, one of the following:
<input checked="" type="checkbox"/> The amendment shall be effective upon filing these Articles of Amendment in the Department of State.
<input type="checkbox"/> The amendment shall be effective on: _____ at _____
Date Hour

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SECRETARY'S BUREAU

DSCB:15-1915/5915-2

6. Check one of the following:

The amendment was adopted by the shareholders or members pursuant to 15 Pa.C.S. § 1914(a) and (b) or § 5914(a).

The amendment was adopted by the board of directors pursuant to 15 Pa. C.S. § 1914(c) or § 5914(b).

7. Check, and if appropriate, complete one of the following:

The amendment adopted by the corporation, set forth in full, is as follows

Resolved, that the corporate name be changed from UtiliTech, Inc. to Edge Insights, Inc., and that the directors are authorized to sign any required documentation

The amendment adopted by the corporation is set forth in full in Exhibit A attached hereto and made a part hereof.

8. Check if the amendment restates the Articles:

The restated Articles of Incorporation supersede the original articles and all amendments thereto.


IN TESTIMONY WHEREOF, the undersigned corporation has caused these Articles of Amendment to be signed by a duly authorized officer thereof this

25th day of November

2013

UtiliTech, Inc.

Name of Corporation



Signature

Emmett M. Lien III, President & Director

Title

Edge Insights Natural Gas Broker/Marketer License Application

Exhibit 2a

Proof of Security Requirements of NGDC's

Submitted herewith are letters representing all PA NGDC's stating the bonding amounts each requires. The Letters indicate that none of them requires bonding at this time.

Correspondent

NGDC Represented

**Patricia Chang, Manager
Choice and Transportation Support Services**

Columbia Gas of Pennsylvania

**Carlos P. Thillet, Manager
Gas Supply and Transportation**

PECO, an Exelon Company

**John Zuk, Vice President
Gas Supply**

Philadelphia Gas Works

**Nicole Barker
Transportation Services Department**

National Fuel Gas Distribution Co.

**Edward E. Rogers
President & CEO**

Valley Energy

**Carol Scanlon, Manager
Rates and Regulation**

**Peoples Natural Gas Company LLC
Peoples Natural Gas Company LLC – Equitable
Peoples Natural Gas Company LLC (Formerly TWP)**

**David E. Lahoff, Senior Manager
Tariff & Supplier Administration**

**UGI Utilities Gas Division ("UGI")
UGI-Central Penn Gas ("CPG")
UGI-Penn Natural Gas (PNG")**

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

May 24, 2018

Gene Waltz
Edge Insights
3 Park Plaza
Wyomissing, PA 19610

Dear Gene Waltz:

We are pleased that Edge Insights 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, Edge Insights 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. Edge Insights has indicated only brokering and consulting services will be provided. Therefore, we have determined at this time that Edge Insights 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 Edge Insights changes in the future, Columbia Gas might deem it appropriate to require Edge Insights 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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PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU



An Exelon Company

May 30, 2018

Edge Insights
3 Park Plaza
Wyomissing, PA 19610

Re: Broker Requirements

Dear Edge Insights:

PECO is aware that Edge Insights 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, Edge Insights could be required to provide to PECO a bond or other acceptable financial security in an amount that PECO determines to be appropriate. Edge Insights has indicated that it intends to provide only brokering and consulting services to commercial and industrial customers, and 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 Edge Insights 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 Edge Insights or the creditworthiness requirement for PECO's exposure to Edge Insights changes in the future, PECO reserves the right to require Edge Insights 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,

A handwritten signature in cursive script that reads "Carlos P. Thillet".

Carlos P. Thillet
Manager, Gas Supply and Transportation
2301 Market Street
Philadelphia, Pa 19103

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PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU



PHILADELPHIA GAS WORKS

800 West Montgomery Avenue • Philadelphia, PA 19122

May 31, 2018

Mr. Gene Waltz
Executive Vice President, Operations
Edge Insights
3 Park Plaza
Wyomissing, PA 19610

Email: Gene.Waltz@EdgeInsights.com

RE: Security Requirement Bond for Edge Insights

Dear Mr. Waltz:

Philadelphia Gas Works ("PGW") is aware that Edge Insights 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, Edge Insights must furnish acceptable security to each utility where Edge Insights will do business. As such, under its tariff, Philadelphia Gas Works could require Edge Insights 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 Edge Insights intends only to provide natural gas aggregating, brokering and consulting services at this time. You have stated that in performing these services Edge Insights will never take title to any delivered natural gas.

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

If you have any questions concerning the foregoing, please contact me at 215-684-6725.

Sincerely,

A handwritten signature in black ink, appearing to read 'John Zuk', is written over the typed name.

JOHN ZUK
Vice President, Gas Supply

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NL/dls



National Fuel

May 29, 2018

Emmett Lien III, President
Edge Insights, Inc.
3 Park Plaza
Wyomissing, PA 19610

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Re: Security Requirement for Edge Insights, Inc.

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

Dear Emmett,

National Fuel Gas Distribution Corporation ("NFGDC") is aware Edge Insights, Inc. (EII) 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, EII must furnish acceptable security to each utility where EII will do business. As such, under its tariff, NFGDC could require EII to provide a bond or other financial security instrument in an amount that NFGDC determines to be appropriate.

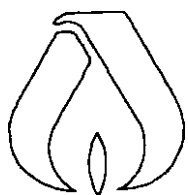
However, you have indicated, and it is NFGDC's understanding that EII intends only to provide natural gas aggregating, brokering and consulting services at this time. You have stated that, in performing these services, EII will never take title to any delivered natural gas.

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

If you have any questions concerning the foregoing, please contact me at 716-857-7541.

Yours truly,

Nicole Barker
Transportation Services Department



VALLEY ENERGY

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

May 23, 2018

VIA EMAIL

Mr. Curt Clifford, Energy Consultant
Edge Insights
3 Park Plaza
Wyomissing, PA 19610

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JUL 11 2018

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

Dear Mr. Clifford:

We understand that Edge Insights 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 Edge Insights intends to only provide natural gas aggregating, brokering and consulting services at this time, we have determined that Edge Insights 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 Edge Insights 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



375 North Shore Drive
Pittsburgh, Pennsylvania 15212

www.peoples-gas.com

Carol Scanlon
Manager, Rates & Regulation

Peoples Service Company LLC
Phone: 412-208-6931
Email: Carol.Scanlon@peoples-gas.com

June 4, 2018

Gene T. Waltz
Executive Vice President-Operations
Edge Insights
3 Park Plaza
Wyomissing, PA 19610

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PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

Dear Mr. Waltz:

We are pleased that Edge Insights 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 Edge Insights is not currently serving customers on the Peoples systems, we have determined at this time that Edge Insights 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 Edge Insights 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 412-208-6931 or by email at Carol.Scanlon@peoples-gas.com.

Sincerely,

Carol Scanlon
Manager, Rates and Regulation
Peoples Natural Gas Company LLC

Cc: Stephen Kelly
Mina Speicher



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

May 30, 2018

Curt Clifford
Energy Consultant
Edge Insights
3 Park Plaza
Wyomissing, PA 19610

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PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

RE: EDGE INSIGHTS, LLC application to serve as a Natural Gas Broker

Dear Mr. Clifford,

Based on your assertion that Edge Insights, ("EDGE INSIGHTS") is applying with the State of Pennsylvania to operate as a natural gas broker/marketer, UGI Utilities Inc. ("UGIU") has concluded that EDGE INSIGHTS 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 EDGE INSIGHTS will not be taking title to gas or directly serving end use customers. This also assumes that EDGE INSIGHTS 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 EDGE INSIGHTS 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.

Edge Insights PA Natural Gas Broker/Marketer License Application

**Exhibit 2b
Proof of Applicant's Financial Fitness**

See Balance Sheet and Income Statement information on the following sheets.

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PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

Edge Insights, Inc
Profit & Loss Prev Year Comparison

January through December 2017

	Jan - Dec 17	Jan - Dec 16
Income		
· Sales - Telecommunications	\$ 619,754	\$ 632,018
· Sales - Electric	\$ 1,385,094	\$ 1,475,672
· Sales - Gas	\$ 199,349	\$ 215,958
· Sales - Waste Consult	\$ 736,628	\$ 583,832
· Sales - Consulting	\$ 1,827	\$ 1,431
Total Income	\$ 2,942,652	\$ 2,908,911
Cost of Goods Sold		
· Salaries COGS	\$ 553,592	\$ 468,846
· Commissions	\$ 88,594	\$ 94,209
· Bonuses	\$ 73,214	\$ 109,123
· Health Insurance	\$ 112,077	\$ 109,185
· Employee Retirement	\$ 53,004	\$ 48,886
· Payroll Taxes COGS	\$ 45,122	\$ 41,787
· Consulting - Waste	\$ 6,300	\$ -
Total COGS	\$ 931,904	\$ 872,036
Gross Profit	\$ 2,010,747	\$ 2,036,875
Expense		
Total Expense	\$ 1,129,288	\$ 1,133,674
Net Ordinary Income	\$ 881,459	\$ 903,202
Extraordinary Income	\$ -	\$ 200,000
Net Income	\$ 881,459	\$ 1,103,202

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PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

Edge Insights, Inc
Balance Sheet Prev Year Comparison
As of December 31, 2017

	<u>Dec 31, 17</u>	<u>Dec 31, 16</u>
ASSETS		
Current Assets		
Checking/Savings		
· Checking Account - Fulton	\$ 155,873	\$ 483,532
· Payroll Account - Fulton	\$ 200	\$ 200
Total Checking/Savings	<u>\$ 156,073</u>	<u>\$ 483,732</u>
Accounts Receivable		
· Accounts Receivable	\$ 141,483	\$ 138,183
Total Accounts Receivable	<u>\$ 141,483</u>	<u>\$ 138,183</u>
Other Current Assets		
· Prepaid Expenses	\$ 4,158	\$ 4,158
· Prepaid Taxes	\$ 590	\$ -
· Investment FOCAL Comm.	\$ 504	\$ 504
Total Other Current Assets	<u>\$ 5,252</u>	<u>\$ 4,662</u>
Total Current Assets	\$ 302,808	\$ 626,578
Fixed Assets		
· Off. Equip-Original Value	\$ 71,413	\$ 71,413
· Acc Depr - Office F & E	\$ (71,413)	\$ (71,413)
· Covenant Not To Compete	\$ 150,000	\$ 150,000
· Accum Amort Cov NTC	\$ (150,000)	\$ (150,000)
Total Fixed Assets	<u>\$ -</u>	<u>\$ -</u>
Other Assets		
Acquisition Costs	\$ 33,068	\$ 33,068
Accumulated Amortization	\$ (16,350)	\$ (14,146)
· Deposits	\$ 4,658	\$ 4,658
· Goodwill	\$ 203,481	\$ 203,481
Total Other Assets	<u>\$ 224,857</u>	<u>\$ 227,061</u>
TOTAL ASSETS	<u><u>\$ 527,665</u></u>	<u><u>\$ 853,639</u></u>

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PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

Edge Insights, Inc
Balance Sheet Prev Year Comparison

As of December 31, 2017

	Dec 31, 17	Dec 31, 16
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
· Accounts Payable - Vendor	\$ 6,547	\$ 12,275
Total Accounts Payable	\$ 6,547	\$ 12,275
 Other Current Liabilities		
· Mercantile Tax Payable	\$ 4,414	\$ 405
· Accrued Expenses Other	\$ 13,505	\$ 14,105
· Accrued Employee Bonuses	\$ 36,426	\$ 56,143
· Accrued Distribution	\$ 10,877	\$ 15,746
Total Other Current Liabilities	\$ 65,222	\$ 86,398
 Total Current Liabilities	\$ 71,769	\$ 98,673
 Total Liabilities	\$ 71,769	\$ 98,673
 Equity		
 Common Stock	\$ 150,000	\$ 150,000
Retained Earnings	\$ 305,896	\$ 604,966
Total Equity	\$ 455,896	\$ 754,966
 TOTAL LIABILITIES & EQUITY	\$ 527,665	\$ 853,639

Edge Insights PA Natural Gas Broker/Marketer License Application

Exhibit 4

Applicant's Chief Officers and Professional Backgrounds

The following pages describe Applicant's chief officers and their Professional backgrounds.

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PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

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PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

Edge Insights

Emmett Lien, President

Creating businesses that don't just survive, but thrive in our current economic climate is challenging and rare. And for Emmett Lien it's a passion. For most of his career, Emmett has been at the executive level of companies that flourish. He was the General Manager of the Pennsylvania Division of GE Capital ITS – PA which under his leadership was the most profitable region worldwide. A leader in the Berks County, Pennsylvania community, he founded WorldNet Technology Consultants, in 2000. Soon after its inception and under Emmett's management, WorldNet was named to the Inc. 500 list of fastest growing privately held companies in the United States. While at WorldNet, Emmett acquired four other local businesses, including Digital Instructor, LLC, (which he co-owned with Dennis Hefter) a direct marketing company acquired by AdEx Media, Inc. in 2008. In 2010, Emmett purchased Edge Insights, Inc.

When not helping to save millions of dollars each year for his Edge Insights clients, Emmett serves on various boards and committees in the greater Reading, Pennsylvania community. Emmett and his family reside in Berks County.

Dennis Hefter, Executive Vice President, Business Development

Dennis Hefter is a career entrepreneur. He started his first company in 1988 at the age of 26. His technology company quickly grew and was acquired in 1995 by General Electric – Information Technology Services. Since then, Dennis has conceived, funded and built the following companies:

- ✔ Outlaw Technologies, Inc., a software company, acquired by Quovadx, Inc. in 2001
- ✔ Hefter Impact Technologies, LLC, a hockey & lacrosse helmet manufacturer, acquired by Reebok in 2005
- ✔ Digital Instructor, LLC, a direct marketing company, acquired by AdEx Media, Inc. in 2008.

Dennis is primarily responsible for business development at Edge Insights. He handles new business opportunities, joint ventures, sales agents and all other expansion opportunities.

Dennis was born and raised in Reading, Pennsylvania. He attended Millersville University and now resides with his wife and three children in Boulder, Colorado. He is President of Boulder Valley Hockey Foundation and is active in numerous Boulder community events.

Gene T. Waltz – Executive Vice President, Operations

Gene Waltz brings 30 years of project management and executive leadership to the Edge Insights team. His career began in the Information Technology field where he started as a programmer and his performance was rewarded with consistent advancement eventually earning the position of Vice President of Information Technology / Chief Information Officer for a national manufacturing organization. Gene has experience as a business technology consultant, working with manufacturers, distribution companies, retail, professional service firms, government entities, and non-profit organizations.

Gene's primary responsibility at Edge Insights is to present and deliver all audit and procurement findings. Additionally, Gene works to ensure the continuous improvement and quality in Edge Insights' processes, internal and external communication, project cycle time and financial results for our customers. Gene earned a Bachelor of Arts degree in Economics from the University of Pittsburgh. He attended Albright College with a focus on accounting. He has also completed the following courses: Leadership Development and Innovation (Innovational Services), Situational Leadership and Targeted Selection (DDI), Customer Oriented Selling (IBM), Balanced Scorecard (Kaplan), Strategic Planning, Starting Team from Scratch, and Project Management (Kepner Trego).

Gene is a past President, and Vice President of Immanuel United Church of Christ in Shillington, PA. He currently serves on the Zoning Hearing Board in Cumru Township and on the Reading Association of UCC Churches Committee on Ministry. Gene and his family reside in Berks County.

Edge Insights PA Natural Gas Broker/Marketer License Application

Exhibit 5a

APPLICATION AFFIDAVIT

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JUL 11 2018

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

Commonwealth of Pennsylvania:

County of Berks

Emmett Lien III, Affiant, being duly [sworn/affirmed] according to law, deposes and says that:

he is the President of Edge Insights and that he is authorized to and does make this affidavit for said Applicant;


That the Applicant herein Edge Insights has the burden of producing information and supporting documentation demonstrating its technical and financial fitness to be licensed as a natural gas broker/marketer pursuant to 66 Pa. C.S. § 2208 (c)(1).

That the Applicant herein Edge Insights has answered the questions on the application correctly, truthfully, and completely and provided supporting documentation as required.

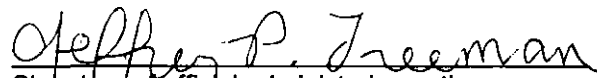
That the Applicant herein Edge Insights acknowledges that it is under a duty to update information provided in answer to questions on this application and contained in supporting documents.

That the Applicant herein Edge Insights 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 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 5th ^{July} day of ~~June~~ 2018.


Signature of official administering oath

My commission expires 10/06/2020.

COMMONWEALTH OF PENNSYLVANIA
NOTARIAL SEAL
Jeffrey P. Freeman, Notary Public
Wyomissing Boro, Berks County
My Commission Expires Oct. 6, 2020

Edge Insights PA Natural Gas Broker/Marketer License Application

Exhibit 5b

OPERATIONS AFFIDAVIT

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JUL 11 2018

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

Commonwealth of Pennsylvania:

County of Berks

Emmett Lien III, Affiant, being duly [sworn/affirmed] according to law, deposes and says that he is the President of Edge Insights and that he is authorized to and does make this affidavit for said Applicant;

That Edge Insights the Applicant herein, acknowledges that Edge Insights 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 Edge Insights, 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 Edge Insights, 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 22 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 natural gas 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.

That Edge Insights, 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.

Appendix B (Continued)

That the Applicant agrees to provide all consumer education materials and information in a timely manner as requested by the Office of Communications 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 5th day of ^{July}~~June~~, 2018.



Signature of official administering oath

My commission expires 10/06/2020.

COMMONWEALTH OF PENNSYLVANIA
NOTARIAL SEAL
Jeffrey P. Freeman, Notary Public
Wyomissing Boro, Berks County
My Commission Expires Oct. 6, 2020

Edge Insights PA Natural Gas Broker/Marketer License Application

Exhibit 6

Proofs of Publication

Applicant is proposing to serve the entire Commonwealth. Therefore, this Exhibit contains proofs of publication from all seven newspapers listed in the License Application instructions.

Notices Needed To Service the Entire Commonwealth

Newspaper

Erie Times-News

Harrisburg Patriot-News

Philadelphia Daily News

Pittsburgh Post-Gazette

Scranton Times-Tribune

Williamsport Sun-Gazette

Johnstown Tribune-Democrat

Contact

Katie Lish

Marianna Aldridge

Cindy Jakubowski

Pam Reed

Sharon Venturi

Beth Miller

Vivian Ohs

RECEIVED

JUL 11 2016

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

PROOF OF PUBLICATION
In
THE ERIE TIMES-NEWS
COMBINATION EDITION

Edge Insights
3 Park Plaza
Wyomissing PA 19610

REFERENCE: 96054 317511
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: 06/01/18

TOTAL COST: \$476.00 AD SPACE: 0 Lines

FILED ON: 06/01/18

RECEIVED

JUL 11 2018

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

PENNSYLVANIA PUBLIC UTILITY COMMISSION NOTICE

*Application of **Edge Insights** for Approval To Offer, Render, or Furnish Natural Gas Services as a **Marketer/Broker** Engaged in The Business Of Supplying Natural Gas Supply Services, To The Public In The Commonwealth Of Pennsylvania.*

Edge Insights 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. **Edge Insights** proposes to sell natural gas services in all PAPUC Licensed natural gas distribution companies in the Commonwealth of Pennsylvania under the provisions of the Natural Gas Choice and Competition Act.

The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of **Edge Insights** 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 protests to Edge Insights attorney at the address listed below.

By and through Counsel
Lawrence J. Valeriano, Jr.
Hartman, Valeriano, Magovern & Lutz, P.C.
1100 Berkshire Blvd. Suite 301
P.O. Box 5823
Wyomissing, PA 19610
(610) 779-0772

Sworn to and subscribed before me this 1st day of June 2018

Affiant: Brenda L. Learn

NOTARY: Barbara J. Moore

COMMONWEALTH OF PENNSYLVANIA

NOTARIAL SEAL

Barbara J. Moore, Notary Public

City of Erie, Erie County

My Commission Expires March 23, 2020

MEMBER, PENNSYLVANIA ASSOCIATION OF NOTARIES



Commonwealth of Pennsylvania,) ss
County of Cumberland)

Victoria Soto 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 06/07/2018

Victoria Soto

Principal Clerk of the Publisher

Sworn to and subscribed before me this 8th day of June 2018

Crystal B. Rosensteel

Notary Public

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

RECEIVED

JUL 11 2018

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

**PENNSYLVANIA PUBLIC UTILITY
COMMISSION NOTICE**

Application of Edge Insights for Approval To Offer, Render, or Furnish Natural Gas Services as a Marketer/Broker Engaged In The Business Of Supplying Natural Gas Supply Services, To The Public In The Commonwealth Of Pennsylvania.

Edge Insights 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. Edge Insights proposes to sell natural gas services in all PAPUC Licensed natural gas distribution companies in the Commonwealth of Pennsylvania under the provisions of the Natural Gas Choice and Competition Act.

The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Edge Insights 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 protests to Edge Insights attorney at the address listed below.

By and through Counsel
Lawrence J. Valeriano, Jr.
Hartman, Valeriano, Magovern & Lutz, P.C.
1100 Berkshire Blvd. Suite 301
P.O. Box 5823
Wyomissing, PA 19610
(610) 779-0772

COMMONWEALTH OF PENNSYLVANIA }
 County of Cambria } SS

**PENNSYLVANIA PUBLIC UTILITY
 COMMISSION NOTICE**

Application of Edge Insights for Approval To Offer, Render, or Furnish Natural Gas Services as a Marketer/Broker Engaged In The Business Of Supplying Natural Gas Supply Services, To The Public, In The Commonwealth Of Pennsylvania.

Edge Insights 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. Edge Insights proposes to sell natural gas services in all PAPUC Licensed natural gas distribution companies in the Commonwealth of Pennsylvania under the provisions of the Natural Gas Choice and Competition Act.

The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Edge Insights 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 protests to Edge Insights attorney at the address listed below.

published in
 that the name
 of The John
 the subject of
 said public

By and through Counsel
 Lawrence J. Valeriano, Jr.
 Hartman, Valeriano, Magovern & Lutz, P.C.
 1100 Berkshire Blvd, Suite 301
 P.O. Box 5823
 Wyomissing, PA 19610
 (610) 779-0772

of Cambria, and Commonwealth of Pennsylvania and matter published in said publication in the regular issues on May 31, 2018; and that the Affiant is not interested in all of the allegations as to time, place and character of

On this 8th day of June A.D. 2018, 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.

Christine Marhefka

STATEMENT OF ADVERTISING COSTS

Signed and sworn to before me on
 8th day of June, 2018,
 by Christine Marhefka making the statement.

Vivian Ohs

0.00 Lines @ \$2.50 per line	0.00
6 Inches @ \$25.00 per inch	150.00
Notary Fee	5.00
Clerical Fee	2.50
Total Cost	157.50

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

JUL 11 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:

June 4, 2018

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.

RECEIVED

JUL 11 2018

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

Sworn to and subscribed before me this 4th day of
June 2018.

Notary Public

My Commission Expires:

COMMONWEALTH OF PENNSYLVANIA
NOTARIAL SEAL
CINDY JAKUBOWSKI, Notary Public
City of Philadelphia, Phila. County
My Commission Expires November 30, 2020

Copy of Notice of Publication

**PENNSYLVANIA PUBLIC UTILITY COMMISSION
NOTICE**
Application of **Edge Insights** for Approval To Offer, Render, or Furnish Natural Gas Services as a **Marketer/Broker Engaged In The Business Of Supplying Natural Gas Supply Services, To The Public In The Commonwealth Of Pennsylvania.**
Edge Insights 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. **Edge Insights** proposes to sell natural gas services in all PUPUC Licensed natural gas distribution companies in the Commonwealth of Pennsylvania under the provisions of the Natural Gas Choice and Competition Act.
The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of **Edge Insights** 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 protests to **Edge Insights** attorney at the address listed below.
By and through Counsel
Lawrence J. Valeriano, Jr.
Hartman, Valeriano, Magovern & Lutz, P.C.
1100 Berkshire Blvd, Suite 301
P.O. Box 5823
Wyomissing, PA 19610
(610) 779-0772

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 Pittsburgh Post-Gazette edition and issues of the said Pittsburgh Post-Gazette a newspaper of general circulation on the following dates, viz:

07 of June, 2018

Affidavit further deposes the 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 aforesaid notice or publication, and that all allegations in the foregoing statement as to time, place and character of publication are true.

RECEIVED
JUL 11 2018
PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

K. Flaherty
PG Publishing Company
Sworn to and subscribed before me this day of:
June 07, 2018

Elizabeth R. Chmura

Commonwealth of Pennsylvania - Notary Seal
Elizabeth R. Chmura, Notary Public
Allegheny County
My commission expires February 8, 2022
Commission number 1326781
Member, Pennsylvania Association of Notaries

STATEMENT OF ADVERTISING COSTS
Edge Insights, Inc.
3 PARK PLZ
Wyomissing, PA 19610-1399

To PG Publishing Company

Total \$ 426.25

Client:

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 Dr.
Clinton, PA 15026
Phone 123-456-7890

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

By *[Signature]* Samuel J. Arbutine

COPY OF NOTICE OR PUBLICATION

PENNSYLVANIA PUBLIC UTILITY COMMISSION
NOTICE
Application of Edge Insights for Approval To Offer, Render, or Furnish Natural Gas Services as a Marketer/Broker Engaged in The Business Of Supplying Natural Gas Supply Services, To The Public in The Commonwealth Of Pennsylvania.
Edge Insights 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. Edge Insights proposes to sell natural gas services in all PAPUC Licensed natural gas distribution companies in the Commonwealth of Pennsylvania under the provisions of the Natural Gas Choice and Competition Act.
The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Edge Insights 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 protests to Edge Insights attorney at the address listed below.
By and through Counsel, Lawrence J. Valeriano, Jr., Hartman, Valeriano, Magovern & Lutz, P.C., 1100 Berkshire Blvd., Suite 301, P.O. Box 5823, Wyomissing, PA 19610, (610) 779-0772

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.

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

EDGE INSIGHTS
CURT CLIFFORD
3 PARK PLAZA READING PA 19610

Account # 629213
Order # 82214279
Ad Price: 232.95

LEGAL NOTICE PENNSYLVANIA

Ann Marie Fortese

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:

05/30/2018

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 Ann Marie Fortese

Sworn and subscribed to before me
this 30th day of May A.D., 2018

Sharon Venturi
(Notary Public)

Commonwealth of Pennsylvania - Notary Seal
Sharon Venturi, Notary Public
Lackawanna County
My commission expires February 12, 2022
Commission number 1254228
Member, Pennsylvania Association of Notaries

RECEIVED

JUL 11 2018

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

LEGAL NOTICE

PENNSYLVANIA PUBLIC UTILITY COMMISSION NOTICE
Application of Edge Insights for Approval To Offer, Render, or Furnish Natural Gas Services as a Marketer/Broker Engaged in The Business Of Supplying Natural Gas Supply Services, To The Public in The Commonwealth Of Pennsylvania.

Edge Insights 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. Edge Insights proposes to sell natural gas services in all PAPUC Licensed natural gas distribution companies in the Commonwealth of Pennsylvania under the provisions of the Natural Gas Choice and Competition Act.

The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Edge Insights 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 protests to Edge Insights attorney at the address listed below.

By and through Counsel
Lawrence J. Valeriano, Jr.
**Hartman, Valeriano, Magovern
& Lutz, P.C.**
1100 Berkshire Blvd. Suite 301
P.O. Box 5823
Wyomissing, PA 19610
(610) 778-0772

PROOF OF PUBLICATON OF NOTICE IN THE WILLIAMSPORT

SUN-GAZETTE UNDER ACT NO. 587, APPROVED MAY 16, 1929

STATE OF PENNSYLVANIA

COUNTY OF LYCOMING

SS:

Bernard A. Oravec, Publisher of the Sun-Gazette LLC publishers of the Williamsport Sun-Gazette, successor to the Williamsport Sun and the Gazete & 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:

June 1, 2018

Alliant 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.

Bernard A. Oravec

SUN-GAZETTE LLC

Sworn to and subscribed before me

The 1st day of June 20 18

Beth A. Miller
COMMONWEALTH OF PENNSYLVANIA

Notary Public

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

STATEMENT OF ADVERTISING COSTS

To the Sun-Gazette LLC, Dr.:

For publishing the notice attached

Hereto on the above state dates.....\$ 225.12

Probated same.....\$

Total.....\$ 225.12

PUBLISHER'S RECEIPT FOR ADVERTISING COSTS

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

RECEIVED

JUL 11 2018

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

SUN-GAZETTE LLC

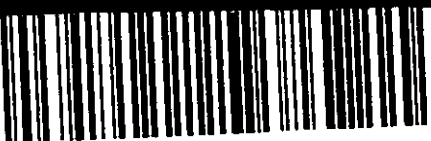
BY Bernard A. Oravec

PENNSYLVANIA PUBLIC UTILITY COMMISSION NOTICE
Application of Edge Insights for Approval To Offer, Render, or Furnish Natural Gas Services as a Marketer/Broker Engaged In The Business Of Supplying Natural Gas Supply Services, To The Public In The Commonwealth Of Pennsylvania.
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The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Edge Insights 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 protests to Edge Insights attorney at the address listed below.

By and through Counsel
Lawrence J. Valeriano, Jr.
Hartman, Valeriano,
Magovern & Lutz, P.C.
1100 Berkshire Blvd.
Suite 301
P.O. Box 5823
Wyomissing, PA 19610
(610) 779-0772

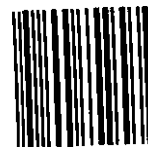
Edge Insights, Inc
3 Park Plaza
Wyomissing, PA 19610



7015 3430 0000 7778 7148



1000



17105

U.S. POSTAGE
PAID
READING, PA
19610
JUL 11 18
AMOUNT
\$6.55
R2303S101763-22

PA Public Utility Commission
Secretary
PO Box 3265
Harrisburg, PA 17105-3265