



July 20th, 2018

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

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JUL 20 2018
PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

Dear Secretary:

Please find enclosed an application for Competitive Energy Services, LLC ("CES") to operate as a Broker/Marketer for electricity within the Commonwealth of Pennsylvania. We are also including our confidential documents (including a check in the amount of \$350 for the application fee) as well as the copy of the original bond, per Commission instructions.

If you or the Commission staff have any questions, please give me a call at (207) 772-6190.

Thank you for your attention to this filing.

Sincerely,

A handwritten signature in black ink, appearing to read "Andrew Price", written over a horizontal line.

Andrew Price
President and Chief Operating Officer

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BEFORE THE PENNSYLVANIA PUBLIC UTILITY COMMISSION

Application of Competitive Energy Services, LLC, for approval to offer, render, furnish, or supply electricity or electric generation services as an Broker/Marketer engaged in the business of supplying electricity services to the public in the Commonwealth of Pennsylvania (Pennsylvania).

To the Pennsylvania Public Utility Commission:

1. IDENTIFICATION AND CONTACT INFORMATION

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

Competitive Energy Services, LLC
148 Middle St., Suite 500
Portland, ME 04101

Ph: (207) 772-6190
Fax: (866) 743-4968

- b. **PENNSYLVANIA ADDRESS / REGISTERED AGENT:** If the Applicant maintains a primary address outside of Pennsylvania, provide the name, address, telephone number, and fax number of the Applicant's secondary office within Pennsylvania. If the Applicant does not maintain a physical location within Pennsylvania, provide the name, address, telephone number, and fax number of the Applicant's Registered Agent within Pennsylvania.

CT Corporation System
1515 Market St., Suite 1210
Philadelphia, PA 19192

Phone: (215) 563-7750
Fax: (215) 563-7771

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PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

- c. **REGULATORY CONTACT:** Provide the name, title, address, telephone number, fax number, and e-mail address of the person to whom questions about this Application should be addressed.

Andrew Price, President and Chief Operating Officer
Competitive Energy Services, LLC
148 Middle St., Suite 500
Portland, ME 04101
Ph: (207) 772-6190
Fax: (866) 743-4968

- d. **ATTORNEY:** Provide the name, address, telephone number, fax number, and e-mail address of the Applicant's attorney. If the Applicant is not using an attorney, explicitly state so.

Applicant is not using an attorney.

- e. **CONTACTS FOR CONSUMER SERVICE AND COMPLAINTS: (Required of ALL Applicants)** Provide the name, title, address, telephone number, FAX number, and e-mail **OF THE PERSON AND AN ALTERNATE PERSON (2 REQUIRED)** responsible for addressing customer complaints. These persons will ordinarily be the initial point(s) of contact for resolving complaints filed with the Applicant, the Electric Distribution Company, the Pennsylvania Public Utility Commission, or other agencies. The main contact's information will be listed on the Commission website list of licensed EGSs.

Allie Munier, Senior Marketing Coordinator
148 Middle St., Suite 500
Portland, ME 04101
Ph: (207) 772-6190
Fax: (866) 743-4968

Linda Hyatt, Client Services and Procurement Manager
148 Middle St., Suite 500
Portland, ME 04101
Ph: (207) 772-6190
Fax: (866) 743-4968

2. **BUSINESS ENTITY FILINGS AND REGISTRATION**

- a. **FICTITIOUS NAME:** *(Select appropriate statement and provide supporting documentation as listed.)*

The Applicant will be using a fictitious name or doing business as ("d/b/a")

Provide a copy of the Applicant's filing with Pennsylvania's Department of State pursuant to 54 Pa. C.S. §311, Form PA-953.

or

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):

- 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.

The following documents for Competitive Energy Services, LLC are provided in Exhibits 2A-D:

- **Pennsylvania - Certificate of Registration**
- **Pennsylvania - Registration as a Foreign Limited Liability Company**
- **State of Maine - Articles of Organization**
- **State of Maine - Certificate of Good Standing**

- Give name and address of officers.

Officers:

**Andrew Price – President and Chief Operating Officer
Richard Silkman – Chief Executive Officer
Mark Isaacson – Chairman of the Board**

**Competitive Energy Services, LLC
148 Middle St., Suite 500
Portland, ME 04101**

**Ph: (207) 772-6190
Fax: (866) 743-4968**

The Applicant is incorporated in the State of Maine.

3. AFFILIATES AND PREDECESSORS

- 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 has no affiliates.

- 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.

Applicant has no predecessors.

4. OPERATIONS

- a. **APPLICANT'S PRESENT OPERATIONS:** *(select and complete the appropriate statement)*

Definitions

- Supplier – an entity that sells electricity to end-use customers utilizing the jurisdictional transmission and distribution facilities of an EDC.
- Aggregator - an entity that purchases electric energy and takes title to electric energy as an intermediary for sale to retail customers.
- Broker/Marketer - an entity that acts as an intermediary in the sale and purchase of electric energy but does not take title to electric energy.

- The Applicant is presently doing business in Pennsylvania as a

- municipal electric corporation
- electric cooperative
- local gas distribution company
- provider of electric generation, transmission or distribution services
- broker/marketer engaged in the business of supplying electricity services
- 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 *(may check multiple)*:

- Generator of electricity
- Supplier of electricity
- Aggregator engaged in the business of supplying electricity
- Broker/Marketer engaged in the business of supplying electricity services
 - Check here to verify that your organization will not be taking title to the electricity nor will you be making payments for customers.
- Electric Cooperative and supplier of electric power
- Other (Describe):

- c. **PROPOSED SERVICES:** Describe in detail the electric services or the electric generation services which the Applicant proposes to offer.

Competitive Energy Services, LLC ("CES") provides procurement and consulting services to its clients. CES works with commercial, industrial and governmental agencies to help them make informed decisions on their energy procurement. CES does not act on behalf of or as an agent for its clients, i.e., it does not have power of attorney, nor does it take title to electricity.

CES proposes to offer retail electricity procurement and consulting services for commercial, industrial, and governmental entities in the Commonwealth of Pennsylvania. CES collects fees from its customers through two methods - (1) consulting fees that CES bills directly to the client and/or (2) procurement fees that are incorporated into the retail price of the commodity, collected by the electricity supplier ("EGS") and remitted by the EGS to CES. CES will not be paying any utility bills or charges for its Pennsylvania clients. Accordingly, CES will not be issuing any bills to its clients for electricity delivery or commodity either for its own account or on behalf of any EGS.

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

- Citizens' Electric
- Duquesne Light
- Met-Ed
- PECO
- Penelec
- Penn Power

- Pike
- PPL
- UGI Utilities
- Wellsboro
- West Penn

Entire Commonwealth of PA

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

- Residential Customers
- Small Commercial Customers - (25 kW and Under)
- Residential and Small Commercial as Mixed Meter ONLY (CANNOT BE TAKEN WITH RESIDENTIAL AND/OR SMALL COMMERCIAL ABOVE)
- Large Commercial Customers - (Over 25 kW)
- Industrial Customers
- Governmental Customers
- All of above (Except Mixed Meter)
- Other (Describe):

CES will not provide broker services to residential customers.

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

September 1, 2018

5. COMPLIANCE

- a. **CRIMINAL/CIVIL PROCEEDINGS:** State specifically whether the Applicant, an affiliate, a predecessor of either, or a person identified in this Application, has been or is currently the defendant of a criminal or civil proceeding within the last five (5) years.

Identify all such proceedings (active or closed), by name, subject and citation; whether before an administrative body or in a judicial forum. If the Applicant has no proceedings to list, explicitly state such.

Please see attached Exhibit 5A

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

In December 2013, FERC filed a federal lawsuit in the District of Massachusetts against CES, alleging that CES violated FERC anti-manipulation rules relating to a *Day Ahead Load Response Program offered in New England by the Independent System Operator of New England*. The program was terminated and is not part of the services CES proposes to offer clients in Pennsylvania. CES, which vigorously disputed FERC's allegation, immediately filed a motion to dismiss. The case has been transferred to federal court in the State of Maine. CES has filed a motion to dismiss, which is pending.

The alleged violation took place more than a decade ago. Since the FERC action, many leading public and private institutions have retained CES after looking into the claim. These include: The University of Massachusetts, The University of Maine, The University of Rhode Island, The University of Connecticut, The City of Boston, Massachusetts, The City of Manchester New Hampshire, and The City of Portland Maine. These institutions select CES, in many cases pursuant to competitive bid processes, based on the strength of our service offerings, our long track record and strong referrals from existing clients.

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

Please see answer to question in 5a. In addition, CES has not had a license previously cancelled by the Pennsylvania PUC for either EGS or NGS.

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

Please see attached Exhibit 5A

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:

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

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

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

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

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

Please see attached Appendix C

- b. **EDCs:** Pursuant to Sections 1.57 and 1.58 of the Commission's Regulations, 52 Pa. Code §§1.57 and 1.58, provide Proof of Service of the Application and attachments upon each of the Electric Distribution Companies the Applicant proposed to provide service in. Upon review of the Application, further notice may be required pursuant to Section 5.14 of the Commission's Regulations, 52 Pa. Code §5.14. Contact information for each EDC is as follows.

Pike County Light & Power Company:
Vice President – Energy Supply
Corning Natural Gas Holding Corporation
330 West William Street
Corning, NY 14830

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

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

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

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

Met-Ed, Penelec, and Penn Power:
Legal Department
First Energy
2800 Pottsville Pike
Reading PA, 19612

UGI:
UGI Utilities, Inc.
Attn: Rates Dept. – Choice Coordinator
2525 N. 12th Street, Suite 360
Post Office Box 12677
Reading, Pa 19612-2677

Citizens' Electric Company:
Citizens' Electric Company
Attn: EGS Coordination
1775 Industrial Boulevard
Lewisburg, PA 17837

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

Please see attached Appendix C

7. FINANCIAL FITNESS

a. **BONDING:** In accordance with 66 Pa. C.S. Section 2809(c)(1)(i), the Applicant is required to file a bond or other instrument to ensure its financial responsibilities and obligations as an EGS. Therefore, the Applicant is...

- Furnishing the **ORIGINAL** of an initial bond, letter of credit or proof of bonding to the Commission in the amount of \$250,000.
- Furnishing the **ORIGINAL** of another initial security for Commission approval, to ensure financial responsibility, such as a parental guarantee, in the amount of \$250,000.
- For Marketers and Brokers** - Filing for a modification to the \$250,000 requirement and furnishing the **ORIGINAL** of an initial bond, letter of credit or proof of bonding to the Commission in the amount of \$10,000. Applicant is required to provide information supporting an amount less than \$250,000. Such supporting information must include indication that the Applicant will not take title to electricity and will not pay electricity bills on behalf of its customers. Further details for modification may be described as well.

CRITICAL BONDING NOTES:

Applicant is required to maintain a bond or other financial instrument the entire time it maintains an EGS license with the Commonwealth of Pennsylvania. If Applicant's security instrument is not continuous, Applicant **MUST** submit a Rider, Amendment, or Continuation Certificate annually based on the expiration date of its security instrument.

At least sixty days (60) prior to the security instrument's expiration date, Applicant should contact Stephen Jakab at sjakab@pa.gov to determine the appropriate bonding amount based on a percentage of Applicant's gross receipts resulting from the sale of generated electricity consumed in Pennsylvania. Once the amount has been determined, Applicant should overnight the updated security instrument(s) at least thirty (30) days prior to the expiration date to ensure adequate time for staff review and approval of the security instrument(s).

Template versions of a continuous bond, fixed-term bond, continuous letter of credit, and parental guarantee are attached at Appendix E, F, G, & H, respectively. Applicant's security must follow language from these examples, and must include the unmodified language outlined in Appendix D. Any deviation from these examples must be identified in the application and may not be acceptable to the Commission.

See attached Appendix F - Bond in the Amount of \$10,000 and Petition for Lower Bond Amount

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

- Actual (or proposed) organizational structure including parent, affiliated or subsidiary companies.
- Published Applicant or parent company financial and credit information (i.e. 10Q or 10K). (SEC/EDGAR web addresses are sufficient)
- Applicant's accounting statements, including balance sheet and income statements for the past two years.

- Evidence of Applicant's credit rating. Applicant may provide a copy of its Dun and Bradstreet Credit Report and Robert Morris and Associates financial form, evidence of Moody's, S&P, or Fitch ratings, and/or other independent financial service reports.
- A description of the types and amounts of insurance carried by Applicant which are specifically intended to provide for or support its financial fitness to perform its obligations as a licensee.
- Audited financial statements exhibiting accounts over a minimum two year period.
- Bank account statement, tax returns from the previous two years, or any other information that demonstrates Applicant's financial fitness.

See Exhibit 7A — Financial Fitness

Please also see confidential documents submitted separately for copies of financial statements.

- c. **SUPPLIER FUNDING METHOD:** If Applicant is operating as anything other than **Broker/Marketer only**, explain how Applicant will fund its operations. Provide all credit agreements, lines of credit, etc., and elaborate on how much is available on each item.

Not applicable.

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

Competitive Energy Services, LLC enters into a contract with each client that clearly specifies a scope of work, a fee and the manner in which the fee will be collected. CES provides clients an option to pay fees directly to CES, such as a monthly retainer for consulting services, or to have the energy commodity supplier selected by the client collect the fee on behalf of CES. Either way we are paid by the client (directly or indirectly) and do not receive any compensation from suppliers.

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

**Ms. Lynn Gallagher, Controller
148 Middle St., Suite 500
Portland, ME 04101**

**Ph: (207) 772-6190
Fax: (866) 743-4968**

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

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

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

See attached Appendix I

8. TECHNICAL FITNESS:

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

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

- Applicant's previous experience in the electricity industry.
- Summary and proof of licenses as a supplier of electric 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.
- Documentation of membership in PJM, ECAR, MAAC, other regional reliability councils, or any other membership or certification that is deemed appropriate to justify competency to operate as an EGS within the Commonwealth.
- Any other information appropriate to ensure the technical capabilities of the Applicant.

See Exhibit 8A — Technical Fitness, attached hereto

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

- Internal – Applicant will use its own internal resources/employees for marketing
- External EGS – Applicant will contract with a PUC **LICENSED EGS** broker/marketer
- Affiliate – Applicant will use a **NON-EGS** affiliate marketing company and or individuals.
- External Third-Party – Applicant will contract with a **NON-EGS** third party marketing company and or individuals
- Other (Describe):

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

- Yes
- No

If yes, will the Applicant be using verification procedures?

- Yes
- No

If yes, describe the Applicant's verification procedures.

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

At CES, we believe in honesty, fairness, and responsibility in all our advertising and marketing efforts. All marketing activity is undertaken in a way that recognizes the responsibility we have to our employees, clients, and business partners. Any claims made about our services are truthful, accurate, well substantiated and comply with relevant regulations.

CES has been in business for 18 years. Client referrals are our primary source of growth. Many of our clients have been with us for more than a decade. Unlike a traditional "broker" CES is not transactional. CES has a very high retention rate due to our high service quality.

- 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 Exhibit 8B - Officer Resumes

See Exhibit 8C - Key Leadership Personnel

- f. **FERC FILING:** Applicant has:

Filed an Application with the Federal Energy Regulatory Commission to be a Power Marketer.

Received approval from FERC to be a Power Marketer at Docket or Case Number ER01-2562-000.

Not applicable

CES has a market-based rate authority from FERC to support its activities on behalf of its clients in other states. It will not utilize this authority in PA, as it will not engage in the wholesale or retail purchase or sale of electricity.

9. DISCLOSURE STATEMENTS:

Disclosure Statements: If proposing to serve Residential and/or Small Commercial (under 25 kW) Customers, provide a Residential and/or Small Commercial disclosure statement. A sample disclosure statement is provided as Appendix J to this Application.

- Electricity should be priced in clearly stated terms to the extent possible. Common definitions should be used. All consumer contracts or sales agreements should be written in plain language with any exclusions, exceptions, add-ons, package offers, limited time offers or other deadlines prominently communicated. Penalties and procedures for ending contracts should be clearly communicated.

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

10. VERIFICATIONS, ACKNOWLEDGEMENTS, AND AGREEMENTS

- a. **PJM LOAD SERVING ENTITY REQUIREMENT:** As a prospective EGS, the applicant understands that those EGSs which provide retail electric supply service (i.e. takes title to electricity) must provide either:
- proof of registration as a PJM Load Serving Entity (LSE), or
 - proof of a contractual arrangement with a registered PJM LSE that facilitates the retail electricity services of the EGS.

The Applicant understands that compliance with this requirement must be filed within 120 days of the Applicant receiving a license. As well, the Applicant understands that compliance with this requirement may be filed with this instant application.

(Select only one of the following)

- AGREED** - applicant has included compliance with this requirement in the instant application, labeled in correspondence with this section (10).
- AGREED** - applicant will provide compliance with this requirement within 120 days of receiving its license
- ACKNOWLEDGED** - applicant is not proposing to provide retail electric supply service at this time, and therefore is not presently obligated to provide such information

- b. **STANDARDS OF CONDUCT AND DISCLOSURE:** As a condition of receiving a license, Applicant agrees to conform to any Uniform Standards of Conduct and Disclosure as set forth by the Commission. Further, the Applicant agrees that it must comply with and ensure that its employees, agents, representatives, and independent contractors comply with the standards of conduct and disclosure set out in Commission regulations at 52 Pa. Code § 54.43, as well as any future amendments.

AGREED

- c. **REPORTING REQUIREMENTS:** Applicant agrees to provide the following information to the Commission or the Department of Revenue, as appropriate:

- **Retail Electricity Choice Activity Reports:** The regulations at 52 Pa. Code §§ 54.201—204 require that all active EGSs report sales activity information. An EGS will file an annual report reporting for customer groups defined by annual usage. Reports must be filed using the appropriate report form that may be obtained from the PUC's Secretary's Bureau or the forms officer, or may be down-loaded from the PUC's internet web site.
- **Reports of Gross Receipts:** Applicant shall report its Pennsylvania intrastate gross receipts to the Commission on a quarterly and year to date basis no later than 30 days following the end of the quarter.
- **The Treasurer or other appropriate officer of Applicant shall transmit to the Department of Revenue by March 15, an annual report, and under oath or affirmation, of the amount of gross receipts received by Applicant during the prior calendar year.**
- **Net Metering Reports:** Applicant shall be responsible to report any Net Metering per the Standards on http://www.puc.pa.gov/consumer_info/electricity/alternative_energy.aspx. Scroll down to the Net Metering Standards Section.

- Applicant shall report to the Commission the percentages of total electricity supplied by each fuel source on an annual basis per 52 Pa. Code § 54.39(d).
- Applicant will be required to meet periodic reporting requirements as may be issued by the Commission to fulfill the Commission's 'duty under Chapter 28 pertaining to reliability and to inform the Governor and Legislature of the progress of the transition to a fully competitive electric market.

AGREED

- d. **TRANSFER OF LICENSE:** The Applicant understands that if it plans to transfer its license to another entity, it is required to request authority from the Commission for permission prior to transferring the license. See 66 Pa. C.S. Section 2809(D). Transferee will be required to file the appropriate licensing application.

AGREED

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

ACKNOWLEDGED

- f. **FURTHER DEVELOPMENTS:** Applicant is under a continuing obligation to amend its application if substantial changes occur to the information upon which the Commission relied in approving the original filing. See 52 Pa. Code § 54.34.

AGREED

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

AGREED

- h. **NOTIFICATION OF CHANGE:** If your answer to any of these items changes during the pendency of your application or if the information relative to any item herein changes while you are operating within the Commonwealth of Pennsylvania, you are under a duty to so inform the Commission, within twenty (20) days, as to the specifics of any changes which have a significant impact on the conduct of business in Pennsylvania. See 52 Pa. Code § 54.34.

AGREED

- i. **CEASING OF OPERATIONS:** Applicant is also required to officially notify the Commission if it plans to cease doing business in Pennsylvania, 90 days prior to ceasing operations.

AGREED

- j. **Electronic Data Interchange:** The Applicant acknowledges the Electronic Data Interchange (EDI) requirements and the relevant contacts for each EDC, as listed at Appendix M.

AGREED

- k. **FILING FEE:** The Applicant has enclosed or paid the required, non-refundable filing fee by **CERTIFIED CHECK OR MONEY ORDER** in the amount of **\$350.00** payable to the Commonwealth of Pennsylvania. The Commission does not accept corporate or personal checks for filing fees.

PAYMENT INCLUDED IN CONFIDENTIAL DOCUMENTS SENT VIA MAIL.

11. 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 attached Appendix A

- b. **OPERATIONS AFFIDAVIT:** Provide an officially notarized affidavit stating that you will adhere to the reliability protocols of the North American Electric Reliability Council, the appropriate regional reliability council(s), and the Commission, and that you agree to comply with the operational requirements of the control area(s) within which you provide retail service. An example copy of this Affidavit can be found at Appendix B.

See attached Appendix B

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SECRETARY'S BUREAU

12. NEWSPAPER PUBLICATIONS

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

Notice of filing of this Application must be published in newspapers of general circulation covering each county in which the applicant intends to provide service. The newspapers in which proof of publication are required is dependent on the service territories the applicant is proposing to serve.

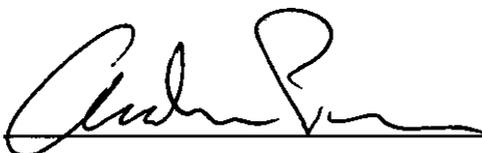
The chart below dictates which newspapers are necessary for each EDC. For example, an applicant that wants to operate in Penn Power would need to run ads in both The Erie Times-News and the Pittsburgh Post-Gazette. If the applicant is proposing to serve the entire Commonwealth, please file proof of publication in all seven newspapers.

The only acceptable verification of this requirement is with Notarized Proofs of Publication, which may be requested from each newspaper and must be supplied with this application. Applicants do not need a docket number in their publication. Docket numbers will be issued when all criteria on the item 14 checklist (see below) are satisfied.

	Erie Times-News	Harrisburg Patriot-News	Philadelphia Daily News	Pittsburgh Post-Gazette	Scranton Times-Tribune	Williamsport Sun-Gazette	Johnstown Tribune-Democrat
Citizens' Electric						X	
Duquesne				X			
Met Ed		X	X		X		
PECO			X				
Penelec	X	X			X	X	X
Penn Power	X			X			
Pike					X		
PPL		X	X		X	X	
UGI					X		
Wellsboro						X	
West Penn		X		X		X	X
Entire Commonwealth	X	X	X	X	X	X	X

See attached Appendix L

13. SIGNATURE

Applicant: 

By: Andrew Price

Title: President and Chief Operating Officer

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SECRETARY'S BUREAU

14. CHECKLIST

For the applicant's convenience, please use the following checklist to ensure all relevant sections are complete. The Commission Secretary's Bureau will not accept an application unless each of the following sections are complete.

Applicant: Competitive Energy Services, LLC

✓	Signature	
✓	Filing Fee (CERTIFIED CHECK OR MONEY ORDER ONLY)	
✓	Application Affidavit	
✓	Operations Affidavit	
✓	Proof of Publication	
✓	Bond, Letter of Credit, or Parental/Affiliate Guarantee	
✓	Tax Certification Statement	
✓	Commonwealth Department of State Verification	
✓	Certificate of Service	

Applicant's Use

PUC Secretary's Bureau Use

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15. Exhibits and Appendices

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SECRETARY'S BUREAU

COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF STATE

06/15/2018

TO ALL WHOM THESE PRESENTS SHALL COME, GREETING:

I DO HEREBY CERTIFY THAT,

Competitive Energy Services, LLC

is duly registered to do business under the laws of the Commonwealth of Pennsylvania and remains a registered Foreign Limited Liability Company so far as the records of this office show, as of the date herein.

I DO FURTHER CERTIFY THAT this Certificate of Registration shall not imply that all fees, taxes and penalties owed to the Commonwealth of Pennsylvania are paid.

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SECRETARY'S BUREAU



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

Robert Lanes

Acting Secretary of the Commonwealth

Certification Number: TSC180615110706-1

Verify this certificate online at <http://www.corporations.pa.gov/orders/verify>

PENNSYLVANIA DEPARTMENT OF STATE
CORPORATION BUREAU

Application for Registration - Foreign
(15 Pa.C.S.)

- Registered Limited Liability General Partnership (§ 8211)
- Registered Limited Liability Limited Partnership (§ 8211)
- Limited Partnership (§ 8582)
- Limited Liability Company (§ 8981)

Name: CT CORP-COUNTER

City: 7916678-SCPA Zip Code: _____

Commonwealth of Pennsylvania
APPLICATION FOR REGISTRATION 3 Page(s)



Fee: \$250

In compliance with the requirements of the applicable provisions (relating to registration), the undersigned, desiring to register to do business in this Commonwealth, hereby states that:

1. The name to be registered is:
Competitive Energy Services, LLC

2. (If the name set forth in paragraph 1 is not available for use in this Commonwealth, complete the following):

The name under which the limited liability company/limited liability partnership/limited partnership proposes to register and do business in this Commonwealth is:

3. The name of the jurisdiction under the laws of which it was organized and the date of its formation:

Jurisdiction: Maine Date of Formation: 2/25/2000

4. The (a) address of its initial registered office in this Commonwealth or (b) name of its commercial registered office provider and the county of venue is:

(a) Number and street	City	State	Zip	County
(b) Name of Commercial Registered Office Provider				County
<u>CT Corporation System</u>				<u>Dauphin</u>

2010 AUG 19 PM 4:32
PA. DEPT. OF STATE

RECEIVED
JUL 20 2018
PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

DSCB:15-8981/8211/8582-2

5. Check and complete one of the following:

The address of the office required to be maintained by it in the jurisdiction of its organization by the laws of that jurisdiction is:

Number and street	City	State	Zip
-------------------	------	-------	-----

It is not required by the laws of its jurisdiction of organization to maintain an office therein and the address of its principal office is:

148 Middle Street, Suite 506, Portland, ME 04101

Number and street	City	State	Zip
-------------------	------	-------	-----

6. ~~For Restricted Professional Limited Liability Company Only. Strike out if inapplicable.~~ The company is a restricted professional company organized to render the following professional service(s):

Limited Liability Partnership and Limited Partnership: Complete paragraphs 7 and 8

7. The name and business address of each general partner.

Name	Business Address

8. The address of the office at which is kept a list of the names and addresses of the limited partners and their capital contribution is:

Number and street	City	State	Zip	County
-------------------	------	-------	-----	--------

The registered partnership hereby undertakes to keep those records until its registration to do business in the Commonwealth is canceled or withdrawn.

IN TESTIMONY WHEREOF, the undersigned has caused this Application for Registration to be signed by a duly authorized officer/member or manager thereof this

18th day of August, 2010.

Competitive Energy Services, LLC
Name of Partnership/Company

[Signature]
Signature

Managing Member
Title



Filing Fee \$250.00

File No. 2000083500 Pages 3
 Fee Paid \$ 250
 OCN 2000561500020 LTLC
 -----FILED-----
 02/25/2000

Julie R. Higgins

Deputy Secretary of State

A True Copy When Attested By Signature

Julie R. Higgins

Deputy Secretary of State

Pursuant to 31-MRSA-3622, the undersigned adopt(s) the following articles of organization:

FIRST: The name of the limited liability company is

Competitive Energy Services, LLC

(The name must contain one of the following: "Limited Liability Company", "L.L.C." or "LLC"; §603.1.A.)

SECOND: The name of its Registered Agent, an individual Maine resident or a corporation, foreign or domestic, authorized to do business or carry on activities in Maine, and the address of the registered office shall be

Michael J. Gentile

(name)

45 Memorial Circle, Augusta, ME 04332

(physical location - street (not P.O. Box), city, state and zip code)

P.O. Box 1058, Augusta, ME 04332-1058

(mailing address if different from above)

THIRD: ("X" one box only)

A. The management of the company is vested in a member or members.

B. 1. The management of the company is vested in a manager or managers. The minimum number shall be _____ managers and the maximum number shall be _____ managers.

2. If the initial managers have been selected, the name and business, residence or mailing address of each manager is:

NAME

ADDRESS

NAME	ADDRESS
_____	_____
_____	_____
_____	_____

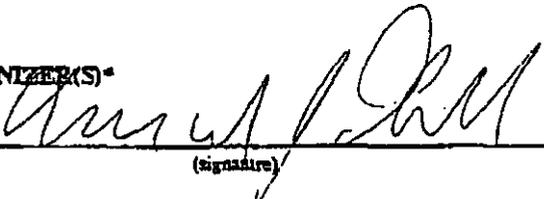
Names and addresses of additional managers are attached hereto as Exhibit _____, and made a part hereof.

FOURTH: ('X' one box only) These articles may be amended upon approval of the following: (§623.4.)

- A. A majority of the members (if no box is checked, the statute requires that).
- B. A majority in interest of the members.
- C. Other. Unanimous approval of all Members.

FIFTH: Other provisions of these articles, if any, that the members determine to include are set forth in Exhibit _____ attached hereto and made a part hereof.

ORGANIZER(S)*



(signature)

DATED February 25, 2000

Michael J. Gentile

(type or print name)

(signature)

(type or print name)

(signature)

(type or print name)

For Organizer(s) which are Entities

Name of Entity _____

By _____

(authorized signature) (type or print name and capacity)

Name of Entity _____

By _____

(authorized signature) (type or print name and capacity)

Name of Entity _____

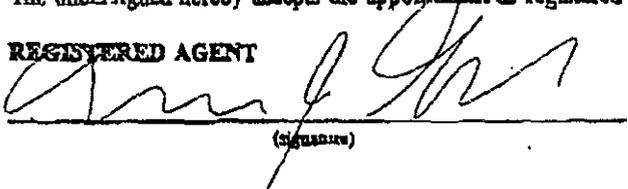
By _____

(authorized signature) (type or print name and capacity)

THE FOLLOWING SHALL BE COMPLETED BY THE REGISTERED AGENT UNLESS THIS DOCUMENT IS ACCOMPANIED BY FORM MLLC-18 (§607.2.).

The undersigned hereby accepts the appointment as registered agent for the above named limited liability company.

REGISTERED AGENT



(signature)

DATED February 25, 2000

Michael J. Gentile

(type or print name)

For Registered Agent which is a Corporation

Name of Corporation _____

By _____
(authorized signature)

(type or print name and capacity)

*Articles must be signed by all organizers (§627.1.A.). The execution of the articles constitutes an oath or affirmation, under the penalties of false swearing under Title 17-A, section 453, that, to the best of the signers' knowledge and belief, the facts stated in the articles are true (§627.3.).

SUBMIT COMPLETED FORMS TO: CORPORATE EXAMINING SECTION, SECRETARY OF STATE,
101 STATE HOUSE STATION, AUGUSTA, ME 04333-0101

FORM NO. MLLC-4 Rev. 7/23/96

TEL. (207) 287-4195

State of Maine



Department of the Secretary of State

I, the Secretary of State of Maine, certify that according to the provisions of the Constitution and Laws of the State of Maine, the Department of the Secretary of State is the legal custodian of the Great Seal of the State of Maine which is hereunto affixed and of the reports of formation, amendment and cancellation of articles of organization of limited liability companies and annual reports filed by the same.

I further certify that COMPETITIVE ENERGY SERVICES, LLC is a duly formed limited liability company under the laws of the State of Maine and that the date of formation is February 25, 2000.

I further certify that said limited liability company has filed annual reports due to this Department, and that no action is now pending by or on behalf of the State of Maine to forfeit the articles of organization and that according to the records in the Department of the Secretary of State, said limited liability company is a legally existing limited liability company in good standing under the laws of the State of Maine at the present time.

In testimony whereof, I have caused the Great Seal of the State of Maine to be hereunto affixed. Given under my hand at Augusta, Maine, this fifteenth day of June 2018.



A handwritten signature in black ink, appearing to read "Matthew Dunlap", written over a horizontal line.

Matthew Dunlap
Secretary of State

Exhibit 5A - Civil Proceedings Statement

Competitive Energy Services Company Statement Concerning FERC

The Federal Energy Regulatory Commission ("FERC") federal action is simply a repeat of its prior allegations. No court has ever ruled on those allegations, and CES and Dr. Richard Silkman categorically deny FERC's allegations.

CES and Dr. Silkman are pleased that in April 2016 the federal court in Massachusetts granted their motion to transfer this case to Maine, where a federal court for the first time will evaluate the evidence. Because the Massachusetts court had to assume that FERC's allegations were true, it denied their motion to dismiss. CES and Dr. Silkman are confident, however, that now that they are finally able to confront FERC's evidence, and that the federal court in Maine now will finally examine all of the facts, it will conclude that CES and Dr. Silkman did nothing wrong. After six years of a secret FERC investigation in which FERC denied CES and Dr. Silkman the opportunity to confront FERC or cross-examine witnesses, and then after over two years of limbo in Massachusetts federal court, CES and Dr. Silkman will finally get their day in court in Maine.

In 2007, CES and Dr. Silkman provided advice to Rumford Paper Company on its participation in the ISO-New England's flawed Day Ahead Load Response Program. In 2008, after concluding that the Day Ahead Program was fundamentally flawed, FERC cancelled the program. In an effort to shift blame for the flaws in the program, FERC conducted a nearly five-year investigation of participants in the program, including Rumford, Lincoln Pulp & Paper, and perhaps others, as well as CES and Dr. Silkman. FERC never granted CES and Dr. Silkman a hearing and never allowed them to cross-examine witnesses or review FERC's evidence. CES and Dr. Silkman categorically deny that they engaged in market manipulation in advising Rumford Paper on its participation in this flawed program.

Some additional background details:

- FERC does not, and cannot, claim that CES and Dr. Silkman violated any regulations relating to the Day Ahead Program.
- All of the actions to date have been taken by FERC, an entity whose staff and leadership have an obvious bias given their responsibility for the flawed and, by FERC order, repealed Day-Ahead Load Response Program which is central to this issue and in which both Rumford and Lincoln mills participated along with dozens of others throughout New England.

Exhibit 5A – Civil Proceedings Statement (Continued)

- FERC is also targeting Lincoln Paper & Tissue, another Maine company with which CES and Dr. Silkman have never worked. The Rumford and Lincoln mills have been accused of a violation for participating in the program in the same manner as dozens of other participants and in full compliance with rules and program guidance.
- ISO-NE accepted the bids from Rumford Paper and numerous other participants. ISO-NE had access to minute-by-minute reports on participants' historic and current power consumption when it accepted these bids. Rumford Paper and all other participants stood ready to interrupt their consumption when called, but ISO-NE never made the request.
- CES and Dr. Silkman did everything possible to help Rumford Paper comply with a poorly-designed program. The information, guidance and technical assistance that CES & Dr. Silkman provided to their client was entirely correct, complied with every rule and requirement of the program and was consistent with how numerous other participants around New England engaged in the DALRP.
- Rumford Paper settled this matter under the pressure of bankruptcy negotiations and in their settlement did not agree that any violation had occurred. They simply returned the money they had received from the program. FERC accepted this settlement.

Exhibit 7A - Financial Fitness

Competitive Energy Services, LLC is a limited liability company incorporated in the State of Maine and is in good standing. (A copy of its Articles of Organization and a certificate of good standing are attached to this application as Exhibit 2C and 2D). In addition, CES is registered as a Foreign Limited Liability Company under the laws of the Commonwealth of Pennsylvania (a copy of the Certificate of Registration and Application for Registration are attached to this application as Exhibit 2A and 2B).

CES has been in operation continuously for over eighteen (18) years. Its primary operations have been in New England.

CES is a closely held private company. Its financial information is held in the strictest of confidences. CES currently holds licenses as an electricity broker/marketer in:

- Maine
- Massachusetts
- Connecticut
- Maryland
- New Hampshire

There are no license requirements in other states where CES operates, including Vermont, Rhode Island and New York. In addition, CES has provided energy procurement and consulting services in the Canadian Province of New Brunswick, where its clients include the Province of New Brunswick and the largest city - Saint John, and the Province of Nova Scotia.

CES has held Market-Based Rate Authority from the Federal Energy Regulatory Commission (FERC) since 2001, Docket No. ER01-2562-000. In addition, CES is a Participant in NEPOOL/ISO-NE.

A copy of CES's 2016 and 2017 Balance Sheet and Income Statement is being provided under separate cover to the PA-PUC as Confidential Documents.

Exhibit 8A - Technical Fitness

Overview of Competitive Energy Services, LLC (CES)

Competitive Energy Services, LLC ("CES") is an established energy services firm that advises the commercial, industrial, institutional, and non-profit sectors in procuring electricity supply in the competitive marketplace. Founded in 1999, CES provides energy supply procurement services, risk management and strategic planning to approximately 5,000 accounts across the United States and Canada. In aggregate, our clients consume more than 2 billion kWh's of electricity annually, with a value of more than \$500 Million, as well as significant volumes and dollar values of other energy commodities, products and services.

With a staff of 35 market and industry specialists, CES focuses on providing full accessibility to the most comprehensive skill set in the energy industry to each of our valued clients. Our clients enjoy the full benefit of an entire team of dedicated professionals that provides specialized and combined energy experience, market knowledge and the highest level of commitment to superior on-going services

CES - Represents Energy Consumers Only.

- Daily presence in multiple markets provides up-to-the-minute information
- In-depth analytical and data management expertise
- Known and respected career energy professionals
- Extensive experience in all aspects of the energy industry
- Well-earned reputation among suppliers and clients alike for the quality, expertise and care we provide our clients

Market Reach:

- **Geographic**

CES operates wherever our customers have facilities in the U.S. and Canada. We have been especially active in those states that have deregulated their electricity markets, including ME, MA, NH, CT, NY, and RI and have assisted clients in their energy activities across the country and overseas.

- **Energy Products**

Electricity, natural gas, propane, residual oil, heating oil, biodiesel, biofuels, Renewable Energy Credits (RECs).

- **Economic Sectors**

Commercial, industrial, government and institutional. CES customers are in all sectors of the economy from paper companies to hospitals to universities to governments to retail stores. Our customers range from small commercial companies to very large manufacturing operations consuming millions of dollars of energy each month.

"Green" Power Strategy, Execution and Certification

CES is an active participant in renewable power markets. CES works with its clients to establish goals and objectives, steer them through the constantly changing rules, regulations, definitions and criteria that have become the "green power market", develop a procurement strategy to achieve goals and objectives and execute the strategy to meet those goals and objectives efficiently. Finally, CES provides its clients with an analysis of the impacts client actions are having in reducing pollution, lowering "carbon footprints" and achieving environmental objectives.

Exhibit 8A – Technical Fitness (Continued)

Renewable Generation

CES had previously done work with a hydro-electric renewable generation project – the Worumbo Dam on the Androscoggin River in Lisbon Falls, Maine and is currently affiliated with Beaver Ridge Wind Project in Freedom, Maine. CES has advised clients on solar PV contracts for over 150 MW in generating capacity throughout New England, as well as over 10 MW in wind generating capacity nationally.

Carbon Footprinting

Greenhouse Gas Emissions Carbon Manager™ is a proprietary product offered exclusively by CES. Carbon Manager™ is an essential tool for companies and institutions that are trying to achieve Greenhouse Gas (GHG) emission reductions, to meet their goals and objectives.

Full Service Consulting

Competitive Energy Services offers comprehensive, strategic energy management services to many large commercial, industrial and institutional clients. Our "full service" clients include colleges and universities, hospitals, industrial facilities and large retail chains. Our strategic energy management and procurement services help clients who wish to gain control of energy expenses - and manage market risk - that if not properly managed can be both significant and highly unpredictable due to energy market volatility.

In our role as full service energy advisor and manager, we provide the following services:

- comprehensive energy budgeting and forecasting
- integrated energy strategy development
- multi-fuel, multi-bidder strategic energy procurement
- renewable energy procurement
- co-generation feasibility
- fuel arbitrage
- fuel conversion analysis switching
- demand response
- tariff analysis and utility negotiations
- other services as desired

CES energy procurement and management strategies are based on customer risk preferences. Whether the customer is more focused on containing its risk or securing every possible dollar in price savings, CES will develop an energy strategy to achieve agreed-upon goals and objectives. CES will then work closely with its customers to implement the annual strategy and minimize energy costs.

Additional information can be found on our web site at www.competitive-energy.com



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PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAUDR. RICHARD SILKMAN
CEO

WITH CES SINCE: 1999

EDUCATION

1972

Purdue University

BA with distinction, Economics

1975

Yale University

MA, Economics

1980

Yale University

PhD, Economics

EXPERTISE

- Supplier Negotiation
- Regulatory Advisement
- Project Management
- Energy & Economic Consulting
- Strategy Development
- Market Analysis

CONTACT

Richard Silkman

148 Middle St.

Portland, ME 04101

PHONE: 207.772.6190 X 226

FAX: 866.743.4968

rsilkman@competitive-energy.com

Dr. Richard Silkman is a Ph.D. economist and a nationally recognized expert in the regulation of public utilities, the development of competitive energy markets and the development, licensing and operation of power plants, including hydroelectric generating stations. He is a Co-Managing Partner of CES and has extensive experience in a wide range of settings, including education, government, consulting and the private sector. He has served as an expert witness before the FERC and a number of state public utilities regulatory commissions, as well as advised state legislatures on matters related to electric utility regulation and deregulation. In 1986 Dr. Silkman served as the chief policy advisor to the Governor of Maine on matters related to economic policy, energy, hydropower and river management policy, telecommunications regulation, state tax policy, health care regulation and cost-containment and land-use and natural resources policy. Dr. Silkman has also developed a 4.5 MW wind project (Beaver Ridge Wind) and co-developed (along with Mr. Isaacson) the Kennebec Valley Gas Company to bring natural gas to industrial, institutional, commercial and residential customers in central Maine. Dr. Silkman is also a founding partner in GridSolar, a smart grid company that addresses grid reliability through non-transmission alternatives and distributed generation.

PROFESSIONAL HIGHLIGHTS

Smurfit Stone Container Corporation (2007)

Managed the sale of its hydroelectric and paper mill facilities in Bathurst, New Brunswick, Canada. The hydroelectric facilities were sold to New Brunswick Power.

Town of Rockingham, Vermont (2002 – 2005)

Assisted the Town of Rockingham in becoming a municipal electric utility and acquiring the Bellows Falls Hydro Electric generation station (approximately 48 MW) located within the Town. Served as lead witness for the Town in litigation with the owner of the Bellows Falls Hydro plant over the assessed valuation of that plant.

New Hampshire Legislature (1999 – 2000)

Provided expert consulting services and advice regarding the proposed Settlement Agreement between PSNH and the Governor's Office.

Champion International (now Verso Paper) (1997 – 1999)

Provided economic consulting services related to the development of a 175 MW "within the fence" natural gas-fired cogeneration project at its Bucksport, Maine mill. In this capacity, Dr. Silkman negotiated a 15-year Purchased Power Agreement with H.Q. (U.S.) and a complementary natural gas supply agreement involving the Maritimes & Northeast Pipeline from Sable Island, Canada.



866.408.4591 | competitive-energy.com



MARK ISAACSON

Chairman of the Board

WITH CES SINCE: 2000

EDUCATION

1976

Yale University
BA, History

1978

University of Chicago
MBA, Marketing & Production

EXPERTISE

- **Regulatory Advisement**
- **Cogeneration Studies**
- **Energy and Economic Consulting**
- **Project Management**
- **Market Analysis**
- **Mathematical Modeling**

Mark Isaacson is a founding partner in Competitive Energy Services, which was formed in 2000. Mr. Isaacson began his career in the electric industry in 1980 by becoming a partner in two hydroelectric facilities in Maine – the Edwards Dam and the Worumbo Dam. Mr. Isaacson spent the first decade of his energy career turning the 900 KW Worumbo Dam into today's 19.4 MW project. In 2004, the Worumbo project became the first in Maine to receive certification from the Low Impact Hydro Institute as low impact project. Mr. Isaacson was the lead protagonist in the debate over the fate of the Edwards Dam and he negotiated the historic settlement of this debate in 1999, with the gift of the Edwards Dam to the people of Maine.

Mr. Isaacson is also a partner in Beaver Ridge Wind, LLC, Maine's second commercial wind farm and the first in the Central Maine Power Company service territory. Mr. Isaacson is a founding Partner in Maine Renewable Energy, a retail electric supplier of 100% renewable electricity to the residential and small commercial market in Maine. Mr. Isaacson has extensive expertise in marketing as well as in the development of mathematical models. His recent modeling efforts have been concerned with the coordination of solar generation systems with utility load and fuel switching algorithms for large cogenerators.

PROFESSIONAL HIGHLIGHTS

Smurfit Stone Container Corporation (2007)

Managed the sale of its hydroelectric and paper mill facilities in Bathurst, New Brunswick, Canada. The hydroelectric facilities were sold to New Brunswick Power.

NewPage Corporation (2006)

Managed the sale of its 40 MW hydroelectric plant in Rumford, Maine. Since the hydroelectric plant is intertwined physically with the paper mill at the same site, the sale required complex negotiations regarding property and water rights issues as well as electric interconnection matters. Nevertheless, the plant sold for \$144 million - \$3,600 per kW – more than twice the previous high for a run-of-river hydro plant in the Northeast.

Continental PET (1997 – 2000)

Developed a 5.4 MW cogeneration plant consisting of 6, 900 kW natural gas-fired engine-generators designed to enable the manufacturing facility to generate 100% of its electric requirements and disconnect from the New Hampshire electric grid.

CONTACT

Mark Isaacson

148 Middle St.

Portland, ME 04101

PHONE: 207.772.6190

FAX: 866.748.4968

misaacson@competitive-energy.com



866.408.4591 | competitive-energy.com



ANDREW PRICE

President & COO

WITH CES SINCE: 2001

EDUCATION

1995

Bowdoin College

BA Physics & Environmental
Studies

1997

Stanford University

BS Civil & Environmental
Engineering

EXPERTISE

- Renewable Energy Procurement
- Wind Power
- Energy Efficiency Audits
- Greenhouse Gas Planning
- Solar PV
- Cogeneration Studies
- Alternative Energy Feasibility Studies
- Load Response Programs
- Commodity Hedging Strategies

CONTACT

Andrew Price

148 Middle St.

Portland, ME 04101

PHONE: 207.772.6190 X 235

FAX: 866.743.4968

aprice@competitive-energy.com

Andrew Price has been with CES since March 2001, holding Energy Analyst, Senior Energy Analyst, and Sr. Vice President, positions.

Mr. Price is involved with all aspects of the company. He is also responsible for many of CES's green initiatives including demand response programs, economic analysis of energy efficiency, on-site renewable generation projects, and greenhouse gas benchmarking and monitoring. Mr. Price has additional experience with the following: modeling revenue and cost streams for combined heat and power and renewable generation systems; advising commercial and industrial customers on electricity, natural gas, propane, oil, biomass and renewable energy procurement options; and, assisting end users in negotiations with utilities to obtain more favorable transmission and distribution rates. Mr. Price is also a partner and founding member of Beaver Ridge Wind LLC, the company that developed, owns and operates a 3 turbine 4.5 MW wind power project in the town of Freedom, Maine.

PROFESSIONAL HIGHLIGHTS

Beaver Ridge Wind, LLC

Beaver Ridge Wind (BRW) is a 3 turbine, 4.5 MW wind project in Freedom Maine. Mr. Price is a founding member of BRW and a partner in its ongoing ownership and operation. Mr. Price started working on the BRW project in 2004. The project achieved commercial operation in November 2008 and was only the second wind project to become operational in Maine and the first in Central Maine Power service territory. BRW provides about 12.5 million kWhs of clean renewable energy into the New England power grid each year.

Maine Technology Institute

Mr. Price was appointed to MTT's Environmental Technology Board in 2013. The Maine Technology Institute is a publicly-funded, not-for-profit, independent venture fund whose mission is to invest in entrepreneurs in Maine who engage in innovative technologies.

Associate, MRW & Associates, Inc., Oakland, CA

Prior to joining CES in 2001, Mr. Price worked at MRW & Associates; an energy consulting firm in Oakland, California. Mr. Price joined MRW in 1997 and provided a wide range of energy related consulting services to clients.





PETER BARTLETT

Vice President, Account Management & Business Development

WITH CES SINCE: 2006

EDUCATION

1988

**Maine Maritime Academy
BS, Marine Engineering**

EXPERTISE

- **Customer Relationship Management**
- **Energy Procurement**
- **Strategy Development**
- **Project Management**
- **Contract Management**

Peter Bartlett joined CES in 2006 and has over 25 years of experience in the energy business. He currently assists clients throughout the US and Canada with their energy needs. Mr. Bartlett specializes in providing energy market expertise and procurement strategies to large commercial, industrial and educational clients, allowing them to successfully manage, reduce and control energy costs. Mr. Bartlett has an undergraduate degree from the Maine Maritime Academy in Marine Engineering. He also is a Certified Energy Manager (CEM) and Certified Energy Procurement Professional (CEP).

PROFESSIONAL HIGHLIGHTS

Business Development Manager, Competitive Energy Services, LLC

- Customer relationship management
- Energy and fuel procurement management
- Market monitoring, cost savings evaluation and strategies
- Business development

Business Development Manager, Constellation New Energy

- Account management
- Sales of retail electricity to clients in Maine, Massachusetts, and New Hampshire

Technical Services Advisor, Central Maine Power

- Manager of service center operations
- Major account manager
- Market expertise and procurement strategies to large commercial customers

CERTIFICATIONS & AFFILIATIONS

2001 Association of Energy Engineers, Energy Procurement Professional (CEP)

2002 Association of Energy Engineers, Certified Energy Manager (CEM)

RECEIVED

JUL 20 2018

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

CONTACT

Peter Bartlett
148 Middle St.
Portland, ME 04101
PHONE: 207.772.6190 X 257
FAX: 866.748.4908
pbartlett@competitive-energy.com



866.408.4591 | competitive-energy.com



KEITH SAMPSON

Vice President, Account Management & Business Development

WITH CES SINCE: 2007

EDUCATION

1987

**North Adams State College
BS, Business Management**

EXPERTISE

- **Municipal Client Management**
- **Massachusetts Market**
- **Strategic Management of Key Accounts**
- **Municipal Procurement**
- **Market Timing**

Keith Sampson joined Competitive Energy Services in 2007 as a Business Development and Account Manager. With over 17 years of experience in the power and energy business, he currently assists Commercial, Educational and Industrial customers in New England with their energy needs. Prior to joining CES, Mr. Sampson was the Northeast Regional Manager for the Water Energy Group at Rochester Midland where he was responsible for business development, operations and account management. At RMC, Mr. Sampson was recognized for his innovation in helping clients reduce their overall energy costs, specifically implementing and monitoring programs to reduce energy costs in boiler and HVAC operations. Before that, Mr. Sampson served as an Account Manager and Senior Account Manager-Strategic Accounts at GE Betz (formerly BetzDearborn). He specialized in providing consulting expertise and cost reduction strategies to large Commercial, Institutional and Industrial customers, allowing them to successfully manage and control energy costs. He was the two time recipient of the BetzDearborn Chairman's Award for Energy Reduction.

PROFESSIONAL HIGHLIGHTS

Business Development Manager, Competitive Energy Services, LLC

- Managing energy and fuel procurement
- Energy strategy development
- Business Development

Northeast Regional Manager, Water Energy Group, Rochester Midland Corporation

- Implemented programs that reduced customer energy costs in boiler and HVAC
- Managed accounts for clients in the Northeast, District of Columbia, Virginia and Ontario, Canada

Senior Account Manager, GE Betz

- Provided expertise in the power generation and HVAC markets
- Developed programs that reduced customer electricity and water costs

CERTIFICATIONS & AFFILIATIONS

2003 Association of Water Treatment, Certified Water Treater (CWT)

CONTACT

Keith Sampson

148 Middle St.

Portland, ME 04101

PHONE: 617.688.9620

FAX: 866.748.4968

ksampson@competitive-energy.com



866.408.4591 | competitive-energy.com



ZAC BLOOM

Vice President, Head of Renewables & Sustainability

WITH CES SINCE: 2012

EDUCATION

2001

Framingham State College
BA, Business Administration,
Finance

2012

University of Massachusetts
MSc, Building &
Construction Technology

EXPERTISE

- Community Solar
- Massachusetts SREC Market
- Solar Net Metering
- CES Utility Tracker
- Energy Benchmarking
- Greenhouse Gas Management
- Energy Procurement

CONTACT

Zac Bloom
148 Middle St.,
Portland, ME 04101
PHONE: 617.237.6479
FAX: 866.743.4968
zbloom@competitive-energy.com

Zac Bloom joined CES in 2012 as a Business Development Associate and Account Manager. He primarily consults with universities and large commercial customers on energy procurement strategies as well as utility tracking and budgeting. In addition to commodity procurement services, Mr. Bloom assists clients with sustainability consulting such as; greenhouse gas accounting, climate action planning, renewable energy procurement, and energy master planning. Prior to joining CES, Mr. Bloom worked for almost a decade as a fully licensed professional in the investment banking and financial services industries. Mr. Bloom is a Master's degree candidate from the University of Massachusetts Amherst. His research was focused on energy benchmarking and data visualizations for large data sets associated with building's resource consumption profiles. Mr. Bloom co-manages some of the firm's largest educational client accounts and oversees all of the CES' efforts in renewable energy and sustainability.

MAJOR PROJECTS NEGOTIATED

- 70 MW Solar Facilities: Virtual Net Metering Portfolio for the UMass System
- 45 MW Solar Facilities: Virtual Net Metering Portfolio for University of Rhode Island
- 25 MW Solar Facility: Contract for Differences for Amherst, Bowdoin, Hampshire, Smith & Williams Colleges
- 21.5 MW Solar Facility: Virtual Net Metering Portfolio for the City of Providence
- 10 MW Wind Facility: Contract for Differences for Adobe
- 5 MW Parking Canopy/Rooftop Solar PPA for UMass Amherst
- 1 MW/4MWH Battery Storage Project for UMass Amherst

PROFESSIONAL HIGHLIGHTS

Business Development and Account Manager, Competitive Energy Services, LLC

- Customer relationship management
- Managing energy and fuel procurement
- Market monitoring, cost savings evaluation and strategies
- Utility benchmarking & budgeting

Research Assistant, Cost Effectiveness Study of Various Building Standards

- Study funded by the Department of Defense on comparison of building standards
- Net present value, return on investment, payback and sensitivity analysis
- Created financial models and data visualizations for extremely large data

CERTIFICATIONS & AFFILIATIONS

2012 United States Green Building Council, LEED Green Associate



866.408.4591 | competitive-energy.com

Appendix A

APPLICATION AFFIDAVIT

RECEIVED

JUL 20 2018

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

State of Maine :

: ss.

County of Cumberland :

Andrew Price, Affiant, being duly affirmed according to law, deposes and says that:

He is the President and Chief Operating Officer of Competitive Energy Services, LLC;

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

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

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

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

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

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

Andrew Price

Signature of Affiant

Sworn and subscribed before me this 19th day of July, 2018.

Lynn M. Gallagher
Signature of official administering oath



My commission expires May 23, 2023.

Appendix B

OPERATIONS AFFIDAVIT

RECEIVED

JUL 20 2018

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

State of Maine:

: ss.

County of Cumberland :

Andrew Price, Affiant, being duly affirmed according to law, deposes and says that:

He is the President and Chief Operating Officer of Competitive Energy Services, LLC;

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

That Competitive Energy Services, LLC, the Applicant herein, acknowledges that Competitive Energy Services, LLC may have obligations pursuant to this Application consistent with the Public Utility Code of the Commonwealth of Pennsylvania, Title 66 of the Pennsylvania Consolidated Statutes; or with other applicable statutes or regulations including Emergency Orders which may be issued verbally or in writing during any emergency situations that may unexpectedly develop from time to time in the course of doing business in Pennsylvania.

That Competitive Energy Services, LLC, the Applicant herein, asserts that it possesses the requisite technical, managerial, and financial fitness to render electric service within the Commonwealth of Pennsylvania and that the Applicant will abide by all applicable federal and state laws and regulations and by the decisions of the Pennsylvania Public Utility Commission.

That Competitive Energy Services, LLC, the Applicant herein, certifies to the Commission that it is subject to, will pay, and in the past has paid, the full amount of taxes imposed by Articles II and XI of the Act of March 4, 1971 (P.L. 6, No. 2), known as the Tax Reform Act of 1971 and any tax imposed by Chapter 28 of Title 66. The Applicant acknowledges that failure to pay such taxes or otherwise comply with the taxation requirements of Chapter 28, shall be cause for the Commission to revoke the license of the Applicant. The Applicant acknowledges that it shall report to the Commission its jurisdictional Gross Receipts and power sales for ultimate consumption, for the previous year or as otherwise required by the Commission. The Applicant also acknowledges that it is subject to 66 Pa. C.S. §506 (relating to the inspection of facilities and records).

As provided by 66 Pa. C.S. §2810 (C)(6)(iv), Applicant, by filing of this application waives confidentiality with respect to its state tax information in the possession of the Department of Revenue, regardless of the source of the information, and shall consent to the Department of Revenue providing that information to the Pennsylvania Public Utility Commission.

Appendix B (Continued)

That Competitive Energy Services, LLC, the Applicant herein, acknowledges that it has a statutory obligation to conform with 66 Pa. C.S. §506, §2807 (C), §2807(D)(2), §2809(B) and the standards and billing practices of 52 PA. Code Chapter 56.

That the Applicant agrees to provide all consumer education materials and information in a timely manner as requested by the Bureau of Public Liaison or other Commission bureaus. Materials and information requested may be analyzed by the Commission to meet obligations under applicable sections of the law.

That the facts above set forth are true and correct/true and correct to the best of his/her knowledge, information, and belief.

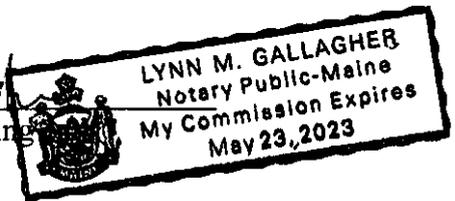


Signature of Affiant

Sworn and subscribed before me this 19th day of July, 2018.



Signature of official administering



My commission expires May 23, 2023.

RECEIVED

JUL 20 2018

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

Appendix L

NOTICE PUBLICATION FOR COMBINED EGS AND NGS

**PENNSYLVANIA
PUBLIC UTILITY COMMISSION
NOTICE**

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

Competitive Energy Services, LLC will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to provide natural gas supply services as (1) a supplier of natural gas, and (2) a broker/marketer engaged in the business of providing natural gas services. **Competitive Energy Services, LLC** will also be filing an application with the PUC for a license to supply electricity or electric generation services as (1) a generator and supplier of electric power, (2) a broker/marketer engaged in the business of supplying electricity, and (3) an aggregator engaged in the business of supplying electricity. **Competitive Energy Services, LLC** proposes to sell electricity, natural gas, and related services in throughout all of Pennsylvania under the provisions of the new Natural Gas Choice and Competition Act and the Electricity Generation Customer Choice and Competition Act.

The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of **Competitive Energy Services, LLC** may be filed within 15 days of the date of this notice with the Secretary of the PUC, 400 North Street, Harrisburg, PA 17120. You should send copies of any protest to **Competitive Energy Services LLC** at the address listed below.

Competitive Energy Services, LLC

148 Middle Street, Suite 500

Portland, ME 04101

Phone -(207) 772-6190

Fax- (866) 743-4968

RECEIVED

JUL 20 2018

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

COMMONWEALTH OF PENNSYLVANIA }
County of Cambria } SS

PENNSYLVANIA PUBLIC UTILITY COMMISSION NOTICE

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

Competitive Energy Services, LLC will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to provide natural gas supply services as (1) a supplier of natural gas, and (2) a broker/marketer engaged in the business of providing natural gas services. Competitive Energy Services, LLC will also be filing an application with the PUC for a license to supply electricity or electric generation services as (1) a generator and supplier of electric power, (2) a broker/marketer engaged in the business of supplying electricity, and (3) an aggregator engaged in the business of supplying electricity. Competitive Energy Services, LLC proposes to sell electricity, natural gas, and related services in throughout all of Pennsylvania under the provisions of the new Natural Gas Choice and Competition Act and the Electricity Generation Customer Choice and Competition Act.

The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Competitive Energy Services, LLC may be filed within 15 days of the date of this notice with the Secretary of the PUC, 400 North Street, Harrisburg, PA 17120. You should send copies of any protest to Competitive Energy Services, LLC at the address listed below.

Competitive Energy Services, LLC
 148 Middle Street, Suite 500
 Portland, ME 04101
 Phone (207) 772-6190 Fax: (888) 743-4969

published that the as of The Joh the subject said publi

On this 22nd 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,

of Cambria, and Commonwealth of Pennsylvania and matter published in said publication in the regular issues on June 21, 2018; and that the Affiant is not interested in at all of the allegations as to time, place and character of

Christine Marhefka

STATEMENT OF ADVERTISING COSTS

Signed and sworn to before me on 22nd day of June, 2018, by Christine Marhefka making the statement.

Vivian Ohs

0.00 Lines @ \$2.50 per line	0.00
7.5 Inches @ \$25.00 per inch	187.50
Notary Fee	5.00
Clerical Fee	2.50
Total Cost	195.00

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 20 2018

PA PUBLIC UTILITY COMMISSION
 SECRETARY'S BUREAU

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

STATE OF PENNSYLVANIA

COUNTY OF LYCOMING

SS:

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

June 22, 2018

Affiant further deposes that he is an officer daily authorized by the Sun-Gazette LLC, publisher of the Williamsport Sun-Gazette, to verify the foregoing statement under oath and declare that affiant is not interested in the subject matter of the aforesaid notice of publication, and that all the allegations in the foregoing statement as to time, place and character of publication are true.

PENNSYLVANIA PUBLIC UTILITY COMMISSION NOTICE
Applications of Competitive Energy Services, LLC For Approval to Offer, Render, or Furnish Services as a Supplier, Aggregator, Marketer/Broker Engaged in the Business of Supplying Natural Gas Supply Services and Electricity Supply or Electric Generation Services, To The Public in The Commonwealth of Pennsylvania.
Competitive Energy Services, LLC will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to provide natural gas supply services as (1) a supplier of natural gas, and (2) a broker/marketer engaged in the business of providing natural gas services. Competitive Energy Services, LLC will also be filing an application with the PUC for a license to supply electricity or electric generation services as (1) a generator and supplier of electric power, (2) a broker/marketer engaged in the business of supply-

ing electricity, and (3) an aggregator engaged in the business of supplying electricity. Competitive Energy Services, LLC proposes to sell electricity, natural gas, and related services in throughout all of Pennsylvania under the provisions of the new Natural Gas Choice and Competition Act and the Electricity Generation Customer Choice and Competition Act.
The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Competitive Energy Services, LLC may be filed within 15 days of the date of this notice with the Secretary of the PUC, 400 North Street, Harrisburg, PA 17120. You should send copies of any protest to Competitive Energy Services, LLC at the address listed below.
Competitive Energy Services, LLC
148 Middle Street, Suite 500
Portland, ME 04101
Phone (207) 772-6190
Fax (888) 743-2968



SUN-GAZETTE LLC

Sworn to and subscribed before me

The 22nd day of June 20 18



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

Notary Public

STATEMENT OF ADVERTISING COSTS

To the Sun-Gazette LLC, Dr.:
For publishing the notice attached
Hereto on the above state dates.....\$ 310.84
Probated same.....\$
Total.....\$ 310.84

PUBLISHER'S RECEIPT FOR ADVERTISING COSTS

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

SUN-GAZETTE LLC

BY Bernard A. Oravec

RECEIVED

JUL 20 2018

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

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

COMPETTIVE ENERGY SERVICES
148 MIDDLE STREET STE 506
PORTLAND ME 04101

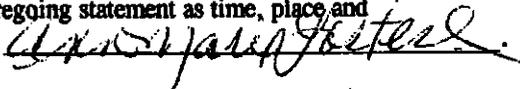
Account # 530754
Order # 82224803
Ad Price: 654.90

LOCAL RETAIL
Ann Marie Fortese

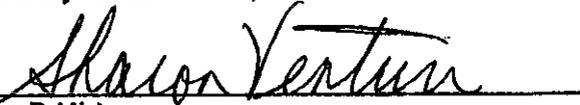
Being duly sworn according to law deposes and says that (s)he is Billing clerk for The Scranton Times, owner and publisher of The Scranton Times, a newspaper of general circulation, established in 1870, published in the city of Scranton, county and state aforesaid, and that the printed notice or publication hereto attached is exactly as printed in the regular editions of the said newspaper on the following dates:

06/23/2018

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



Sworn and subscribed to before me
this 25th day of June A.D., 2018



(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

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JUL 20 2018

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

PENNSYLVANIA
PUBLIC UTILITY COMMISSION
NOTICE

Applications of Competitive Energy Services, LLC For Approval to Offer, Render, or Furnish Services as a Supplier, Aggregator, Marketer/Broker Engaged in The Business Of Supplying Natural Gas Supply Services and Electricity Supply or Electric Generation Services, To The Public In The Commonwealth Of Pennsylvania.

Competitive Energy Services, LLC will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to provide natural gas supply services as (1) a supplier of natural gas, and (2) a broker/marketer engaged in the business of providing natural gas services. Competitive Energy Services, LLC will also be filing an application with the PUC for a license to supply electricity or electric generation services as (1) a generator and supplier of electric power, (2) a broker/marketer engaged in the business of supplying electricity, and (3) an aggregator engaged in the business of supplying electricity. Competitive Energy Services, LLC proposes to sell electricity, natural gas, and related services in throughout all of Pennsylvania under the provisions of the new Natural Gas Choice and Competition Act and the Electricity Generation Customer Choice and Competition Act.

The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Competitive Energy Services, LLC may be filed within 15 days of the date of this notice with the Secretary of the PUC, 400 North Street, Harrisburg, PA 17120. You should send copies of any protest to Competitive Energy Services LLC at the address listed below.

Competitive Energy Services, LLC
148 Middle Street, Suite 500 • Portland, ME 04101
Phone (207) 772-6190 • Fax (866) 743-4968

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:

21 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.

COPY OF NOTICE OR PUBLICATION

PENNSYLVANIA
PUBLIC UTILITY
COMMISSION
NOTICE

Applications of
Competitive Energy
Services, LLC for Approval
to Offer, Render or Furnish
Services as a Supplier,
Aggregator,
Marketer/Broker Engaged
in the Business of
Supplying Natural Gas
Supply Services and
Electricity Supply or
Electricity Generation
Services, to the Public in
the Commonwealth of
Pennsylvania.

Competitive Energy
Services, LLC will be filing
an application with the
Pennsylvania Public Utility
Commission ("PUC") for a
license to provide natural
gas supply services as (1) a
supplier of natural gas, and
(2) a broker/marketer
engaged in the business of
providing natural gas
services. Competitive
Energy Services, LLC will
also be filing an application
with the PUC for a license
to supply electricity or
electric generation
services as (1) a generator
and supplier of electric
power, (2)
a broker/marketer engaged
in the business of
supplying electricity, and
(3) an aggregator engaged
in the business of
supplying electricity.

Competitive Energy
Services, LLC proposes to
sell electricity, natural gas,
and related services in
Pennsylvania under the
provisions of the new
Natural Gas Choice and
Competition Act and the
Electricity Generation
Customer Choice and
Competition Act.

The PUC may consider
this application without a
hearing. Projects directed
to the technical or financial
fitness of Competitive
Energy Services, LLC may
be filed within 15 days of
the date of this notice with
the Secretary of the PUC,
400 North Street,
Echelonburg, PA 17122. You
should send copies of any
protest to Competitive
Energy Services, LLC at the
address listed below.

Competitive Energy
Services, LLC
148 Atlantic Street, Suite
500
Portland, ME 04101
Phone: (207) 772-4990
Fax: (207) 743-0964

K. Flaherty
PG Publishing Company
Sworn to and subscribed before me this day of:
June 21, 2018

Elizabeth R. Chmura

Commonwealth of Pennsylvania - Notary Seal
Elizabeth R. Chmura, Notary Public
Allegheny County
My commission expires February 8, 2022
Commission number 1328781
Member, Pennsylvania Association of Notaries

STATEMENT OF ADVERTISING COSTS

Competitive Energy Services, LLC
148 Middle St.,
Portland, Maine 04101

To PG Publishing Company

Total \$ 612.25

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 Samuel J. Arbuthnot Samuel J. Arbuthnot

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

Attorney For

RECEIVED

JUL 20 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 25, 2018

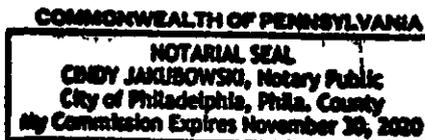
Affiant further deposes and says that she is an employee of the publisher of said newspaper and has been authorized to verify the foregoing statement and that she is not interested in the subject matter of the aforesaid notice of publication, and that all allegations in the foregoing statement as to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

Helene Sweeney

Sworn to and subscribed before me this 25th day of June, 2018.

Cindy Jakubowski
Notary Public

My Commission Expires:



Copy of Notice of Publication

PENNSYLVANIA
PUBLIC UTILITY COMMISSION NOTICE
Applications of Competitive Energy Services, LLC For Approval to Offer, Render, or Furnish Services as a Supplier, Aggregator, Marketer/Broker Engaged in The Business of Supplying Natural Gas Supply Services and Electricity Supply or Electric Generation Services To The Public in The Commonwealth of Pennsylvania Competitive Energy Services, LLC will be filing an application with the Pennsylvania Public Utility Commission (PUC) for a license to provide natural gas supply services as (1) a supplier of natural gas and (2) a broker/marketer engaged in the business of providing natural gas services. Competitive Energy Services, LLC will also be filing an application with the PUC for a license to supply electricity or electric generation services as (1) a generator and supplier of electric power, (2) a broker/marketer engaged in the business of supplying electricity, and (3) an aggregator engaged in the business of supplying electricity. Competitive Energy Services, LLC proposes to sell electricity, natural gas, and related services in throughout all of Pennsylvania under the provisions of the new Natural Gas Choice and Competition Act and the Electricity Generation Customer Choice and Competition Act. The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Competitive Energy Services, LLC may be filed within 15 days of the date of this notice with the Secretary of the PUC, 400 North Street, Harrisburg, PA, 17120. You should send copies of any protest to Competitive Energy Services, LLC at the address listed below.
Competitive Energy Services, LLC
149 Middle Street, Suite 520
Portland, ME 04101
Phone: (207) 772-8180 Fax: (207) 749-4988

RECEIVED

JUL 20 2018

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU



AD#: 0008679089

Commonwealth of Pennsylvania,) ss
County of Cumberland)

Donna Maldonado 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 08/26/2018

Donna Maldonado
Principal Clerk of the Publisher

Sworn to and subscribed before me this 28th 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

**PENNSYLVANIA
PUBLIC UTILITY COMMISSION
NOTICE**
Applications of Competitive Energy Services, LLC For Approval to Offer, Render, or Furnish Services as a Supplier, Aggregator, Marketer/Broker Engaged in The Business Of Supplying Natural Gas Supply Services and Electricity Supply or Electric Generation Services, To The Public in The Commonwealth Of Pennsylvania.
Competitive Energy Services, LLC will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to provide natural gas supply services as (1) a supplier of natural gas, and (2) a broker/marketer engaged in the business of providing natural gas services. Competitive Energy Services, LLC will also be filing an application with the PUC for a license to supply electricity or electric generation services as (1) a generator and supplier of electric power, (2) a broker/marketer engaged in the business of supplying electricity, and (3) an aggregator engaged in the business of supplying electricity. Competitive Energy Services, LLC proposes to sell electricity, natural gas, and related services in throughout all of Pennsylvania under the provisions of the new Natural Gas Choice and Competition Act and the Electricity Generation Customer Choice and Competition Act.
The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Competitive Energy Services, LLC may be filed within 15 days of the date of this notice with the Secretary of the PUC, 400 North Street, Harrisburg, PA 17120. You should send copies of any protest to Competitive Energy Services LLC at the address listed below.

Competitive Energy Services, LLC
148 Middle Street, Suite 500
Portland, ME 04101
Phone -(207) 778-6190
Fax- (666) 743-8968

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JUL 20 2018

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

PROOF OF PUBLICATION
In
THE ERIE TIMES-NEWS
COMBINATION EDITION

Competitive Energy Services LLC
148 Middle Street Suite 500
Portland ME 04101

REFERENCE: 96256 321238
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: 06/21/18

TOTAL COST: \$543.00 AD SPACE: 0 Lines

FILED ON: 06/21/18

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PENNSYLVANIA
PUBLIC UTILITY COMMISSION
NOTICE

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Competitive Energy Services, LLC
148 Middle Street, Suite 500
Portland, ME 04101
Phone: (207) 772-6190
Fax: (866) 743-4968

Sworn to and subscribed before me this 21st 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

Proof of Mailings

- Confidential Documents
- Statutory Agencies
- EDC's

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PS Form 3800, April 2015 PSN 7530-02-000-9047 See Reverse for Instructions

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<input type="checkbox"/> Adult Signature Required	\$0.00
<input type="checkbox"/> Adult Signature Restricted Delivery	\$0.00
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 Chambers Square, 14th Floor
 City, State, ZIP+4®
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<input type="checkbox"/> Certified Mail Restricted Delivery	\$0.00
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<input type="checkbox"/> Adult Signature Restricted Delivery	\$0.00
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 Street and Apt. No., or PO Box No.
 5th Floor, Ferriss Plaza, 555 Walnut Street
 City, State, ZIP+4®
 Harrisburg PA 17120

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<input type="checkbox"/> Certified Mail Restricted Delivery	\$0.00
<input type="checkbox"/> Adult Signature Required	\$0.00
<input type="checkbox"/> Adult Signature Restricted Delivery	\$0.00
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Total Postage and Fees	\$6.55

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 Commonwealth of Pennsylvania Dept. of Revenue
 Bureau of Compliance
 Harrisburg, PA 17129-0946

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<input type="checkbox"/> Adult Signature Restricted Delivery	\$0.00
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Total Postage and Fees	\$6.55

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

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<input type="checkbox"/> Adult Signature Restricted Delivery	\$0.00	
Postage	\$3.10	
Total Postage and Fees	\$6.55	

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 Street and Apt. No., or PO Box No.
 330 West William Street
 City, State, ZIP+4®
 Greensboro, NC 27401

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<input type="checkbox"/> Adult Signature Required	\$0.00	
<input type="checkbox"/> Adult Signature Restricted Delivery	\$0.00	
Postage	\$3.10	
Total Postage and Fees	\$6.55	

Sent To
 Legal Dept. - West Penn Power d/b/a Allegheny Power
 Street and Apt. No., or PO Box No.
 300 Cabin Hill Drive
 City, State, ZIP+4®
 Greensboro, PA 15601-1684

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<input type="checkbox"/> Adult Signature Required	\$0.00	
<input type="checkbox"/> Adult Signature Restricted Delivery	\$0.00	
Postage	\$3.10	
Total Postage and Fees	\$6.55	

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 Manager Energy Acquisition DECO Energy Company
 Street and Apt. No., or PO Box No.
 2301 Market Street
 City, State, ZIP+4®
 Philadelphia, PA 19104-8649

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<input type="checkbox"/> Adult Signature Restricted Delivery	\$0.00	
Postage	\$3.10	
Total Postage and Fees	\$6.55	

Sent To
 Regulatory Affairs, Duquesne Light Company
 Street and Apt. No., or PO Box No.
 411 Seventh Street, HD 16-4
 City, State, ZIP+4®
 Pittsburgh PA 15219

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<input type="checkbox"/> Adult Signature Restricted Delivery	\$0.00	
Postage	\$3.10	
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 Two North Ninth Street (GENERAL)
 City, State, ZIP+4®
 Allentown PA 18101-1179

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<input type="checkbox"/> Return Receipt (electronic)	\$0.00	
<input type="checkbox"/> Certified Mail Restricted Delivery	\$0.00	
<input type="checkbox"/> Adult Signature Required	\$0.00	
<input type="checkbox"/> Adult Signature Restricted Delivery	\$0.00	
Postage	\$3.10	
Total Postage and Fees	\$6.55	

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 29000 Pottsville Pike
 City, State, ZIP+4®
 Reading PA 19612

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<input type="checkbox"/> Return Receipt (electronic)	\$0.00
<input type="checkbox"/> Certified Mail Restricted Delivery	\$0.00
<input type="checkbox"/> Adult Signature Required	\$0.00
<input type="checkbox"/> Adult Signature Restricted Delivery	\$0.00
Postage	\$3.10
Total Postage and Fees	\$6.55

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 UGI Utilities Inc, Attn: Robert Dept. - Charge Controller
 Street and Apt. No., or PO Box No.
 2525 N. 12th Street, Suite 360, PO Box 12677
 City, State, ZIP+4
 Reading, PA 19612-2677

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<input type="checkbox"/> Certified Mail Restricted Delivery	\$0.00
<input type="checkbox"/> Adult Signature Required	\$0.00
<input type="checkbox"/> Adult Signature Restricted Delivery	\$0.00
Postage	\$3.10
Total Postage and Fees	\$6.55

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 Citizen Electric Company Attn: EGS Coordination
 Street and Apt. No., or PO Box No.
 1725 Industrial Boulevard
 City, State, ZIP+4
 Lewisburg, PA 17837

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<input type="checkbox"/> Return Receipt (electronic)	\$0.00
<input type="checkbox"/> Certified Mail Restricted Delivery	\$0.00
<input type="checkbox"/> Adult Signature Required	\$0.00
<input type="checkbox"/> Adult Signature Restricted Delivery	\$0.00
Postage	\$3.10
Total Postage and Fees	\$6.55

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 Street and Apt. No., or PO Box No.
 33 Bush Street P.O. Box 139
 City, State, ZIP+4
 Wellsboro, PA 16901

PS Form 3800, April 2015 PSN 7530-02-000-9017 See Reverse for Instructions

Appendix C

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

Example CERTIFICATE OF SERVICE

On this the 19th day of July 2018, I certify that a true and correct copy of the foregoing application form for licensing within the Commonwealth of Pennsylvania as an Electric Generation Supplier and all **NON-CONFIDENTIAL** attachments have been served, as either a hardcopy or a searchable PDF version on a cd-rom, upon the following:

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

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

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

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

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

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

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

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

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

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

Legal Department
First Energy
2800 Pottsville Pike
Reading PA, 19612

UGI Utilities, Inc.
Attn: Rates Dept. – Choice Coordinator
2525 N. 12th Street, Suite 360
Post Office Box 12677
Reading, Pa 19612-2677

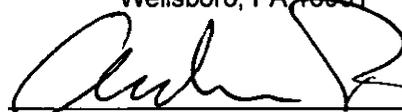
Citizens' Electric Company
Attn: EGS Coordination
1775 Industrial Boulevard
Lewisburg, PA 17837

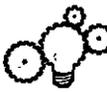
Wellsboro Electric Company
Attn: EGS Coordination
33 Austin Street
P. O. Box 138
Wellsboro, PA 16901

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Andrew Price, Competitive Energy Services, LLC



Competitive Energy Services
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