

July 25th, 2018

# RECEIVED

Pennsylvania Public Utility Commission Secretary 400 North Street, Keystone Building Harrisburg, PA 17120 JUL 2 3 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 natural gas within the Commonwealth of Pennsylvania. We are filing our application electronically and submitting confidential documents (including a check in the amount of \$350 for the application) fee via mail, 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,

Andrew Price President and Chief Operating Officer

## **Contents**

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IDENTIFICATION AND CONTACT INFORMATION	. 3
BUSINESS ENTITY FILINGS AND REGISTRATION	. 4
AFFILIATES AND PREDECESSORS	. 6
OPERATIONS	. 6
COMPLIANCE	. 8
PROOF OF SERVICE	. 8
FINANCIAL FITNESS	10
TECHNICAL FITNESS:	11
DISCLOSURE STATEMENT:	12
VERIFICATIONS, ACKNOWLEDGEMENTS, AND AGREEMENTS	13
AFFIDAVITS	
NEWSPAPER PUBLICATIONS	15
SIGNATURE	15
xhibit 5A - Civil Proceedings Statement	
xhibit 7A - Financial Fitness	27
xhibit 7B - Supplier Bonding Letters	28
xhibit 8A - Technical Fitness	35
xhibit 8B - Officers Resumes	37
xhibit 8C - Key Leadership Personnel	40
ppendix A	43
ppendix B	44
ppendix C	46
ppendix D	
ppendix G	
roof of Mailings	57
	BUSINESS ENTITY FILINGS AND REGISTRATION AFFILIATES AND PREDECESSORS OPERATIONS COMPLIANCE PROOF OF SERVICE FINANCIAL FITNESS TECHNICAL FITNESS DISCLOSURE STATEMENT: VERIFICATIONS, ACKNOWLEDGEMENTS, AND AGREEMENTS AFFIDA VITS NEWSPAPER PUBLICATIONS SIGNATURF CHECKLIST EXHIBITS AND APPENDICES xhibit 2A - Certificate of Registration xhibit 2D - Certificate of Registration xhibit 2D - Certificate of Good Standing xhibit 3A - Civil Proceedings Statement xhibit 7A - Financial Fitness xhibit 7A - Financial Fitness xhibit 8B - Officers Resumes xhibit 8B - Officers Resumes xhibit 8B - Officers Resumes xhibit 8B - Officers Resumes xhibit 8C - Key Leadership Personnel ppendix A ppendix D ppendix C ppendix D ppendix C

## **BEFORE THE PENNSYLVANIA PUBLIC UTILITY COMMISSION**

Application of Competitive Energy Services, LLC, for approval to offer, render, furnish, or supply natural gas supply services as a Broker/Marketer engaged in the business of supplying natural gas 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 RECEIVED

JUL **2 6** 2018

Ph: (207) 772-6190 Fax: (866) 743-4968 PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

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

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: Provide the name, title, address, telephone number, fax number, and e-mail <u>OF THE PERSON AND AN ALTERNATE PERSON (2 REQUIRED)</u> responsible for addressing customer complaints. These persons will ordinarily be the initial point(s) of contact for resolving complaints filed with the Applicant, the Natural Gas Distribution Company, the Pennsylvania Public Utility Commission, or other agencies. The main contact's information will be listed on the Commission website list of licensed NGSs.

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.

## 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

- **X** The Applicant is a:
  - domestic corporation (15 Pa. C.S. §1308)
  - foreign corporation (15 Pa. C.S. §4124)
  - domestic limited liability company (15 Pa. C.S. §8913)
  - ★ 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 Exhibit 2A-D:

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

The Applicant is presently doing business in Pennsylvania as a

- natural gas interstate pipeline
- municipality providing service outside its municipal limits
- local gas distribution company
- retail supplier of natural gas services in the Commonwealth
- a natural gas producer
- a broker/marketer engaged in the business of supplying natural gas services
- Other. (Identify the nature of service being rendered)

### or

The Applicant is not presently doing business in Pennsylvania.

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

- Supplier or Aggregator of natural gas services Municipal supplier of natural gas services
- Cooperative supplier of natural gas services
- Broker/Marketer engaged in the business of supplying natural gas services
  - \* Check here to verify that your organization will not be taking title to the natural gas nor will you be making payments for customers.

Other (Describe):

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

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 natural gas.

CES proposes to offer natural gas 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 natural gas supplier ("NGS") and remitted by the NGS 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 natural gas delivery or commodity either for its own account or on behalf of any NGS.

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

🖵 Columbia	Philadelphia Gas Works
National Fuel Gas	UGI Central Penn
PECO	🛄 UGI Penn natural
Peoples Gas – Equitable Div.	UGI Utilities
Peoples Natural Gas	Valley Energy
Peoples Gas Company	× All of the above

- e. CUSTOMERS: Applicant proposes to provide services to:
  - Residential Customers
  - Small Commercial Customers (Less than 6,000 Mcf annually)
  - Residential and Small Commercial as Mixed Meter ONLY (CANNOT BE TAKEN WITH RESIDENTIAL AND/OR SMALL COMMERCIAL ABOVE)
  - Large Commercial Customers (6,000 Mcf or more annually)
  - × Industrial Customers
  - × Governmental Customers
  - All of above (Except Mixed Meter)
  - Other (Describe):

CES will not provide broker services to residential customers.

f. START DATE: Provide the approximate date the Applicant proposes to <u>actively market</u> 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 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. <u>Applicant should also include if it had a Pennsylvania PUC EGS or NGS license previously cancelled by the Commission.</u> If the Applicant has no actions or complaints to list, explicitly state such.

Please see answer to question 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. Please see attached 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:

Office of Consumer Advocate 5th Floor, Forum Place 555 Walnut Street Harrisburg, PA 17120 Office of the Attorney General Bureau of Consumer Protection Strawberry Square, 14th Floor Harrisburg, PA 17120 Office of the Small Business Advocate Commerce Building, Suite 202 300 North Second Street Harrisburg, PA 17101 Commonwealth of Pennsylvania Department of Revenue Bureau of Compliance Harrisburg, PA 17128-0946

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

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

### Please see attached Appendix C

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

Valley Energy Inc.UGI Penn NaturalEd RogersDavid Lahoff523 South Keystone Avenue2525 N. 12th Street, Suite 360Sayre, PA 18840-0340Reading, PA 19612-2677PH: 570.888-9664PH: 610.796.3520FAX: 570.888.6199Email: dlahoff@ugi.comemail: erogers@ctenterprises.orgEmail: dlahoff@ugi.com

## 7. FINANCIAL FITNESS

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

### See attached Exhibit 7B - Supplier Bonding Letters

- 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 <u>Broker/Marketer only</u>, 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 <u>TAX CERTIFICATION STATEMENT</u> attached as Appendix D to this application.

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

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

### See attached Appendix D

### 8. <u>TECHNICAL FITNESS:</u>

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

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

#### See Exhibit 8A - Technical Fitness

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

с.	×	Internal – Applicant will use its own internal resources/employees for marketing External NGS – Applicant will contract with a PUC LICENSED NGS Affiliate – Applicant will use a NON-NGS affiliate that is a nontraditional marketer and/or marketing services consultant External Third-Party – Applicant will contract with a NON-NGS third party nontraditional marketer and/or non-selling marketer Other (Describe)
U.	×	Yes No
		If yes, will the Applicant be using verification procedures?

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

### 9. <u>DISCLOSURE STATEMENT:</u>

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

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

### Not Applicable - applying for a license exclusively as a broker/marketer.

## 10. VERIFICATIONS, ACKNOWLEDGEMENTS, AND AGREEMENTS

a. STANDARDS OF CONDUCT AND DISCLOSURE: As a condition of receiving a license, Applicant agrees to conform to any Uniform Standards of Conduct and Disclosure as set forth by the Commission. Further, the Applicant agrees that it must comply with and ensure that its employees, agents, representatives, and independent contractors comply with the standards of conduct and disclosure set out in Commission regulations at 52 Pa. Code § 62.114.

## × AGREED

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

## × AGREED

c. TRANSFER OF LICENSE: The Applicant understands that if it plans to transfer its license to another entity, it is required to request authority from the Commission for permission prior to transferring the license. See 66 Pa. C.S. § 2208(d). Transferee will be required to file the appropriate licensing application.

### × AGREED

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

## × ACKNOWLEDGED

e. FURTHER DEVELOPMENTS: Applicant is under a continuing obligation to amend its application if substantial changes occur to the information upon which the Commission relied in approving the original filing. See 52 Pa. Code § 62.105.

### × AGREED

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

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## × AGREED

**g.** NOTIFICATION OF CHANGE: If your answer to any of these items changes during the pendency of your application or if the information relative to any item herein changes while you are operating within the Commonwealth of Pennsylvania, you are under a duty to so inform the Commission, within thirty (30) days, as to the specifics of any changes which have a significant impact on the conduct of business in Pennsylvania. See 52 Pa. Code § 62.105.

## × AGREED

- **h.** CEASING OF OPERATIONS: Applicant is also required to officially notify the Commission if it plans to cease doing business in Pennsylvania, 90 days prior to ceasing operations.
  - × AGREED
- i. FILING FEE: The Applicant has enclosed or paid the required, non-refundable filing fee by CERTIFIED CHECK OR MONEY ORDER in the amount of \$350.00 payable to the Commonwealth of Pennsylvania. <u>The Commission does not accept corporate or personal checks for filing fees.</u>
  - × PAYMENT INCLUDED IN CONFIDENTIAL DOCUMENTS SENT VIA MAIL

### 11. <u>AFFIDAVITS</u> (All affidavits must be notarized before filing.)

**a.) APPLICATION AFFIDAVIT:** Complete and submit with your filing an officially notarized Application Affidavit stating that all the information submitted in this application is truthful and correct. An example copy of this Affidavit can be found at Appendix A.

### See attached Appendix A

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

See attached Appendix B

## 12. NEWSPAPER PUBLICATIONS

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

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

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

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

	Erie Times- News	Harrisburg Patriot- News	Philadelphia Daily News	Pittsburgh Post- Gazette	Scranton Times- Tribune	Williamsport Sun-Gazette	Johnstown Tribune- Democrat
Columbia Gas	x	x		X		x	X
National Fuel Gas				X			
PECO			X				
Peoples - Equitable	X			Х			
Peoples Natural Gas	X			Х			X
Peoples Gas							
Company	Į			X			
Philadelphia Gas Works			x	-			
UGI		X	Х		X		
UGI Central Penn	X	X	Х	Х	X	X	X
UGI Penn Natural		X			X	X	
Valley Energy			· · · ·		<b>X</b> -	X	
Entire							
Commonwealth	X	X	X	<b>X</b>	X	X	X

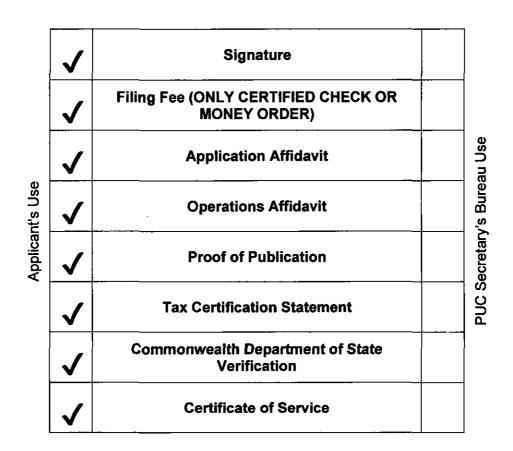
See Appendix G

13. SIGNATURE Applicant:

By: Andrew Price Title: President and Chief Operating Officer

### 14. CHECKLIST

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



## Applicant: Competitive Energy Services, LLC



## JUL 26 2018

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

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# 15. Exhibits and Appendices

.

### COMMONWEALTH OF PENNSYLVANIA

### DEPARTMENT OF STATE

#### 06/15/2018

## RECEIVED

JUL 2 3 2018

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

### 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.



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

Exhibit 2B.1

Entity #: 3974792 Date Filed: 08/19/2010 Basil L. Merenda, Acting Secretary Acting Secretary of the Commonwealth

### PENNSYLVANIA DEPARTMENT OF STATE CORPORATION BUREAU



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:

<ol> <li>The name to be registered is: Competitive Energy Services, LLC</li> </ol>		

2. (If the name set forth in paragraph I 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
 County

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JUL 26 2018

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

## DSCB:15-8981/8211/8582-2

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Deplet Secretary of State
A True Copy When Attested By Segnature

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

FIRST:	The name of the limited liability company is
*****	The minds of the sumset mousely compary to

Competitive Energy Services, LLC (The name must contain one of the following: "Limited Liability Company", "L.L.C." or "LLC"; [403.1.A.)

SECOND: The name of its Registered Agent, an individual Maine resident of 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

("X" one box only)

45 Memorial Circle, Augusta, ME 04332

(physical location - meet (not P.O. Box), city, same and zip code)

(name)

P.O. Box 1058, Augusta, ME 04332-1058 (mailing address if different from above)

THIRD:

BUREAU

SECRETARY'S

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

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

NAME

ADDRESS

RECEIVED JUL 2.6 2018 PUBLIC UTILITY COMMISSION

A

, and made a part hereof.

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

CA. A majority of the members (if no box is checked, the statute requires that).

GB. A majority in interest of the members.

I.C. Other. Unanimous approval of all Members.

ORGANIZEE(S).	DATED February 25, 2000 Michael J. Gentile
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JUL 26 2018

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU THE FOLLOWING SHALL BE COMPLETED BY THE REGISTERED AGENT <u>UNLESS</u> 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 (sideaure

DATED February 25, 2000

Michael J. Gentile (Spe or grint manue)

For Registered Agent which is a Corporation

Name of Corporation

By .

(authorized signature)

(ope or print name and capacity)

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JUL 26 2018

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

\*Articles must be signed by all organizers (§627.1.A.). The execution of the articles constitutes an oath or affirmation, under the penalties of faise 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. MILC-6 Rev. 7/23/96 TEL. (207) 287-4195

## **State of Maine**



## RECEIVED

JUL 2 6 2018

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

## **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.

Matthew Dunlap Secretary of State

## Exhibit 5A - Civil Proceedings Statement

# RECEIVED

## Competitive Energy Services Company Statement Concerning FERC

JUL 262018

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

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 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 a natural gas 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.



JUL 26 2018

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

Exhibit 7B.1

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A NiSource Company

JUL 26 2018

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

July 19, 2018

Lynn Gallagher Competitive Energy Services, LLC 148 Middle St. Portland, ME 04101

Dear Lynn Gallagher:

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

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

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

Please feel free to contact me at 614-460-4217 should you have any questions regarding a bond or other financial security instrument requirements of Columbia Gas.

Sincerely,

Patricia Chang

Patricia Chang Manager of Choice and Transportation Support Services



July 24, 2018

Andrew Price President and Chief Operating Officer Competitive Energy Services, LLC 148 Middle Street, Suite 500 Portland, ME 04101

Re: Competitive Energy Services, LLC

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PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

Dear Andrew,

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

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

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

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

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

Yours truly,

Nolo Karker

Nicole Barker Transportation Services Department



Carol Scanlon Manager, Rates & Regulation

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

July 23, 2018

Andrew Price COO & President Competitive Energy Services, LLC 148 Middle St., Suite 500 Portland, ME 04101 375 North Shore Drive Pittsburgh, Pennsylvania 15212

www.peoples-gas.com

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JUL 26 2018

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

Dear Mr. Price:

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

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

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

If you have any questions feel free to contact me at 412-208-6931 or by email at Carol.Scanlon@peoples-gas.com.

Sincerely,

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

Cc: Stephen Kelly Mina Speicher



July 24, 2018



JUL **2 3** 2018

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

Ms. Lynn Gallagher Competitive Energy Services, LLC 148 Middle Street, Suite 500 Portland, ME 04101 Email: Lgallagher@competitive-energy.com

RE: Security Requirement Bond for Competitive Energy Services, LLC

Dear Ms. Gailagher:

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

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

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

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

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

Sincerely,

Nicholas LaPergola Director, Supply, Transportation & Control

NL/dis

UGI Utilities, Inc. 2525 N. 12<sup>th</sup> Street Suite 360 PO Box 12677 Reading, PA 19612-2677

610-796-3400

VIA E-MAIL

Competitive Energy Services, LLC 148 Middle Street Portland, ME RECEIVED

JUL 26 2018

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

ATTENTION: Mr. Wyatt Bridgham

### RE: Competitive Energy Services, LLC Application to Serve as a Natural Gas Broker

Dear Mr. Bridgham,

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

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

Sincerely,

David E. Lahoff Senior Manager Tariff & Supplier Administration





July 23, 2018

VIA EMAIL

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## JUL 26 2018

Wyatt Bridgham, Intern Competitive Energy Services, LLC 148 Middle St. Portland, ME wbridgham@competitive-energy.com PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

Dear Mr. Bridgham:

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

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

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

Sincerely,

EELonges

Edward E. Rogers President & CEO

EER/ss

cc: J. Levering, Valley Energy



July 25, 2018

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

**Re: Broker Requirements** 

JUL 2 6 2018

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

Dear Competitive Energy Services, LLC

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

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

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

Respectfully submitted,

Carlos O. Thille

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

## **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.

CES has been instrumental in bringing natural gas supply and pipelines to the region. Due to this experience and knowledge, CES offers a broad variety of strategic energy management services which are unparalleled in the Northeast marketplace. Because electricity, natural gas, and liquid fuels procurement is at the heart of what CES does every day, we have developed robust and detailed supplier evaluation tools. These tools allow our customers to easily assess supplier bids by including important information such as the term, bandwidth, adders, and pass-throughs in the analysis.

Two recent examples: CES has recently negotiated groundbreaking contracts for a landfill natural gas project for the University of Maine and a five-year fixed price wood pellet contract for The Jackson Laboratory

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.



JUL **26** 2018

## Exhibit 8A – Technical Fitness (Continued)

## "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.

### **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<sup>™</sup> is a proprietary product offered exclusively by CES. Carbon Manager<sup>™</sup> 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.

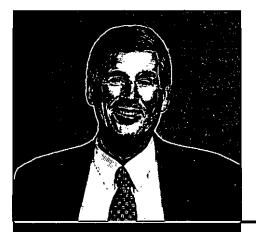
In our role as full service energy advisor and manager, we provide the following services:

- 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

Exhibit 8B.1



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: 866.745.4968 rsilkman@competitive-energy.com

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PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

# DR. RICHARD SILKMAN

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.

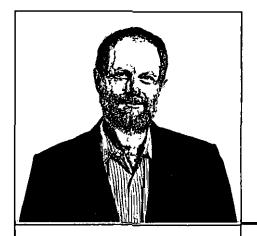
### New Hampshire Legislature (1999 - 2000)

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.





WITH CES SINCE: 2000

EDUCATION

1976 Yele University BA, History

1978 University of Chiengo MBA, Marketing & Paaduarian

### EXPERTISE

- Regulatory Advisement
- Cogeneration Surfles
- Binargy and Bernamic Consulting
- Project Management
- Market Analysis
- Mathematical Madeling

CONTACT

Marks Baneson 143 Middle St. Perdand, ME 04001 PHONE: 207.772.6020 FASE SIG.748.4063 missessur@compatitive-energy.com

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PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

## MARK ISAACSON

Chairman of the Board

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.





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

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PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

## ANDREW PRICE

President & COO

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 MTI'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.



Exhibit 8C.1



WITH CES SINCE: 2006

### EDUCATION

<mark>1983</mark> Maine Maritime Academy BS, Marine Engineering

### EXPERTISE

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

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PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

## PETER BARTLETT

Vice President, Account Management & Business Development

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)



Peter Bartlett 148 Middle St. Portland, ME 04101 PHONE: 207.772.6190 N 257 FAX: 866.743.4968 pbartlett@competitive-energy.com



Exhibit 8C.2



### WITH CES SINCE: 2007

### EDUCATION

1987 North Adams State College BS, Business Mangement

### EXPERINE

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

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PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

## KEITH SAMPSON Vice President, Account Management & Business Development

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)



CONVACT ISofth Sampson 145 Mikille St. Parland, MIE 04101 PHONE: 017.055.9520 PAS: 806.745.4905 ksampson@compatitive-ansigners.

Exhibit 8C.3



### 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

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### JUL **26** 2018

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

## ZAC BLOOM

Vice President, Head of Renewables & Sustainability

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



### Appendix A

### **APPLICATION AFFIDAVIT**

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PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

State of Maine :

County of Cumberland

Andrew Price, Affiant, being duly [sworn/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 a natural gas supplier pursuant to 66 Pa. C.S. § 2208 (c)(1).

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\_\_\_\_\_

Signature of Affiant

Sworn and subscribed before me this 25day of .20 18 LYNN M. GALLAGT Notery Public Maine My commission Expires MBY 23, 2023 official Signature q inistering oat My commission expires \_ <u>r vay</u>

### Appendix B

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### **OPERATIONS AFFIDAVIT**

JUL 26 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 it 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 natural gas supply service within the Commonwealth of Pennsylvania and that the Applicant will abide by all applicable federal and state laws and regulations and by the decisions of the Pennsylvania Public Utility Commission.

That 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 22 of Title 66. The Applicant acknowledges that failure to pay such taxes or otherwise comply with the taxation requirements of Chapter 28 shall be cause for the Commission to revoke the license of the Applicant. The Applicant acknowledges that it shall report to the Commission its jurisdictional natural gas sales for ultimate consumption, for the previous year or as otherwise required by the Commission. The Applicant also acknowledges that it is subject to 66 Pa. C.S. §506 (relating to the inspection of facilities and records).

Applicant, by filing of this application waives confidentiality with respect to its state tax information in the possession of the Department of Revenue, regardless of the source of the information, and shall consent to the Department of Revenue providing that information to the Pennsylvania Public Utility Commission.

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

### **Appendix B (Continued)**

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

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

Signature of Affiant

Sworn and subscribed before me this 25 day of 3u2018. YNN M GALLAGHER Notery Public Maine nuter rugiur meine pany commissioner of official adn My commission expires May 23, 2023

### Appendix C

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

### Example CERTIFICATE OF SERVICE

On this the 25<sup>th</sup> 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 a Natural Gas Supplier and all <u>NON-CONFIDENTIAL</u> attachments have been served, as either a hardcopy or a searchable PDF version on a cd-rom, upon the following:

Office of Consumer Advocate	Office of the Attorney General
5th Floor, Forum Place	Bureau of Consumer Protection
555 Walnut Street	Strawberry Square, 14th Floor
Harrisburg, PA 17120	Harrisburg, PA 17120
Office of the Small Business Advocate	Commonwealth of Pennsylvania
Commerce Building, Suite 202	Department of Revenue
300 North Second Street	Bureau of Compliance
Harrisburg, PA 17101	Harrisburg, PA 17128-0946
Michele CaddellJUL 2 6 2018290 W. Nationwide Blvd.JUL 2 6 2018Columbus, OH 43215PA PUBLIC UTILITY COMMPH: 614.460.6841SECRETARY'S BUREFAX: 614.460.8447e-mail: mcaddell@nisource.com	Bureau of Investigation & Enforcement Pennsylvania Public Utility Commission Commonwealth Keystone Building 400 North Street, 2 West Harrisburg, PA 17120
Peoples Natural Gas – Equitable Division	National Fuel Gas Distribution Corp.
Lynda Petrichevich	David D. Wolford
375 North Shore Drive	6363 Main Street
Pittsburgh, PA 15212	Williamsville, NY 14221
PH: 412.208.6528	PH: 716.857.7483
FAX: 412.208.6577	FAX: 716.857.7479
e-mail: Lynda.w.petrichevich@peoples-gas.com	e-mail: <u>wolfordd@natfuel.com</u>
The Peoples Natural Gas Company	PECO
Lynda Petrichevich	Carlos Thillet, Manager, Gas Supply and
375 North Shore Drive	Transportation
Pittsburgh, PA 15212	2301 Market Street, S9-2
PH: 412.208.6528	Philadelphia, PA 19103
FAX: 412.208.6577	PH: 215.841.6452
e-mail: Lynda.w.petrichevich@peoples-gas.com	Email: <u>carlos.thillet@exeloncorp.com</u>
Peoples Gas Company Lynda Petrichevich 375 North Shore Drive Pittsburgh, PA 15212 PH: 412.208.6528 FAX: 412.208.6577 e-mail: Lynda.w.petrichevich@peoples-gas.com	Philadelphia Gas Works Nicholas LaPergola 800 West Montgomery Avenue Philadelphia, PA 19122 PH: 215.684.6278 email: <u>nicholas.lapergola@pgworks.com</u>

### UGI Central Penn

David Lahoff 2525 N. 12<sup>th</sup> Street, Suite 360 Reading, PA 19612-2677 PH: 610.796.3520 Email: dlahoff@ugi.com

### Valley Energy Inc.

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

### UGI Penn Natural

David Lahoff 2525 N. 12<sup>th</sup> Street, Suite 360 Reading, PA 19612-2677 PH: 610.796.3520 Email: <u>dlahoff@ugi.com</u>

Andrew Price, Competitive Energy Services LLC.

### **Appendix G**

### NOTICE PUBLICATION FOR COMBINED EGS AND NGS

### PENNSYLVANIA PUBLIC UTILITY COMMISSION NOTICE

Applications of <u>Competitive Energy Services, LLC</u> 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

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PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

### Appendix G

### **COMMONWEALTH OF PENNSYLVANIA County of Cambria**

PENNSYLVANIA PUBLIC UTILITY COMMISSION PUBLIC UTIENT COMMISSION<br/>MOTICEApplications of Commentities Energy Services as a<br/>Supply, Agrication With Energy Services as a<br/>Supply of Supplying Metrice Generation Services as a<br/>Supply and Connortweatch Of Paringhynaus.before me, the subscriber, a Nota<br/>Public in and for said County and<br/>State, personally appeared<br/>Christine Marhefka, who being di<br/>sworn according to law, deposes of<br/>says as Sales Manager / Major<br/>Accounts of the Tribune-Democration<br/>Supply envices as (1) a aupplier of netural gas and (2) a<br/>beforementation engaged in the business of providing<br/>instituting as services. Competitive Energy Services at (1) a<br/>penetator and graphics of netural gas and (2) a<br/>beforementation engaged in the business of providing<br/>instituting as aervices. Competitive Energy Services at (1) a<br/>penetator and application with the PCC to a liverage<br/>beforementation engaged in the business of providing<br/>instituting as aervices. Competitive Energy Services<br/>a supply estriction, raining gas, and (2) a<br/>penetator and application with the PCC to a liverage<br/>beforemention engaged in the business of aupplying<br/>escrices as (1) a application with the PCC to a liverage<br/>beforemention engaged in the business of aupplying<br/>escrices and (2) an aggregator engaged in the business<br/>of supplying electricity. Competitive Energy Services<br/>and supplier of descric power, (2) a<br/>bookerimmention engaged in the business of aupplying<br/>escrices and the the wind as charge and charge and charge and competition<br/>and supplier of the application without and and the the and<br/>of The Joh The John Act.published<br/>that the and<br/>of The JohDescricity Competition and problem<br/>and application without and and the state and to the business of aupply application without and application

that the as Competition AR. of The Joh Process director the technical or financial fitness of the subject Competitive Energy Services, LLC may be filed within 18 days of the date of the rolice with the Secretary of the said public PLC, 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, NE 04101 Phone -(207) 772-6190 Fax- (866) 743-4968

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

man Commonwealth of Pennsylvania - Notary Seal Vivian Ohs, Notary Public Cambria County My commission expires December 6, 2020

SS

On this 22nd day of June A.D. 2018, before me, the subscriber, a Notary Public in and for said County and Christine Marhefka, who being duly sworn according to law, deposes and Accounts of the Tribune-Democrat, general circulation as defined by the Johnstown Democrat, established

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



STATEMENT OF ADVERTISING COSTS

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

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

Commission number 1123017

Member, Pennsylvania Association of Notaries

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)

Bv

### PROOF OF PUBLICATON OF NOTICE IN THE WILLIAMSPORT

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

### STATE OF PENNSYLVANIA

### COUNTY OF LYCOMING

SS:

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

ne

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.

PENNBYLVANIA PUBLIC UTILITY COMMISSION NOTICE Applications of Correct- the Energy Services, LLC For Approval to Offer, Rendar, or Furnish Ser- vices as a Supplier. Aggregator, Marketer/Sroker Engaged In The Business Of Sup- byting Natural Cas Supply Services, and Electricity Supply or Electric Genera- tion Services, To The Public. In The Com- monwealth Of Pennsylva- nia.	of Pennsylvenia under the provisions of the new Na- tural Gas Choice, and Competition Act and the Electricity. Generation Customer Choice, and Competition Act. The PUC, may consider this application without a hearing. Protoets directed to the technical or financial fitness of Competitive En- ergy Services; LLC Thay be fitted within 15 days of the date of this notice with the Segmany of the PUC.	SUN-GAZETTE LLC Sworn to and subscribed before me The May of June 20 18 COMMUNIVEALTH OF PERINSYLVANIA NOTARIAL SEAL BETH A MILLER NOTARY Public CITY OF WILLIAMSPORT, LYCOMING COUNTY My Commission Expires Apr 18, 2020
Commission ("PLC") for a license to provide natural gas supply services as (1)	400 North Street, Harris- burg, PA 17120. You should send copies of any protest to Competitive En-	STATEMENT OF ADVERTISING COSTS
a suppler of natural pas- and (2) a brokenmanoter engaged in the business	protest to Competitive En- ergy Services (LC at the addrese listed below.	To the Sun-Gazette LLC. Dr.:
of providing natural gas services. Competitive En-	Competitive Energy	For publishing the notice attached
tion with the PUC for a	Services, LLC 148 Middle Street, Suite 500	Hereto on the above state dates
to supply electric- ty or electric generation	Portland, ME 04101 Phone -(207) 772-6190	Probated same\$
services as (1) a genera- tor and supplier of electric power, (2) a	Pint- (888) 743-4968	Total\$310.84
broker/marketer engaged in the business of supply-	PUBLISHER'S REC	CEIPT 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

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

COMPETITIVE 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 (1 + 1) + (2 + 1) + (

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 1264226 Member, Pennsylvania Association of Notaries PENNSYLVANIA PUBLIC UTILITY COMMISSION NOTICE

Approach to Offer, Render, or Furnish Services as a Supplies, Aggregata, Markutr/Broker Engaged In The Business Of Supplying Natural Oca Supply Services and Electricity Supply or Electric Generation Services, Io The Public In The Commonwealth Of Pennsylvania.

Competitive Rasergy Services, LLC will be filing an application with the Pornsylvania Public Utility Commission ("PUC") for a license to provide natural gas supply services as (1) a supplier of natural gas, and (2) a broken/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 broken/marketer engaged in the business of supplying electricity, and (3) an aggregator engaged in the business of supplying electricity. Benny title Rasergy Services, LLC will also be filing an application with the PUC for a license to supply electricity or electric power, (2) a broken/marketer engaged in the business of supplying electricity. Competitive Rasergy Services, LLC proposes to sell electricity, natural gas, and telated services in throughout all of Pennsylvania under 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 Rnergy Services, LLC may be filed within 15 days of the date of this notice with the Secretary of the PUC, 400 North Street, Hamisburg, PA 17120. You should send copies of any protest to Competitive Rnergy Services LLC is the address listed below.

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

Appendix G

No.

### **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 <u>K. Flaherty</u>, 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.

	- <b>`</b> `	
		COPY OF NOTICE OR PUBLICATION
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	- Journey	FUBLIC UTLITY COMMISSION
	PG Publishing Company	NONCE
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	Elizabeth R. Chmura, Notary Public	Communities of the second seco
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	Member, Pennsylvania Association of Notaries	
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	STATEMENT OF ADVERTISING COSTS	services as (1) a permanent
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	Portland, Maine 04101	Supplying electricity, and
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		to the recharge or General

### **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 - 60

Norther - (2007) 77 Natur (1946) 740

1005110

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

By

Attorney For

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 Se

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

1 8: Notary Public

My Commission Expires:

COMMONWEALTH OF PERINEYLVANIA

NOTARIAL SEAL CINEY JAQUBOWSKI, Notary Public City of Philadelphia, Phila, County My Commission Expires November 35, 2000

#### **Copy of Notice of Publication**

PUBLIC UTLITY COMMISSION NOTICE Applications of Computitive Idnergy Services, LLC Por Approval 10. Offer, Render, or Furnish Bervices as a Suppler, Aggrugster, Marketer/ Brotw. Engaged in The Business Of Supplying Natural Gas. Supply Services and Electricity Supply of Electric Generation Services, To The Public in The Commonwealth Of Perneytvania. Computitive Energy Services (LC will be filing an application with the Penneytvania Public Utlity Competitive Services (LC will be filing an application with the Penneytvania Public Utlity Competitive Services (LC will be filing an application with the Penneytvania Public Utlity Competitive Services (LC will be filing an application with the Penneytvania Public Utlity Competitive Services (LC will be filing an application with the PUC for a network year and (Services (LC will be filing an application with the PUC for a filing the subset of providing instructions (LC will also be filing an application with the PUC for a loonse to apply Services (LC will be provided in the business of supplying section), or sector generation services (section), or sector generation services (section), a supplier, of in approach and appled in the business of supphing sectors (LC propose) to set identifity, and (S) and approach and the provisions of the sectors of the review the Beerricity Competitive Competition Acti and Competition Act. The PUC may consider the provisions of the sectors of the physical context of the sectors of the sectors of the physical context of the sectors of the sectors of the physical context of the sectors of the sectors of the physical context of the sectors of the physical context of the sectors of the sectors of the physical context of the sectors of the sectors of the physical context of the sectors of the sectors of the physical context of the sectors of the sectors of the physical context of the sectors of the sectors of the physical context

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## Appendix G The Patriot News LEGAL AFFIDAVIT

AD#: 0008679089

Commonwealth of Pennsylvania,) ss County of Cumberland)

Donna Maldonado being duly swom, 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 Patrict News 08/26/2018

INDRAND Principal Clerk of the Publisher

Sworn to and subscribed before me this 28th day of June 2018

Notary Public

PENNSYLVANIA PUBLIC UTILITY COMMISSION NOTICE Applications of <u>Competitive Energy</u> Services, LLC For Approval to Offer, Render, or Furnish Services as a

Render, or Furnish Services as a Supplier, Aspreadar, 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. Compatilive 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 business of providing natural assumption in the services. Competitive Energy Services, LLC will also be filling an application with the PUC for a locase to supply electricity or electric generation services as (1) a generator and supplier al 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 sos, and related services in throughout all of Pennsylvania under the provisions of the new Natural Gas Choice and Competition Act and the Electricity 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 RUC 400 North Secret the PUC, 400 North Street, Harrisburg, PA 17120. You should send caples of any protest to Competitive Energy Services LLC of the address listed below.

ow. Competitive Energy Services, LLC 148 Aktdie Streef, Suite 500 Portiand, ME 04101 Phone -(207) 772-4190 Fax: (846) 743-4768

COMMONWEALTH OF PENNSYLVANIA NOTARIAL SEAL

Crystal B. Rosensteel, Notary Public Susquehanne Twp., Dauphin County My Commission Expires June 27, 2020 MEMBER, PENINSYLVANIA ASSOCIATION OF NOTARIES PROOF OF PUBLICATION in THE ERIE TIMES-NEWS

### COMBINATION EDITION

Competitive Energy Service 148 Middle Street Suite 500 Portland ME 04101	s LLC	
REFERENCE: 96256 3 PUC Notice	21238	
STATE OF PENNSYLVANIA COUNTY OF ERIE ) SS: Brenda L. Learn, being duly says that: (1) he/she is a det Times Publishing Company of Publication on behalf of the whose principal place of bus 205 W. 12th Street, Erie, Pe publishes the Erie Times-Net 2, 2000, a daily newspaper of and published at Erie, Erie C (3) the subject notice or adve published in the regular edition newspaper on the date(s) re Affiant further deposes that authorized by the TPC, own Erie Times-News, to verify the under oath, and affiant is no subject matter of the aforesa advertisement, and that all a foregoing statement as to tim character of publication are	sworn, deposes and signated agent of the (TPC) to execute Proofs the TPC; (2) the TPC, siness is at nnsylvania, owns and ws, established October of general circulation, County Pennsylvania; ertisement, was on(s) of said ferred to below. he/she is duly er and publisher of the ne foregoing statement t interested in the aid notice or illegations in the ne, place and	PERNISTIVANIA PUBLIC UTILITY COMMISSION MOTICE Applications of Competitive Energy Services, LLC, by Approved to Offer, Render, on Public Services as Energy Services, LLC, by Approved to Offer, Render, on Public Services applier, Aggregating, MerndererBrocker, En- giged In The Business Of Surpliving Natural Gas Surply Services and Electricity Supply or Electric Concention Services, ID: The Public In The Commonwealth Of PernityNenia Competitive Energy Services, LLC will be filling an application with the PernityNenia Public Ulliny Commission ("PICC) force logence to provide natural gas supply services is (1), a supplier of natural gas, and (2) a broker/ marketer engaged in the business of providing natural gas, and (2) a broker/ marketer engaged in the business of providing natural gas, and (2) a broker/ marketer engaged in the business of providing natural gas, and (2) a broker/ in the Business Of Surpliving Services, LLC will be filling in the business of supplying electricity or electric generation services as (1) a generation and supply descriticity or electric generation services, LC proposed in the business of supplying electricity Competitive Energy Services, LLC proposed in the function and suppling of descriticity or electric generations, arrives as (1) a generation of supplying electricity competitive Energy Services, LLC proposed in the function pring electricity. Competitive Energy Services, LLC proposed in the function of the pring services of the new Yatural Gas Choice and Competition Act and the Electricity Generation Cusince and Competition Act and the Berticity Generation Competitive Energy Services and Competition Act and the Electricity Generation Competitive and Competition Act and the Electricity Generation Cusince and Competition Act and the
PUBLISHED ON: 06/21/18		The PUC may consider this application without a hearing. Protests, directed to the technical or financial fitness of Competitive Rearry 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 juid copies of any protest to Competitive Rearry Services LLC at the addition listed below.
TOTAL COST: \$543.00	AD SPACE: 0 Lines	Competitive Energy Services, ILC 148 Middle Street, Satte 500
FILED ON: 06/21/18		Pariland, MB 04101 Phone - (207) 772-6190 Par: (866) 743-4968

Sworn to and subscribed before me this

Affiant: NOTARY: Vine

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**

# RECEIVED

### JUL 26 2018

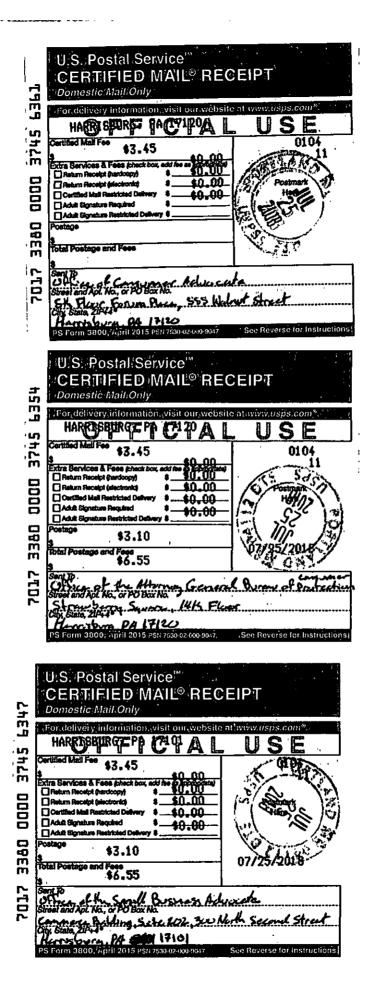
PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

- Confidential Documents
- Statutory Agencies
- EDC's

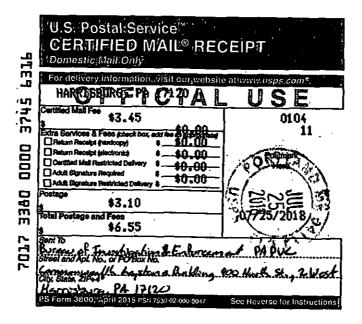
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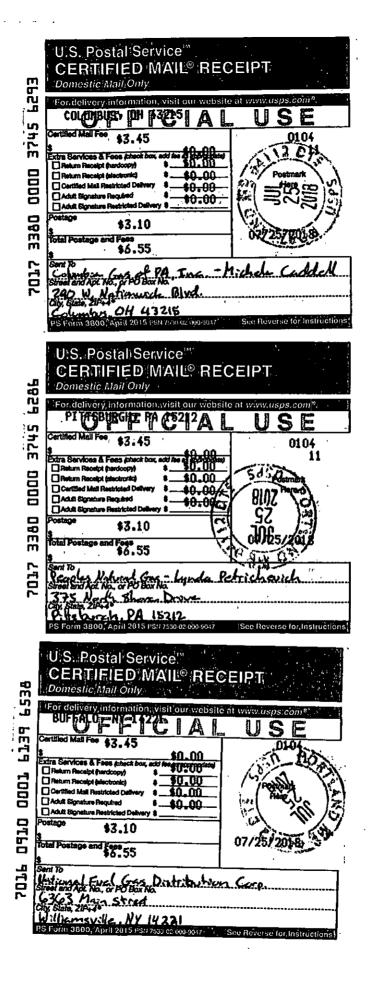
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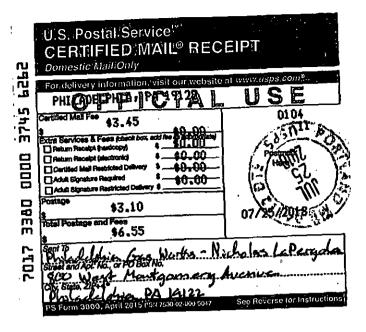


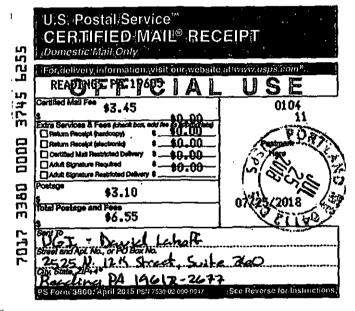


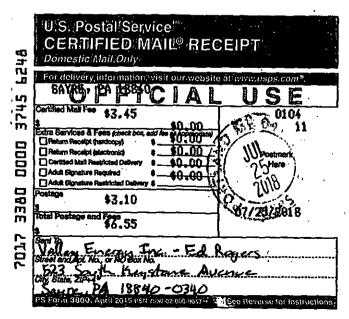
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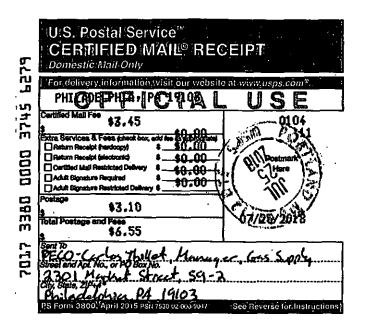














Competitive Energy Services 148 Middle Street, Suite 500 Portland, ME 04101





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