



April 8, 2019

Ms. Rosemary Chiavetta, Secretary
Pennsylvania Public Utility Commission
400 North Street
Harrisburg, PA 17120

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APR 11 2019

RE: Sustainable Energy Services Gas Broker Application

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

Dear Ms. Chiavetta:

We received your letter explaining that our application was submitted using an outdated form. I apologize for this. Please see the enclosed application submitted on the correct form as revised on 2/19/19.

Thank you,

A handwritten signature in black ink, appearing to read 'Tom Sherman', with a long horizontal flourish extending to the right.

Tom Sherman

BEFORE THE PENNSYLVANIA PUBLIC UTILITY COMMISSION

Application of Sustainable Energy Services, Inc., for approval to offer, render, furnish, or supply natural gas supply services as a(n) fas specified in item #4b below 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:

Sustainable Energy Services, Inc.
24700 Center Ridge Road, Suite 390, Westlake, Oh 44145
<http://www.sustainable-energy-services.com>
(440)-773-5044

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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.

Edward Chambers
The Chambers Group
653 Clovelly Lane
Devon, PA 19333
(o) 610-293-9744
(m) 610-212-3894
ed.chambers@mindspring.com

- 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.

Tom Sherman, President
24700 Center Ridge Road, Suite 390, Westlake, Oh 44145
T: (440)-773-5044 F: (888)-508-9657
tom@sustainable-energy-services.com

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

Gregory O'Brien, Esq.
Cavitch Familo & Durkin
1300 East 9th Street
Cleveland, Ohio 44114
P: 216-472-4621
F: 216-621-3415
gobrien@cavitch.com

- e. **CONTACTS FOR CONSUMER SERVICE AND COMPLAINTS:** Provide the name, title, address, telephone number, fax number, and e-mail OF THE PERSON AND AN ALTERNATE PERSON (2 REQUIRED) responsible for addressing customer complaints. These persons will ordinarily be the initial point(s) of contact for resolving complaints filed with the Applicant, the Natural Gas Distribution Company,

the Pennsylvania Public Utility Commission, or other agencies. The main contact's information will be listed on the Commission website list of licensed NGSS.

*Tom Sherman, President
24700 Center Ridge Road, Suite 390, Westlake, Oh 44145
T: (440)-773-5044 F: (888)-508-9657
tom@sustainable-energy-services.com*

*Laura Zittnan Sherman, CEO
24700 Center Ridge Road, Suite 390, Westlake, Oh 44145
T: (440)-665-9491 F: (888)-508-9657
laura@sustainable-energy-services.com*

2. BUSINESS ENTITY FILINGS AND REGISTRATION

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

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

Provide a copy of the Applicant's filing with Pennsylvania's Department of State Pursuant to 54 Pa. C.S. §311.

Or

X The Applicant will not be using a fictitious name.

b. BUSINESS ENTITY AND DEPARTMENT OF STATE FILINGS:

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

The Applicant is a sole proprietor.

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

Or

The Applicant is a:

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

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

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

OR

The Applicant is a:

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

- Provide proof of compliance with appropriate Department of State filing requirements as indicated above.

See Exhibit A

- Provide the state in which the business is incorporated/organized/formed and provide a copy of the Applicant's charter documentation.

-Sustainable Energy Services, Inc. is an Ohio corporation. See Exhibit B

- Give name and address of officers.

- *Laura Zittnan Sherman, CEO*
- *Thomas Sherman, President*
- *24700 Center Ridge Road, Suite 390*
- *Westlake, OH 44145*

3. AFFILIATES AND PREDECESSORS

(both in state and out of state)

- a. AFFILIATES:** Give name and address of any affiliate(s) currently doing business and state whether the affiliate(s) are jurisdictional public utilities. If the Applicant does not have any affiliates doing business, explicitly state so. Also, state whether the applicant has any affiliates that are currently applying to do business in Pennsylvania.

The Applicant does have one affiliate. In Illinois, Growth Dynamics Corporation is 100% owned by Laura and Thomas Sherman. Sustainable Energy Services is a d/b/a under Growth Dynamics Corporation. We have no affiliates applicable to business in PA.

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.

The Applicant does not have any predecessors.

4. OPERATIONS

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

SES is a 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.

X 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
- X Other. a broker/marketer engaged in the business of selling electric generation supply services

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
- X Broker/Marketer engaged in the business of supplying natural gas services
 - X 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.

We intend to provide electric and natural gas brokering, energy efficiency auditing, and demand response services to non-residential customers throughout the state.

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

- | | |
|--|---|
| <input type="checkbox"/> Columbia | <input type="checkbox"/> Peoples Gas Company |
| <input type="checkbox"/> National Fuel Gas | <input type="checkbox"/> Philadelphia Gas Works |

- PECO
- Peoples Natural Gas Company
- Peoples Natural Gas – Equitable Div

- UGI Utilities – Gas Division
- Valley Energy

X All of the above

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

- Residential Customers
- X 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)**
- X Large Commercial Customers - (6,000 Mcf or more annually)
- X Industrial Customers
- X Governmental Customers
- All of above (Except Mixed Meter)
- Other (Describe):

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

May 1, 2019

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.

*Cuyahoga Court of Common Pleas
Cleveland, Ohio*

Case: CV-15-842369 (Closed)

Case Caption: NORTH SHORE ENERGY vs. LAURA SHERMAN, ET AL

During March 2015, North Shore Energy filed for temporary and permanent injunctive relief against Laura Sherman, Thomas Sherman and Sustainable Energy Services. The court denied all of North Shore Energy's claims against the Sherman's and Sustainable Energy Services. The parties settled the case December 30, 2015.

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

The parties settled. Case is closed.

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. **Applicant should also include if it had a Pennsylvania PUC EGS or**

NGS license previously cancelled by the Commission. If the Applicant has no actions or complaints to list, explicitly state such.

The Applicant has no actions or complaints to list.

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

6. PROOF OF SERVICE

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

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

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.

| | |
|---|---|
| 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 | |
| Peoples Natural Gas Company LLC – Equitable Division Carol Scanlon 375 North Shore Drive Pittsburgh, PA 15212 PH: 412.208.6931 | National Fuel Gas Distribution Corp. Joanne E. Maciok 6363 Main Street Williamsville, NY 14221 PH: 716.857.7670 FAX: 716.857.7479 |

| | |
|---|---|
| FAX: 412.208.6577 e-mail: Carol.Scanlon@peoples-gas.com | e-mail: maciokj@natfuel.com |
| Peoples Natural Gas Company LLC Carol Scanlon 375 North Shore Drive Pittsburgh, PA 15212 PH: 412.208.6931 FAX: 412.208.6577 e-mail: Carol.Scanlon@peoples-gas.com | PECO Carlos Thillet, Manager, Gas Supply and Transportation 2301 Market Street, S9-2 Philadelphia, PA 19103 PH: 215.841.6452 Email: carlos.thillet@exeloncorp.com |
| Peoples Gas Company LLC Carol Scanlon 375 North Shore Drive Pittsburgh, PA 15212 PH: 412.208.6931 FAX: 412.208.6577 e-mail: Carol.Scanlon@peoples-gas.com | Philadelphia Gas Works Ryan Reeves, Director Supply Transportation & Control 800 West Montgomery Avenue Philadelphia, PA 19122 PH: 215.787.5103 email: pgwchoicesupply@pgworks.com |
| Valley Energy Inc. Ed Rogers 523 South Keystone Avenue Sayre, PA 18840-0340 PH: 570.888-9664 FAX: 570.888.6199 email: erogers@ctenterprises.org | UGI Utilities, Inc. – Gas Division David Lahoff 2525 N. 12 th Street, Suite 360 Reading, PA 19612-2677 PH: 610.796.3520 Email: 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. The contact information is located in Section 6.b.
- 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.
 - *Applicant is a single location business with two owners. Associates are comprised of sub-contractors who provide sales leads or administrative support.*

- Published Applicant or parent company financial and credit information (i.e. 10Q or 10K). (SEC/EDGAR web addresses are sufficient)

N/A

- Applicant's accounting statements, including balance sheet and income statements for the past two years.

See Exhibit E – Confidential

- 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.

- *See Exhibit F – Confidential*

- 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.

-Sustainable Energy Services carries a \$5 million General Liability Policy.

- Audited financial statements exhibiting accounts over a minimum two year period.

- *As a small business, we do not have audited financial statements. However, our financial statements are compiled by our CPA firm shown in Section 7. e. each year. Under Confidential Cover, 2017 has been compiled and is included in this application. 2018 has been included but has not yet been compiled by our CPA. See Exhibit E.*

- Bank account statement, tax returns from the previous two years, or any other information that demonstrates Applicant's financial fitness.

Under Confidential Cover, we have included two years of financial statements covering 2017 and 2018, credit report, and insurance information. As a small business, we believe we have provided sufficient financial information thus far to adequately demonstrate our firm's financial fitness.

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

The Applicant is operating as a Broker/Marketer only.

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

Fees will be collected in one of two ways based on customer preference. First, through a margin added to the product price. Sustainable Energy Services stipulates the margin to be remitted by the supplier in the initial request for pricing document that is submitted to each supplier participating in the RFP. The second fee collection method is through consulting fees.

- 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.

*Chris Kuhns, CPA, principal
Kuhns & Associates
9700 Rockside Road, Suite 350
Cleveland, OH 44125
T: (216)-573-7395
F: (216)-573-7370
ckuhns@kuhnscpa.com*

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

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

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

8. TECHNICAL FITNESS:

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

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

- Applicant's previous experience in the natural gas industry.

Thomas Sherman spent four (4) years in the energy consulting group at FirstEnergy, four (4) years as a founder & director at PCX Energy Services and is founder and president of SES. He holds a C.E.M., C.E.A. and C.D.S.M. from the Association of Energy Engineers and has completed over 300 energy audits for large and small C&I customers. Tom is a regular presenter at the World Energy Engineering Congress, GlobalCON, Annual Ohio Energy Conference. He also sits on the Energy Policy Board of Advanced Energy Economy Ohio and the Environmental Task Force of the Ohio Grocers Association.

Laura Sherman spent six (6) as a director of business development for a leading Ohio energy broker before joining SES in 2014. She holds the C.E.P. from the Association of Energy Engineers and has brokered/managed over 240 MWh of electric power and 190,000 MCF of natural gas for small & large C&I, municipal, K-12, university, and faith based customers.

- Summary and proof of licenses as a supplier of natural gas services in other states or jurisdictions.

SES is currently licensed in Ohio for natural gas (15-427G)

- Type of customers and number of customers Applicant currently serves in other jurisdictions.

SES currently serves roughly 300 non-residential customers in OH, PA, IL, MD, MA, FL, TX, MI, & TN. Services for each customer may include electric and/or natural gas purchasing, energy efficiency consulting, demand response, energy project management, energy tracking, bill auditing, energy modeling or other related energy services.

- Staffing structure and numbers as well as employee training commitments.

Laura and Thomas Sherman are the owners of SES and the only full-time employees in the business. We are assisted independent sales professionals and by sub-contractors who provide a range of support services. All required training is provided either by Tom and Laura, or through participation in webinars, supplier training sessions and energy conferences.

- Business plans for operations within the Commonwealth.
- *SES currently serves customers in PA on a consulting basis and as a broker of electric generation supply (A-2017-2608070). Our customers are asking us to also help them with natural gas supply. Therefore, we are seeking a license to act as a broker of natural gas for these customers. We plan to expand our services within the Commonwealth through customer referrals, speaking engagements, and direct marketing.*
- Any other information appropriate to ensure the technical capabilities of the Applicant.

b. PROPOSED MARKETING METHOD (check all that apply)

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

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

- Yes
- No

If yes, will the Applicant be using verification procedures?

- Yes
- No

If yes, describe the Applicant's verification procedures.

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

Marketing materials and sales messaging will be reviewed by owners first before being given to subcontractors or employees to use with current and potential customers. Owners will review each sale as well.

- 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.

Laura Zittnan Sherman, CEO see Exhibit G

Thomas Sherman, President see Exhibit H

9. DISCLOSURE STATEMENT:

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

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

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

10. VERIFICATIONS, ACKNOWLEDGEMENTS, AND AGREEMENTS

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

X AGREED

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

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

X 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.

X AGREED

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

X ACKNOWLEDGED

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

X AGREED

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

X AGREED

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

X AGREED

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

X AGREED

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

X - PAYMENT ENCLOSED

11. AFFIDAVITS
(All affidavits must be notarized before filing.)

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

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 | | | X | | | |
| PECO | | | X | | | | |
| Peoples - Equitable | X | | | X | | | |
| Peoples Natural Gas | X | | | X | | | X |
| Peoples Gas Company | | | | X | | | |
| Philadelphia Gas Works | | | X | | | | |
| UGI Utilities – Gas Div. | X | X | X | X | X | X | X |

| | | | | | | | |
|---------------------|---|---|---|---|---|---|---|
| Valley Energy | | | | | X | X | |
| Entire Commonwealth | X | X | X | X | X | X | X |

(Example Publications are provided at Appendices F and G)

13. SIGNATURE

Applicant: 
 By: Thomas Sherman
 Title: President

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APR 11 2019

PA PUBLIC UTILITY COMMISSION
 SECRETARY'S BUREAU

14. CHECKLIST

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

Applicant: Sustainable Energy Services, Inc.

| | | |
|---|--|---|
| ✓ | Signature | ✓ |
| ✓ | Filing Fee (ONLY CERTIFIED CHECK OR MONEY ORDER) | ✓ |
| ✓ | Application Affidavit | ✓ |
| ✓ | Operations Affidavit | ✓ |
| ✓ | Proof of Publication | ✓ |
| ✓ | Tax Certification Statement | |
| ✓ | Commonwealth Department of State Verification | ✓ |
| ✓ | Certificate of Service | ✓ |

Applicant's Use

PUC Secretary's Bureau Use

Appendix A

APPLICATION AFFIDAVIT

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APR 11 2019

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

State of Ohio:

ss.

County of Cuyahoga:

Thomas Sherman, Affiant, being duly affirmed according to law, deposes and says that:

He is the President of Sustainable Energy Services, Inc.["Applicant"];

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

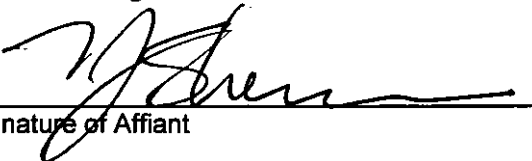
That the Applicant herein Sustainable Energy Services has the burden of producing information and supporting documentation demonstrating its technical and financial fitness to be licensed as a natural gas supplier pursuant to 66 Pa. C.S. § 2208 (c)(1).

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

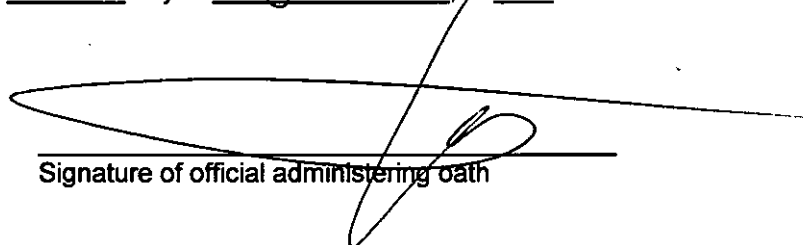
That the Applicant herein Sustainable Energy Services acknowledges that it is under a duty to update information provided in answer to questions on this application and contained in supporting documents.

That the Applicant herein Sustainable Energy Services 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 8 day of April, 2019.

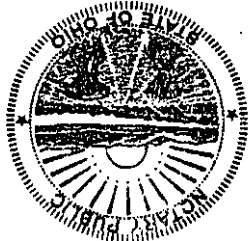

Signature of official administering oath

My commission expires 11-27-2022



WILLIAM D KIRKWOOD JR
Notary Public, State of Ohio
My Comm. Expires Nov. 27, 2022
Recorded in Cuyahoga County

WILLIAM D KIRKWOOD JR
Notary Public, State of Ohio
My Comm. Expires Nov. 27, 2022
Recorded in Cuyahoga County



Appendix B

RECEIVED

APR 11 2019

OPERATIONS AFFIDAVIT

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

State of Ohio:

SS.

County of Cuyahoga:

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

He is the President (Office of Affiant) of Sustainable Energy Services, Inc.
(Name of Applicant);]

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

That Sustainable Energy Services, Inc., the Applicant herein, acknowledges that [Applicant] 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 Sustainable Energy Services, Inc., the Applicant herein, asserts that [he/she/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 Sustainable Energy Services, Inc., 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.

Appendix B (Continued)

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

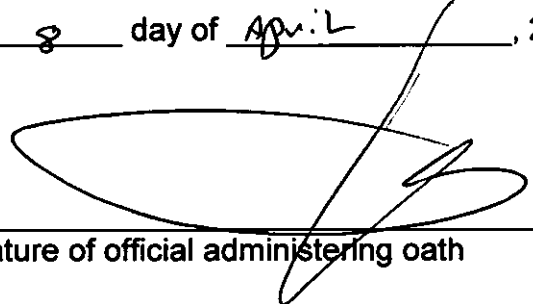
That the Applicant agrees to provide all consumer education materials and information in a timely manner as requested by the Office of Communications or other Commission bureaus. Materials and information requested may be analyzed by the Commission to meet obligations under applicable sections of the 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 8 day of April, 2019.



Signature of official administering oath

My commission expires 11-27-2022.



WILLIAM D KIRKWOOD JR
Notary Public, State of Ohio
My Comm. Expires Nov. 27, 2022
Recorded in Cuyahoga County



AD#: 0009035883

Commonwealth of Pennsylvania,) ss
County of Cumberland)

Victoria Soto being duly sworn, deposes that he/she is principal clerk of PA Media Group; that The Patriot News is a public newspaper published in the city of Mechanicsburg, with general circulation in Cumberland and Dauphin and surrounding counties, and this notice is an accurate and true copy of this notice as printed in said newspaper, was printed and published in the regular edition and issue of said newspaper on the following date(s):

The Patriot News 02/19/2019

Victoria Soto

Principal Clerk of the Publisher

Sworn to and subscribed before me this 20th day of February 2019

Notary Public

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

PENNSYLVANIA
PUBLIC UTILITY COMMISSION
NOTICE

Application of Sustainable Energy Services, Inc. for Approval to Offer, Render, or Furnish Services as a Supplier, Aggregator, and Marketer/Broker Engaged in The Business of Supplying Natural Gas Supply Services To The Public in The Commonwealth of Pennsylvania.

Sustainable Energy Services, Inc. will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to provide natural gas supply services as a broker/marketer engaged in the business of providing natural gas services. Sustainable Energy Services, Inc. proposes to sell natural gas and related services throughout the entire commonwealth under the provisions of the Natural Gas Choice and Competition Act.

The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Sustainable Energy Services, Inc. may be filed within 15 days of the date of this notice with the Secretary of the PUC, P.O. Box 3265, Harrisburg, PA 17105-3265. You should send copies of any protest to Sustainable Energy Services, Inc. attorney at the address below.

By and through Counsel:
Gregory O'Brien, Esq.
Covitch, Familo & Durkin
1300 E. 9th Street, Suite 2000
Cleveland, Ohio 44114
Phone: (216) 621-7860
Fax: (216) 621-3415.

RECEIVED

APR 11 2019

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

PROOF OF PUBLICATION
In
THE ERIE TIMES-NEWS
COMBINATION EDITION

Sustainable Energy Services, Inc.
24700 Center Ridge Road Suite 390
Westlake OH 44145

REFERENCE: 93943 352067
PUC Notice

STATE OF PENNSYLVANIA)
COUNTY OF ERIE) SS:

Jennifer L. Trott, being duly sworn, deposes and says that: (1) he/she is a designated agent of the Times Publishing Company (TPC) to execute Proofs of Publication on behalf of the TPC; (2) the TPC, whose principal place of business is at 205 W. 12th Street, Erie, Pennsylvania, owns and publishes the Erie Times-News, established October 2, 2000, a daily newspaper of general circulation, and published at Erie, Erie County Pennsylvania; (3) the subject notice or advertisement, a true and correct copy of which is attached, was published in the regular edition(s) of said newspaper on the date(s) referred to below. Affiant further deposes that he/she is duly authorized by the TPC, owner and publisher of the Erie Times-News, to verify the foregoing statement under oath, and affiant is not interested in the subject matter of the aforesaid notice or advertisement, and that all allegations in the foregoing statement as to time, place and character of publication are true.

PUBLISHED ON: 02/20/19

TOTAL COST: \$476.00 AD SPACE: 0 Lines

FILED ON: 02/20/19

PENNSYLVANIA
PUBLIC UTILITY COMMISSION
NOTICE

Application of Sustainable Energy Services, Inc. for Approval to Offer, Render, or Furnish Services as a Supplier, Aggregator, and Marketer/ Broker Engaged In The Business of Supplying Natural Gas Supply Services To The Public In The Commonwealth of Pennsylvania.

Sustainable Energy Services, Inc. will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to provide natural gas supply services as a broker/marketer engaged in the business of providing natural gas services. Sustainable Energy Services, Inc. proposes to sell natural gas and related services throughout the entire commonwealth under the provisions of the Natural Gas Choice and Competition Act.

The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Sustainable Energy Services, Inc. may be filed within 15 days of the date of this notice with the Secretary of the PUC, P.O. Box 3265, Harrisburg, PA 17105-3265. You should send copies of any protest to Sustainable Energy Services, Inc. attorney at the address below.

By and through Counsel: Gregory O'Brien, Esq.

Cavitch, Familo & Durkin
1300 E. 9th Street, Suite 2000
Cleveland, Ohio 44114
Phone: (216) 621-7860
Fax: (216) 621-3415

EP-352067

Sworn to and subscribed before me this 20th day of February 2019

Affiant: Jennifer L. Trott
NOTARY: Barbara J. Moore

COMMONWEALTH OF PENNSYLVANIA
NOTARIAL SEAL
Barbara J. Moore, Notary Public
City of Erie, Erie County
My Commission Expires March 23, 2020
MEMBER: PENNSYLVANIA ASSOCIATION OF NOTARIES

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

SUSTAINABLE ENERGY SERVICES INC
TOM SHERMAN
24700 CENTER RIDGE ROAD, STE 3 WESTLAKE OH 44145

Account # 632789
Order # 82309794
Ad-Price: 246.60

LEGAL NOTICE PENNSYLVANIA

Ann Marie Fortese

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

02/19/2019

Affiant further deposes and says that neither the affiant nor The Scranton Times is interested in the subject matter of the aforesaid notice or advertisement and that all allegations in the foregoing statement as time, place and character or publication are true Ann Marie Fortese

Sworn and subscribed to before me
this 19th day of February A.D., 2019

Sharon Venturi

(Notary Public)

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

LEGAL NOTICE

PENNSYLVANIA PUBLIC UTILITY COMMISSION NOTICE

Application of Sustainable Energy Services, Inc. for Approval to Offer, Render, or Furnish Services as a Supplier, Aggregator, and Marketer/ Broker Engaged in The Business of Supplying Natural Gas Supply Services To The Public in The Commonwealth of Pennsylvania.

Sustainable Energy Services, Inc. will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to provide natural gas supply services as a broker/marketer engaged in the business of providing natural gas services. Sustainable Energy Services, Inc. proposes to sell natural gas and related services throughout the entire commonwealth under the provisions of the Natural Gas Choice and Competition Act.

The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Sustainable Energy Services, Inc. may be filed within 15 days of the date of this notice with the Secretary of the PUC, P.O. Box 3265, Harrisburg, PA 17105-3265. You should send copies of any protest to Sustainable Energy Services, Inc. attorney at the address below.

By and through Counsel:
Gregory O'Brien, Esq.
Cavitch, Familo & Durkin
1300 E. 9th Street, Suite 2000
Cleveland, Ohio 44114
Phone: (216) 621-7860
Fax: (216) 621-3415

Proof of Publication of Notice in Pittsburgh Post-Gazette

Under Act No 587, Approved May 16, 1929, PL 1784, as last amended by Act No 409 of September 29, 1951

Commonwealth of Pennsylvania, County of Allegheny, ss K. Flaherty, being duly sworn, deposes and says that the Pittsburgh Post-Gazette, a newspaper of general circulation published in the City of Pittsburgh, County and Commonwealth aforesaid, was established in 1993 by the merging of the Pittsburgh Post-Gazette and Sun-Telegraph and The Pittsburgh Press and the Pittsburgh Post-Gazette and Sun-Telegraph was established in 1960 and the Pittsburgh Post-Gazette was established in 1927 by the merging of the Pittsburgh Gazette established in 1786 and the Pittsburgh Post, established in 1842, since which date the said Pittsburgh Post-Gazette has been regularly issued in said County and that a copy of said printed notice or publication is attached hereto exactly as the same was printed and published in the _____ regular _____ editions and issues of the said Pittsburgh Post-Gazette a newspaper of general circulation on the following dates, viz:

25 of February, 2019

Affiant further deposes that he/she is an agent for the PG Publishing Company, a corporation and publisher of the Pittsburgh Post-Gazette, that, as such agent, affiant is duly authorized to verify the foregoing statement under oath, that affiant is not interested in the subject matter of the afore said notice or publication, and that all allegations in the foregoing statement as to time, place and character of publication are true.

K. Flaherty

PG Publishing Company

Sworn to and subscribed before me this day of:
February 25, 2019

Elizabeth R. Chmura

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

STATEMENT OF ADVERTISING COSTS
Sustainable Energy Services, Inc
24700 Center Ridge Road, Suite 3
Westlake Ohio 44145

To PG Publishing Company

Total ----- \$387.50

Publisher's Receipt for Advertising Costs

PG PUBLISHING COMPANY, publisher of the Pittsburgh Post-Gazette, a newspaper of general circulation, hereby acknowledges receipt of the aforesaid advertising and publication costs and certifies that the same have been fully paid.

Office
2201 Sweeney Drive
CLINTON, PA 15026
Phone 412-263-1338

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

By _____

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

COPY OF NOTICE OR PUBLICATION

PENNSYLVANIA PUBLIC UTILITY COMMISSION NOTICE
Application of Sustainable Energy Services, Inc. for Approval to Offer, Render, or Furnish Services as a Supplier, Aggregator, and Market-er/Broker Engaged in The Business of Supplying Natural Gas Supply Services To The Public in The Commonwealth of Pennsylvania.
Sustainable Energy Services, Inc. will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to provide natural gas supply services as a broker/marketer engaged in the business of providing natural gas services. Sustainable Energy Services, Inc. proposes to sell natural gas and related services throughout the entire commonwealth under the provisions of the Natural Gas Choice and Competition Act. The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Sustainable Energy Services, Inc. may be filed within 15 days of the date of this notice with the Secretary of the PUC, P.O. Box 3265, Harrisburg, PA 17105-3265. You should send copies of any protest to Sustainable Energy Services, Inc. attorney at the address below.
By and through Counsel: Gregory O'Brien, Esq. Cavitch, Farnio & Durkin 1300 E. 9th Street, Suite 2000 Cleveland, Ohio 44114 Phone: (216) 621-7860 Fax: (216) 621-3415

**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:

Robert O. Rolley, Jr., 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:

February 21, 2019


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

**PENNSYLVANIA
PUBLIC UTILITY
COMMISSION
NOTICE**
Application of Sustainable Energy Services, Inc. for Approval to Offer, Render, or Furnish Services as a Supplier, Aggregator, and Marketer/Broker Engaged in The Business of Supplying Natural Gas Supply Services To The Public in The Commonwealth of Pennsylvania.
Sustainable Energy Services, Inc. will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to provide natural gas supply services as a broker/marketer engaged in the business of providing natural gas services. Sustainable Energy Services, Inc. proposes to sell natural gas and related services throughout the entire commonwealth under the provisions of the Natural Gas Choice and Competition Act.

The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Sustainable Energy Services, Inc. may be filed within 15 days of the date of this notice with the Secretary of the PUC, P.O. Box 3265, Harrisburg, PA 17105-3265. You should send copies of any protest to Sustainable Energy Services, Inc. attorney at the address below.

By and through Counsel:
Gregory O'Brien, Esq.
Cavitch, Familo & Durkin
1300 E. 9th Street,
Suite 2000
Cleveland, Ohio 44114
Phone: (216) 621-7860
Fax: (216) 621-3415


SUN-GAZETTE LLC

Sworn to and subscribed before me
The 21st day of February 2019

COMMONWEALTH OF PENNSYLVANIA Notary Public

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

STATEMENT OF ADVERTISING COSTS

To the Sun-Gazette LLC, Dr.:

For publishing the notice attached

Hereto on the above state dates.....\$ 219.76

Probated same.....\$

Total.....\$ 219.76

PUBLISHER'S RECEIPT FOR ADVERTISING COSTS

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

SUN-GAZETTE LLC
BY Robert O. Rolley, Jr.

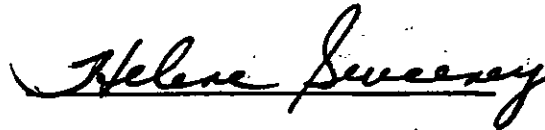
**Proof of Publication in The Philadelphia Daily News
Under Act. No 587, Approved May 16, 1929**

**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:

February 20, 2019

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.

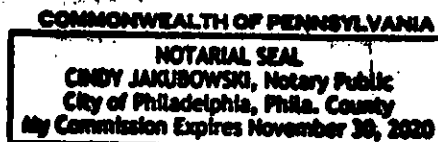


Sworn to and subscribed before me this 20th day of February, 2019.



Notary Public

My Commission Expires:



Copy of Notice of Publication

**PENNSYLVANIA
PUBLIC UTILITY COMMISSION
NOTICE**

Application of Sustainable Energy Services, Inc. for Approval to Offer, Render, or Furnish Services as a Supplier, Aggregator, and Marketer/Broker Engaged in The Business of Supplying Natural Gas Supply Services To The Public in The Commonwealth of Pennsylvania. Sustainable Energy Services, Inc. will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to provide natural gas supply services as a broker/marketor engaged in the business of providing natural gas services. Sustainable Energy Services, Inc. proposes to sell natural gas and related services throughout the entire commonwealth under the provisions of the Natural Gas Choice and Competition Act. The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Sustainable Energy Services, Inc. may be filed within 15 days of the date of this notice with the Secretary of the PUC, P.O. Box 3285, Harrisburg, PA 17105-3285. You should send copies of any protest to Sustainable Energy Services, Inc. attorney at the address below.
By and through Counsel: Gregory O'Brien, Esq.
Cavitch, Familo & Durkin
1300 E. 9th Street, Suite 2000
Cleveland, Ohio 44114
Phone: (216) 621-7860
Fax: (216) 621-3415

COMMONWEALTH OF PENNSYLVANIA }
County of Cambria } SS

**PENNSYLVANIA
PUBLIC UTILITY COMMISSION
NOTICE**

Application of Sustainable Energy Services, Inc. for Approval to Offer, Render, or Furnish Services as a Supplier, Aggregator, and Marketer/Broker Engaged in The Business of Supplying Natural Gas Supply Services To The Public in The Commonwealth of Pennsylvania.

Sustainable Energy Services, Inc. will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to provide natural gas supply services as a broker/marketer engaged in the business of providing natural gas services. Sustainable Energy Services, Inc. proposes to sell natural gas and related services throughout the entire commonwealth under the provisions of the Natural Gas Choice and Competition Act.

The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Sustainable Energy Services, Inc. may be filed within 15 days of the date of this notice with the Secretary of the PUC, P.O. Box 3265, Harrisburg, PA 17105-3265. You should send copies of any protest to Sustainable Energy Services, Inc. attorney at the address below.

By and through Counsel: Gregory O'Brien, Esq.
 Cavitch, Familo & Durkin
 1300 E. 9th Street, Suite 2000
 Cleveland, Ohio 44114
 Phone: (216) 621-7860
 Fax: (216) 621-3415

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On this 20th day of February A.D. 2019, before me, the subscriber, a Notary Public in and for said County and State, personally appeared Christine Marhefka, who being duly sworn according to law, deposes and says as Sales Manager / Major Accounts of the Tribune-Democrat, Johnstown, PA, a newspaper of general circulation as defined by the "Newspaper Advertising Act", a merger September 8, 1952, of the Johnstown Tribune, established December 7, 1853; and of the Johnstown Democrat, established March 5, 1863,

ounty of Cambria, and Commonwealth of Pennsylvania and ove matter published in said publication in the regular issues PA, on February 19, 2019; and that the Affiant is not vertising and that all of the allegations as to time, place and

Christie Marhefka

STATEMENT OF ADVERTISING COSTS

Signed and sworn to before me on
 20th day of February, 2019,
 by Christine Marhefka making the statement.

Vivian Ohs

| | |
|-------------------------------|---------------|
| 0.00 Lines @ \$2.50 per line | 0.00 |
| 6.5 Inches @ \$25.00 per inch | 162.50 |
| Notary Fee | 5.00 |
| Clerical Fee | 2.50 |
| Total Cost | 170.00 |

Commonwealth of Pennsylvania - Notary Seal
 Vivian Ohs, Notary Public
 Cambria County
 My commission expires December 6, 2020
 Commission number 1123017
 Member, Pennsylvania Association of Notaries

To The Tribune-Democrat, Johnstown, PA
 For publishing the notice or publication
 attached hereto on the above stated dates.

PUBLISHER'S RECEIPT FOR ADVERTISING COSTS

_____ for publisher of _____
 a newspaper of general circulation, hereby acknowledges receipt of the aforesaid
 and publication costs and certifies that the same has been duly paid.

 (Name of Newspaper)

By _____

COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF STATE

05/06/2017

TO ALL WHOM THESE PRESENTS SHALL COME, GREETING:

I DO HEREBY CERTIFY THAT,

Sustainable Energy Services, Inc.

is duly registered to do business under the laws of the Commonwealth of Pennsylvania and remains a registered Foreign Business Corporation 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.

RECEIVED

APR 11 2019

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU



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

Pedro A. Contes

Secretary of the Commonwealth

Certification Number: TSC170506110090-1

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

UNITED STATES OF AMERICA
STATE OF OHIO
OFFICE OF THE SECRETARY OF STATE

I, Jon Husted, do hereby certify that I am the duly elected, qualified and present acting Secretary of State for the State of Ohio, and as such have custody of the records of Ohio and Foreign business entities; that said records show SUSTAINABLE ENERGY SERVICES, INC., an Ohio corporation, Charter No. 2171182, having its principal location in Bay Village, County of Cuyahoga, was incorporated on February 4, 2013 and is currently in GOOD STANDING upon the records of this office.

RECEIVED

APR 11 2019

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU



Witness my hand and the seal of the Secretary of State at Columbus, Ohio this 19th day of March, A.D. 2015.

Jon Husted

Ohio Secretary of State

Validation Number: 201507801926

The Public Utilities Commission of Ohio
Ohio Competitive Retail Natural Gas Aggregator/Broker Certificate
Renewal

Issued pursuant to Case Number(s):
15-0486-GA-AGG

is
Ohio Competitive Retail Natural Gas Aggregator/Broker Certificate Number:
15-427G (2)

Granted to:
Sustainable Energy Services

Whose office or principal place of business is located at:
419 Dover Center Road, Suite 3, Bay Village, OH 44140

And is hereby certified to provide:
Retail Natural Gas Aggregator/Broker Services
within the state of Ohio, for a two-year period.

Certification Effective:
April 11, 2017 through April 11, 2019

The certification of Ohio competitive retail natural gas aggregators/brokers is governed by Chapter 4901:1-27 of the Ohio Administrative Code and section 4929.20 of the Ohio Revised Code.

This Certificate is revocable if all of the conditions set forth in the aforementioned case(s) as well as those under law, are not met.

Certified entity is subject to all rules and regulations of the commission, now existing or hereafter promulgated.

Witness the seal of the Commission affixed at Columbus, Ohio

Dated: **April 12, 2017**



By Order of
The Public Utilities Commission of Ohio
Tanowa M. Troupe
Barcy F. McNeal, Secretary
Tanowa M. Troupe, Acting Secretary
Felecia D. Burdett, Acting Secretary

Laura Sherman, C.E.P.

367 Walmar Drive
Bay Village, Ohio 44140

440.665.9491
laura@sustainable-energy-services.com

PROFILE

Innovative energy professional with deep knowledge of energy markets and products – electricity, natural gas and demand response. Areas of expertise include managing competitive RFP process, in-depth pricing analysis, financial impact statements, contract review and negotiation. Provide customers with detailed analysis, thorough problem solving and dedicated personal service.

EXPERIENCE

Chief Executive Officer, Owner
Sustainable Energy Services Incorporated
Westlake, OH 2015 – present

Founded in 2013, Sustainable Energy Services was one of the first energy consulting firms to combine energy purchasing and efficiency services. Serving all regions, SES is the advocate in all energy matters for clients in diverse industries, from manufacturing and retail to healthcare and education. SES is a woman-owned, client focused energy management firm offering customized solutions to customer problems.

In 2015, Laura created a new procurement services division for SES where she now directs the delivery of all client services and oversees procurement operations. She is responsible for the organization's leadership and long-term strategic direction.

- Leads sales team in identifying and reaching new markets in OH, MD, IL, TX, IL, NY and PA
- Conducts in-depth market analysis of retail natural gas and electricity industries
- Consults with customers to navigate complex deregulated energy marketplaces
- Leverages relationships with leading national energy suppliers to negotiate contracts
- Executes electricity and natural gas agreements, applying expertise in energy contract language
- Speaks regularly to audiences of industry leaders in energy and target markets. Recent engagements include the Ohio Fiscal Officers Association and OTCO

Director of Business Development
Independent Contractor
Bay Village, OH 2009 – 2015

Independent contractor responsible for lead generation and delivering closed contracts to Ohio based energy broker. Managed 170,000 MWh in electricity 215,000 MCF in natural gas and 40 MW of demand response for these customers. Monitored markets daily and provided market analysis to customers. Managed all phases of the procurement process – bill auditing, pricing analysis, contract review and negotiation, contract execution. Assisted customers in choosing the best product to match their load, considering risk tolerance and how they buy energy such as indexed products and pass through products. Provide customers with savings reports, budget projections and ongoing account management services.

EDUCATION

Certified Energy Procurement Professional, AEE, September 2013 Washington, D.C.

Bachelor of Arts, Business Management, Northeastern Illinois University
Dean's List, Alpha Chi Honor Society

Bachelor of Interior Design, Harrington Institute of Interior Design, University of Illinois/Chicago
Dean's List, James Scholar Society

RECEIVED

APR 11 2019

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

THOMAS SHERMAN C.E.M., C.E.A., C.D.S.M., C.C.A.S.S.

Tom@sustainable-energy-services.com
440-773-5044 (mobile)

367 Walmar Drive
Bay Village, Ohio 44140

Performance driven business owner with deep expertise in energy efficiency, operations management and waste reduction. Consistently delivered results in challenging situations by building strong relationships, creating and implementing effective strategies, and stream-lining processes.

EXPERIENCE**FOUNDER & PRESIDENT, Sustainable Energy Services, Inc. — Westlake, OH 2013 – present**

Sustainable Energy Services develops energy procurement and efficiency solutions for industrial and commercial companies. Services include energy purchasing, ASHRAE Level I, II, III Energy Audits, engineering energy projects, project management, post project measurement and verification, utility rebates, tax incentives, motor analysis, renewable energy, waste heat recovery and arc flash analysis.

- ◆ 250 million kWh and 230,000 MCF currently under management for non-residential customers
- ◆ Currently working with more than 300 industrial/commercial customers on various energy initiatives
- ◆ Completed audit of Siemens Performance Contract for 7,500 residential public housing units
- ◆ Developed and managed public bid process for LED project at public library
- ◆ Energy audits conducted identified an average of 38% in total energy savings and 24 energy efficiency measures
- ◆ Implemented waste heat recovery, lighting and compressed air solutions that saved 43% in total energy for customer
- ◆ Replaced 10.4 mmBtu boilers with infrared heating solution saving 40% in total heat energy for manufacturing plant
- ◆ Fixed flawed contractor installation on plant lighting project saving 60% in total energy and prevented massive rewiring recommended by contractor.
- ◆ Audited annual preventive maintenance service provided by HVAC contractor resulting in client retaining new contractor and realizing lower energy costs, improved employee comfort and extended life on HVAC assets

CO-FOUNDER, DIRECTOR, PCX Energy Services, LLC — Independence, OH 2008 - 2013

PCX Energy Services develops energy conservation and sustainability solutions for industrial and commercial companies. This includes greenhouse gas mitigation strategies and reduction in waste streams.

- ◆ Developed energy conservation programs at 46 industrial and commercial customers, achieving a minimum of 30% total energy reduction at each company and meeting or exceeding targeted margins for each account
- ◆ Solved difficult electrostatic problem at two 700,000 square foot distribution centers, saving \$820,000 annually
- ◆ Developed an enterprise level power quality monitoring and sub-metering system for a Fortune 200 company with more than 20 million square feet in commercial sites throughout the U.S. System also enabled automatic and manual shutdown of critical systems under specific power failure scenarios with web based interface and control
- ◆ Using the Global Reporting Initiative protocols, implemented triple bottom line solutions for sustainable business practices at thirteen industrial and commercial companies

SENIOR CONSULTANT, XpenseSolutions, Inc. — Akron, OH 2008 – 2009

XpenseSolutions focuses on reducing commercial and industrial client expenses and in all non-payroll GL categories by driving cost savings and efficiencies in manufacturing and business processes through Lean Six Sigma practices, implementing improved supply chain initiatives and developing energy supply-side and demand-side strategies.

- ◆ Uncovered \$250,000 in MRO savings at \$12 million manufacturer of rubber and plastic components
- ◆ Identified \$1 million in savings from supply chain and process improvement at \$65 million metals manufacturer
- ◆ Built utility consumption and expense model for a community college utility portfolio to assist in identifying supply side trigger events in hedging program

NATIONAL ACCOUNT EXECUTIVE, FirstEnergy Corp., — Akron, OH 2004 – 2008

The E Group provided energy management and green energy solutions to larger, multi-site enterprises throughout the U.S. in commercial and industrial markets.

- ◆ Sold complex energy management solutions to Fortune 1000 market winning 42 new accounts, with most new accounts won from competitors
- ◆ Saved clients more than \$63 million in energy expense, reducing GHG emissions by 3 million metric tons

- ◆ Speaker at many conferences on asset management, energy efficiency, green technology & markets
- ◆ Initiated the implementation of a CRM system integrated with SAP and Lotus Notes
- ◆ Revitalized marketing program to build brand and achieve deeper penetration in targeted markets
- ◆ Cultivated a new direct mail campaign, achieving 3.4% response rate (previously <1%)

PRESIDENT, Buschman Corporation/Buschman Properties, Inc. — Cleveland, OH

1995 – 2002

Buschman Corp. is a privately owned manufacturer of machined metal parts with worldwide sales. Company sells to the world's largest paper companies as well as converters and specialty papermakers. Three time INC 500 winner and six time Weatherhead 100 winner. Increased total sales 94% within three years without increasing headcount.

- ◆ Increased profits 140% and free cash flow 170%
- ◆ Grew product line from one to twenty-two products, growing potential market from \$25 to \$450 million
- ◆ Reduced energy expense 10% by changing utility company and negotiating more favorable contract.
- ◆ Launched international business on five continents and growing international sales from 3% to 45% of total sales
- ◆ Reengineered manufacturing processes using Lean methods, Value Analysis and Demand Flow Technology (DFT), reducing manufacturing lead-times from 4 weeks to 8 days on average
- ◆ Implemented TQM using Lean, 5-S and Six-Sigma methodologies, along with ISO9001
- ◆ Built a strong management team using a sophisticated selection and talent management process
- ◆ Increased tenant occupancy from 23% to over 95%, with net profit increasing 1000%

GENERAL MANAGER, Yuasa-Exide, Inc., Hertner Division — Cleveland, OH

1992 – 1995

Division manager with P&L responsibility for this \$25 million/150 employee manufacturer of industrial battery chargers and specialty AC motors used in military and commercial aerospace applications. Increased industrial charger business from \$9 million to \$25 million and sold motor business to strategic buyer.

- ◆ Restored profitability to motor business and then sold it to a strategic buyer
- ◆ Led Division to ISO9001 certification within one year
- ◆ Established a national distribution center for our industrial chargers
- ◆ Started factory school for employees, teaching english, math and industrial economics
- ◆ Increased RIP inventory turns from 7 to 23
- ◆ Reduced manufacturing cycle time from 28 days to 6 days using Lean manufacturing methods
- ◆ Reengineered new product development process, reducing cycle time 36 months to 9 months
- ◆ Reduced cost of quality from 1.9% of sales to 0.7% while also reducing defects from 8% of units shipped to 0.12% using 5-S and Six Sigma methodologies

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

PROJECT ENGINEER, Sola Electric, Div. of General Signal — Elk Grove, IL

1979 – 1992

A manufacturer of uninterruptible power systems (UPS) and voltage regulators for commercial and industrial markets.

- ◆ Led teams in developing UPS's for commercial, industrial and government markets from 400VA up to 225kVA
- ◆ Made technical sales presentations leading to more than \$10 million in incremental sales
- ◆ Invented battery fuel gauge and end-of-life detector for two mid-range computer system OEM's

EDUCATION, CERTIFICATIONS

MBA - General Management, Lake Forest Graduate School of Management

BS in Physics, Northeastern Illinois University

AS in Electronic Engineering, DeVry University

Association of Energy Engineers, Certified Energy Manager (C.E.M.), Certified Energy Auditor (C.E.A.), Certified Demand-Side Manager (.C.D.S.M.)

Continuing Education:

- ◆ Case Western Reserve University's Weatherhead School of Management/Enterprise Development Inc. Executive Education Series on Corporate Strategy, Marketing Strategy and Leadership
- ◆ Massachusetts Institute of Technology – completed graduate program in power engineering

BOARD SEATS, COMMITTEES, MEMBERSHIPS

Energy Policy Board, Ohio Advanced Energy Economy, 2010 – present

Environmental Task Force, Ohio Grocers Association, 2008 – present

Board Member, Meredith A. Cowden Foundation 2009 - present

Chairman, National Board, Chief Executive Boards International, 2001 – 2004

Board Member, Buschman Corporation, 1995 – 2002

PUBLICATIONS, SPEAKING ENGAGEMENTS, and SPECIAL RECOGNITION

- ◆ World Energy Engineering Congress – Regular speaker/presenter on topics in energy efficiency
- ◆ Annual Ohio Energy Conference – Regular speaker on topics in energy efficiency
- ◆ GlobalCON – Presenter: Best Practices; Implementing Motors & Drives for Energy Efficiency
- ◆ AEP Compressed Air Conference – Invited speaker on compressed air in industrial plants
- ◆ National Restaurant Association Conference – Invited speaker on energy efficiency in restaurants
- ◆ National Grocers Association Convention – Invited speaker on lighting and efficiency in grocery stores
- ◆ National Retail Construction Conference – Invited speaker on energy efficiency in retail spaces



National Fuel

February 4, 2019

Thomas Sherman, President
Sustainable Energy Services, Inc.
24700 Center Ridge Road, Suite 390
Westlake, OH 44145

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APR 11 2019

Re: Sustainable Energy Services, Inc.

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

Dear Thomas,

National Fuel Gas Distribution Corporation ("NFGDC") is aware Sustainable Energy Services, Inc. (SES) 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, SES must furnish acceptable security to each utility where SES will do business. As such, under its tariff, NFGDC could require SES 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 SES intends only to provide natural gas aggregating, brokering and consulting services at this time. You have stated that, in performing these services, SES will never take title to any delivered natural gas.

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

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

Yours truly,

Nicole Barker
Transportation Services Department



PHILADELPHIA GAS WORKS

800 West Montgomery Avenue • Philadelphia, PA 19122

February 1, 2019

Mr. Thomas Sherman
Sustainable Energy Services, Inc.
24700 Center Ridge Road, Suite 390
Westlake, OH 44145
Email: tom@sustainable-energy-services.com

RE: Security Requirement Bond for Sustainable Energy Services, Inc.

Dear Mr. Sherman:

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

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

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

Sincerely,

A handwritten signature in black ink, appearing to read "John Zuk".

JOHN ZUK
Vice President, Gas Supply

/dls

February 1, 2019

Thomas Sherman
Sustainable Energy Services, Inc
24700 Center Ridge Road, Suite 390
Westlake, Ohio 44145

Dear Thomas Sherman:

We are pleased that Sustainable Energy Services, Inc 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, Sustainable Energy Services, Inc 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. Sustainable Energy Services, Inc has indicated only brokering and consulting services will be provided. Therefore, we have determined at this time that Sustainable Energy Services, Inc 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 Sustainable Energy Services, Inc changes in the future, Columbia Gas might deem it appropriate to require Sustainable Energy Services, Inc 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



PHILADELPHIA GAS WORKS

800 West Montgomery Avenue • Philadelphia, PA 19122

February 1, 2019

Mr. Thomas Sherman
Sustainable Energy Services, Inc.
24700 Center Ridge Road, Suite 390
Westlake, OH 44145
Email: tom@sustainable-energy-services.com

RE: Security Requirement Bond for Sustainable Energy Services, Inc.

Dear Mr. Sherman:

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

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

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

Sincerely,

A handwritten signature in black ink, appearing to read 'John Zuk', is written over a faint, circular stamp or watermark.

JOHN ZUK
Vice President, Gas Supply

/dls



An Exelon Company

February 6, 2019

Tom Sherman
Sustainable Energy Services, Inc.
24700 Center Ridge Road, Suite 390
Westlake, OH 44145

Re: Broker Requirements

Dear Sustainable Energy Services, Inc.

PECO is aware that Sustainable Energy Services, Inc. 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, Sustainable Energy Services, Inc. could be required to provide to PECO a bond or other acceptable financial security in an amount that PECO determines to be appropriate. Sustainable Energy Services, Inc. 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 Sustainable Energy Services, Inc. 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 Sustainable Energy Services, Inc. the creditworthiness requirement for PECO's exposure to Sustainable Energy Services, Inc. changes in the future, PECO reserves the right to require Sustainable Energy Services, Inc. to provide a bond or other financial security instrument.

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

Respectfully submitted,

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

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



UGI Utilities, Inc.
1 UGI Drive
Denver, PA 17517
610-796-3400

VIA E-MAIL

February 6, 2019

Sustainable Energy Services, Inc.
24700 Center Ridge Road
Suite 390
Westlake, OH 44145

ATTENTION: Tom Sherman, President

**RE: Sustainable Energy Services, Inc.
Application to Serve as a Natural Gas Broker**

Dear Mr. Sherman,

Based on your assertion that Sustainable Energy Services, Inc. ("SUSTAINABLE ENERGY") is applying with the State of Pennsylvania to operate as a natural gas broker/marketer, UGI Utilities, Inc. ("UGIU") has concluded that SUSTAINABLE ENERGY will not need to post security with UGI Utilities, Inc. - South Rate District ("UGI South"), UGI Utilities, Inc. - North Rate District ("UGI North") or UGI Utilities, Inc. - Central Rate District ("UGI Central"). This is based on the declaration that SUSTAINABLE 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 SUSTAINABLE ENERGY wishes to directly serve Choice customers in the service territories of UGI South, UGI North and/or UGI Central 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

February 7, 2019

Thomas Sherman
Sustainable Energy Services, Inc
24700 Center Ridge Road, Suite 390
Westlake, OH 44145

Dear Thomas Sherman:

We are pleased that Sustainable Energy Services, Inc 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, Sustainable Energy Services, Inc 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. Sustainable Energy Services, Inc has indicated only brokering and consulting services will be provided. Therefore, we have determined at this time that Sustainable Energy Services, Inc 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 Sustainable Energy Services, Inc changes in the future, Columbia Gas might deem it appropriate to require Sustainable Energy Services, Inc 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



VALLEY ENERGY

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

February 7, 2019

VIA EMAIL

Tom Sherman, President
Sustainable Energy Services, Inc.
24700 Center Ridge Road, Suite 390
Westlake, OH 44145
tom@sustainable-energy-services.com

Dear Mr. Sherman:

We understand that Sustainable Energy Services, Inc. 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 Sustainable Energy Services, Inc. intends to only provide natural gas aggregating, brokering and consulting services at this time, we have determined that Sustainable Energy Services, Inc. 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 Sustainable Energy Services, Inc. as deemed appropriate.

If you have any questions, please contact Jamie Levering at 570-888-9664 (Ext. 5232).

Sincerely,

Edward E. Rogers
President & CEO

EER/ss

cc: J. Levering, Valley Energy



375 North Shore Drive
Pittsburgh, Pennsylvania 15212

www.peoples-gas.com

Carol Scanlon
Manager, Rates & Regulation

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

February 4, 2019

Thomas Sherman
President
Sustainable Energy Services, Inc.
24700 Center Ridge Rd. Suite 390
Westlake, OH 44145

Dear Mr. Sherman:

We are pleased that Sustainable Energy Services, Inc. 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 Sustainable Energy Services, Inc. is not currently serving customers on the Peoples systems, we have determined at this time that Sustainable Energy Services, Inc. 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 Sustainable Energy Services, Inc. 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,

A handwritten signature in black ink that reads "Carol Scanlon".

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

Cc: Stephen Kelly
Mina Speicher

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Appendix C

Required of ALL Applicants regardless of operating as a supplier, broker, marketer, or aggregator. PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

CERTIFICATE OF SERVICE TEMPLATE

On this the 8 day of April 2019, I certify that a true and correct copy of the foregoing application form for licensing within the Commonwealth of Pennsylvania as a Natural Gas Supplier and all NON-CONFIDENTIAL attachments have been served, as either a hardcopy or a searchable PDF version on a cd-rom, upon the following:

| | |
|--|--|
| Office of Consumer Advocate 5th Floor, Forum Place 555 Walnut Street Harrisburg, PA 17120 | Office of the 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 |
| 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 | Bureau of Investigation & Enforcement Pennsylvania Public Utility Commission Commonwealth Keystone Building 400 North Street, 2 West Harrisburg, PA 17120 |
| Peoples Natural Gas Company LLC – Equitable Division Carol Scanlon 375 North Shore Drive Pittsburgh, PA 15212 PH: 412.208.6931 FAX: 412.208.6577 e-mail: Carol.Scanlon@peoples-gas.com | National Fuel Gas Distribution Corp. Joanne E. Maciok 6363 Main Street Williamsville, NY 14221 PH: 716.857.7670 FAX: 716.857.7479 e-mail: maciokj@natfuel.com |
| Peoples Natural Gas Company LLC Carol Scanlon 375 North Shore Drive Pittsburgh, PA 15212 PH: 412.208.6931 FAX: 412.208.6577 e-mail: Carol.Scanlon@peoples-gas.com | PECO Carlos Thillet, Manager, Gas Supply and Transportation 2301 Market Street, S9-2 Philadelphia, PA 19103 PH: 215.841.6452 Email: carlos.thillet@exeloncorp.com |
| Peoples Gas Company LLC Carol Scanlon 375 North Shore Drive Pittsburgh, PA 15212 | Philadelphia Gas Works Ryan Reeves, Director Supply Transportation & Control 800 West Montgomery Avenue |

| | |
|---|--|
| PH: 412.208.6931 FAX: 412.208.6577 e-mail: Carol.Scanlon@peoples-gas.com | Philadelphia, PA 19122 PH: 215.787.5103 email: pgwchoicesupply@pgworks.com |
| Valley Energy Inc. Ed Rogers 523 South Keystone Avenue Sayre, PA 18840-0340 PH: 570.888-9664 FAX: 570.888.6199 email: erogers@ctenterprises.org | UGI Utilities, Inc. – Gas Division David Lahoff 2525 N. 12 th Street, Suite 360 Reading, PA 19612-2677 PH: 610.796.3520 Email: dlahoff@ugi.com |



**Thomas Sherman, President
Sustainable Energy Services, Inc.**

SES
24700 Center Ridge Rd, Ste 390
Westlake, OH 44145



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

**PRIORITY
★ MAIL ★**

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INSURED
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For Domestic and International Use Label 107R, May 2014

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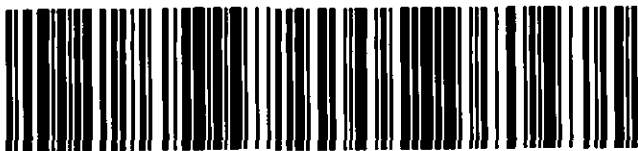
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For Domestic and International Use Label 107R, May 2014

EXPECTED DELIVERY DAY: 04/10/19

USPS TRACKING NUMBER



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