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**JMI Consultants, LLC**  
**2809 Wehrle Dr, Suite 9**  
**Williamsville, NY 14221**  
**(716) 428-3501**

April 19, 2019

Docket No. A-2019-3009003  
Utility Code: 1122036

Rosemary Chiavetta, Secretary  
Pennsylvania Public Utility Commission  
400 North Street, 2<sup>nd</sup> Floor  
Harrisburg, PA 17120

**Re: Application of JMI Consultants, LLC for Parties Wishing to Offer, Render, Furnish, or Supply Natural Gas Supply Services as a Broker/Marketer to the Public in the Commonwealth of Pennsylvania**

Dear Sir or Madam,

Enclosed, please find the information the Commission had requested in the letter dated April 12, 2019. Included in the submission are:

1. Updated Response to Application, Section 1.a, Identity of Applicant
2. Updated Response to Application, Section 1.c, Regulatory Contact
3. Updated Response to Application, Section 1.e, Customer Complaints Contact
4. Updated Response to Application, Section 7.e, Financial Fitness
5. Two (2) most recent tax returns filed by JMI's Principal Officers, Matthew LaFlair and Jessica Rosenberg. These documents are requested to be kept confidential.
6. A Letter from Applicant's Financial Institution to further demonstrate Applicant's Financial Fitness to perform its duties as a licensed Broker/Marketer in the Commonwealth of Pennsylvania.
7. An amended Appendix I, Tax Certification Statement inclusive of Applicants Revenue ID Number issued by the Pennsylvania Department of Revenue.

If you have any questions regarding JMI's submission, please do not hesitate to contact me directly at the contact information listed below. Thank you for your attention to this matter and we look forward to expanding our offering to the Commonwealth of Pennsylvania.

Sincerely,

A handwritten signature in black ink, appearing to read 'Matthew LaFlair', written in a cursive style.

Matthew LaFlair, CFO  
JMI Consultants, LLC  
Phone: 716-428-3501  
[Matthew.laflair@jmiconsultants.com](mailto:Matthew.laflair@jmiconsultants.com)

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PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

Version Revised 03/10/16

**BEFORE THE PENNSYLVANIA PUBLIC UTILITY COMMISSION**

Application of JMI Consultants, LLC, d/b/a \_\_\_\_\_,  
for approval to offer, render, furnish, or supply natural gas supply services as a Broker/Marketer engaged in  
the business of supplying natural gas services to the public in the Commonwealth of Pennsylvania  
(Pennsylvania).

To the Pennsylvania Public Utility Commission:

**1. IDENTIFICATION AND CONTACT INFORMATION**

- a. **IDENTITY OF THE APPLICANT:** Provide name (including any fictitious name or d/b/a), primary address, web address, and telephone number of Applicant:  
JMI Consultants, LLC  
2809 Wehrle Drive, Suite 9  
Williamsville, NY 14221  
716-428-3501  
www.jmiconsultant.com
- 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.  
Harbor Business Compliance Corporation  
1830 Colonial Village Lane  
Lancaster, PA 17601  
Ph: 888-995-5895  
Fax: 717-202-2576
- 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.  
Matthew LaFlair - CFO  
2809 Wehrle Drive, Suite 9  
Williamsville, NY 14221  
P: 315-440-7786  
matthew.laflair@jmiconsultants.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.  
Applicant is not using an attorney.
- e. **CONTACTS FOR CONSUMER SERVICE AND COMPLAINTS:** Provide the name, title, address, telephone number, fax number, and e-mail **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.
- |   |   |
|---|---|
| Matthew LaFlair - CFO<br>2809 Wehrle Drive, Suite 9<br>Williamsville, NY 14221<br>P: 315-440-7786<br>matthew.laflair@jmiconsultants.com | Jessica Rosenberg - COO<br>2809 Wehrle Drive, Suite 9<br>Williamsville, NY 14221<br>P: 716-345-6088<br>jessica.rosenberg@jmiconsultants.com |
|---|---|

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.

**Matthew LaFlair - CFO**  
**2809 Wehrle Dr, Suite 9**  
**Williamsville, NY 14221**  
**matthew.laflair@jmiconsultants.com**  
**Ph:716-440-7786**  
**Fax: 716-428-3501**

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.*

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**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.
- Summary and proof of licenses as a supplier of natural gas services in other states or jurisdictions.
- Type of customers and number of customers Applicant currently serves in other jurisdictions.
- Staffing structure and numbers as well as employee training commitments.
- Business plans for operations within the Commonwealth.
- Any other information appropriate to ensure the technical capabilities of the Applicant.

**Please see Exhibit 5 for Applicant's relevant Experience, Plan, and Structure to demonstrate Technical Fitness to perform services proposed to be provided within the Commonwealth of Pennsylvania.**

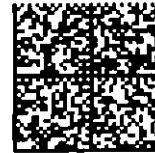
b. **PROPOSED MARKETING METHOD** (check all that apply)

- 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):



JMI Consultants, LLC  
 2809 Wehrle Dr, Suite 9  
 Williamsville, NY 14221

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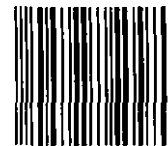


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SHIP TO: *Rosemary Chiavetta, Secretary*  
*Pennsylvania Public Utility Commission*  
**400 NORTH STREET, 2<sup>nd</sup> Floor**  
**HARRISBURG PA 17120**



(420) 17120