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JUN 10 2019

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

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

June 10, 2019

Docket No. A-2019-3009132

Utility Code: 1222071

Rosemary Chiavetta, Secretary
Pennsylvania Public Utility Commission
400 North Street, 2nd 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 Info
4. Updated Response to Application, Section 7.e, Financial Fitness
5. Two (2) most recent tax returns filed by JMI's Principal Offices, 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,

Matthew LaFlair, CFO
JMI Consultants, LLC
Phone: 716-428-3501
Matthew.laflair@jmiconsultants.com



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I, Matthew LaFlair, hereby state that the facts above set forth are true and correct to the best of my knowledge, information, and belief, and that I expect to be able to prove the same at a hearing held in this matter. I understand that the statements herein are made subject to the penalties of 18 Pa. C.S. § 4904 (relating to unsworn falsification to authorities).

Signed this 10th day of June 2019 by: _____

Name: Matthew LaFlair

Title: CFO

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

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

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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
2809 Wehrle Drive, Suite 9
Williamsville, NY 14221
P: 315-440-7786
matthew.laflair@jmiconsultants.com

Jessica Rosenberg - COO
2809 Wehrle Drive, Suite 9
Williamsville, NY 14221
P: 716-345-6088
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):



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June 6, 2019

JMI Consultants, LLC
2809 Wehrle Dr, Ste. 9
Williamsville, NY 14221

Re: JMI Consultants, LLC

To Whom It May Concern:

This letter is to confirm JMI Consultants, LLC has been a customer of Northwest Bank since February of 2019. They currently have a checking account with average balances in the five figure range.

If you have any questions, please contact me at 716-730-4239.

Sincerely,

A handwritten signature in black ink, appearing to read 'Michael G. Thomas'.

Michael G. Thomas
Commercial Loan Officer
Vice President



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

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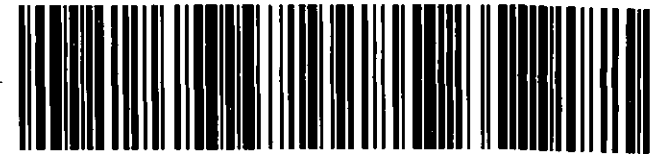
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Rosemary Chiavetta, Secretary
Pennsylvania Public Utility Commission
400 North Street
Harrisburg, PA 17120