

Docket No. A-2020-3015582
Midwest Energy, Inc.
Data Requests

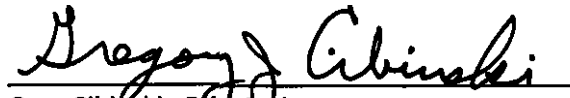
1. Reference Application, Section 1.b, Registered Agent – Applicant failed to provide a Telephone Number for the Applicant’s Registered Agent. Please provide an updated application page with the appropriate corrections.
2. Reference Application, Section 1.c, Regulatory Contact – Applicant failed to provide a Title for the Regulatory Contact. Please provide an updated application page with the appropriate corrections.
3. Reference Application, Section 3.a and 3.b, Affiliates and Predecessors – Applicant stated, in Section 3.a, that it does not have any affiliates, but it provided financial statements that state that the financial statements are for Midwest Energy, Inc. and Affiliate. Please explain.
4. Reference Application, Section 7.e, Financial Fitness – Applicant failed to provide an E-mail address for its custodian of accounting records. Please provide an updated application page with the appropriate corrections.
5. Reference Application, Section 8.d, Technical Fitness – Applicant failed to list its Explanation of Ethical Procedures. Please provide an updated application page with the appropriate corrections.
6. Reference Application, Section 8.e, Technical Fitness – Applicant failed to provide detailed professional resumes of its chief officers, to include detailed descriptions on all experience and activities including date ranges. Please provide the missing documentation.

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SECRETARY'S BUREAU



To whom it may concern:

I, Greg Cibinski, 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).



Greg Cibinski - Principal

2-24-2020
Date

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SECRETARY'S BUREAU

BEFORE THE PENNSYLVANIA PUBLIC UTILITY COMMISSION

Application of Midwest Energy, Inc., d/b/a _____, for approval to offer, render, furnish, or supply electricity or electric generation services as a(n) as 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:

Midwest Energy, Inc. www.midwestenergyinc.com
559 S Frontage Rd.
Burr Ridge, IL 60527
630-887-8881

- 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.

Paracorp Incorporated Phone: 800-603-5872
600 North Second Street
Harrisburg, PA 17101
Dauphin County

- 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.

Greg Cibinski-Principal gcibinski@midwestenergyinc.com
559 S Frontage Rd
Burr Ridge, IL 60527
630-887-8881

- 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.

Eric R. Wilen, J.D., LL.M., (Taxation) Office (630) 355-2101
Brooks, Tarulis & Tibble, LLC Fax (630) 355-7843
1733 Park Street, Suite 100 Email: ewilen@napervillelaw.com
Naperville, IL 60563

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

Greg Cibinski - Principal
559 S Frontage Rd.
Burr Ridge, IL 60527
630-887-8881
gcibinski@midwestenergyinc.com

Mark Beci - Principal
559 S Frontage Rd
Burr Ridge, IL 60527
630-887-8881
mbeci@midwestenergyinc.com

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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 Attachment 1
- Provide the state in which the business is incorporated/organized/formed and provide a copy of the Applicant's charter documentation.
Illinois - See Attachment 2
- Give name and address of officers.

Greg Cibinski
559 S Frontage Rd
Burr Ridge, IL 60527
630-887-8881

Mark Beci
559 S Frontage Rd
Burr Ridge, IL 60527
630-887-8881

Nick Schaff
559 S Frontage Rd
Burr Ridge, IL 60527
630-887-8881

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 shareholders of Midwest Energy, Inc. owns their office building through a rental LLC, Midwest Energy Properties, LLC (Affiliate). The financial statements prepared by BKD CPAs & Advisors consolidate the income from the rental activity with the operating activity of Midwest Energy, Inc. The affiliate, Midwest Energy Properties, LLC, is located at 559 S Frontage Rd, Burr Ridge, IL 60527. The Affiliate, Midwest Energy Properties, LLC, is NOT a jurisdictional public utility. The affiliate, Midwest Energy Properties, LLC, is NOT currently applying to do business in Pennsylvania.

- 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.

Midwest Energy, Inc. does not have any predecessors.

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

- Actual (or proposed) organizational structure including parent, affiliated or subsidiary companies.
- Published Applicant or parent company financial and credit information (i.e. 10Q or 10K). (SEC/EDGAR web addresses are sufficient)
- Applicant's accounting statements, including balance sheet and income statements for the past two years. See attachment 6 ****CONFIDENTIAL FINANCIAL STATEMENTS****
- Evidence of Applicant's credit rating. Applicant may provide a copy of its Dun and Bradstreet Credit Report and Robert Morris and Associates financial form, evidence of Moody's, S&P, or Fitch ratings, and/or other independent financial service reports.
- A description of the types and amounts of insurance carried by Applicant which are specifically intended to provide for or support its financial fitness to perform its obligations as a licensee.
- Audited financial statements exhibiting accounts over a minimum two year period.
- Bank account statement, tax returns from the previous two years, or any other information that demonstrates Applicant's financial fitness.

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

Not Applicable

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

Midwest Energy, Inc. receives all fees directly from suppliers.

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

Andrew D. Klemens, CPA
Partner / BKD
1901 S. Meyers Road, Suite 500
Oakbrook Terrace, IL 60181
630-282-9500 ext 23600
aklemens@bkd.com

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

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

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



Midwest Energy, Inc.

ETHICS POLICY

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1. Overview

Midwest Energy, Inc. is committed to protecting employees, partners, vendors and the company from illegal or damaging actions by individuals, either knowingly or unknowingly. Midwest Energy, Inc. will not tolerate any wrongdoing or impropriety at any time. Midwest Energy, Inc. will take the appropriate measures and act quickly in correcting the issue if the ethical code is broken. Midwest Energy, Inc.'s goal is to establish a culture of openness and trust and to emphasize the expectation of fair treatment.

2. Policy

- a. Senior Leaders and executives within Midwest Energy, Inc. will set a prime example. In any business practice, honesty and integrity will be the top priority.
- b. Executives will have an open door policy and welcome suggestions and concerns from employees and contracted agents.
- c. Executives will disclose any conflict of interest regarding their position within Midwest Energy, Inc.
- d. Midwest Energy, Inc. will treat everyone fairly, show mutual respect, promote a team environment and avoid the intent and appearance of unethical practices.
- e. Every employee and agent will apply effort and intelligence in maintaining an ethics value.
- f. Employees and agents will disclose a conflict of interest regarding their position within Midwest Energy, Inc.
- g. Employees and agents will help Midwest Energy, Inc. increase customer and vendor satisfaction and will provide timely responses to inquiries.
- h. Employees will consider the following questions when conducting business within Midwest Energy, Inc.:
 - i. Is the behavior legal?
 - ii. Does the behavior comply with all appropriate Midwest Energy, Inc. policies?
 - iii. Does the behavior reflect Midwest Energy, Inc.'s values and culture?
 - iv. Could the behavior adversely affect Midwest Energy, Inc.?

3. Compliance

- a. Midwest Energy, Inc. will reinforce the importance of integrity and will consistently maintain ethical behavior.
- b. Midwest Energy, Inc. will avoid the intent and appearance of unethical or compromising practices.
- c. Midwest Energy, Inc. will not tolerate harassment or discrimination.
- d. Midwest Energy, Inc. will not tolerate unauthorized use of trade secrets, marketing practices, operating procedures or sharing of financial information.
- e. Midwest Energy, Inc. will not permit impropriety at any time and will act ethically and responsibly in accordance with the laws.
- f. Midwest Energy, Inc. employees and agents will not use corporate assets or business relationships for personal use or gain.

4. Non-Compliance

- a. Any employee or agent found to have violated this policy may be subject to disciplinary action, up to and including termination of employment.

Gregory Cibinski

Professional History

2002 – Present Midwest Energy, Inc. Burr Ridge, IL

Vice President

- Manage Financial Forecast and general company operations.
- Maintain current and future customer relationships and contracts

1999 - 2002 Severn Trent Services, Inc. (ColorTec) Campbell, CA

Director of Operations

- Managed P&L, operations, strategic planning, fiscal management and hiring for global management firm.
- Created engineering department and formulated strategic plan to cut costs.
- Facilitated company's growth from \$6 million to \$13 million in 3 years.

1994 - 1999 Silicon Graphics, Inc. (SGI) Mountain View, CA

Product Manager

- Directed cross-functional engineering, manufacturing and marketing team.
- Created all marketing collateral and complex sales / marketing Web pages.
- Formulated requirements, pricing and competitive analysis for products, leveraging \$30 million in annual sales.

1992 - 1994 Motorola Corporation Libertyville, IL

Procurement/Distribution Manager

- Ensured demand requirements of technical documentation values at \$14+ million annually
- Managed and motivated 10 staff; trained peer distribution managers in new control system

1984 - 1992 Unisys Corporation San Jose, CA
West Chicago, IL

Manager/Engineer

- Supervised 16 staff; created all procedures, documentation and manuals.
- Established parameters for and oversaw development of paperless warehouse control system.
- Designed/implemented enhancements to worldwide order management and distribution system.

Education

1984 Drexel University Philadelphia, PA

BS, Commerce & Engineering

Mark D. Beci

Professional History

February 2003 – Present

Midwest Energy, Inc. – Burr Ridge, IL

Principal (Part Owner)

- Responsible for management of energy brokerage company
- Duties include management of sales people, supplier negotiations and relationships, sales, marketing, business strategy, and financial aspects

August 1985 – February 2003

Nicor – Headquarters in Naperville, IL

March 1998 – February 2003 Manager, Major Commercial Customer Sales (Corporate Wide)

- Responsible for managing sales reps for Hospitals, Education, Government, Hospitality, and National accounts
- Sales of natural gas usage technologies, Design/Build of Cogeneration systems and other energy conservation measures, and natural gas and electricity commodity contracts

March 1997 – March 1998 General Supervisor, Commercial & Industrial Sales (Corporate Wide)

- Responsible for managing sales reps for small commercial and industrial customers
- Sales of natural gas usage technologies, Design/Build of Cogeneration systems and other energy conservation measures, and natural gas and electricity commodity contracts
- Responsible for launching subsidiary Nicor Energy Management Services' WeatherWise natural gas commodity product to all commercial and industrial customers

March 1995 – March 1997 Director of Technical Support and Sales (Corporate Wide)

- Responsible for managing technical support sales reps
- Responsible for managing new business sales reps

March 1994 – March 1995 General Supervisor Sales and Construction (Eastern Division)

- Managed Commercial, Industrial, and Residential Sales Reps for all sales functions
- Managed Commercial, Industrial, and Residential Sales Reps for coordination of installation of all new natural gas main and services for customers
- Managed Construction reps in designing and drawing new mains and services and getting all permits, etc.

April 1992 – March 1994 Supervisor Sales Department (Central Division)

- Managed Commercial, Industrial, and Residential Sales Reps for all sales functions
- Managed Commercial, Industrial, and Residential Sales Reps for coordination of installation of all new natural gas main and services for customers

November 1988 – April 1992 Industrial Sales Representative (Southern Division – Joliet Region)

- Performed sales function to all large Industrial customers in region
- Liaison to all large industrial customers for new construction of main and services and all other customer service

February 1987 – November 1988 – Pressure Department Engineer/Supervisor (Central Division)

- Managed field technicians in final tie ins of all natural gas main and large services
- Managed field technicians in all new large commercial and industrial new meter installations
- Managed field technicians in maintenance and inspections of natural gas regulating stations and large customer regulators

Mark D. Beci

May 1986 - February 1987 – Design Engineer Public Improvements (Corporate Engineering Department)

- Reviewed all public entity highway construction plans to determine if natural gas mains had to be relocated
- Field visited construction sites for feasibility
- Worked with public entities to minimize relocations of gas mains and coordinate design

August 1985 – May 1986 – Pressure Department Engineer/Supervisor (Eastern Division)

- Managed field technicians in final tie ins of all natural gas main and large services
- Managed field technicians in all new large commercial and industrial new meter installations
- Managed field technicians in maintenance and inspections of natural gas regulating stations and large customer regulators

August 1983 – August 1985

Cook County Highway Department Cook County, IL

Resident Highway Construction Engineer

- Responsible for managing and overseeing construction of new and expanded county highways
- Managed county field inspectors in inspecting and measurement of contractors work
- Performed before and surveying of highway project
- Put together “As Built Plans” of highway projects
- Responsible for approving all completed work payment requests

Education and Accreditations

- Bachelors of Science Civil Engineering – University of Illinois Urbana-Champaign 1983
- CIGC (Chartered Industrial Gas Consultant)

Nicholas Schaff

Professional History

2001 – Present Midwest Energy, Inc. Burr Ridge, IL

Founder and Principal

- Provide Electric and Natural Gas pricing and service all deregulated states including Mexico
- Manage energy procurement for large organizations that include governmental, educational, healthcare, commercial and industrial customers.

2000 - 2001 Nicor Gas / Nicor Solutions Naperville, IL

Sales Manager

- Management and Sale of Natural Gas and Electric commodity to Northern Illinois customers

1994 - 1999 Nicor Gas Naperville, IL

Sales Manager – Industrial Sales

- Management and Sale of Natural Gas for Industrial Customers

1986 - 1994 Technology Leaders, Inc. Medina, OH

Sales Manager

- Management and Sale of Industrial Components used in large manufacturing equipment.

Education

1986 Eastern Illinois University Charleston, IL

Bachelor of Science - Management

ORIGIN ID:ENLA (630) 887-8881
GREG CIBINSKI
MIDWEST ENERGY INC.
559 S FRONTAGE ROAD

SHIP DATE: 24FEB20
ACTWGT: 0.50 LB
CAD: 101838810/NET4220

BURR RIDGE, IL 60527
UNITED STATES US

BILL SENDER

TO **ROSEMARY CHIAVETTA, SECRETARY**
PENNSYLVANIA PUBLIC UTILITY COMMIS
400 NORTH STREET

566J2049EFEKA

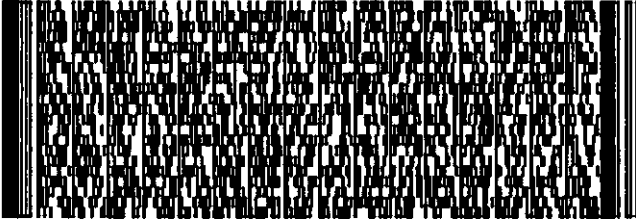
HARRISBURG PA 17120

(717) 783-8174

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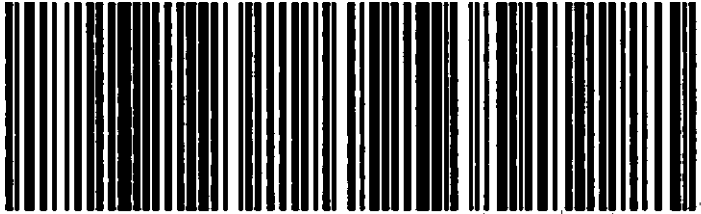
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