

## BEFORE THE PENNSYLVANIA PUBLIC UTILITY COMMISSION

Application of Energy Edge Consulting, LLC, d/b/a \_\_\_\_\_, for approval to offer, render, furnish, or supply natural gas supply 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:

Energy Edge Consulting, LLC  
9601 Katy Fwy, Suite 450  
Houston, TX 77024  
www.energyedge.com  
(713) 300-0680

- 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.

Corporation Service Company  
2595 Interstate Drive, Suite 103,  
Harrisburg, PA 17110  
800-927-9800

- 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.

Richard Matthew Hobson, VP and Secretary  
9601 Katy Fwy, Suite 450  
Houston, TX 77024  
713-300-0680 x 702

- 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.

Richard Cuccia  
Cuccia Legal  
4925 Greenville Ave., Suite 200  
Dallas, Texas 75206  
(214) 728-9479  
rcuccia@cuccialegal.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.

Ana Salinas, Senior Manager, Operations & Analytics  
9601 Katy Fwy, Suite 450, Houston, TX 77024  
ph 713-300-0680 / fax 713-300-0680  
asalinas@energyedge.com

Adam Mueller, Sr. Analyst - Operations & Analytics  
9601 Katy Fwy, Suite 450, Houston, TX 77024  
ph 888-802-8179 / fax 713-300-0680  
amueller@energyedge.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

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

see attached

### 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.

Applicant has no affiliates.

b. **PREDECESSORS:** Identify the predecessor(s) of the Applicant and provide the name(s) under which the Applicant has operated within the preceding five (5) years, including address, web address, and telephone number, if applicable. If the Applicant does not have any predecessors that have done business, explicitly state so.

Applicant has no predecessors.

#### 4. OPERATIONS

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

Definitions

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

The Applicant is presently doing business in Pennsylvania as a

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

**or**

The Applicant is not presently doing business in Pennsylvania.

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

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

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

Energy Edge manages the natural gas procurement process from start to finish for its clients. Creating the proper competitive environment and accurately comparing competing offers is critical to the energy procurement process. Energy Edge's relentless focus on the details of proposals, pricing structures, and contracts ensures that clients get the maximum value out of their procurement strategy and do not face the surprise of an unexpected cost after contract execution. Key components of the process include: Supplier Qualification & Proposals: Energy Edge reviews suppliers in the applicable market and issues a request for proposals to the suppliers that best fit the client needs Supplier Comparison & Analysis: Once Energy Edge has received initial proposals from suppliers, a thorough analysis of the proposals is conducted and a detailed comparison is prepared. Contract Negotiations & Execution: A critical phase of the procurement process is negotiating contract terms with shortlisted suppliers. Ongoing Support: Once the contract is executed, Energy Edge supports the client throughout the term with any issues that come up, including billing issues, additions and deletions of sites, and other items.

**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       |
| <input type="checkbox"/> PECO                                | <input type="checkbox"/> UGI Utilities – Gas Division |
| <input type="checkbox"/> Peoples Natural Gas Company         | <input type="checkbox"/> Valley Energy                |
| <input type="checkbox"/> Peoples Natural Gas – Equitable Div | <input checked="" type="checkbox"/> All of the above  |

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

- Residential Customers
- Small Commercial Customers - (Less than 6,000 Mcf annually)
- Residential and Small Commercial as Mixed Meter **ONLY (CANNOT BE TAKEN WITH RESIDENTIAL AND/OR SMALL COMMERCIAL ABOVE)**
- Large Commercial Customers - (6,000 Mcf or more annually)
- Industrial Customers
- Governmental Customers
- All of above (Except Mixed Meter)
- Other (Describe): SCHOOL DISTRICTS

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

Upon application approval

## 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.

Neither Energy Edge Consulting, LLC nor any person identified in this Application, has been or is currently the defendant of a criminal or civil proceeding within the last five (5) years.

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

Not applicable

- 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.

No formal or escalated actions or complaints filed with or by a customer, regulatory agency, or prosecutory agency have been filed against Energy Edge Consulting, LLC, nor an affiliate, a predecessor of either, or a person identified in this Application, for the prior five (5) years.

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

Not applicable

## 6. PROOF OF SERVICE

see attached

***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

Department of Revenue  
Bureau of Compliance  
PO Box 281230  
Harrisburg, PA 17128-1230

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.

<p><b>Columbia Gas of PA, Inc.</b>  Michele Caddell  290 W. Nationwide Blvd.  Columbus, OH 43215  PH: 614.460.6841  FAX: 614.460.8447  e-mail: <a href="mailto:mcaddell@nisource.com">mcaddell@nisource.com</a></p>	
<p><b>Peoples Natural Gas Company LLC – Equitable Division</b>  Carol Scanlon  375 North Shore Drive  Pittsburgh, PA 15212  PH: 412.208.6931  FAX: 412.208.6577  e-mail: <a href="mailto:Carol.Scanlon@peoples-gas.com">Carol.Scanlon@peoples-gas.com</a></p>	<p><b>National Fuel Gas Distribution Corp.</b>  Joanne E. Maciok  6363 Main Street  Williamsville, NY 14221  PH: 716.857.7670  FAX: 716.857.7479  e-mail: <a href="mailto:maciokj@natfuel.com">maciokj@natfuel.com</a></p>
<p><b>Peoples Natural Gas Company LLC</b>  Carol Scanlon  375 North Shore Drive  Pittsburgh, PA 15212  PH: 412.208.6931  FAX: 412.208.6577  e-mail: <a href="mailto:Carol.Scanlon@peoples-gas.com">Carol.Scanlon@peoples-gas.com</a></p>	<p><b>PECO</b>  Carlos Thillet, Manager, Gas Supply and Transportation  2301 Market Street, S9-2  Philadelphia, PA 19103  PH: 215.841.6452  Email: <a href="mailto:carlos.thillet@exeloncorp.com">carlos.thillet@exeloncorp.com</a></p>
<p><b>Peoples Gas Company LLC</b>  Carol Scanlon  375 North Shore Drive  Pittsburgh, PA 15212  PH: 412.208.6931  FAX: 412.208.6577  e-mail: <a href="mailto:Carol.Scanlon@peoples-gas.com">Carol.Scanlon@peoples-gas.com</a></p>	<p><b>Philadelphia Gas Works</b>  Ryan Reeves, Director Supply Transportation &amp; Control  800 West Montgomery Avenue  Philadelphia, PA 19122  PH: 215.787.5103  email: <a href="mailto:pgwchoicesupply@pgworks.com">pgwchoicesupply@pgworks.com</a></p>
<p><b>Valley Energy Inc.</b>  Ed Rogers  523 South Keystone Avenue  Sayre, PA 18840-0340  PH: 570.888-9664  FAX: 570.888.6199  email: <a href="mailto:erogers@ctenterprises.org">erogers@ctenterprises.org</a></p>	<p><b>UGI Utilities, Inc. – Gas Division</b>  Sherry Epler  1 UGI Drive  Denver, PA 17517  PH: 610.796.3447  Email: <a href="mailto:sepler@ugi.com">sepler@ugi.com</a></p>

## 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.  
see attached

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

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

see attached

- 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-applicant is a broker only

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

Energy Edge works with its clients to identify the most appropriate fee structure for each client depending on the scope of work being performed. Most clients elect to compensate Energy Edge either via a one time or monthly fee paid directly by the client, or via a fee per MMBtu or kWh embedded in the client's retail electricity or natural gas supply agreement.



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.  
Richard Matthew Hobson, Vice President & Secretary,  
9601 Katy Fwy, Suite 450, Houston, TX 77024  
phone (713) 300-0680 x702 / fax (713) 300-0680  
mhobson@energyedge.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: see attached

- 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.

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.

Energy Edge has built a strong reputation in the marketplace providing service to large end use consumers. The company has strict practices for marketing our services accurately and ethically to both maintain that reputation and comply with all licensing requirements. The company produces all marketing materials, maintains all content on its website and social media accounts, and provides ongoing training to its team of sales and client engagement professionals. The company's team of sales and client engagement professionals are all deeply experienced and technically capable individuals.

e. **OFFICERS:** Identify Applicant's chief officers, and include the professional resumes for any officers directly responsible for operations. All resumes should include date ranges and job descriptions containing actual work experience.

See attached.

## 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.

Not applicable-applicant is a broker only

**10. VERIFICATIONS, ACKNOWLEDGEMENTS, AND AGREEMENTS**

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

AGREED

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

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

AGREED

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

AGREED

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

ACKNOWLEDGED

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

AGREED

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

AGREED

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

AGREED

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

AGREED

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

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.  
See attached

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

## 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.

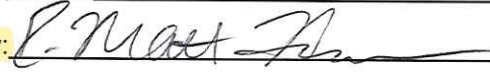
The only acceptable verification of this requirement is with Notarized Proofs of Publication, which may be requested from each newspaper and must be supplied with this application. Applicants do not need a docket number in their publication. Docket numbers will be issued when all criteria on the item 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: Energy Edge Consulting, LLC

By: 

Title: Vice President & Secretary

**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:** Energy Edge Consulting, LLC

Applicant's Use	x	<b>Signature</b>	
	x	<b>Filing Fee (ONLY CERTIFIED CHECK OR MONEY ORDER)</b>	
	x	<b>Application Affidavit</b>	
	x	<b>Operations Affidavit</b>	
	x	<b>Proof of Publication</b>	
	x	<b>Tax Certification Statement</b>	
	x	<b>Commonwealth Department of State Verification</b>	
	x	<b>Certificate of Service</b>	

PUC Secretary's Bureau Use

## **Exhibit A**

Business information

Officers

Richard Matthew Hobson, VP and Secretary 9601 Katy Fwy, Suite 450 Houston, TX 77024

Brian Walker, President 6116 North Central Expressway, Suite 921, Dallas, TX 75206



Secretary of State  
P.O. Box 13697  
Austin, TX 78711-3697  
FAX: 512/463-5709



**Certificate of Formation  
Limited Liability Company**

Filed in the Office of the  
Secretary of State of Texas  
Filing #: 801071415 01/07/2009  
Document #: 242009400002  
Image Generated Electronically  
for Web Filing

Filing Fee: \$300

**Article 1 - Entity Name and Type**

The filing entity being formed is a limited liability company. The name of the entity is:

**Energy Edge Consulting, LLC**

The name of the entity must contain the words "Limited Liability Company" or "Limited Company," or an accepted abbreviation of such terms. The name must not be the same as, deceptively similar to or similar to that of an existing corporate, limited liability company, or limited partnership name on file with the secretary of state. A preliminary check for "name availability" is recommended.

**Article 2 - Registered Agent and Registered Office**

A. The initial registered agent is an organization (cannot be company named above) by the name of:

OR

B. The initial registered agent is an individual resident of the state whose name is set forth below:

Name:

**Richard Matthew Hobson**

C. The business address of the registered agent and the registered office address is:

Street Address:

**1026 Vaulted Oak Street Houston TX 77008**

**Article 3 - Governing Authority**

A. The limited liability company is to be managed by managers.

OR

B. The limited liability company will not have managers. Management of the company is reserved to the members.

The names and addresses of the governing persons are set forth below:

Managing Member 1: **Richard Matthew Hobson**

Title: **Managing Member**

Address: **1026 Vaulted Oak Street Houston TX, USA 77008**

Managing Member 2: **Brian David Walker**

Title: **Managing Member**

Address: **6543 Sondra Drive Dallas TX, USA 75214**

**Article 4 - Purpose**

The purpose for which the company is organized is for the transaction of any and all lawful business for which limited liability companies may be organized under the Texas Business Organizations Code.

**Supplemental Provisions / Information**

- A. The managers and members of this Company may take action on any matter by written consent signed by those managers or members having at least the number of votes that would be necessary to take such action at a meeting at which all managers or members entitled to vote thereon were present and voting.**
- B. The members of the Company shall not have preemptive rights.**
- C. Cumulative voting is expressly prohibited.**
- D. The Company shall indemnify each manager and officer to the full extent that directors and officers may be indemnified under the Texas Business Organizations Code, provided that nothing in this paragraph D. shall be deemed to prohibit the Company from indemnifying a manager or officer to a greater extent as provided under the Company's Company Agreement or by agreement.**

[The attached addendum, if any, is incorporated herein by reference.]

**Organizer**

The name and address of the organizer are set forth below.

**M. Troy Murrell**      **3710 Rawlins Street, Suite 950, Dallas, TX 75219**

**Effectiveness of Filing**

A. This document becomes effective when the document is filed by the secretary of state.

**OR**

B. This document becomes effective at a later date, which is not more than ninety (90) days from the date of its signing. The delayed effective date is:

**Execution**

The undersigned signs this document subject to the penalties imposed by law for the submission of a materially false or fraudulent instrument.

**M. Troy Murrell**

Signature of Organizer

FILING OFFICE COPY

COMMONWEALTH OF PENNSYLVANIA  
DEPARTMENT OF STATE

10/19/2020

TO ALL WHOM THESE PRESENTS SHALL COME, GREETING:

I DO HEREBY CERTIFY THAT,

Energy Edge Consulting, LLC

is duly registered to do business under the laws of the Commonwealth of Pennsylvania and remains a registered Foreign Limited Liability Company so far as the records of this office show, as of the date herein.

I DO FURTHER CERTIFY THAT this Certificate of Registration shall not imply that all fees, taxes and penalties owed to the Commonwealth of Pennsylvania are paid.



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

*Katly Bookman*

Secretary of the Commonwealth

Certification Number: TSC201019171995-1

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

**Exhibit B**

Proof of Service

## Appendix C

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

### CERTIFICATE OF SERVICE

On this the 21 day of December 2020, 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:

<p>Office of Consumer Advocate 5th Floor, Forum Place 555 Walnut Street Harrisburg, PA 17120</p>	<p>Office of the Attorney General Bureau of Consumer Protection Strawberry Square, 14th Floor Harrisburg, PA 17120</p>
<p>Office of the Small Business Advocate Commerce Building, Suite 202 300 North Second Street Harrisburg, PA 17101</p>	<p>Department of Revenue Bureau of Compliance PO Box 281230 Harrisburg, PA 17128-1230</p>
<p><b>Columbia Gas of PA, Inc.</b> Michele Caddell 290 W. Nationwide Blvd. Columbus, OH 43215 PH: 614.460.6841 FAX: 614.460.8447 e-mail: <a href="mailto:mcaddell@nisource.com">mcaddell@nisource.com</a></p>	<p>Bureau of Investigation &amp; Enforcement Pennsylvania Public Utility Commission Commonwealth Keystone Building 400 North Street, 2 West Harrisburg, PA 17120</p>
<p><b>Peoples Natural Gas Company LLC – Equitable Division</b> Carol Scanlon 375 North Shore Drive Pittsburgh, PA 15212 PH: 412.208.6931 FAX: 412.208.6577 e-mail: <a href="mailto:Carol.Scanlon@peoples-gas.com">Carol.Scanlon@peoples-gas.com</a></p>	<p><b>National Fuel Gas Distribution Corp.</b> Joanne E. Maciok 6363 Main Street Williamsville, NY 14221 PH: 716.857.7670 FAX: 716.857.7479 e-mail: <a href="mailto:maciokj@natfuel.com">maciokj@natfuel.com</a></p>
<p><b>Peoples Natural Gas Company LLC</b> Carol Scanlon 375 North Shore Drive Pittsburgh, PA 15212 PH: 412.208.6931 FAX: 412.208.6577 e-mail: <a href="mailto:Carol.Scanlon@peoples-gas.com">Carol.Scanlon@peoples-gas.com</a></p>	<p><b>PECO</b> Carlos Thillet, Manager, Gas Supply and Transportation 2301 Market Street, S9-2 Philadelphia, PA 19103 PH: 215.841.6452 Email: <a href="mailto:carlos.thillet@exeloncorp.com">carlos.thillet@exeloncorp.com</a></p>
<p><b>Peoples Gas Company LLC</b> Carol Scanlon 375 North Shore Drive Pittsburgh, PA 15212 PH: 412.208.6931 FAX: 412.208.6577 e-mail: <a href="mailto:Carol.Scanlon@peoples-gas.com">Carol.Scanlon@peoples-gas.com</a></p>	<p><b>Philadelphia Gas Works</b> Ryan Reeves, Director Supply Transportation &amp; Control 800 West Montgomery Avenue Philadelphia, PA 19122 PH: 215.787.5103 email: <a href="mailto:pgwchoicesupply@pgworks.com">pgwchoicesupply@pgworks.com</a></p>

<b>Valley Energy Inc.</b> Ed Rogers 523 South Keystone Avenue Sayre, PA 18840-0340 PH: 570.888-9664 FAX: 570.888.6199 email: <a href="mailto:erogers@ctenterprises.org">erogers@ctenterprises.org</a>	<b>UGI Utilities, Inc. – Gas Division</b> Sherry Epler 1 UGI Drive Denver, PA 17517 PH: 610.796.3447 Email: <a href="mailto:sepler@ugi.com">sepler@ugi.com</a>
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Richard Matthew Hobson, Vice President & Secretary  
Energy Edge Consulting, LLC

## **Exhibit C**

### Bond Waivers



December 2, 2020

Richard Matthew Hobson  
Energy Edge Consulting, LLC  
9401 Katy Fwy, Suite 450  
Houston, TX 77024

Dear Richard Matthew Hobson:

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

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

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

Please feel free to contact me at 614-460-4980 should you have any questions regarding a bond or other financial security instrument requirements of Columbia Gas.

Sincerely,

*Kylia Davis*

Kylia Davis  
Manager of Choice and Transportation Support Services





**National Fuel**

December 8, 2020

Richard Matthew Hobson, VP  
Energy Edge Consulting, LLC  
9401 Katy Fwy, Suite 450  
Houston, TX 77024

Dear Richard,

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

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

December 2, 2020

Energy Edge Consulting, LLC  
Richard Matthew Hobson, VP  
9401 Katy Fwy, Suite 450  
Houston, TX 77024

Re: Broker Requirements

Dear Energy Edge Consulting, LLC:

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

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

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

Respectfully submitted,



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



**PHILADELPHIA GAS WORKS**

800 West Montgomery Avenue • Philadelphia, PA 19122

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December 4, 2020

Richard Matthew Hobson, VP  
Energy Edge Consulting, LLC  
9401 Katy Freeway, Suite 450  
Houston, TX 77024  
Email: [ccammarata@licenselogix.com](mailto:ccammarata@licenselogix.com)

RE: Security Requirement Bond for Energy Edge Consulting, LLC

Dear Mr. Hobson:

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

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

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

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

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

Sincerely,

A handwritten signature in blue ink, appearing to read 'John Zuk', is written over a large, faint, light-blue watermark of the PGW logo.

JOHN ZUK  
Sr. Vice President, Gas Management

/dls



375 North Shore Drive  
Pittsburgh, Pennsylvania 15212

[www.peoples-gas.com](http://www.peoples-gas.com)

**Carol Scanlon**

Manager, Rates & Regulation

**Peoples Service Company LLC**

Phone: 412-208-6931

Email: [Carol.Scanlon@peoples-gas.com](mailto:Carol.Scanlon@peoples-gas.com)

December 2, 2020

Richard Matthew Hobson

VP

Energy Edge Consulting, LLC

9401 Katy Fwy, Suite 450

Houston, TX 77024

Dear Mr. Hobson:

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

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

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

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

Sincerely,

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

Carol Scanlon

Manager, Rates and Regulation

Peoples Natural Gas Company LLC

Cc: Stephen Kelly  
Mina Speicher



UGI Utilities, Inc.  
1 UGI Drive  
Denver, PA 17517

610-796-3400

**VIA E-MAIL**

December 10, 2020

Energy Edge Consulting, LLC  
9401 Katy Fwy, Suite 450  
Houston, TX 77024

**ATTENTION: Richard Matthew Hobson, Vice President**

**RE: Energy Edge Consulting, LLC  
Application to Serve as a Natural Gas Broker**

Dear Mr. Hobson,

Based on your assertion that Energy Edge Consulting, LLC (“Energy Edge”) is applying with the State of Pennsylvania to operate as a natural gas broker/marketer, UGI Utilities, Inc.-Gas Division (“UGIU”) has concluded that Energy Edge will not need to post security with UGIU. This is based on the declaration that Energy Edge 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 UGIU Tariff. If Energy Edge wishes to directly serve Choice customers in the service territories of UGIU in the future as a natural gas supplier, it will have to post security as specified in the UGIU Tariff prior to the commencement of the service.

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

Sincerely,

Sherry Epler  
Senior Manager  
Tariff & Supplier Administration

SE/rks



# VALLEY ENERGY

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

December 7, 2020

Mr. Richard Matthew Hobson, VP  
9401 Katy Fwy, Suite 450  
Houston, TX 77024

**RE: Energy Edge Consulting, LLC**

Dear Mr. Hobson:

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

Because Energy Edge Consulting, LLC intends to only provide natural gas aggregating, brokering and consulting services at this time, we have determined that Energy Edge Consulting, LLC will not be required to post a bond or other form of financial security instrument to provide these services in our service area. However, if the services provided change in the future, we reserve the right to require security from Energy Edge Consulting, LLC 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  
[ccammarata@licenselogix.com](mailto:ccammarata@licenselogix.com)

## **Exhibit D**

Financial Fitness

Confidential- sent directly to PA PUC

## **Exhibit E**

Tax Certification- sent directly to PA PUC



## **Exhibit F**

### Technical Fitness

## **Energy Edge Consulting Team**

### **Brian Walker**

Brian Walker has twenty-one years of experience working in deregulated electricity markets across the country. He jointly leads the Energy Edge team in all areas from strategic direction to delivering energy management consulting services to the firm's clients. Immediately prior to Energy Edge Consulting, Brian led Reliant Energy's large and mid commercial and industrial sales efforts in north Texas which generated revenues exceeding \$500 million annually. In this role, Brian was responsible for managing a team of 20 sales professionals and support staff, structuring and negotiating retail electricity contracts, and growing the retail energy provider's presence in the region.

In addition to Brian's knowledge of retail electricity markets, he also has extensive experience in both the wholesale and regulatory sides of the industry. Previously, Brian worked with Reliant Energy's wholesale origination and trading groups and represented the company before numerous regulatory agencies and stakeholder organizations on the west coast. In 2006 Brian was named sales person of the year.

Brian received his Master of Business Administration and Master of Public Service and Administration from Texas A&M University. Prior to joining Reliant Energy Brian worked for Andersen Consulting.

### **Matt Hobson**

Matt Hobson has eighteen years of experience in various aspects of the electricity and natural gas industries. He jointly leads the Energy Edge team in all areas from strategic direction to delivering energy management consulting services to the firm's clients. His areas of expertise include engagement in wholesale energy markets, negotiating retail and wholesale power purchase agreements, and developing long term energy management strategies for clients.

Prior to Energy Edge Consulting, he worked in Reliant Energy's large commercial and industrial marketing group, where he was a member of Reliant's Complex Commodity Sales Team developing and marketing customized energy products to some of the largest industrial clients in Texas. Additionally, Matt was responsible for managing a team of sales and support employees that generated over \$150 million in revenue annually. Matt also has extensive experience in demand side management, having developed and implemented Reliant Energy's participation in a key ERCOT demand response program, ERS.

Matt received his Bachelor of Science in Economics from Texas A&M University. Matt was named employee of the year in 2007 for Reliant's commercial and industrial marketing organization.

### **David Mosley**

David Mosley has thirty-six years of experience in the energy industry. Prior to joining Energy Edge Consulting, David helped develop and execute Reliant Energy's highly successful large commercial and industrial energy marketing efforts. David has individually executed approximately \$1.4 billion in electricity transactions since Texas deregulated its electricity market in 2002. David has been providing value for clients for many years by utilizing his structuring expertise, as well as his understanding of the

significance of electricity load shapes, energy price risk management expertise, and electricity product knowledge.

In addition to his direct client responsibilities at Reliant Energy, David also had management and P&L responsibilities for a team of sales and support employees in Reliant Energy's large commercial and industrial business. He has received numerous awards over the course of his career for his contributions to the energy industry.

### **Jeff Roberts**

Jeff Roberts has sixteen years of experience in providing energy management services to commercial and industrial clients in various geographic regions, and has an extensive background in business strategies and operational management including owning his own personnel business for ten years before selling it to a large national personnel services company in 2002.

Prior to joining Energy Edge Consulting, Jeff was Senior Vice President at Amerex Energy Services where he provided leadership to the company's retail energy services operation. While at Amerex, Jeff was instrumental in building the company's commercial and industrial client base, including overseeing the company's energy management engagements with several large multi-national corporations. He was also Director of Origination for Choice Energy Services. Over the years, Jeff has assisted numerous commercial and industrial clients in managing electricity, natural gas, and other commodities across North America.

### **Josh Sternberg**

Josh Sternberg has thirteen years of experience working with large commercial and industrial clients across many of the North American and European electricity and natural gas markets. In addition to working directly with clients on their energy management needs, Josh drives Energy Edge's client engagements in the renewable energy space. Prior to Energy Edge Consulting, he worked for TXU Energy's large commercial and industrial business markets team.

Josh's responsibilities at TXU Energy included assisting clients in developing their energy strategy, identifying demand reduction opportunities, educating clients on market conditions, and maintaining customer accounts. Through his work, he acquired extensive experience in customer issue resolution, contract negotiation, account management, and budget forecasting.

Josh is a recipient of the TXU Energy Chairman's Club award in 2008, 2009, 2010, and 2011 for recognition of being a top business markets performer.

### **Ana Salinas**

Ana Salinas has eighteen years of experience in energy industry. Ana manages supplier relationships for Energy Edge as well as providing support to the firm's clients in the area of analytics and market intelligence. Prior to joining Energy Edge Consulting as Operations Manager, Ana has held positions in product development, structuring, and marketing. Most recently, she was the Team Lead for the Customer Transaction Desk at Reliant Energy where non-fixed price customers were able to lock in real time prices. Ana and her team managed over \$2 billion in customer transactions on an annual basis.

Originally from Monterrey, Mexico, Ana received her Master of Business Administration in International Business and Bachelor of Business Administration in Management Information Systems from the University of St. Thomas.

### **Ed Tobia**

Ed Tobia has eighteen years of experience working in deregulated electricity markets. At Energy Edge, Ed works with clients across a variety of industries on their energy management needs ranging from energy procurement and risk management to backup generation and demand response. Prior to joining Energy Edge Consulting, Ed worked for Reliant Energy as a Senior Account Manager in its Large Commercial & Industrial Group. He specialized in developing complex energy purchase structures for many of Reliant's largest industrial clients in both the chemical and manufacturing markets. In addition to assisting with power requirements, Ed provided his clients with natural gas market guidance, deregulation updates, load growth forecasting, budgeting, and risk analysis.

In 2012 Ed moved to NRG Energy's Solutions Group where he worked on developing Combined Heat and Power system opportunities along with solar and back up generation projects for clients in the chemical industry.

Ed spent 20 years in the environmental field prior to moving to energy in 1998. Working first in water treatment chemicals and then moving into project design and finishing up with responsibility for a multi-million dollar field operations group. Ed received his Bachelor of Science degree in Biochemistry from Upsala College and a Master of Business Administration from Houston Baptist University.

### **Andrew Kyle**

Andrew Kyle has eighteen years of experience working in deregulated energy markets across North America and Europe. Andy leads Energy Edge's Operations and Analytics team, overseeing the firm's analytics, structuring, and client engagement delivery, with extensive expertise in renewable energy transaction structuring. Immediately prior to joining Energy Edge Consulting, he was Sr. Manager of Structured Transactions at TXU Energy, where he led a 4 person team charged with P&L and liquidity management, product development, market segmentation and strategy; as well as structured product selling assistance in the large commercial and industrial segment. He was previously the Director of Retail Risk Management at Energy Future Holdings, where he managed a team responsible for the P&L and position reporting of TXUE's wholesale procurement; risk management policies, process & controls development and enforcement; as well as management of the risk evaluation process for non-standard origination transactions.

Additionally, Andrew has held previous roles in structuring, direct selling and analytics. He brings with him broad experience in both retail and wholesale energy markets and has extensive experience in the development of custom retail products leveraging wholesale constructs and instruments.

Andrew received his Bachelor of Business Administration from The University of Oklahoma and his Master of Business Administration from The University of Texas at Dallas.

## **Neal Hendrix**

Neal has over twelve years of experience in the energy industry beginning with Reliant Energy's Commercial and Industrial sales team, working with client in managing strategic energy procurement. Following several consecutive years as a top sales performer, Neal was chosen to join the NRG Business Solutions team, whose charter was to disrupt the traditional energy service model. His focus shifted to helping Fortune 500 companies better meet their energy reduction goals and public sustainability goals. Neal assisted these firms by helping them navigate the complex transactions of deploying distributed generation by means of onsite solar projects, microgrids, as well as helping them evaluate offsite renewable PPA's. Most recently, Neal worked with a large global energy consulting firm, continuing to help clients enhance how they manage every aspect of energy in operations: strategic energy procurement, energy efficiency, energy sustainability, and utility data management.

Prior to the energy industry, Neal was a consultant within the enterprise software industry working with large corporations across the globe implementing CRM platforms. Neal has a Bachelor of Business in Computer Information Systems from Stephen F. Austin State University.

## **Alex Hidalgo**

Alejandra (Alex) Hidalgo has over seventeen years of experience working in deregulated energy markets across the US. At Energy Edge, Alex works with clients across a variety of industries on taking a strategic approach to energy management. Prior to joining Energy Edge Consulting, Alex spent the last 11 years of her career as Key Account Business Development Director at ENGIE Resources where she built excellent relationships with large commercial and industrial Key Accounts. In this role, she was responsible for managing and bringing to fruition large complex energy transactions and as an advocate for customers within the ENGIE organization she always took a consultative approach to her interaction with clients.

Alex is originally from Argentina, and holds a Bachelor of Arts degree in Business Administration from Our Lady of the Lake University in San Antonio, TX.

## **Colby May**

Colby May has seventeen years of experience in the energy industry and is a Certified Energy Manager having specialized in energy efficiency since 2003. He has performed energy audits at over 2,500 commercial facilities across the nation, including office buildings, medical facilities, churches, universities, k-12 schools and others. He has consulted with the State Energy Conservation Office of Texas for over 12 years, performing energy management services at facilities across hundreds of school districts. He has consulted with a number of large churches, seminaries, universities and non-profits in the area of sustainability.

Colby has also presented at a number of Mission and Energy Management Workshops across the US. Colby has a master's degree from Gordon Conwell Theological Seminary in the area of Ethics & Society (Integral Missions) and a Bachelor of Arts degree in International Business and Spanish from Texas Tech.

## **Jen Adams**

## **David Herrold**

### **Bill Motion**

Bill Motion has over twenty years' experience working in the UK energy sector with large energy intensive industrial and commercial customers. Bill spearheads Energy Edge's engagements with clients in the UK power and natural gas markets. Bill spent many years with oil major Shell and then subsequently with Danish company Orsted (formerly DONG Energy). Bill's key responsibilities were business development within the flex contract gas and power markets along with developing innovative new energy related services to the UK market including supplier driven added value services in the areas of risk management, carbon compliance and sustainability. Bill is particularly well connected throughout the UK energy sector and manages a select portfolio of highly prestigious global brands.

Bill and his wife also foster children on behalf of local Government in the UK and have fostered over 100 children over the past 17 years.

### **Adam Mueller**

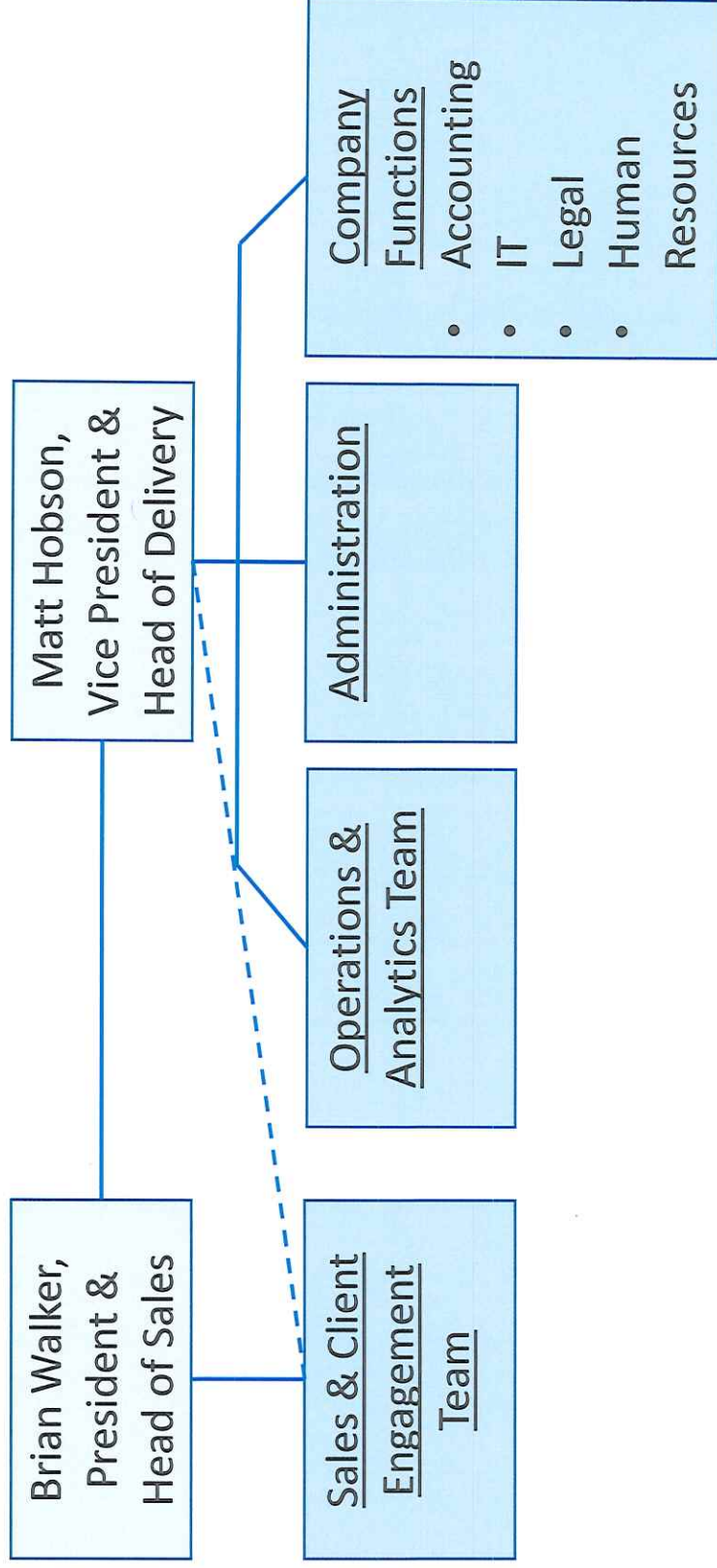
Adam Mueller has worked as an Analyst on the Operations and Analytics team at Energy Edge for over a year. Adam graduated from Trinity University in 2016 with a Bachelor of Arts in Business Administration and Environmental Studies with a concentration in Environmental Policy. Prior to joining Energy Edge, Adam worked as a Development Associate for Accelerate H2O, a non-profit focused on water resources in the state of Texas.

### **Trish Collins**

Trish Collins has over 20 years of experience working in deregulated energy markets across the US, Canada and Mexico. Trish has supported industrial and large commercial clients with market expertise, commodity risk management, energy procurement, regulatory advisory, product structuring and sustainability. Her extensive experience in wholesale and retail power and natural gas markets provides exceptional value to her clients. Prior to joining Energy Edge, Trish worked at Edison Energy focusing on renewable power solutions. Prior to Edison, Trish worked as SVP & Principal Consultant at Acclaim Energy Advisors for 11 years. In this role, she was responsible for managing large, complex energy transactions for large industrial and commercial clients.

Trish holds a Bachelor of Science degree in Chemical Engineering from The University of Arkansas.

# Organizational Structure



Electric Broker Licenses

Delaware 19-0693

District of Columbia EA-11-9-8

Illinois 10-0123

Maryland IR-2022

Massachusetts EB-159

New Jersey EA-0173

Ohio 13-637E(4)

Pennsylvania A-2010-2183364

Texas BRI190568

Gas Broker Licenses

New Jersey EA-0502

Ohio 19-700G(1)



EA - 11 - 9 - 8<sup>AAS</sup>

PUBLIC SERVICE COMMISSION OF THE DISTRICT OF COLUMBIA  
1333 H STREET N.W., 2ND FLOOR, WEST TOWER  
WASHINGTON, D.C. 20005

ORDER

2011 JUN 15 P 2:39

June 15, 2011

FORMAL CASE NO. EA 11-9, IN THE MATTER OF THE APPLICATION OF  
ENERGY EDGE CONSULTING, LLC FOR AN ELECTRICITY LICENSE,  
Order No. 16397

1. By this Order, the Public Service Commission of the District of Columbia (“Commission”) grants a license to Energy Edge Consulting, LLC (“Energy Edge Consulting” or “Applicant”) to function as an electricity supplier in the District of Columbia.<sup>1</sup> Specifically, Energy Edge Consulting intends to operate as a broker of electricity for commercial and industrial customers in the District of Columbia, pursuant to Section 34-1505 of the “Retail Electric Competition and Consumer Protection Act of 1999 (“Act”).”<sup>2</sup>

2. On May 31, 2011, Energy Edge Consulting filed its license application.<sup>3</sup> Pursuant to the Commission’s licensing requirements as set forth in Order No. 11796,<sup>4</sup> Energy Edge Consulting has provided the following information:

- a) Proof of technical and managerial competence;
- b) An affidavit of compliance with applicable Federal and District of Columbia environmental laws and regulations dated January 31, 2011;
- c) Proof of financial integrity to include financial statements;
- d) Proof that Energy Edge Consulting has registered with the Department of Consumer and Regulatory Affairs to do business in the District of Columbia;
- e) An affidavit that Energy Edge Consulting is subject to all applicable taxes;

<sup>1</sup> D.C. Official Code § 34-1501(17)(2010 Supp.) defines, in part, an electricity supplier as “a person, including an aggregator, broker, or marketer, who generates electricity; sells electricity; or purchases, brokers, arranges or markets electricity for sale to customers.”

<sup>2</sup> D.C. Official Code § 34-1505; *see generally* §§ 34-1501-1520.

<sup>3</sup> *Formal Case No. EA 11-9, In the Matter of the Application of Energy Edge Consulting, LLC for an Electricity License*, Application of Energy Edge Consulting, LLC filed May 31, 2011. Energy Edge Consulting, LLC submitted supplemental information regarding this application on June 8, 2011.

<sup>4</sup> *Formal Case No. 945, In the Matter of the Investigation into Electric Service Market Competition and Regulatory Practices*, Order No. 11796 at Attachment C, rel. September 20, 2000.

- f) An affidavit dated January 31, 2011, stating that Energy Edge Consulting will comply with all the requirements of all orders and regulations of the Commission; and
- g) Applicant's website address: [www.energyedgeconsulting.com](http://www.energyedgeconsulting.com).

3. After a complete review of the application, the Commission finds that granting the application of Energy Edge Consulting, LLC will serve the public interest. The information contained in its application demonstrates that the Applicant has the ability and the financial integrity to serve electricity customers in the District of Columbia.

**THEREFORE, IT IS ORDERED THAT:**

4. The application of Energy Edge Consulting, LLC for a license to conduct business in the District of Columbia as an electricity supplier is hereby **GRANTED**.

**A TRUE COPY:**

**BY DIRECTION OF THE COMMISSION:**



**CHIEF CLERK:**

**JESSE P. CLAY, JR.  
ACTING COMMISSION SECRETARY**

STATE OF ILLINOIS



ILLINOIS COMMERCE COMMISSION

---

June 24, 2010

Re: 10-0123

Dear Sir/Madam:

Attached is a copy of the Order entered by this Commission. Related memoranda will be available on our web site ([www.icc.illinois.gov/e-docket](http://www.icc.illinois.gov/e-docket)) in the docket number referenced above.

Sincerely,

A handwritten signature in cursive script that reads "Elizabeth A. Rolando".

Elizabeth A. Rolando  
Chief Clerk

EAR:sc  
Enc.

STATE OF ILLINOIS

ILLINOIS COMMERCE COMMISSION

Energy Edge Consulting, LLC :  
: :  
Application for Licensure of : 10-0123  
Agents, Brokers and Consultants :  
under Section 16-115C of the :  
Public Utilities Act. :

ORDER

By the Commission:

**I. PRELIMINARY MATTERS**

On February 18, 2010, Energy Edge Consulting, LLC ("Applicant") filed a verified application with the Illinois Commerce Commission ("Commission") requesting a certificate of service authority to operate as an agent, broker or consultant ("ABC") in Illinois pursuant to Section 16-115C of the Public Utilities Act ("Act"), 220 ILCS 5/1-101 *et seq.*, and 83 Ill. Adm. Code 454 ("Part 454"). The Administrative Law Judge requested additional information and clarification of certain matters contained in the Application. The Applicant filed a verified response indicating that it does business in Texas and California, which do not currently require a license, and that it has had no complaints filed against it for its provision of services in the gas or electric industry. Applicant requests authority to offer services as an ABC for the procurement or sale of retail electricity supply for third parties in the State of Illinois.

**II. REQUIREMENTS FOR ALL APPLICANTS UNDER SECTION 16-115C OF THE ACT**

Applicant is a business organized under the laws of Texas and licensed to transact business in Illinois. Applicant has certified that it will comply with all applicable regulations; that it will comply with informational and reporting requirements established by Commission rule; that it will comply with informational and reporting requirements pursuant to Section 16-115C of the Act; and that it will comply with all other applicable laws, regulations, terms, and conditions required to the extent they have application to the services being offered by an ABC. Applicant has agreed to ensure that any person who acts on its behalf will comply with all applicable sections of Part 454. Applicant agrees that it will remain in compliance with the provisions of the Act and Part 454, and will ensure that authorizations received from customers, and all other applicable records are retained for a period of not less than three calendar years after the calendar year in which they were created. Applicant has agreed to adopt and follow rules and procedures to preserve the confidentiality of its customers' data.

### III. FINANCIAL, TECHNICAL, AND MANAGERIAL REQUIREMENTS OF SECTION 16-115C

Pursuant to the requirements of Section 454.80 of Part 454, Applicant provided a surety bond in the amount of \$5,000 issued by a qualifying surety authorized to transact business in Illinois. Applicant submitted an original surety bond in satisfaction of Section 454.80.

Applicant is required by Part 454.60 to demonstrate that it meets the managerial qualifications necessary to provide services as an ABC. Applicant must further provide an organizational chart that indicates the position of persons which satisfy the managerial qualification. Applicant has demonstrated that it meets the managerial qualifications set forth in Part 454.60, as demonstrated in Attachment A and the response to the Administrative Law Judge. Attachment A includes an exhibit containing a corporate organizational chart and identifying the persons who are being used to meet the requirements of Part 454.60(a). Attachment A includes an exhibit containing occupational background information on the person or persons who are being used to meet the requirements of Part 454.60(a).

Applicant is required by Part 454.70 to demonstrate that it meets the technical qualifications necessary to provide services as an ABC. Applicant has demonstrated that it meets the technical qualifications set forth in Part 454.70 with the information provided, including the information included in Attachment B and the response to the Administrative Law Judge. Attachment B and the response to the Administrative Law Judge include an exhibit containing occupational background information on the person or persons who are being used to meet the requirements of Part 454.70(a).

Applicant further agrees to comply with the Code of Conduct for ABCs contained in Section 454.90.

### IV. COMMISSION CONCLUSION AND CERTIFICATE OF SERVICE AUTHORITY

The Commission has reviewed the application and attachments along with the supplementary information provided by Applicant regarding the technical and managerial requirements and all other requirements of the Act and Part 454 and finds that the Applicant sufficiently demonstrates compliance with the requirements.

The Commission concludes, therefore, that Applicant's request for a certificate of service authority to operate as an ABC in Illinois should be granted and should include the following authority:

#### CERTIFICATE OF SERVICE AUTHORITY

IT IS CERTIFIED that Energy Edge Consulting, LLC is granted service authority to operate as an agent, broker or consultant for the

procurement or sale of retail electricity supply for third parties in the State of Illinois.

## V. FINDINGS AND ORDERING PARAGRAPHS

The Commission, having reviewed the entire record, is of the opinion and finds that:

- (1) Applicant, Energy Edge Consulting, LLC, a business organized under the laws of Texas, seeks a certificate of service authority to operate as an agent, broker or consultant under Section 16-115C of the Act;
- (2) the Commission has jurisdiction over the party hereto and the subject matter hereof;
- (3) the recitals of fact and conclusions reached in the prefatory portion of this Order are supported by the record and are hereby adopted as findings of fact;
- (4) Applicant has demonstrated that it possesses sufficient financial, managerial and technical resources and abilities to provide services as an agent, broker or consultant for the procurement or sale of retail electricity supply to third parties in the State of Illinois;
- (5) Applicant has complied with Section 16-115C of the Act and Part 454; and
- (6) Energy Edge Consulting, LLC should be granted the certificate of service authority to operate as an agent, broker or consultant as specified in this Order.

IT IS THEREFORE ORDERED by the Illinois Commerce Commission that Energy Edge Consulting, LLC is hereby granted a Certificate of Service Authority authorizing it to operate as an agent, broker or consultant; said Certificate of Service Authority shall read as that set forth in Section IV of this Order.

IT IS FURTHER ORDERED that Energy Edge Consulting, LLC shall comply with all applicable Commission rules and orders now and as hereafter amended.

IT IS FURTHER ORDERED that, subject to the provisions of Section 10-113 of the Public Utilities Act and 83 Ill. Adm. Code 200.880, this Order is final; it is not subject to the Administrative Review Law.

By order of the Commission this 23rd day of June, 2010.

(SIGNED) MANUEL FLORES

Acting Chairman

DOUGLAS R. M. NAZARIAN  
CHAIRMAN

HAROLD D. WILLIAMS  
SUSANNE BROGAN  
LAWRENCE BRENNER  
THERESE M. GOLDSMITH



## PUBLIC SERVICE COMMISSION

#4, 9/15/10 AM; ML#s 124425 and 125068  
License Reference No.: IR-2022

September 15, 2010

Matt Hobson  
Energy Edge Consulting, LLC  
1183 Brittmoore Road, Suite 300  
Houston, TX 77043

Dear Mr. Hobson:

On July 26, 2010, Energy Edge Consulting, LLC filed an Application for a license to supply electricity or electric generation services in Maryland under COMAR 20.51. The Company proposes to provide electricity broker services in Maryland for commercial and industrial customers without restrictions on the number and size of end use customers as described in the application.

After considering this matter at the September 15, 2010 Administrative Meeting, the Commission granted Energy Edge Consulting, LLC a license to supply electricity or electric generation services in Maryland in accordance with its Application (License Reference Number IR-2022). The license granted by the Commission under this Letter Order is limited solely to electricity broker services to commercial and industrial customers.

Finally, Energy Edge Consulting, LLC is reminded that it is under a continuing obligation to notify the Commission of any changes to the information upon which the Commission relied in granting this license. A copy of the supplemental or updated information is required to be filed concurrently with the Office of People's Counsel.

By Direction of the Commission,

Terry J. Romine  
Executive Secretary

TJR/gjd

c: Phil VanderHeyden, Electricity Division



THE COMMONWEALTH OF MASSACHUSETTS  
DEPARTMENT OF PUBLIC UTILITIES

DEVAL L. PATRICK  
GOVERNOR

TIMOTHY P. MURRAY  
LIEUTENANT GOVERNOR

IAN A BOWLES  
SECRETARY

ONE SOUTH STATION  
BOSTON, MA 02110  
(617) 305-3500

PAUL J. HIBBARD  
CHAIRMAN

W. ROBERT KEATING  
COMMISSIONER

TIM WOOLF  
COMMISSIONER

October 27, 2010

Matt Hobson, Vice President & Secretary  
Energy Edge Consulting, LLC  
1183 Brittmore Road, Suite 300  
Houston, TX 77043

Re: Electricity Broker Application

Dear Mr. Hobson:

The Department of Public Utilities ("Department") has reviewed Energy Edge Consulting, LLC's application for an Electricity Broker license in the Commonwealth of Massachusetts and is pleased to inform you that the Department has approved your application. Please find enclosed a copy of your approved application. Your license number is EB-159.

As a condition of maintaining this license, Energy Edge Consulting, LLC must file updated information within 30 days of any material or organic change in the information required by 220 C.M.R. § 11.05(2), and must comply with all relevant requirements of G.L. c. 164 and the regulations promulgated thereunder, including 220 C.M.R. §§ 11.00, 12.00 *et seq.* If you decide to request renewal of your license next year, please submit your renewal application no later than November 1, 2011.



Sincerely,

  
Mark D. Marini, Secretary

Enclosure (approved application without exhibits)





Philip D. Murphy  
Governor

Sheila Y. Oliver  
Lt. Governor

**STATE OF NEW JERSEY**  
**Board of Public Utilities**  
Post Office Box 350  
Trenton, New Jersey 08625-0350  
[www.nj.gov/bpu/](http://www.nj.gov/bpu/)

Aida Camacho-Welch  
Secretary of the Board  
Tel. # (609) 292-1599

September 11, 2019

Matt Hobson  
Vice President & Secretary  
Energy Edge Consulting, LLC  
9601 Katy Freeway, Suite 450  
Houston, Texas 77024

Re: **Energy Agent Renewal Registration**  
Docket No. EE19060742L

Dear Mr. Hobson:

In accordance with the Electric Discount and Energy Competition Act of 1999, N.J.S.A. 48:3-49 et seq., at its September 11, 2019 Agenda meeting, the New Jersey Board of Public Utilities renewed the **REGISTRATION**, number EA-0173 as an Energy Agent issued to Energy Edge Consulting, LLC .

The enclosed registration is effective September 11, 2019 and will expire on September 10, 2020. This registration and the rights thereunder are **Non-Transferable**.

*This letter is not an endorsement of, nor is it intended for use in, the marketing promotions of the registrant. Registrants shall comply with all applicable law, including the Electric Discount and Energy Competition Act, which prohibits the unauthorized change of a customer's energy provider and other fraudulent and illegal marketing activities.*

If you have any questions, please contact Jehvson Espiritu at (609) 292-0744.

Sincerely,

A handwritten signature in black ink that reads "Aida Camacho-Welch".

Aida Camacho-Welch  
Secretary of the Board

ACW/joe  
Encl.(s)

# State of New Jersey



## Board of Public Utilities

44 South Clinton Avenue, 3<sup>rd</sup> Floor, Suite 314, P.O. Box 350, Trenton, New Jersey 08625-0350

### HEREBY REGISTERS

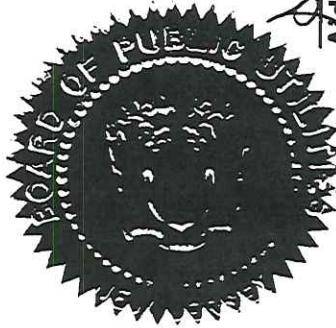
**Energy Edge Consulting, LLC**  
9601 Katy Freeway, Suite 450  
Houston, Texas 77024

To conduct business in the State of New Jersey as an

**Energy Agent**

  
**Alda Camacho-Welch**  
Secretary of the Board

Registration No. EA-0173  
Effective Date: September 11, 2019  
Expiration Date: September 10, 2020



# PENNSYLVANIA PUBLIC UTILITY COMMISSION

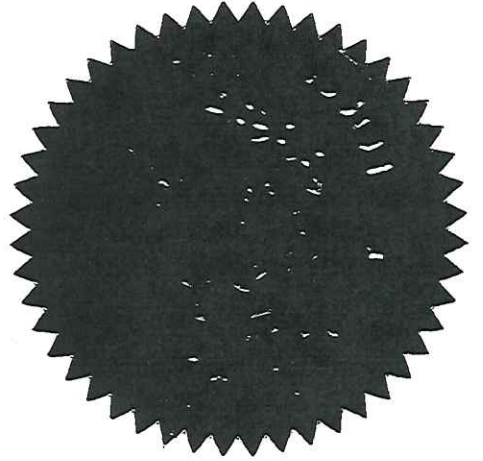
IN THE MATTER OF THE APPLICATION OF: A-2010-2183364

The Application of Energy Edge Consulting, LLC for approval to begin to offer, render, furnish or supply electricity or electric generation services to large commercial, industrial and governmental customers in the service territories of Allegheny Power, Duquesne Light Company, Metropolitan Edison Company, Pennsylvania Electric Company, Pennsylvania Power Company, PECO Energy Company, PPL Electric Utilities, Inc. and UGI Utilities, Inc. - Electric Division within the Commonwealth of Pennsylvania.

The Pennsylvania Public Utility Commission hereby certifies that after an investigation and/or hearing, it has, by its report and order made and entered, found and determined that the granting of the application is necessary or proper for the service, accommodation, convenience and safety of the public and hereby issues, evidencing the Commission's approval, to the applicant this:

## LICENSE FOR ELECTRIC GENERATION SUPPLIER.

In Witness Whereof, the PENNSYLVANIA PUBLIC UTILITY COMMISSION has caused these presents to be signed and sealed, and duly attested by its Secretary at its office in the city of Harrisburg this 23<sup>rd</sup> day of September 2010.



Secretary



**Public Utilities  
Commission**

Asim Z. Haque, Chairman

**Commissioners**  
M. Beth Trombold  
Thomas W. Johnson  
Lawrence K. Friedeman  
Daniel R. Conway

**PUBLIC UTILITIES COMMISSION OF OHIO**

*Certified as a Competitive Retail Electric Service Provider*

**RENEWAL**

Certificate Number:

**13-637E (4)**

Issued Pursuant to Case Number(s):

**13-0273-EL-AGG**

A certificate as a Competitive Retail Electric Service Provider is hereby granted to **Energy Edge Consulting, LLC** whose office or principal place of business is located at **9601 Katy Freeway, Suite 450, Houston, Texas 77024** to provide **power broker** services within the State of Ohio effective **February 23, 2019**

The certification of competitive retail electric suppliers is governed by Section 4901:1-24-(01-13) of the Ohio Administrative Code, Section 4901:1-21-(01-15) of the Ohio Administrative Code, and Section 4928.08 of the Ohio Revised Code.

This Certificate is revocable if all of the conditions set forth in the aforementioned case(s) are not met.

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 February 25, 2019.

By Order of

**PUBLIC UTILITIES COMMISSION OF OHIO**

Tanowa M. Troupe, Acting Secretary  
Susan Patterson, Acting Secretary  
Beverly Hoskinson, Acting Secretary

**Certificate Expires: February 23, 2021**

Donna L. Nelson  
Chairman

Kenneth W. Anderson, Jr.  
Commissioner

Brandy Marty Marquez  
Commissioner

Brian H. Lloyd  
Executive Director



Greg Abbott  
Governor

## Public Utility Commission of Texas

**TO:** Matt Hobson  
9601 Katy Freeway, Suite 450  
Houston, TX 77024

**RE:** Project No. 45970 – *Application of Energy Edge Consulting, LLC for an Aggregator Registration*

### NOTICE OF APPROVAL

On May 16, 2016, Energy Edge Consulting, LLC filed an application for registration as a Class I aggregator, under 16 Tex. Admin. Code § 25.111 (TAC).

On May 31, 2016, Public Utility Commission of Texas (Commission) Staff filed its recommendation stating that Energy Edge Consulting, LLC is compliant with 16 TAC § 25.111(f)(2) which lists the information required in the application for alternative limited registration of an aggregator.

Commission Staff recommended that Energy Edge Consulting, LLC be registered for the aggregation service for which it applied. Based on Commission Staff's recommendation, Energy Edge Consulting, LLC's application for registration as an aggregator is approved.<sup>1</sup> Energy Edge Consulting, LLC is granted registration number 80420.

SIGNED AT AUSTIN, TEXAS the \_\_\_\_\_ day of June 2016.

**PUBLIC UTILITY COMMISSION OF TEXAS**

\_\_\_\_\_  
**JEFFREY J. HUHN**  
**ADMINISTRATIVE LAW JUDGE**

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<sup>1</sup> Administrative approval of this uncontested application has no precedential value in a future proceeding.

Attachment – Technical Fitness (8a)

Energy Edge provides energy risk management, contract negotiation, and ongoing support services to large commercial, industrial, and institutional energy consumers. Our team has over 200 years of combined experience in deregulated energy markets. We currently serve clients in a variety of industries from manufacturing to restaurants to schools. Since the firm's founding, Energy Edge Consulting has represented more than 250 business and government entities in the management and purchasing of electricity and natural gas. The firm takes a very technical approach to energy management and leverages the deep understanding of energy markets of each of its team members to deliver value to clients in energy management.

Energy Edge Consulting is headquartered in Houston, Texas and has employees in five additional satellite locations. The firm currently does not have plans to open an office in Pennsylvania nor hire employees in Pennsylvania. Energy Edge Consulting will market its services to clients and provide the services with the personnel it has currently located outside of Pennsylvania. Much of the firm's marketing is done via referrals, conferences, and other media, and many of the firm's clients are companies with facilities in multiple states and in some cases multiple countries. Energy Edge Consulting anticipates all business needs in Pennsylvania can be met with current operations but will re-evaluate operational requirements periodically.



**ENERGY EDGE**  
strategic energy solutions

# Energy Advisory Services





# Who is Energy Edge

*Our focus is to leverage our knowledge of the energy markets to deliver strategic energy management solutions to our clients.*

The members of Energy Edge's team have over 250 years of industry experience including direct work experience with national retail energy providers. This practitioner's understanding of markets, contracts and strategies allows Energy Edge to provide its Clients with a level of service that is unmatched in the industry.



## Who is Energy Edge

Industry Experience

Energy Edge consists of a team of dedicated energy professionals that have broad experience in the energy industry. Our team of energy experts has an extensive background in various aspects of the energy industry, including:

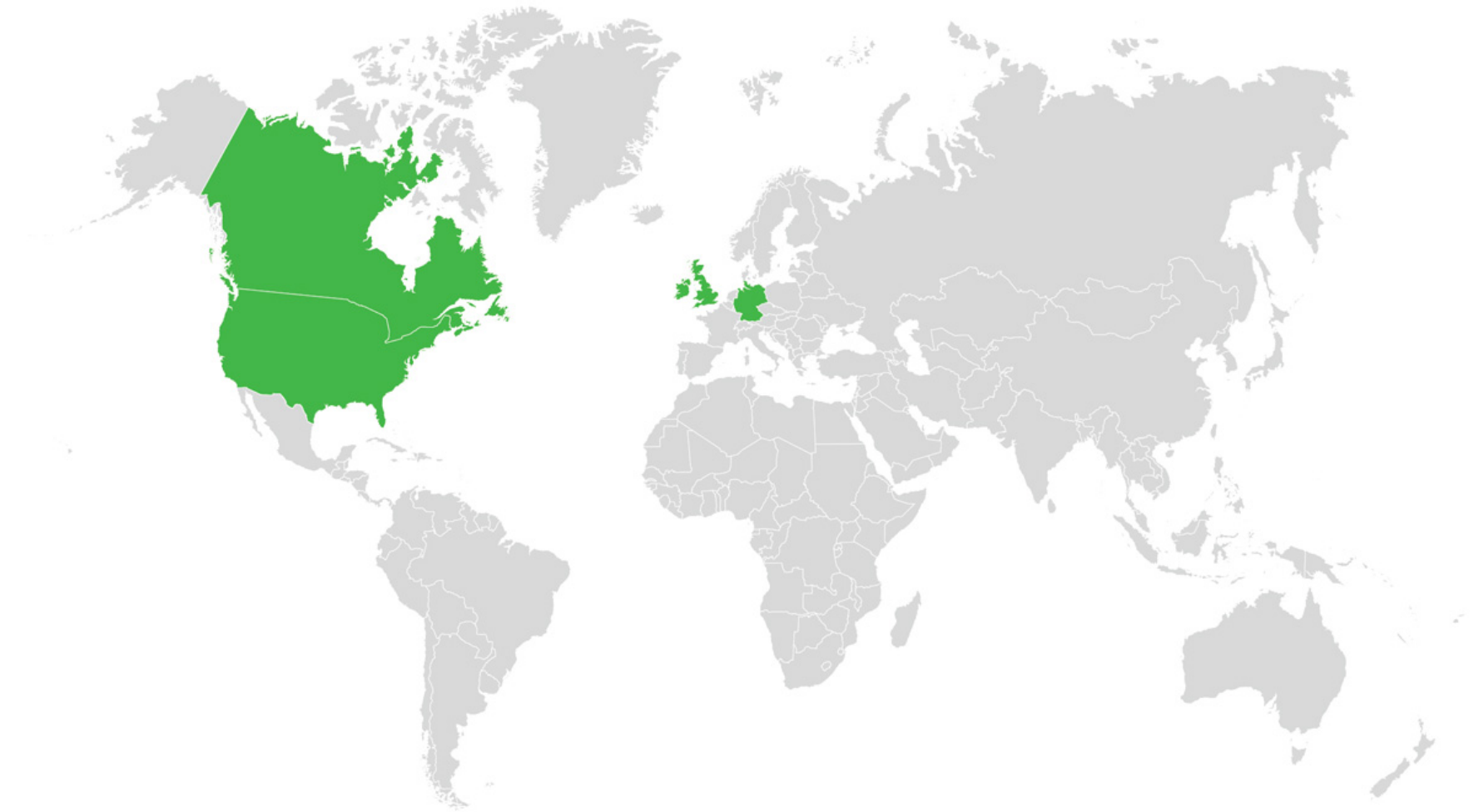
- Generation Plant Permitting
- Regulatory Proceedings
- Demand Response
- Energy Tariff Analysis
- Commodity Trading
- Retail Product Development
- Retail Hedge Management
- Energy Efficiency Initiatives
- Contract Negotiations
- Retail Energy Sales



## Energy Markets

### Service Area

Energy Edge provides energy advisory services to clients in energy markets across the U.S., Canada, and Europe.





## Energy Edge

Industries Served

Energy Edge works with large C&I clients across numerous industry sectors

- Data Centers
- Chemical Processors
- Food Processors
- Semiconductors
- Universities
- Oil and Gas
- Manufacturing
- School Districts
- Commercial Real Estate



## What We Provide

### Service Overview

Energy Edge is committed to working with clients to bring value by developing and implementing a comprehensive energy management strategy. Energy Edge's service offering to end-use energy consumers is focused around 8 key practice areas:



ENERGY MANAGEMENT



ENERGY PROCUREMENT



ENERGY SUSTAINABILITY



SUPPORT SERVICES



ENERGY RISK MANAGEMENT




ON SITE ELECTRICITY GENERATION



RENEWABLE ENERGY CONSULTING



DEMAND RESPONSE



# Energy Procurement Services

## Service Overview

### Supplier Qualification & Proposals

---

Energy Edge maintains relationships with over 100 top suppliers of electricity & natural gas globally. Our insight into their operations allows us to:

- Provide clients with pre-qualification information on potential suppliers to narrow the field as appropriate
- Develop a clear and detailed solicitation based on the energy strategy developed with the client
- Work with suppliers in customizing their products to fit the specific needs of the energy strategy

### Supplier Comparison & Analysis

---

Once Energy Edge has received initial proposals from suppliers, a thorough analysis of the proposals is conducted and a detailed comparison is prepared. Key areas of comparison include:

- Initial pricing, and what cost components are included vs. passed through
- The calculation method for pass through cost components and whether it is reasonable
- The risk/reward balance of any pass through components (i.e. will taking a certain cost as pass thru ultimately result in higher or lower overall costs)
- Comparison on contract provisions
- Overall supplier capabilities and financial strength

### Contract Negotiations & Execution

---

A critical phase of the procurement process is negotiating contract terms with 2 to 4 shortlisted suppliers.

- Detailed review of each short listed supplier's contract
- Redlines of each agreement
- Coordination with client's in-house counsel
- Lead contract negotiations with suppliers
- Assign values to various contract provisions so final contract comparisons can be made



# Energy Sustainability Services

## Service Overview

In today's global environment, companies large and small must have a strategy in place to address a host of sustainability related issues. Energy Edge guides its clients in assessing opportunities and risks to business objectives in several key sustainability areas, including:

- Renewable energy purchasing goals and cost-effective implementation of those goals
- Carbon footprint analysis & credit/offset option recommendations
- Sustainability certification programs including LEED, Energy Star and others
- Ongoing updates of changing regulatory guidelines and industry trends

# Renewable Energy Procurement Services

## Service Overview

### Renewable Energy Strategy Development

A well-developed renewable energy strategy is key to the successful integration of renewable energy purchases into an energy supply portfolio. Key areas that Energy Edge can help address are:

- Establishing the goals of the renewable strategy including carbon footprint reduction, energy cost hedging and brand image
- On-site vs. off-site purchases
- Financing structures including cash purchase, power purchase agreements, PACE financing and others
- Additionality vs. sourcing from an existing facility

### Evaluating a Renewable Energy Purchase

Evaluating a renewable energy purchase can be complicated and requires many different assumptions and inputs. Energy Edge brings substantial analytical tools and capabilities to the evaluation and structuring of each transaction.

- Long term power price forecasting
- Scenario based analysis of future grid states
- Analysis of risks such as congestion, curtailment, production guarantees, etc.
- Complete financial modeling of a transaction including:
- Feasibility of integrating energy storage into purchase

### Renewable Energy Procurement

Procurement of renewable energy differs substantially from procurement of conventional energy. Energy Edge can manage the process from end to end so your organization can focus on the strategic decisions that will determine the success of the purchase.

- Coordinated RFP process to fit renewable energy strategy
- Evaluation of development process and asset location for offsite purchases
- Review of financeability of proposed projects
- Comparison of expected production profiles and ability to meet goals of purchase
- Contract or PPA negotiation



# Energy Risk Management Services

## Service Overview

### Energy Strategy Development

---

Energy Edge works with each of our clients to develop a corporate level energy strategy to address key issues, including:

- Overall energy price risk management goals
- Budget considerations
- Energy strategy as it relates to the Client's competitive landscape
- Regulatory environment
- Sustainability goals

### Market Analysis & Monitoring

---

One of Energy Edge's primary services to clients is helping them stay ahead of the constant changes and volatility of the energy markets.

- Changes in fundamental factors that drive energy prices
- Daily fluctuations in key commodity prices
- Regulatory activity
- Changes to market structures & the competitive landscape

### Ongoing Hedge Management

---

Market volatility can create unique purchasing opportunities. Energy Edge's Market Edge Software allows clients to leverage volatility to their advantage.

- Natural gas target prices
- Block power target prices
- Automated email alerts when target prices are approaching
- Customized reporting indicating hedged and open positions



## Opportunistic Hedging

### Market Edge Service

Opportunistic hedging allows clients to leverage Energy Edge's market data & insights to lower energy costs by hedging positions when market conditions are favorable. Energy Edge tracks trends in electricity & natural gas markets across the U.S. to identify opportunities for its clients

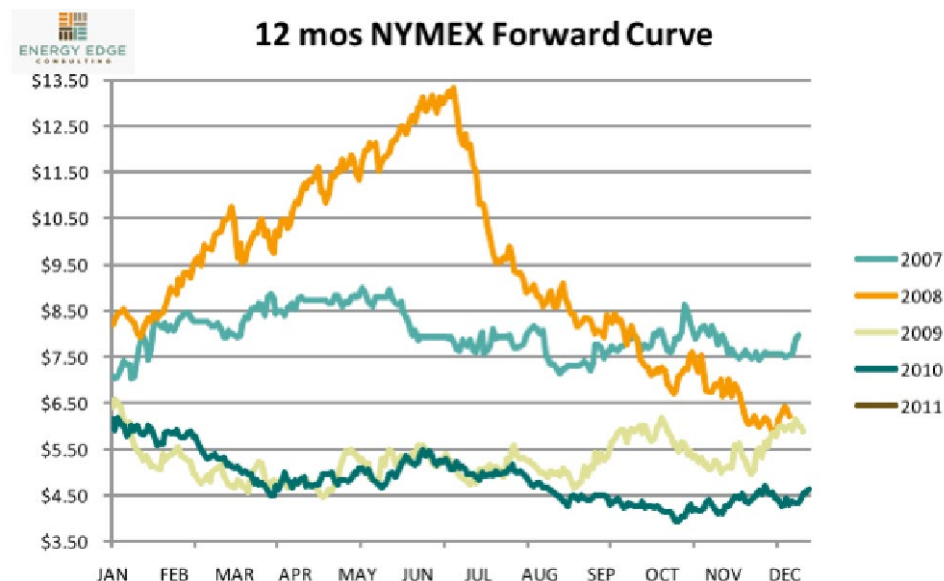
#### Target Price Monitoring & Execution

Energy Edge's price target tracking system monitors forward power and natural gas prices in real time 24 hours a day and automatically provides notification when a target price has been reached.

Energy Edge can automatically execute an achieved target price if desired

Targets can be established on a monthly basis for all or a portion of contracted volumes

Market Edge Customer Targets					
Customer	FLOOR/ CEILING	Start Month	Target Price	Live Price	Alert
Customer A	F	May-12	\$ 4.750	4.727	TRUE
Customer A	F	Jun-12	\$ 4.750	4.713	TRUE
Customer A	F	Jul-12	\$ 4.750	4.829	
Customer A	F	Aug-12	\$ 4.750	4.856	
Customer A	F	Sep-12	\$ 4.750	4.875	



# Price Tracking & Reporting

## Strategy & Implementation

\$/MWh fixed conversion after gas lock or monthly settlement price

Locked in 2 months on 8/4/2011

NYMEX real time feed for tracking intraday gas prices  
Took monthly settlement price for Aug

Status	Month	Projected Usage (kwh)	Gas Lock	% Lock	NYMEX Settlement	Current Market	FLOOR Target Gas Price	CEILING TARGET Gas Price	Monthly Gas Price	Equivalent Fixed Price (\$/MWh)	Monthly Energy Cost (including TDSP & Taxes)
Settled	Aug-11	2,307,491			\$ 4.37	#N/A			\$ 4.37	\$ 46.38	\$ 160,303
Locked	Sep-11	3,196,975	\$ 3.96	100%	\$ -	\$ 3.94			\$ 3.96	\$ 42.89	\$ 209,840
Locked	Oct-11	3,016,949	\$ 3.96	100%	\$ -	\$ 3.94			\$ 3.96	\$ 42.89	\$ 198,023
Open	Nov-11	2,559,457			\$ -	\$ 4.07	\$ 3.90	\$ 4.20	\$ 4.07	\$ 43.82	\$ 170,604
Open	Dec-11	2,436,742			\$ -	\$ 4.30	\$ 4.10	\$ 4.70	\$ 4.30	\$ 45.81	\$ 167,755
Open	Jan-12	2,969,919			\$ -	\$ 4.41	\$ 4.10	\$ 4.70	\$ 4.41	\$ 46.71	\$ 207,405
Open	Feb-12	3,064,372			\$ -	\$ 4.41	\$ 4.10	\$ 4.70	\$ 4.41	\$ 46.72	\$ 214,058
Open	Mar-12	3,205,977			\$ -	\$ 4.38	\$ 4.10	\$ 4.70	\$ 4.38	\$ 46.46	\$ 223,021
Open	Apr-12	3,541,675			\$ -	\$ 4.34	\$ 4.10	\$ 4.70	\$ 4.34	\$ 46.12	\$ 245,048
Open	May-12	4,405,075			\$ -	\$ 4.37	\$ 4.10	\$ 4.70	\$ 4.37	\$ 46.39	\$ 306,105
Open	Jun-12	4,217,388			\$ -	\$ 4.41	\$ 4.25	\$ 5.00	\$ 4.41	\$ 46.69	\$ 298,437
Open	Jul-12	4,071,506			\$ -	\$ 4.45	\$ 4.25	\$ 5.00	\$ 4.45	\$ 47.05	\$ 279,511
Open	Aug-12	3,922,975			\$ -	\$ 4.48	\$ 4.25	\$ 5.00	\$ 4.48	\$ 47.27	\$ 260,731
Open	Sep-12	3,722,975			\$ -	\$ 4.49	\$ 4.25	\$ 5.00	\$ 4.49	\$ 47.35	\$ 218,722
Open	Oct-12	3,522,975			\$ -	\$ 4.51	\$ 4.25	\$ 5.00	\$ 4.51	\$ 47.57	\$ 224,491
Open	Nov-12	2,393,503			\$ -	\$ 4.68			\$ 4.68	\$ 49.01	\$ 173,215
Open	Dec-12	2,351,327			\$ -	\$ 4.93			\$ 4.93	\$ 51.14	\$ 175,659
Open	Jan-13	3,120,691			\$ -	\$ 5.06			\$ 5.06	\$ 52.20	\$ 236,783
Open	Feb-13	2,963,324			\$ -	\$ -			\$ -	\$ -	\$ -
Open	Mar-13	3,140,312			\$ -	\$ -			\$ -	\$ -	\$ -
Open	Apr-13	3,467,801			\$ -	\$ -			\$ -	\$ -	\$ -
Open	May-13	4,422,125			\$ -	\$ -			\$ -	\$ -	\$ -
Open	Jun-13	4,217,388			\$ -	\$ -			\$ -	\$ -	\$ -
Open	Jul-13	4,071,506			\$ -	\$ -			\$ -	\$ -	\$ -

Entire term has underlying locked in formula  
Ex: (NYMEX \* 8.5) + \$9.23

Low and high monthly (soft and hard) targets can be set up; email notifications when a monthly target is reached

From: info@energyedgeconsulting.com  
Sent: Thursday, August 18, 2011 9:33 AM  
To: Energy Edge Contacts; Customer Contact if desired  
Subject: ABC Manufacturing Gas Target is Met

ABC Manufacturing Gas Target for Dec-12 was reached.

Target - \$4.88





# Energy Management Services

## Service Overview

### Energy Audits & Studies

---

Energy Edge's team of Certified Energy Managers and Professional Engineers can provide a full suite of energy audit services, including:

- ASHRAE Level I, II, and III audits
- Retro-Commissioning of existing facilities
- Power factor studies and correction recommendations
- Predominant use studies
- Thermal imaging of facilities and equipment

### Rebate Management

---

There are hundreds if not thousands of different rebate and incentive programs available to businesses and institutions to provide funding for energy efficiency investments and modifications. Energy Edge can assist clients with all aspects of capitalizing on these programs:

- Identification of applicable rebate/incentive programs
- Complete management of the application process including gathering all necessary information for submission to the utility and any energy efficiency calculations required
- Verification of final rebate amount and tracking of payments

### Utility Infrastructure Management

---

Large energy consumers are heavily dependent on electric utilities and natural gas pipeline operators for reliable energy delivery. Energy Edge can help make sure its client's needs are addressed in this area, including:

- Negotiating new natural gas pipeline interconnections
- Establishing new electricity delivery points
- Addressing electricity reliability issues with the utility



# Demand Response Services

## Service Overview

Demand response programs offer large energy consumers the opportunity to get paid for reducing electricity usage or utilizing onsite generation or energy storage during emergencies or periods of high prices. Energy Edge can help unlock the value of demand response:

- Qualitative and quantitative analysis of the various demand response & energy efficiency programs available and the financial value and risks of each
- Assist clients in understanding business implications of participating in certain programs
- Develop and implement a customized demand response plan that fits for each participating site
- Arrange a service provider to provide the scheduling and dispatch services (when required)
- Assist clients in selecting and managing third party equipment purchases, installations, and ongoing service provider relationships
- Ongoing review of program changes and regulatory developments to ensure that the clients demand response assets are always receiving the best value available



# On-Site Generation Services

## Service Overview

### Generation Technologies

Many large consumers of energy already have or can benefit from installing on-site electric generation for primary supply, backup supply, and to meet renewable goals. Additionally, energy storage is becoming more economically viable as the cost of batteries and other technologies declines while real time power price volatility has increased. Energy Edge has experience in:

- Diesel Electricity Generation
- Natural Gas Electricity Generation
- Solar Electricity Generation
- Wind Electricity Generation
- Co-generation Facilities
- Energy Storage

### Economic Feasibility

Energy Edge can assist with evaluating the overall economics of on-site generation, including:

- Evaluating the long-term financial return of on-site generation or co-generation
- Assessing risk in the long-term outlook for energy prices that could threaten viability
- Identifying all potential revenue streams that can be monetized through on-site generation (i.e. excess energy sales, demand response, sales of ancillary services, and renewable energy credits or carbon offset credits)
- Reviewing federal, state, and utility incentives for different generation technologies

### Implementation & Commercialization

~~For clients that decide to pursue on-site generation,~~ Energy Edge can assist in the implementation and commercialization:

- Evaluating different structures such as client financed and operated, 3rd party financing, power purchase agreements, and generation as a service
- Reviewing bids and negotiating commercial terms for 3rd party agreements
- Integrating the on-site generation with grid power purchases
- Optimizing the output of the generation through excess energy sales, demand response, sales of ancillary services, and renewable energy credits or carbon offset credits
- Managing costs for fuel supplies

# Support Services

## Service Overview

### Site & Volume Management

Over the term of an energy supply contract, a client's business is constantly changing and Energy Edge works diligently to make sure that all supply contracts keep up with the client's changing needs, including:

- Monitoring actual consumption against forecasted usage
- Coordinate meter additions and deletions
- Assist in scheduling service outages for maintenance
- Provide guidance on contract assignments when a facility is sold or purchased

### Invoice Validation

When questions or new charges arise on an invoice, Energy Edge investigates the issue and drives it to resolution to ensure our client's facilities are charged accurately per the terms of each energy supply contract.

- Energy Edge serves as the client's customer service advocate
- Transmission and Distribution rate validation
- Invoice dispute resolution
- Robust online data management tool that helps clients consolidate energy spend and usage data

### Budgeting & Forecasting

Budgeting for an unpredictable cost such as energy can be an insurmountable challenge. Energy Edge provides client specific budgeting and forecasting information on an ongoing basis

- Fiscal year budgets developed based on contracted rates and/or forward market projections
- Frequent updates of actual spend vs. budget based on realized costs and changes in forward market conditions
- Medium to long term forecasts of energy spend to aid in strategic planning and new site location decisions



# Energy Information & Payment Services

## Service Overview

### Invoice Processing & Data Capture

---

The ProUtility platform captures all data recorded on a monthly utility invoice quickly and accurately, for over 15 different utility categories.

- Input of all data points on an invoice including all usage & meter information, rates, billing determinants, and account balance information
- 99.975% data capture accuracy service level agreement
- Pre-defined audit checks that are automatically run on each invoice with exception notifications when audit checks are failed
- Ability for user defined audit checks on a wide range of information including usage, rates, spend, cost per square foot and others

### Invoice Presentation

---

ProUtility offers a robust online portal for presentation of all utility invoices and reporting capabilities for all elements of data captured.

- View invoices at a summary level or drill all the way down to specific line items on a single invoice
- A suite of automated reports on various aspects of utility spend and usage
- A fully customizable report wizard to allow users to create any desired report
- Weather normalization of energy usage
- Budgeting and forecasting capabilities
- EnergyStar benchmarking and integration with EnergyStar's Portfolio Manager

### Invoice Payment

---

The ProUtility platform offers several solutions for remitting payments to utility vendors:

- ProUtility can provide an A/P extract of all invoices that pass validation and have been approved for payment to a client's accounting team
- A/P interface is customized to work with each client's internal systems
- ProUtility can also handle remittance of payments of approved invoices on the clients behalf, eliminating late fees with sufficiently frequent funding
- ProUtility will follow up with utility vendors on any missing invoices or payment posting and accounting issues



## KBS Realty Advisors

One of the nation's leading real estate Advisors

*"As one of the nation's largest owners of commercial real estate, KBS is committed to providing the best service possible to our tenants. Working with Energy Edge has enabled us to lower costs and better manage our energy needs. Their expert knowledge in each local or regional market has made it possible for us to maximize the financial benefit to our tenants by navigating the changing dynamics of the energy market."*

---

RODNEY RICHERSON | REGIONAL PRESIDENT



# RICHARD MATTHEW HOBSON

9601 Katy Freeway, Suite 450  
Houston, Texas 77024  
(713) 446-3818  
mhobson@energyedge.com

---

## Education:

Texas A&M University, College Station, Texas  
Graduated Cum Laude  
Major: Economics  
Minor: Mathematics

## Work Experience:

### **Energy Edge Consulting; Founder and Principal (Mar 2009 – Current)**

- ◆ Established company building a strong foundation in energy management services
- ◆ Co-manage a team of 14 employees across 5 locations
- ◆ Lead efforts in managing client engagements from energy procurement to risk management, demand response, renewable energy, and all other areas

### **Reliant Energy**

#### **Regional Account Director (Aug 2008 – Feb 2009)**

- ◆ Managed team of 5 sales and support professionals
- ◆ Responsible for \$150M in annual sales
- ◆ Originated electricity supply agreements with some of the largest industrial consumers in Texas

#### **Sr. Energy Marketing Manager (Apr 2006 – Jul 2008)**

- ◆ Managed a portfolio of large industrial customers
- ◆ Assisted in development of retail-wholesale customer interface
- ◆ Led development of new demand response program

#### **Energy Marketing Manager (Apr 2004 – Mar 2006)**

- ◆ Originated medium and large electricity supply transactions

#### **Business Analyst (Jun 2002 – Mar 2004)**

- ◆ Supported originators in managing customer relationships
- ◆ Worked to address billing, contract, and other customer service related issues

### **Asea Brown Boveri, Inc.; Summer Intern 1999**

- ◆ Worked with large account power transmission and distribution customers
- ◆ Assisted in research and preparation of bids for new business
- ◆ Developed price quote/order forecast system

### **International Business Machines, Inc.; Summer Intern 1998**

- ◆ Worked with Small/Medium Business Sales Center accounts
- ◆ Maintained customer records as well as relationships with IBM clients
- ◆ Assisted in marketing campaigns and sales blitzes

### **McKinsey & Company, Inc.; Summers of 1993-1996; part time, 1996**

- ◆ Served as assistant to coordinator of 200 delegate Summer Associate Conference, designed photo directory, coordinated dining needs, and attended
- ◆ Worked as Research Assistant in the Information Services Department  
Assistant Technician in the Computer Services Department

# Brian Walker

---

Dallas, TX \* 214.236.0567 \* bwalker@energyedge.com

## **EMPLOYMENT HISTORY**

### **Energy Edge Consulting**

Principal  
Mar 2009 – Present  
Dallas, TX

Brian Walker co-founded Energy Edge Consulting, LLC in March 2009. Energy Edge provides a full suite of energy management and advisory services related to:

- Renewable energy - Energy procurement
- Risk management - Demand Response
- Behind the meter generation

Energy Edge serves as an adviser to some of the most recognizable brands in the world and provides service in the United States, Canada and the United Kingdom.

### **Reliant Energy**

Regional Director  
Aug 2003 – Mar 2009  
Dallas/Fort Worth Area

Provided customized retail power solutions to large commercial and industrial clients.

Regional Director  
Jan 2001 – Aug 2003  
Sacramento, California Area

Held leadership roles in Reliant's power plant development and permitting business.  
Worked with Reliant's regulatory and legislative teams in developing and advocating energy policies at various public utility commissions in the western U.S.

Associate  
Jun 1999 – Jan 2001  
Houston, Texas Area

Worked in Reliant's corporate strategy office providing support on various acquisitions, divestitures and strategic initiatives.

## **EDUCATION**

### **Texas A&M University**

Master of Business Administration - 1996 – 1999

Master of Public Service and Administration - 1996 – 1999

Bachelor's of Business Administration - 1990 - 1995

# **Exhibit G**

## Affidavits

Appendix A

APPLICATION AFFIDAVIT

[Commonwealth/State] of Texas :

ss.

County of Harris :

Richard Matthew Hobson, Affiant, being duly [sworn/affirmed] according to law, deposes and says that:

[He/she is the Vice President & Secretary (Office of Affiant) of Energy Edge Consulting, LLC (Name of Applicant);]

[That he/she is authorized to and does make this affidavit for said Applicant;]

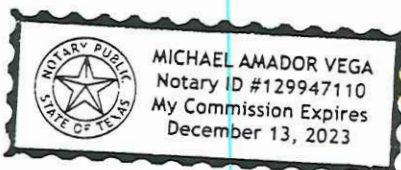
That the Applicant herein Energy Edge Consulting, LLC has the burden of producing information and supporting documentation demonstrating its technical and financial fitness to be licensed as a natural gas supplier pursuant to 66 Pa. C.S. § 2208 (c)(1).

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

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

That the Applicant herein Energy Edge Consulting, LLC acknowledges that it is under a duty to supplement information provided in answer to questions on this application and contained in supporting documents as requested by the Commission.

That the facts above set forth are true and correct to the best of his/her knowledge, information, and belief, and that he/she expects said Applicant to be able to prove the same at hearing.



[Signature]  
Signature of Affiant

Sworn and subscribed before me this 22 day of oct., 2020.

[Signature]  
Signature of official administering oath

My commission expires 12/13/2023.

Appendix B

OPERATIONS AFFIDAVIT

[Commonwealth/State] of Texas :

ss.

County of Harris :

Richard Matthew Hobson, Affiant, being duly [sworn/affirmed] according to law, deposes and says that:

[He/she is the Vice President & Secretary (Office of Affiant) of Energy Edge Consulting, LLC (Name of Applicant);]

[That he/she is authorized to and does make this affidavit for said Applicant;]

That Energy Edge Consulting, LLC, 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 Energy Edge Consulting, LLC, 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 Energy Edge Consulting, LLC, the Applicant herein, certifies to the Commission that it is subject to, will pay, and in the past has paid, the full amount of taxes imposed by Articles II and XI of the Act of March 4, 1971 (P.L. 6, No. 2), known as the Tax Reform Act of 1971 and any tax imposed by Chapter 22 of Title 66. The Applicant acknowledges that failure to pay such taxes or otherwise comply with the taxation requirements of Chapter 28 shall be cause for the Commission to revoke the license of the Applicant. The Applicant acknowledges that it shall report to the Commission its jurisdictional natural gas sales for ultimate consumption, for the previous year or as otherwise required by the Commission. The Applicant also acknowledges that it is subject to 66 Pa. C.S. §506 (relating to the inspection of facilities and records).

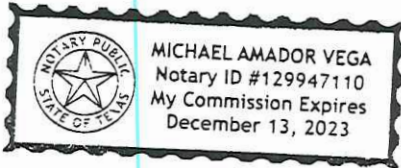
Applicant, by filing of this application waives confidentiality with respect to its state tax information in the possession of the Department of Revenue, regardless of the source of the information, and shall consent to the Department of Revenue providing that information to the Pennsylvania Public Utility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

Appendix B (Continued)

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

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.



[Handwritten Signature]  
Signature of Affiant

Sworn and subscribed before me this 22 day of oct, 2020.

[Handwritten Signature]  
Signature of official administering oath

My commission expires 12/13/2023.

# **Exhibit H**

## Publications

PROOF OF PUBLICATION  
In  
THE ERIE TIMES-NEWS  
COMBINATION EDITION

LICENSE LOGIX  
140 GRAND ST SUITE 300  
WHITE PLAINS NY 10601

REFERENCE: 122994 418556  
PUC Notice

STATE OF PENNSYLVANIA)  
COUNTY OF ERIE ) SS:

Lorri Stefanelli, 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, 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: 11/17/20

TOTAL COST: \$543.00 AD SPACE: 0 Lines

FILED ON: 11/17/20

**PENNSYLVANIA  
PUBLIC UTILITY COMMISSION  
NOTICE**

*Application of **Energy Edge Consulting, LLC** For Approval To Offer, Render, or Furnish Natural Gas Services as a **Supplier, Aggregator, or Marketer/Broker** Engaged In The Business Of Supplying Natural Gas Supply Services, To The Public In The Commonwealth Of Pennsylvania.*

**Energy Edge Consulting, LLC** will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to provide natural gas supply services as (1) a supplier or aggregator of natural gas, and (2) a broker/marketer engaged in the business of providing natural gas services. **Energy Edge Consulting, LLC** proposes to sell natural gas and related services in throughout all of Pennsylvania under the provisions of the new Natural Gas Choice and Competition Act.

The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of **Energy Edge Consulting, LLC** may be filed within 15 days of the date of this notice with the Secretary of the PUC, 400 North Street, Harrisburg, PA 17120. You should send copies of any protest to **Energy Edge Consulting, LLC** at the address listed below.

**Energy Edge Consulting, LLC**  
9601 Katy Fwy, Suite 450  
Houston, TX 77024  
713-300-0680

EP-410556

Sworn to and subscribed before me this 18th day of November 2020

Affiant: Lorri Stefanelli

NOTARY: Barbara J Moore

Commonwealth of Pennsylvania - Notary Seal  
Barbara J. Moore, Notary Public  
Erie County  
My commission expires March 23, 2024  
Commission number 1114860  
Member, Pennsylvania Association of Notaries





AD#: 0009792420

Commonwealth of Pennsylvania,) ss  
County of Cumberland)

Sheryl Leggore 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 11/17/2020

  
Principal Clerk of the Publisher

Sworn to and subscribed before me this 17th day of November 2020

  
Notary Public

Commonwealth of Pennsylvania - Notary Seal  
Crystal B. Rosensteel, Notary Public  
Dauphin County  
My commission expires June 27, 2024  
Commission number 1299212  
Member, Pennsylvania Association of Notaries

**PENNSYLVANIA PUBLIC UTILITY  
COMMISSION  
NOTICE**

Application of **Energy Edge Consulting, LLC** For Approval To Offer, Render, or Furnish Natural Gas Services as a **Supplier, Aggregator, or Marketer/Broker** Engaged In The Business Of Supplying Natural Gas Supply Services, To The Public In The Commonwealth Of Pennsylvania.

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The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of **Energy Edge Consulting, LLC** may be filed within 15 days of the date of this notice with the Secretary of the PUC, 400 North Street, Harrisburg, PA 17120. You should send copies of any protest to **Energy Edge Consulting, LLC** at the address listed below.

**Energy Edge Consulting, LLC**  
9601 Katy Fwy, Suite 450  
Houston, TX 77024  
713-300-0680

COMMONWEALTH OF PENNSYLVANIA }  
 County of Cambria } SS

**PENNSYLVANIA PUBLIC UTILITY COMMISSION NOTICE**  
 Application of Energy Edge Consulting, LLC For Approval To Offer, Render, or Furnish Natural Gas Services as a Supplier, Aggregator, or Marketer/Broker Engaged In The Business Of Supplying Natural Gas Supply Services, To The Public In The Commonwealth Of Pennsylvania.  
 Energy Edge Consulting, LLC will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to provide natural gas supply services as (1) a supplier or aggregator of natural gas, and (2) a broker/marketer engaged in the business of providing natural gas services. Energy Edge Consulting, LLC proposes to sell natural gas and related services in throughout all of Pennsylvania under the provisions of the new Natural Gas Choice and Competition Act.  
 The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Energy Edge Consulting, LLC may be filed within 15 days of the date of this notice with the Secretary of the PUC, 400 North Street, Harrisburg, PA 17120. You should send copies of any protest to Energy Edge Consulting, LLC at the address listed below.  
 Energy Edge Consulting, LLC  
 9601 Katy Fwy, Suite 450,  
 Houston, TX 77024  
 713-300-0680

published co  
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 of The John.  
 interested in  
 character of

On this 18th day of November A.D. 2020, 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,

of Cambria, and Commonwealth of Pennsylvania and latter published in said publication in the regular issues in November 14, 2020; and that the Affiant is not ing and that all of the allegations as to time, place and

*Christine Marhefka*

**STATEMENT OF ADVERTISING COSTS**

Signed and sworn to before me on 18th day of November, 2020, by Christine Marhefka making the statement.

*Vivian Ohs*

0.00 Lines @ \$2.50 per line	0.00
6 Inches @ \$25.00 per inch	150.00
Notary Fee	5.00
Clerical Fee	2.50
<b>Total Cost</b>	<b>157.50</b>

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 \_\_\_\_\_

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:

November 18, 2020

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 18th day of  
November, 2020.

*Helene Sweeney*

*Katherine V. Harley*  
Notary Public

My Commission Expires:

Commonwealth of Pennsylvania - Notary Seal  
KATHERINE V. HARLEY, Notary Public  
Philadelphia County  
My Commission Expires May 25, 2021  
Commission Number 1312029

Copy of Notice of Publication

PENNSYLVANIA  
PUBLIC UTILITY COMMISSION  
NOTICE  
Application of Energy Edge Consulting, LLC For Approval To Offer, Render, or Furnish Natural Gas Services as a Supplier, Aggregator, or Marketer/ Broker Engaged In The Business Of Supplying Natural Gas Supply Services, To The Public In The Commonwealth Of Pennsylvania.  
Energy Edge Consulting, LLC will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to provide natural gas supply services as (1) a supplier or aggregator of natural gas, and (2) a broker/ marketer engaged in the business of providing natural gas services. Energy Edge Consulting, LLC proposes to sell natural gas and related services in throughout all of Pennsylvania under the provisions of the new Natural Gas Choice and Competition Act.  
The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Energy Edge Consulting, LLC may be filed within 15 days of the date of this notice with the Secretary of the PUC, 400 North Street, Harrisburg, PA 17120. You should send copies of any protest to Energy Edge Consulting, LLC at the address listed below.  
Energy Edge Consulting, LLC  
9901 Katy Pwy, Suite 450  
Houston, TX 77024  
713-200-0220

### 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

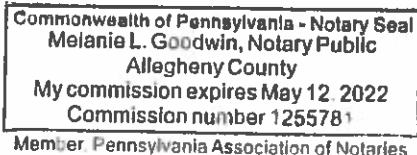
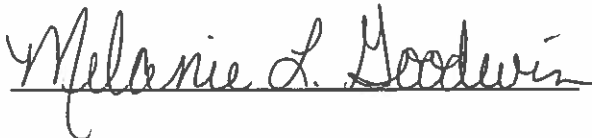
Commonwealth of Pennsylvania, County of Allegheny, ss K. Flaherty, being duly sworn, deposes and says that the Pittsburgh Post-Gazette, a newspaper of general circulation published in the City of Pittsburgh, County and Commonwealth aforesaid, was established in 1993 by the merging of the Pittsburgh Post-Gazette 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:

**19 of November, 2020**

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.



PG Publishing Company  
Sworn to and subscribed before me this day of:  
November 19, 2020



#### STATEMENT OF ADVERTISING COSTS

LicenseLogix LLC  
140 GRAND ST STE 300  
ATTN: Shayna Desai  
WHITE PLAINS NY 10601-4840

To PG Publishing Company

Total ----- \$379.75

#### 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 Energy Edge Consulting, LLC For Approval To Offer, Render, or Furnish Natural Gas Services as a Supplier, Aggregator, or Marketer/Broker Engaged in The Business Of Supplying Natural Gas Supply Services, To The Public in The Commonwealth Of Pennsylvania.

Energy Edge Consulting, LLC will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to provide natural gas supply services as (1) a supplier or aggregator of natural gas, and (2) a broker/marketer engaged in the business of providing natural gas services. Energy Edge Consulting, LLC proposes to sell natural gas and related services in throughout all of Pennsylvania under the provisions of the new Natural Gas Choice and Competition Act.

The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Energy Edge Consulting, LLC may be filed within 15 days of the date of this notice with the Secretary of the PUC, 400 North Street, Harrisburg, PA 17120. You should send copies of any protest to Energy Edge Consulting, LLC at the address listed below.

Energy Edge Consulting, LLC  
9601 Katy Pkwy, Suite 450  
Houston, TX 77024  
713-300-0680

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

LICENSELOGIX  
SUITE 300  
140 GRAND STREET WHITE PLAINS NY 10601

Account # 629558  
Order # 82492744  
Ad Price: 232.95

ENERGY EDGE CONSULTING  
Sharon Venturi

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:

11/14/2020

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 Sharon Venturi

Sworn and subscribed to before me  
this 19th day of November A.D., 2020

[Signature]

(Notary Public)

COMMONWEALTH OF PENNSYLVANIA  
NOTARIAL SEAL  
Kathleen Weaver, Notary Public  
City of Scranton, Lackawanna County  
My Commission Expires June 14, 2021

**Legal Notices**  
**LEGAL NOTICE**  
**PENNSYLVANIA PUBLIC UTILITY COMMISSION NOTICE**  
*Application of Energy Edge Consulting, LLC For Approval To Offer, Render, or Furnish Natural Gas Services as a Supplier, Aggregator, or Marketer/Broker Engaged In The Business Of Supplying Natural Gas Supply Services, To The Public In The Commonwealth Of Pennsylvania.*  
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The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of **Energy Edge Consulting, LLC** may be filed within 15 days of the date of this notice with the Secretary of the PUC, 400 North Street, Harrisburg, PA 17120. You should send copies of any protest to **Energy Edge Consulting, LLC** at the address listed below.  
**Energy Edge Consulting, LLC**  
9601 Katy Fwy, Suite 450  
Houston, TX 77024  
713-300-0680

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. Rollev, 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:

November 16, 2020

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 Energy Edge Consulting, LLC For Approval To Offer, Render, or Furnish Natural Gas Services as a Supplier, Aggregator, or Marketer/Broker Engaged In The Business Of Supplying Natural Gas Supply Services, To The Public In The Commonwealth Of Pennsylvania.

Energy Edge Consulting, LLC will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to provide natural gas supply services as (1) a supplier or aggregator of natural gas, and (2) a broker/marketer engaged in the business of providing natural gas services. Energy Edge Consulting, LLC proposes to sell natural gas and related services in throughout all of Pennsylvania under the provisions of the new Natural Gas Choice and Competition Act.

The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Energy Edge Consulting, LLC may be filed within 15 days of the date of this notice with the Secretary of the PUC, 400 North Street, Harrisburg, PA 17120. You should send copies of any protest to Energy Edge Consulting, LLC at the address listed below.

Energy Edge Consulting, LLC
9601 Katy Fwy, Suite 450
Houston, TX 77024
713-300-0680

Handwritten signature of Robert O. Rollev, Jr.

SUN-GAZETTE LLC

Sworn to and subscribed before me

The 17th day of November 20 20

Handwritten signature of Beth A. Miller

Notary Public Seal: Commonwealth of Pennsylvania - Notary Seal, BETH A MILLER - Notary Public, Lycoming County, My Commission Expires Jun 4, 2024, Commission Number 1297751

STATEMENT OF ADVERTISING COSTS

To the Sun-Gazette LLC, Dr.:

For publishing the notice attached

Hereto on the above state dates.....\$ 227.40

Probated same.....\$

Total.....\$ 227.40

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. Rollev, Jr.