



COMMONWEALTH OF PENNSYLVANIA  
PENNSYLVANIA PUBLIC UTILITY COMMISSION  
400 NORTH STREET, HARRISBURG, PA 17120

IN REPLY PLEASE  
REFER TO OUR FILE

August 30, 2021

Docket No. A-2021-3027472  
Utility Code: 1124378

**EMAIL**

ANTHONY GODFREY CFO  
INSIGHT SOURCING GROUP LLC  
5555 TRIANGLE PARKWAY SUITE 300  
NORCROSS GA 30092  
AGODFREY@INSIGHTSOURCING.COM

RE: Electric Generation Supplier License Application

Dear Mr. Godfrey:

On July 27, 2021, the Public Utility Commission accepted Insight Sourcing Group, LLC's application for an Electric Generation Supplier license. The application was incomplete. In order for us to complete our analysis of your application, the Energy Industry Group requires answers to the attached question(s).

Please be advised that you are directed to forward the requested information to the Commission within **20** days from the date of this letter. Failure to respond may result in the application being denied. As well, if Insight Sourcing Group, LLC has decided to withdraw its application, please reply notifying the Commission of such a decision.

Please forward the information to the Secretary of the Commission at the address listed below. When submitting documents, all documents requiring notary stamps must have original signatures. Please note that some responses may be e-filed to your case, <http://www.puc.pa.gov/efiling/default.aspx>. A list of document types allowed to be e-filed can be found at <http://www.puc.pa.gov/efiling/DocTypes.aspx>.

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

**Your answers should be verified per 52 Pa Code § 1.36.** Accordingly, you must provide the following statement with your responses:

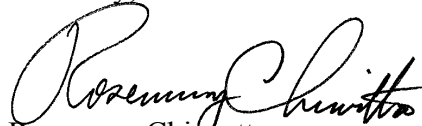
I, Tom Beaty, hereby state that the facts above set forth are true and correct to the best of my knowledge, information and belief, and that I expect to be able to prove the same at a hearing held in this matter. I understand that the

statements herein are made subject to the penalties of 18 Pa. C.S. § 4904 (relating to unsworn falsification to authorities).

The blank should be filled in with the name of the appropriate company representative, and the signature of that representative should follow the statement.

In addition, to expedite completion of the application, please also e-mail the information to Jordan Van Order at [jvanorder@pa.gov](mailto:jvanorder@pa.gov). Please direct any questions to Jordan Van Order, Bureau of Technical Utility Services, at [jvanorder@pa.gov](mailto:jvanorder@pa.gov) (preferred) or (717) 787-8763.

Sincerely,

A handwritten signature in black ink, appearing to read "Rosemary Chiavetta". The signature is fluid and cursive, with the first name being the most prominent.

Rosemary Chiavetta  
Secretary

Enclosure

Docket No. A-2021-3027472  
Insight Sourcing Group  
Data Requests Set II

1. Reference Application, Section 2.b, Formation Documents – Applicant has indicated that it is both a sole proprietor and a limited liability company. Please provide documentation with the correct information including any updates to the Applicant’s tax certification form. [see attached](#)
2. Reference Application, Section 4.a, Present Operations – Applicant has indicated that it is currently doing business in PA as a broker/marketer. Please provide a detailed explanation. [We have a current and active Natural Gas license in the state of PA where we are assisting our clients.](#)
3. Reference Application, Section 4.c, Description of Proposed Services – The applicant failed to provide a description of proposed services in the EGS Application Package. Please file an updated Application page with the requested information. [see below](#)
4. Reference Application, Section 8.a, Technical Fitness – Applicant failed to provide a license for Illinois and Texas. Please provide the missing documentation. [See attached.](#)

[Section 4.c - ISG provides energy management consulting services to its clients. These services include strategic electric and natural gas procurement, review of regulated tariffs to determine the most cost effective option, and the identification of energy efficient or renewable strategies to reduce usage and cost. We review their portfolio of facilities, their internal savings and sustainability goals, and determine the strategy to achieve those goals.](#)

## 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, Form PA-953.

**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.

### 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.

n/a

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.

n/a



## Public Utility Commission of Texas

### Broker Report

#### INSIGHT SOURCING GROUP LLC

BR190453

**Type:** Limited Liability Company, L.L.C

**Date Registered:** 8/26/2019

#### DBA Names

No DBA Records

#### Company Information

**Customer Types:** Commercial Industrial

**Customer Details:**

#### Contact Information

*Company / Physical (Mailing Address)*

INSIGHT SOURCING GROUP LLC  
MICHAEL KEMP  
MANAGER  
5555 TRIANGLE PARKWAY  
SUITE 300  
NORCROSS,GA 30092  
**Email:** [MKemp@insightsourcing.com](mailto:MKemp@insightsourcing.com)  
**Phone:** 888-973-0208

*Regulatory Rep*

INSIGHT SOURCING GROUP LLC  
BAILEY LITTLE  
REGULATORY ANALYST  
5555 TRIANGLE PARKWAY  
SUITE 300  
NORCROSS,GA 30092  
**Email:** [BLittle@insightsourcing.com](mailto:BLittle@insightsourcing.com)  
**Phone:** 678-812-2017  
**Toll Free:** 888-973-0208

*Contact (Complaint)*

INSIGHT SOURCING GROUP LLC  
MICHAEL KEMP  
MANAGER  
5555 TRIANGLE PARKWAY  
SUITE 300  
NORCROSS,GA 30092  
**Email:** [MKemp@insightsourcing.com](mailto:MKemp@insightsourcing.com)  
**Phone:** 888-973-0208

*Authorized Rep*

INSIGHT SOURCING GROUP LLC  
MICHAEL KEMP  
MANAGER  
5555 TRIANGLE PARKWAY  
SUITE 300  
NORCROSS,GA 30092  
**Email:** [MKemp@insightsourcing.com](mailto:MKemp@insightsourcing.com)  
**Phone:** 770-628-0695  
**Toll Free:** 888-973-0208

#### Docket/Project/Control Numbers

49779-563

**Type:** PROJECT

**Open Date:** 8/26/2019

**Close Date:** 8/26/2019

**Filings:** New

**Note:** BROKER REGISTRATION APPLICATION

*End Report*

**STATE OF ILLINOIS**

**ILLINOIS COMMERCE COMMISSION**

**Insight Sourcing Group, LLC** :  
: **15-0329**  
**Application for Licensure of** :  
**Agents, Brokers, and Consultants** :  
**under Section 16-115C of the** :  
**Public Utilities Act.** :

**ORDER**

By the Commission:

**I. INTRODUCTION**

On May 1, 2015, Insight Sourcing Group, 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, "Licensure of Retail Electric Agents, Brokers, and Consultants" (“Part 454”). 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. Upon review of the application, Staff of the Commission (“Staff”) requested additional information and clarification of certain matters. On May 8, 2015, Applicant filed an Errata to its Application. Since all of the information to grant the requested relief was contained in the Application and Errata to the Application, the Hearing was waived.

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

Applicant is a business organized under the laws of Georgia and authorized 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. The Applicant has also attested that

no complaints have been filed against it for its provision of services in the electric or gas industry in the jurisdictions where it provides or is seeking to provide services.

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

Applicant is required by Section 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 Section 454.60 through Attachment A and C to the Application. Attachment B to the Application contains a corporate organizational chart and identifies the occupational background information of the persons being used to meet the requirements of Section 454.60(a). Attachment A contains occupational background information on the person or persons being used to meet the requirements of Section 454.60(a).

Applicant is required by Section 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 Section 454.70 with the information provided in Attachment A. Attachment A contains occupational background information on the person or persons being used to meet the requirements of Section 454.70(a).

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 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, managerial, and financial 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 Insight Sourcing Group, 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) Insight Sourcing Group, LLC, a business organized under the laws of Georgia and authorized to transact business in Illinois, seeks a certificate of service authority to operate as an ABC 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) Insight Sourcing Group, LLC has demonstrated that it possesses sufficient financial, managerial, and technical resources and abilities to provide services as an ABC for the procurement or sale of retail electricity supply to third parties in the State of Illinois;
- (5) Insight Sourcing Group, LLC has complied with Section 16-115C of the Act and Part 454; and
- (6) Insight Sourcing Group, LLC should be granted a certificate of service authority to operate as an ABC as specified in this Order.

IT IS THEREFORE ORDERED by the Illinois Commerce Commission that Insight Sourcing Group, 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 Insight Sourcing Group, 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 16<sup>th</sup> day of June, 2015.

(SIGNED) BRIEN SHEAHAN

Chairman