

**CONSERVATION SERVICE PROVIDER (“CSP”) APPLICATION
FOR REGISTRATION IN THE COMMONWEALTH OF PENNSYLVANIA**

Conservation Service Providers (“CSPs”) have a specific role under Act 129, which requires a covered Electric Distribution Company’s Energy Efficiency and Conservation (EE&C) plan to include one or more CSPs to implement at least a portion of the EE&C Plan. 66 Pa.C.S. § 2806.1(b)(1)(i)(E). CSPs provide information and technical assistance to EDCs on *measures* that enable a person to increase energy efficiency or reduce energy consumption. CSPs must have no direct or indirect ownership, partnership or other affiliated interest with an EDC. 66 Pa.C.S. § 2806.1 (m). Only registered CSPs may advise an EDC and/or provide consultation, design, or administration or management services to an EDC related to the implementation of the EDC’s EE&C Plan. As such, registration of business entities as approved CSPs is required before entering into a contractual agreement with an EDC exclusively for the provision of consultation, design, administration, management or advisory services regarding that EDC’s EE&C plan. This registry is not intended as a resource for business, whose sole purpose is the installation of measures, supplying of equipment or other contracting work for use by the general public and EDC customers. If providing such services, registration as a CSP is not required for entering into an agreement with an EDC.

Any CSP subcontractor with an annual contract cost that equals or exceeds 10% of the CSP annual contract cost and is directly performing services pursuant to a contract with a CSP which has contracted with an EDC after Commission approval should also register as a CSP. This does not include third party contractors which participate in or support an EE&C Plan but are not directly contracted with a CSP which has a direct contractual relationship with the EDC subject to Act 129.

To qualify an applicant must have at least two years of experience in providing program consultation, design, administration, management or advisory services related to energy efficiency and conservation services. CSP registration is not required of entities that limit their services to the installation of energy efficiency measures or the provision of equipment or materials to EDC customers or the public in general.

1. IDENTITY OF THE APPLICANT

a. Legal Name of Applicant: Customized Energy Solutions, Ltd.

Attach proof of compliance with appropriate Pennsylvania Department of State filing requirements.¹

¹ A copy of any document from the Pennsylvania Department of State (Pa. Dept. of State) documenting the Applicant’s Pa. Dept. of State entity number is adequate. However, the document must indicate that the Applicant’s Pa. Dept. of State registration is “active.” Certified copies of Pa. Dept. of State documents are not required.

b. Trade or Commercial or Fictitious Names Used by Applicant (d/b/a)—List all that apply.

The Applicant will be using a fictitious name or doing business as (“d/b/a”). Identify names below. If more space is needed, list names on the back of this page or append list to completed application.

The Applicant will not be using a fictitious name.

c. Applicant Address: 1528 Walnut St, 22nd Floor, Philadelphia PA, 19102

d. Applicant Telephone No: 215-875-9440

e. Applicant Email Address: info@ces-ltd.com

f. Contact Information for Applicant. PLEASE NOTE: Upon approval of this application, this Contact Information will be listed on the Commission’s CSP Registry.

- Name: Ian Sneed
- Mailing Address: 1528 Walnut St, 22nd Floor, Philadelphia PA, 19102
- Telephone: 215-875-9440
- Email Address: ian.sneed@ces-ltd.com

g. Predecessor(s) & Other Names used by Applicant for past five (5) years of date of this application. Provide Name(s), Address(es) and Telephone No.(s).

Check Box if any Predecessor(s) is currently or was previously registered in Pennsylvania as a CSP. If affirmative, please provide Docket No(s). (A-[Year]-[Seven (7) Digits]) and names for all registered CSPs.

N/A

h. Parent & Subsidiary Companies & Affiliates:

- Parent Name and Contact Information. Provide name and contact information for parent company. Check Box if any parent company is currently doing business in Pennsylvania as a CSP or Electric Distribution Company (EDC). If "None," do not check the box and answer "None" below.

None

- Subsidiaries and Contact Information. Provide name and contact information for all subsidiary companies. Check Box if any subsidiary is currently doing business in Pennsylvania as a CSP or Electric Distribution Company (EDC). If "None," do not check the box and answer "None" below.

None

- Affiliate(s) and Contact Information. Provide name and contact information for all affiliate companies. Check Box if any affiliate is currently doing business in Pennsylvania as a CSP or Electric Distribution Company (EDC). If "None," do not check the box and answer "None" below.

None

i. Contracts & Business Partnerships:

- Check Box if Applicant intends to or has operated under contract with or has partnered with an EDC within the past five (5) years. If "None," do not check the box and answer "None" below.
- Check Box if Applicant intends to or has operated under contract (subcontractor) with or has partnered with a CSP within the past five (5) years. If "None," do not check the box and answer "None" below.

If any box above is checked, please provide name(s) of EDC(s) and CSP(s) and contact information for each and briefly describe the nature of business services associated with each contract and/or partnership.

None

- j. Identify principal officers (owners, executives, partners and/or directors), as appropriate for Applicant's organizational structure. Provide an organizational chart and the names, titles, business addresses and telephone numbers for each office.

See Attachments

- k. Attach to this Application a brief biography or single page professional resume for all principal officers and management directly responsible for Applicant's operations.

- l. Provide Applicant's Employer Identification No. (EIN):
_25-1811123_____

2. **REGISTERED AGENT**

- a. If the Applicant does not maintain a principal office in the Commonwealth, the Applicant is required by the Pennsylvania Department of State to designate an approved Registered Agent as its representative in the Commonwealth. Check one of the Boxes below, as applicable:

- YES, the Applicant has registered its business with the Pennsylvania Department of State. Following is the Name and Contact information for the Applicant's Department-Approved Registered Agent.

- Registered Agent's Name
- Registered Agent's Mailing Address
- Registered Agent's Telephone
- Registered Agent's Email Address

- NO, the Applicant has not registered its business with the Pennsylvania Department of State. STOP—To avoid denial of your application and forfeiture of your application fee, you should contact the Pennsylvania Department of State Bureau of Corporations to register as a business entity within the Commonwealth PRIOR TO completion and filing of this application with the Pennsylvania Public Utility Commission.

b. Applicant has registered its business with the Pennsylvania Department of State. Please check appropriate registration type for Applicant as designated with the Department.

- Sole proprietor (15 Pa. C.S. §4124)
- Domestic corporation (none)
- Domestic general partnership (15 Pa. C.S. §4124)
- Domestic limited liability company (15 Pa. C.S. §8913)
- Domestic limited liability partnership (15 Pa. C.S. §8201)
- Foreign corporation (15 Pa. C.S. §4124)
- Foreign general or limited partnership (15 Pa. C.S. §4124)
- Foreign limited liability company (15 Pa. C.S. §8981)
- Foreign limited liability general partnership (15 Pa. C.S. §8211)
- Foreign limited liability limited partnership (15 Pa. C.S. §8211)

c. If Applicant is not domiciled in the Commonwealth of Pennsylvania and is registered as a "foreign" entity as identified in Question 2.b., please identify all other states where applicant is registered and name the appropriate state department(s):

3. **APPLICANT'S OPERATIONS**

Respond to each of the following four questions relating to Applicant's operations and its technical and financial fitness. Respond to each item and attach any additional information and/or statements to this Application as appropriate.

a. Describe nature of business:

Customized Energy Solutions (CES) is a third party demand response provider or Curtailment Service Provider (CSP) providing Demand Response Services to end use customers in the state of Pennsylvania. CES facilitates and manages the participation of end use customers in PJM's wholesale markets as Demand Response resources through our 24-hour Market Operations Center.

b. Current status of business (check one):

- Applicant is presently doing business in Pennsylvania
- Applicant is presently not doing business in Pennsylvania

c. The Applicant proposes to provide the following information and technical services to an EDC. Check all services that apply and identify all EDCs with whom Applicant intends to conduct business.

- | | | |
|---|-------|-------|
| <input type="checkbox"/> Consultation | EDCs: | _____ |
| <input type="checkbox"/> Design | | _____ |
| <input type="checkbox"/> Administration | | _____ |
| <input type="checkbox"/> Management | | _____ |
| <input type="checkbox"/> Advisory | | _____ |

d. Attach to this Application a copy of any certification(s) or similar documentation that would demonstrate the technical fitness of Applicant, such as membership in trade associations, professional licenses, technical certifications, and/or names of current or past clients with a description of dates and types of services provided by Applicant.

e. Attach to this Application proof of current liability insurance coverage.

4. **COMPLIANCE**

Respond to each of the following Questions. Provide a statement as to the resolution or present status of any such proceedings, if applicable.

- a. In the past three years has the Applicant, the parent company, an affiliate or predecessor or partner (contractor/subcontractor business relationship) of the Applicant, or any person identified by the Applicant in this Application, been investigated or convicted of a crime involving fraud, theft, larceny, deceit, violation of consumer protection law, violation of deceptive trade law or similar activity, whether before an administrative body or in a judicial forum, in which the Applicant, an affiliate, a predecessor of either, or a person identified herein has been a defendant or a respondent?

- No
 Yes. Provide explanation:

- b. Is the Applicant, the parent company, an affiliate, or a predecessor of either, currently delinquent with any state or federal taxing authority?

- No
 Yes. Provide explanation:

- c. Identify all bankruptcy or liquidation proceedings for the prior three years. If none, state "None" below.

None

- d. Identify all customer complaints filed with a regulatory or prosecutor agency for the prior three years of the date of this application. In none, state "None" below.

None

5. **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.

Signature of Principal Official: Stephen Fernandez

Official's Name & Title : Stephen Fernandez
(Please Print)

Date : 9/12/24

APPENDIX A - AFFIDAVIT

[Commonwealth/State] of Pennsylvania _____ :

: SS.

County of Philadelphia _____ :

Stephen Ferrands, Affiant, being duly [sworn/affirmed] according to law, deposes and says that:

[He/she is the President (Office of Affiant) of Customized Energy Solutions LTD. (Name of Applicant);]

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

That the Applicant herein Customized Energy Solutions, Ltd. has the burden of producing information and supporting documentation demonstrating its technical and financial fitness to be registered as a conservation service provider pursuant to Act 129 of 2008.

That the Applicant herein Customized Energy Solutions, Ltd. acknowledges that it has answered the questions on the application correctly, truthfully and completely and has provided supporting documentation as required.

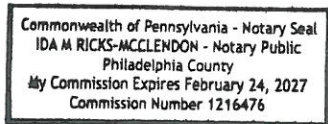
That the Applicant herein Customized Energy Solutions, Ltd. acknowledges that it is under a duty to update information provided in answer to questions on this application and contained in supporting documents.

That the Applicant herein Customized Energy Solutions, Ltd. 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.

Stephen Ferrands
Signature of Affiant

Sworn and subscribed before me this 17th day of April, 2024.



Ida M. Ricks McClendon
Signature of official administering oath

My commission expires: 02/24/2027.

Attachment A

Pennsylvania Department of State
Bureau of Corporations and Charitable Organizations
PO Box 8722 | Harrisburg, PA 17105-8722
T: 717-787-1057
dos.pa.gov/BusinessCharities

Regarding: CUSTOMIZED ENERGY SOLUTIONS, LTD.
Request Type: Subsistence Certificate **Issuance Date:** April 15, 2024
Request No.: 034092730 **File No.:** 0002819156
Receipt No.: 001003175
Filing Type: Domestic Business Corporation
Filing Subtype: Business
Initial Filing Date: June 01, 1998
Status: Active

TO ALL WHOM THESE PRESENTS SHALL COME, GREETING:

I DO HEREBY CERTIFY THAT

CUSTOMIZED ENERGY SOLUTIONS, LTD.

is currently subsisting on the records of the Department of State as of the issuance date herein.

I DO FURTHER CERTIFY THAT this Subsistence Certificate 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 my office to be affixed, the day and year above written

A handwritten signature in black ink, appearing to read "Albert Schmidt".

Albert Schmidt
Secretary of the Commonwealth

Verify this certificate online at www.file.dos.pa.gov

Attachment B

Stephen Fernands, President

Stephen is an accomplished entrepreneur and community leader with a passion for advancing the energy industry and promoting economic development. He began his career as an Outreach Director at Salem Evangelical Free Church in Chicago's Humboldt Park neighborhood, where he managed a mission home, led an afterschool program, and built strong relationships within the community.

After moving to Philadelphia, Stephen worked as a contractor at PECO Energy during the transition to retail customer choice before founding Customized Energy Solutions in 1998. Stephen's vision for the company was to help advance the nascent energy markets and promote economic development both in the US and internationally. Today, Customized Energy Solutions has grown to be a significant influence in the energy industry, with over 350 associates worldwide working towards moving the energy transition forward and finding ways to provide electricity to those without access.

Stephen's educational background includes an undergraduate degree in Economics from Penn State and an MBA from Drexel University, which has been instrumental in his success as an entrepreneur.

Aside from his professional achievements, Stephen is a devoted family man and husband to Rochelle, his wife of 30 years. They have three children, Ruth, Anna, and Elijah. Stephen also finds time to give back to his community through his volunteer work with Young Life, CCO, and Stephen's Children Foundation, which provides for those in Egypt. Additionally, he served on the board of the Energy Cooperative for almost 20 years.

Bill Schofield, Vice President of Future Grid Services

Bill joined Customized Energy Solutions in January of 2002. He is responsible for leading the Distributed Resource Market Integration team that focuses on the demand response and distributed resource operations, as well as the development teams for the PowerGREEN and CoMETS supporting software platforms. As part of this effort Bill provides leadership to the development of CES' PowerGREEN peak load management software platform as well as CES' GridBOOST asset optimization and scheduling tool. Collectively, CES' Future-Grid Services is focused on providing operations and consulting related to the growing trend of integrating utility scale advanced energy storage into the grid, as well as more general trends related to demand response and the increased distribution of resources behind utility meters and/or as part of microgrids. Bill also provides leadership to various internal CES functions.

Previously, Bill provided leadership to CES' Market IQ team. Bill also served at various times in the past as the primary representative of the MISO LSE Coalition and the PJM Public Power Coalition (PPC), while also providing services to a broad range of other clients. Bill is based in CES' Midwest office located in Carmel, Indiana.

Ian Sneed, Director of Demand & Distributed Resources

Ian joined Customized Energy Solutions in May 2021 as Director of Demand & Distributed Resources.

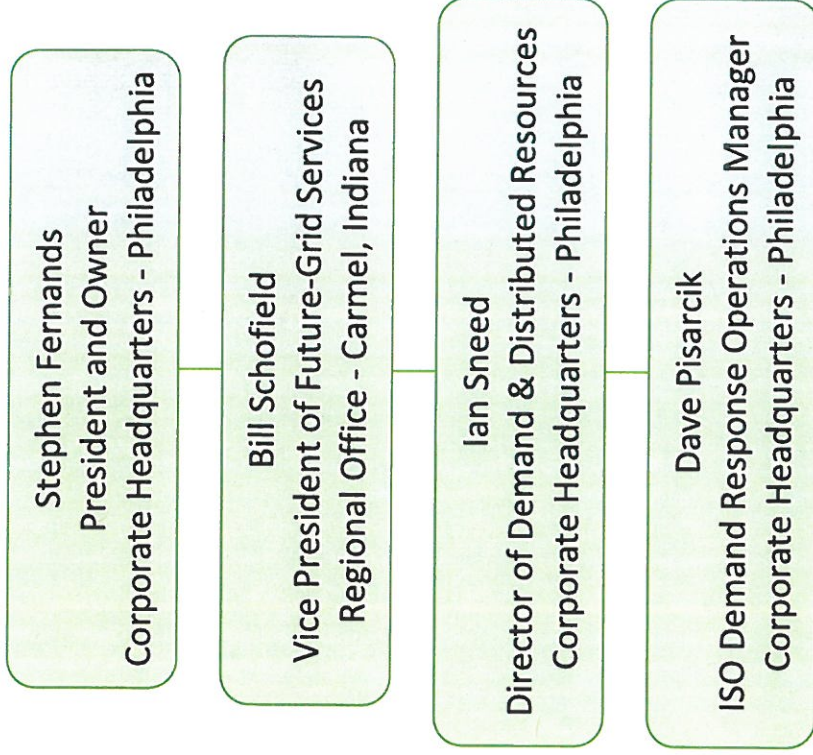
Before joining CES, Ian spent 10+ years in the energy industry, working in finance, risk management, and wholesale operations for a boutique energy services firm, as well as policy advocacy and C&I solar project development for a renewable energy company. He has a wide breadth of operational experience on both the supply side and demand side in all seven of the U.S. based ISOs. His focus at CES is on all things "Behind The Meter" and helping clients with DR and DER assets capture and maximize the various revenue streams available in ISO and utility programs.

Dave Pisarcik, ISO Demand Response Operations Manager

Dave joined CES in June of 2014 as an analyst in the Demand Response group, and he now functions as the ISO Operations Manager for the team. This broad role entails analyzing market and customer data to evaluate market opportunities, developing new business, and providing the most economical propositions to the customer. This requires completion of compliance and settlements tasks for ISO DR programs and keeping up to date on the DR regulatory environment and energy markets. He also implements procedures for standardized processes and leads the team's Peak Load Management efforts.



Customized Energy Solutions Org Chart for CSP Services



Attachment C



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

7/21/2023

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Lacher & Associates Insurance Agency Lacher Insurance Group 632 East Broad Street Souderton PA 18964	CONTACT NAME: PHONE (A/C, No, Ext): 215-723-4378 FAX (A/C, No): 215-723-5757 E-MAIL ADDRESS: certificate@lacherinsurance.com														
	<table border="1"> <thead> <tr> <th>INSURER(S) AFFORDING COVERAGE</th> <th>NAIC #</th> </tr> </thead> <tbody> <tr> <td>INSURER A : Hartford Casualty Insurance Company</td> <td>29424</td> </tr> <tr> <td>INSURER B : Sentinel Insurance Company Ltd</td> <td>11000</td> </tr> <tr> <td>INSURER C :</td> <td></td> </tr> <tr> <td>INSURER D :</td> <td></td> </tr> <tr> <td>INSURER E :</td> <td></td> </tr> <tr> <td>INSURER F :</td> <td></td> </tr> </tbody> </table>		INSURER(S) AFFORDING COVERAGE	NAIC #	INSURER A : Hartford Casualty Insurance Company	29424	INSURER B : Sentinel Insurance Company Ltd	11000	INSURER C :		INSURER D :		INSURER E :		INSURER F :
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INSURER D :															
INSURER E :															
INSURER F :															
INSURED Customized Energy Solutions, Ltd. 1528 Walnut St. Floor 22 Philadelphia PA 19102	CUSTENE-01														


COVERAGES **CERTIFICATE NUMBER: 799698170** **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PROJECT <input type="checkbox"/> LOC OTHER:			39SBAVD4110	7/7/2023	7/7/2024	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 HIRED/NON-OWNED AUTO \$ 1,000,000
	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY						COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input checked="" type="checkbox"/> RETENTION \$ 10,000			39SBAVD4110	7/7/2023	7/7/2024	EACH OCCURRENCE \$ 5,000,000 AGGREGATE \$ 5,000,000 \$
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY <input type="checkbox"/> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below		Y/N N	39WECIL9819	7/7/2023	7/7/2024	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
B	GENERAL LIABILITY - CALIFORNIA UMBRELLA LIABILITY - CALIFORNIA UMBRELLA RETENTION \$10,000			39SBABQ7986	7/7/2023	7/7/2024	EACH OCCURRENCE 2,000,000 AGGREGATE LIMITS 4,000,000 EACH OCC/AGGREGATE 2,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
 PROFESSIONAL LIABILITY/NETWORK SECURITY AND PRIVACY LIABILITY - POLICY NO. 01-602-27-71 EFFECTIVE 9/23/22 - 9/23/23 - AIG SPECIALTY INSURANCE COMPANY - SUBLIMIT OF LIABILITY \$3,000,000/AGGREGATE \$3,000,000 RETENTION \$100,000.
 EXCESS PROFESSIONAL LIABILITY/NETWORK SECURITY AND PRIVACY LIABILITY - POLICY NO. MPX3019722 EFFECTIVE 9/23/22 - 9/23/23 - AMBRIDGE (CERTAIN UNDERWRITERS AT LLOYD'S OF LONDON) \$2,000,000 EXCESS \$3,000,000.
 EXCESS PROFESSIONAL LIABILITY/NETWORK SECURITY AND PRIVACY LIABILITY - POLICY NO. MPXE249127 EFFECTIVE 9/23/22 - 9/23/23 - GREAT AMERICAN FIDELITY INSURANCE COMPANY - \$5,000,000 EXCESS \$5,000,000.

CERTIFICATE HOLDER**CANCELLATION**

For Information Only	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE 

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