



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

November 20, 2024

Docket No. A-2024-3051986
Utility Code: 1227532

CERTIFIED

STEVEN D SOOBY MANAGING PRINCIPAL
ENERGY SOURCE GROUP LLC
24 LARKSPUR DR
DAYTON NJ 08810

RE: Natural Gas Supplier License Application

Dear Mr. Sooby:

On November 6, 2024, the Pennsylvania Public Utility Commission (Commission) received Energy Source Group LLC's Application for a Natural Gas Supplier (NGS) license.

Sections 1.b, 1.c, 2.b, 7.a, 7.b, 8.a, 8.e, 11.a, and 11.b of the Application were incomplete or not properly completed (ex. #2.b is missing formation documents, the Commonwealth of Pennsylvania registration documents, and incorrectly checked the box for domestic company; and #8.a is missing the applicant's license to operate in the energy industry for the state of New Jersey). In order for the Commission to accept the Application for review, these deficiencies must be corrected. Failure to respond timely will result in the Application being deemed rejected¹ and the docket will be closed.

Please use the Commission's e filing system or an overnight delivery service to submit the requested information to the Secretary of the Commission **within 20 days** from the date of this letter. Please submit revised Application pages for each section. The Commission accepts all public documents through our e filing system and **strongly** recommends companies open an e filing account through the Commission's website at <https://efiling.puc.pa.gov>. Use of the e filing system will ensure that submissions by the company are received timely and receipt can be verified.

If your filing contains confidential material, you are required to either file by overnight delivery or submit to the Secretary's Share Point File system to ensure the timely filing of your submission. Filers should contact the Secretary's Bureau in advance to gain access to the Share Point File system. Make sure to reference the Docket Number listed above and mark the

¹ See Pa. Code 52 § 62.103(d)

materials "CONFIDENTIAL" in bold or highlighted manner if any of the requested information is deemed to be of a confidential nature.

The overnight address for hard-copy or confidential responses is:

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

Please note that all documents requiring notary stamps must have original signatures.

If Energy Source Group LLC decides to withdraw its Application, please reply notifying the Commission of such a decision.

Finally, if any problems arise that prevent a full timely response or if any clarification of this letter is required, please contact Jeff McCracken of the Commission's Bureau of Technical Utility Services via e-mail at jmccracken@pa.gov (preferred) or (717) 783-6163.

Sincerely,


Rosemary Chiavetta
Secretary

BEFORE THE PENNSYLVANIA PUBLIC UTILITY COMMISSION

Application of [Energy Source Group LLC](#), d/b/a _____, for approval to offer, render, furnish, or supply natural gas supply services as a(n) broker 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 d/b/a fictitious name*), primary address, web address, and telephone number of Applicant:

[Energy Source Group LLC](#)
24 Larkspur Drive Dayton, NJ 08810
www.energysourcegrouppllc.com
973-202-1775

- 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.

[Coulter & May, P.C.](#)
4314 Old William Penn Highway, Suite 201 Monroeville, PA 15146
Phone: (412) 253-7526 Fax: (412) 229-8391

- 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 and future inquiries should be addressed.

NOTE: To ensure timely receipt of regulatory information, a contact employed directly by the Applicant, and not a consultant, is preferred.

[Steven Sooby \(Managing Principal\)](#)
24 Larkspur Drive Dayton, NJ 08810
Phone: (973) 202-1775 Fax: (732) 438-9499
steve@energysourcegrouppllc.com

- d. **ATTORNEY:** Provide the name, address, telephone number, fax number, and e-mail address of the Applicant's attorney. If the Applicant is not using an attorney, explicitly state so.

[No attorney being used to complete the application](#)

- 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.

[Steven D. Sooby](#)
Managing Principal
651 Ridge Road PO Box 2 Monmouth Junction, NJ 08852
Phone: 973-202-1775 Fax: 732-438-9499
steve@energysourcegrouppllc.com

[Gina Fiorentino](#)
Managing Director
651 Ridge Road PO Box 2 Monmouth Junction, NJ 08852
Phone: 973-202-1775 Fax: 732-438-9499
gina@energysourcegrouppllc.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, Form DSCB: 54-311.

or

X 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. § 412 relating to Department of State filing requirements.

or

The Applicant is a:

- domestic general partnership (*)
- domestic limited partnership (15 Pa.C.S. § 8621)
- foreign general or limited partnership (15 Pa.C.S. §§ 411 and 412)
- domestic limited liability partnership (15 Pa.C.S. §§ 8201 and 8221)
- foreign limited liability general partnership (15 Pa.C.S. §§ 411 and 412)
- foreign limited liability limited partnership (15 Pa.C.S. §§ 411 and 412)

- 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. §§ 411 and 412.

or

X The Applicant is a:

- domestic corporation (15 Pa.C.S. § 1308)
- foreign corporation (15 Pa.C.S. §§ 411 and 412)
- domestic limited liability company (15 Pa.C.S. § 8821)
- foreign limited liability company (15 Pa.C.S. §§ 411 and 412)
- Other (Describe):

- Provide proof of compliance with appropriate Department of State filing requirements as indicated above. [Attached](#)
- Provide the state in which the business is incorporated/organized/formed and provide a copy of the Applicant's charter documentation. [New Jersey](#)
- Give name and address of officers.

[Steven D. Sooby 651 Ridge Road PO Box 2 Monmouth Junction, NJ 08852](#)
[Gina Fiorentino 651 Ridge Road PO Box 2 Monmouth Junction, NJ 08852](#)

3. AFFILIATES AND PREDECESSORS

(both in state and out of state)

- a. **AFFILIATES:** Give name and address of any affiliates currently doing business and state whether the affiliates 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 any predecessors of the Applicant and provide the names under which the Applicant has operated, including address, web address, and telephone number, if applicable. If the Applicant does not have any predecessors that have done business, explicitly state so.

[No predecessors](#)

- c. **RELATED DOCKET NUMBERS:** Provide the Docket Numbers for any previous Pennsylvania PUC licenses for the Applicant, all affiliates, and any predecessors. If the Applicant does not have any related Docket Numbers, explicitly state so.

[No related Docket Numbers](#)

7. FINANCIAL FITNESS

- a. **BONDING:** In accordance with 66 Pa.C.S. § 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.
- 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 statements (3-12 recent consecutive months), tax returns from the previous two years, or any other information that demonstrates Applicant's financial fitness.
- c. **SUPPLIER FUNDING METHOD:** If Applicant is operating as anything other than **Broker/Marketer only**, explain how Applicant will fund its operations. Provide all credit agreements, lines of credit, etc., and elaborate on how much is available on each item.

N/A

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

Payments will be submitted to Energy Source Group from the suppliers.

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

Steven D. Sooby
 Managing Principal
 651 Ridge Road PO Box 2 Monmouth Junction, NJ 08852
 973-202-1775
 732-438-9499
 steve@energysourcegroupplc.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. Submitting N/A on either the Sales Tax License Number or the Employer ID Number (items 7A and 7B) shall be accompanied by supporting documentation or an explanation validating the absence of such information.

Item 7A on the Tax Certification Statement is 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:

- Applicant's previous experience in the natural gas industry.
 29 years' experience, PSE&G, Hess Corp., Direct Energy, NRG, Marathon Energy served as Director of PJM
- Summary and proof of licenses as a supplier of natural gas services in other states or jurisdictions.
 Attached
- Type of customers and number of customers Applicant currently serves in other jurisdictions.
 Large commercial/industrial customers, serving over 50 customers.
- Staffing structure and numbers as well as employee training commitments.
 Two Managing Principals, two sales reps, and 1099 employees. Training is quarterly on regulatory and commodity training
- Business plans for operations within the Commonwealth.
 Expand into the eastern half of Pa in 2025, have long term relationships with clients since the early 2000's
- Any other information appropriate to ensure the technical capabilities of the Applicant.
 Prior to the energy industry was an Applications Engineer with Crane Chem Pump once located in Warrington, Pa.

- 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
X No

If yes, will the Applicant be using verification procedures?

- Yes
X 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.

Marketing methods will be through direct emails, drip campaigns using a CRM, and phone conversations directly to the client.

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.

Steven D. Sooby
Managing Principal

Gina Fiorentino
Managing Principal

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.

N/A

- 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.

X 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.

X 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.

X 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.
- 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.

Appendix A

APPLICATION AFFIDAVIT

[Commonwealth/State] of New Jersey :

: ss.

County of Middlesex :

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

[He/she is the Managing Principal (Office of Affiant) of Energy Source Group LLC (Name of Applicant);]

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

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

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

That the Applicant herein Energy Source Group 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 Source Group 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.

Steven Sooby
Signature of Affiant

Sworn and subscribed before me this 26th day of November, 2024

Dipti Sanyal
Signature of official administering oath

DIPTI SANYAL
Notary Public
State of New Jersey
My Commission Expires August 8, 2027
I.D.# 2963080

My commission expires 8/8/2027

Appendix B

OPERATIONS AFFIDAVIT

[Commonwealth/State] of New Jersey :

: SS.

County of Middlesex :

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

[He/she is the Managing Principal (Office of Affiant) of Energy Source Group LLC (Name of Applicant);]

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

That Energy Source Group 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 Source Group 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 Source Group 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 Source Group 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.

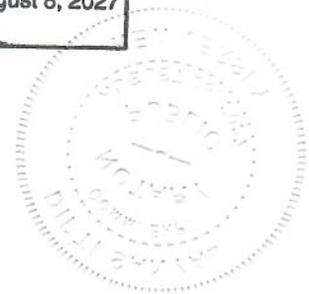
That the facts above set forth are true and correct/true and correct to the best of his/her knowledge, information, and belief.

Steven Sorber
Signature of Affiant

Sworn and subscribed before me this 26th day of November, 2024

Dipti Sanyal
Signature of official administering oath
DIPTI SANYAL
Notary Public
State of New Jersey
My Commission Expires August 8, 2027
I.D.# 2963080

My commission expires 8/8/2027.



Steven D. Sooby
24 Larkspur Drive
Dayton, NJ 08810
973-202-1775 cell
ssooby@comcast.net

CAREER SUMMARY

A skilled individual with over 29 years of regional, direct sales, marketing, and engineering experience. A focus on holistic solutions for industrial and commercial customers. A leader with a proven track record that excels at communication, leading and building diverse teams, and strategy development. Worked in the regulated & deregulated energy marketplace committed to displaying the highest leadership.

PROFESSIONAL EXPERIENCE

Energy Source Group LLC, Monmouth Junction, NJ

Managing Principal

March 2024 – Present

Responsible for managing the organization with offices in Iselin, NJ and Miami FL with partners.

- Responsibility for leading the contracting of Electricity, Natural Gas, Demand Response, Sustainability and Renewable Energy projects and products/Manage Energy Advisors and 1099 Employees located in the region/Manage the marketing team to implement a regional approach/P&L responsibility/Maintain significant customer relationships externally/Negotiation of complex contracts ensuring their legal compliance

Energco / formally Marathon Energy Iselin, NJ

Sr. Director of PJM

January 2022 – March 2024 (2 years 2 months)

Responsible for managing the entire PJM region current focus on the States of New Jersey, Pennsylvania, Maryland and Delaware with offices in Iselin, NJ and Woodside, NY.

- Responsibility for leading the contracting of Electricity, Natural Gas, Liquid Fuels, Demand Response, Sustainability and Renewable Energy projects and products/Managing Energy Advisors located in throughout the region/Responsible to collaborate with the marketing team to implement regional approach/P&L responsibility for the entire region/Maintain significant customer relationships internally and externally/Negotiation of complex contracts ensuring their legal compliance/Involvement in multiple projects.

NRG / Direct Energy Business Iselin, NJ

Sr. Regional Sales Manager

January 2014 – December 2021 (7 years 11 months)

Currently responsible for managing the Philadelphia Region, State of New Jersey and Delaware plus broker relationships in the territory and a few NY City brokers with regional offices in Iselin and Moorestown, NJ.

- Responsibility for the direct and indirect contracting of Direct Energy Business power/natural gas commodity, DR and sustainability products/Develop and implement regional marketing plus the training approach/Budget responsibility and implementation for the entire region/Contracts negotiations/Training and coaching of Business Development Managers/Involved in multiple DEB/NRG projects/Managed the Philadelphia Region for 5 years (2013-2018)/Successfully exceeded financial goals for 23 straight years, (16) Hess Corporation and (7) Direct Energy Business/Continue to manage for over 22 years one of the largest margin contributors for the C&I business.

Hess Corporation Woodbridge, NJ

Director of Origination/Energy Solutions

October 2012 – January 2014 (1 year 4 months)

Responsible for identifying, executing and expanding new commercial projects for fuel oil conversions, energy efficiency, financial projects, NY City Local Law's and benchmarking opportunities for Energy Solutions business across the entire C&I marketing footprint.

- Develop and implement the marketing and sales strategy to expand Energy Solutions customer base across the entire C&I footprint/Redesign the current turn-key product offering to a three option offering/P&L responsibility for Energy Solutions Sales group/Maintain significant customer relationships internally and externally/Negotiation of complex contracts ensuring their legal compliance/Training and coaching of Energy Solutions Origination Managers/Managing and coaching 10 employees including the Origination Sales Managers and support group.

Central Regional Sales Director

March 2009 – October 2012 (3 years 8 months)

Regional Director managing the Central Region for Hess Corporation. The region includes Northern/Central NJ, Ohio, West Virginia, and Pennsylvania excluding Philadelphia. Offices in Woodbridge NJ, Wyomissing & Pittsburgh Pa.

- Overall P&L responsibility for the Central Region/Responsibility for the direct and indirect contracting of Hess commodity and DR products/Developed the Ohio Power Business Plan in 2011/Developed the Pennsylvania Power Business Plan in 2009/Regional Marketing approach and responsibility/Managing and coaching 40 employees from sales managers, account managers and sales support specialist located throughout 3 offices.

Regional Sales Manager

June 2008 – March 2009 (10 months)

Regional Sales Manager for Northern-Central NJ/Eastern Pennsylvania excluding Philadelphia. Offices in Woodbridge, NJ and Wyomissing, Pa.

- Responsibility for the direct and indirect contracting of Hess commodity and DR products/Develop and implement marketing and training approach/Overall P&L responsibility for the entire region/Managing and coaching 15 employees from sales managers, account managers and sales support specialist located throughout 2 offices.

Sales Manager

August 2006 – June 2008 (1 year 11 months)

Sales Manager for the Northern/Central NJ Region.

- Responsibility for the direct and indirect contracting of Hess commodity and DR products/Develop and implement marketing and training approach/Overall P&L responsibility for the region/Developed the college training program in 2007/Managing 3 account managers and 1 inside sales rep located in Woodbridge, NJ.

Senior Account Manager

March 1998 – August 2006 (8 years 6 months)

- Personally, developed over \$285 million gross revenue in new natural gas business from zero (0) to sixteen (16) bcf's in 8 years by identifying physical supply and financial solutions requirements to executive level decision makers/Developed over 85 megawatts of new electricity business/Managed and developed over 8 million barrels of fuel oil and diesel business/Managed over \$360 million in natural gas, fuel oil, and electricity gross sales combined/Develop, train, and manage the selling skills for Hess account managers in the NY-NJ, New England, Ohio Valley, and South Jersey/PA region. Teach and educate account managers about strategies, positioning, pricing, dual-fuel products, customer retention, negotiations, and marketing database fundamentals (ACT)/Proactively working with management establishing and training high performance strategic sales teams/Emphasis on the large commercial and industrial markets bundling and exceeding sales through financial and physical supply/The Top Sales Performer for Hess Corporation eight (8) straight years.

EDUCATION & TRAINING

William Paterson University
Master's Certificate/Business Leadership, 09

Temple University
Bachelors, Business, 89

Hess Business Essentials Program
Hess Leadership Essentials Program
Strategic Market Planning
Professional Selling Skills
Time Management for Salespeople
Project Planning and Management
Time & Territory Management

Influence Management Program
Social Styles Training
Professional Sales Negotiations
Critical Path Strategies for Sales
Influence Management Program
Business Writing Skills
The Counselor Salesperson

Gina Fiorentino
24 Larkspur Drive / Dayton, NJ / 08810
Phone: 732-742-7183

Summary:

Professional who possesses the ability to apply business strategies. Excellent organizational, communication, and interpersonal skills with the ability to handle multiple tasks.

PROFESSIONAL EXPERIENCE

Energy Source Group LLC, Monmouth Junction, NJ

Managing Principal

March 2023 – Present

- Responsible for managing the organization with offices in Iselin, NJ and Miami FL with partners.
- Responsibility for the contract completion of Electricity, Natural Gas, Demand Response, Sustainability and Renewable Energy for customers.
- Manage the marketing team to implement a regional approach.
- RFP, and inside office responsibility.
- Maintain significant customer relationships externally.

KNL Consulting LLC, Bloomfield NJ

Project Coordinator

October 2016 – March 2023

- Responsibility to help navigate the energy market and specialize in solutions for clients needs in commodities procurement.
- Maintain and work with property owners to help them develop long-term strategies.
- Track energy prices both on daily and seasonal cycles to help with planning.
- Review energy contracts with clients.

Education:

Cittone Business School – Edison, NJ 1983

References:

Will be furnished upon request



PHIL MURPHY
GOVERNOR

SHEILA OLIVER
LT. GOVERNOR

State of New Jersey
BOARD OF PUBLIC UTILITIES
44 South Clinton Avenue
Post Office Box 350
Trenton, New Jersey 08625-0350
www.nj.gov/bpu/
(609)777-3300

Joseph L. Fiordaliso
President

Mary-Anna Holden
Commissioner

Zenon Christodoulou
Commissioner

Christine Guhl-Sadovy
Commissioner

Marian Abdou
Commissioner

August 16, 2023

Gina Fiorentino
Principal
Energy Source Group LLC
P.O. Box 2
651 Ridge Road
Monmouth Junction, NJ 08852

Re: **Energy Agent Initial Registration**
Dkt. No. EE23060393L

Dear Gina Fiorentino:

In accordance with the Electric Discount and Energy Competition Act of 1999, N.J.S.A. 48:3-49 et seq., at its August 16, 2023 Agenda meeting, the New Jersey Board of Public Utilities ("Board") voted to issue an Energy Agent Registration to Energy Source Group LLC. The company's registration number is EA-0714. Pursuant to N.J.A.C. 14:4-5.8, this registration shall not expire so long as a registration renewal fee accompanied by an annual information update form is submitted to the Board within 30 days prior to the annual **anniversary date of August 16th**.

This registration is effective August 16, 2023. 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 Sandra Perez at (609) 913-6297.

Sincerely,

A handwritten signature in cursive script, appearing to read "Sherri Golden".

Sherri Golden
Secretary of the Board

SLG/Sgp

**STATE OF NEW JERSEY
DEPARTMENT OF THE TREASURY
DIVISION OF REVENUE AND ENTERPRISE SERVICES**

FILING CERTIFICATION (CERTIFIED COPY)

**ENERGY SOURCE GROUP LLC
0450933575**

I, the Treasurer of the State of New Jersey, do hereby certify, that the above-named did file and record in this department the below listed document(s) and that the foregoing is a true copy of the formation certificate as the same is taken from and compared with the original(s) filed in this office on the date set forth on each instrument and now remaining on file and of record in my office.

*IN TESTIMONY WHEREOF, I have
hereunto set my hand and
affixed my Official Seal
1st day of March, 2023*



A handwritten signature in black ink, appearing to read "Elizabeth Maher Muoio".

*Elizabeth Maher Muoio
State Treasurer*

*Certificate Number : 4200028571
Verify this certificate online at
https://www1.state.nj.us/TYTR_StandingCert/JSP/Verify_Cert.jsp*

NEW JERSEY DEPARTMENT OF THE TREASURY
DIVISION OF REVENUE AND ENTERPRISE SERVICES

CERTIFICATE OF FORMATION
ENERGY SOURCE GROUP LLC
0450933575

The above-named DOMESTIC LIMITED LIABILITY COMPANY was duly filed in accordance with New Jersey State Law on 03/01/2023 and was assigned identification number 0450933575. Following are the articles that constitute its original certificate.

1. **Name:**
ENERGY SOURCE GROUP LLC
2. **Registered Agent:**
UNITED STATES CORPORATION AGENTS, INC.
3. **Registered Office:**
330 CHANGEBRIDGE RD STE 101
PINE BROOK, NEW JERSEY 07058
4. **Business Purpose:**
ANY LEGAL PURPOSE.
5. **Duration:**
PERPETUAL
6. **Effective Date of this Filing is:**
03/01/2023
7. **Members/Managers:**
GINA FIORENTINO
24 LARKSPUR DR
DAYTON, NEW JERSEY 08810

STEVEN D SOOBY
24 LARKSPUR DR
DAYTON, NEW JERSEY 08810

8. **Main Business Address:**
24 LARKSPUR DR
DAYTON, NEW JERSEY 08810

Signatures:
TODD MCREYNOLDS
AUTHORIZED REPRESENTATIVE

December 4, 2024

Steven Sooby
Energy Source Group LLC
24 Larkspur Dr
Dayton, NJ 08810

Dear Steven Sooby:

We are pleased that Energy Source Group 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 Source Group 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 Source Group LLC has indicated only brokering and consulting services will be provided. Therefore, we have determined at this time that Energy Source Group 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 Source Group LLC changes in the future, Columbia Gas might deem it appropriate to require Energy Source Group 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



PHILADELPHIA GAS WORKS

800 West Montgomery Avenue • Philadelphia, PA 19122

12/2/24

Mr. Steven Sooby
24 Larkspur Dr.
Dayton, NJ 08810

Email: steve@energysourcegroupllc.com

RE: Security Requirement Bond for Energy Source Group LLC

Dear Mr. Sooby:

Philadelphia Gas Works ("PGW") is aware that Energy Source Group 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 Source Group LLC must furnish acceptable security to each utility where Energy Source Group LLC will do business. As such, under its tariff, Philadelphia Gas Works could require Energy Source Group 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 Source Group LLC intends only to provide natural gas aggregating, brokering and consulting services at this time. You have stated that in performing these services Energy Source Group LLC will never take title to any delivered natural gas.

Based upon your representations, Philadelphia Gas Works has determined that, at this time, Energy Source Group 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 Source Group LLC should change, Philadelphia Gas Works reserves the right to require security from Energy Source Group LLC as it deems appropriate.

If you have any questions concerning the foregoing, please contact me at 215-684-6726.

Sincerely,

Robert Smith

Robert K. Smith
Sr. Vice President - Operations, Supply Chain, & Gas
Management

/js



National Fuel®

December 5, 2024

Attention: Steven Sooby - Managing Principal
Energy Source Group LLC
24 Larkspur Drive
Dayton, NJ 08810

Dear Steven,

National Fuel Gas Distribution Corporation (“NFGDC”) is aware Energy Source Group LLC (“ESG”) 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, ESG must furnish acceptable security to each utility where ESG will do business. As such, under its tariff, NFGDC could require ESG 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 ESG intends only to provide natural gas aggregating, brokering and consulting services at this time. You have stated that, in performing these services, ESG will never take title to any delivered natural gas, nor will it accept any customer payments or deposits.

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

If you have any questions concerning the foregoing, please contact me at 716-857-7541.

Yours truly,

Jason Allen
Transportation Services Department



pecoSM

AN EXELON COMPANY

November 27, 2024

Steven Sooby, President
Energy Source Group, LLC
24 Larkspur Drive
Dayton, NJ 08810

Re: Bonding Requirements

Dear Steven Sooby,

PECO is aware that Energy Source Group, 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 Source Group, 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 Source Group, LLC has indicated that it intends to provide only brokering and/or consulting services to commercial and industrial customers; 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 Source Group, 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 to Energy Source Group, LLC or the creditworthiness requirement for PECO's exposure to Energy Source Group, LLC changes in the future, PECO reserves the right to require Energy Source Group, LLC to provide a bond or other financial security instrument.

If you should have any questions regarding this matter, please contact Wanda Rucker at Wanda.Rucker@exeloncorp.com.

Respectfully submitted,

Suzette Adams

Suzette Adams
Sr Manager, Gas Supply and Transportation
2301 Market Street
Philadelphia, PA 19103



VALLEY ENERGY

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

November 27, 2024

VIA EMAIL

Steven Sooby, Managing Principal
Energy Source Group, LLC
24 Larkspur Drive
Dayton, NJ 08810
steve@energysourcegroupllc.com

RE: Energy Source Group, LLC

Dear Mr. Sooby:

We understand that Energy Source Group, 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.

Pursuant to 66 Pa.C.S. § 2208(c), an applicant for a natural gas supplier license must furnish security to each utility where it will do business to ensure the supplier's financial responsibility. To this end, Valley Energy periodically will perform a credit review and analysis of Energy Source Group LLC when it begins to serve customers on Valley Energy's system. Valley Energy will determine whether Energy Source Group LLC must post a security based on the credit review, the types of customers served, the volumes expected to be delivered for those customers and the other rules in Valley Energy's Supplier Tariff. At this time, no security is being requested; however, if the services provided change in the future, we reserve the right to require security from Energy Source Group, LLC as deemed appropriate.

If you have any questions, please contact Jamie Beale at 570-888-9664 (Ext. 5232).

Sincerely,

Edward E. Rogers
President & CEO

EER/km

cc: J. Beale, Valley Energy



375 North Shore Drive
Pittsburgh, Pennsylvania 15212

www.peoples-gas.com

Carol Scanlon
Manager, Rates

Peoples Natural Gas Company LLC
Phone: 412-208-6931
Email: Carol.Scanlon@peoples-gas.com

November 27, 2024

Mr. Steven Sooby
Managing Principal
Energy Source Group LLC
24 Larkspur Dr
Dayton, NJ 08810

Dear Mr. Sooby:

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

Since Energy Source Group LLC is not currently serving customers on the Peoples systems, we have determined at this time that Energy Source Group 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 Source Group LLC's provision of services on the Peoples' system changes in the future, the Company 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.

Sincerely,

Carol Scanlon
Manager, Rates
Peoples Natural Gas Company LLC

Cc: Stephen Kelly
Mina Speicher



0014023228



COMMONWEALTH OF PENNSYLVANIA
 Department of State
 Bureau of Corporations and Charitable Organizations
 PO Box 8722
 Harrisburg, Pennsylvania 17105-8722
CERTIFICATE OF ORGANIZATION -
LIMITED LIABILITY COMPANY
 Fee: \$125

Pennsylvania Department of State

-FILED-

File #: 0014023228
Date Filed: 12/3/2024

B0758-1152 12/03/2024 9:09 AM Received by Pennsylvania Department of State

DSCB:15-8821 (rev. 2/2017)

In compliance with the requirements of [15 Pa.C.S. § 8821](#) relating to certificate of organization), the undersigned desiring to organize a limited liability company, hereby certifies that:

Limited Liability Company Type					
Filing type	Domestic Limited Liability Company				
Limited liability company subtype	Limited Liability Company				
Limited Liability Company Name					
Entity name	Energy Source Group LLC				
Effective Date					
The filing shall be effective when filed with the Department of State					
Registered Office					
The name of the commercial registered office provider and the county of venue is					
Coulter & May P.C. Commercial Registered Office Provider					
Venue and Publication County	ALLEGHENY				
Organizers					
<table border="1"> <thead> <tr> <th>Name of individual or organization</th> <th>Address</th> </tr> </thead> <tbody> <tr> <td>Steven D Sooby</td> <td>STEVEN SOOBY 24 LARKSPUR DR DAYTON, NJ 08810-1450</td> </tr> </tbody> </table>		Name of individual or organization	Address	Steven D Sooby	STEVEN SOOBY 24 LARKSPUR DR DAYTON, NJ 08810-1450
Name of individual or organization	Address				
Steven D Sooby	STEVEN SOOBY 24 LARKSPUR DR DAYTON, NJ 08810-1450				
Additional provisions, if any					
Additional provisions					
<input type="checkbox"/> I qualify for a veteran/reservist-owned small business fee exemption (see help)					
Electronic Signature					
IN TESTIMONY WHEREOF, the organizer(s) has (have) executed this Certificate of Organization.					
Steven Sooby	12/03/2024				
Steven D Sooby	Date				



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

December 3, 2024

Coulter & May P.C.
3824 NORTHERN PIKE
SUITE 801B
MONROEVILLE, PA 15146

Entity Name: Energy Source Group LLC
Entity File Date: December 3, 2024
Entity Number: 0014023228
Filing Type: Domestic Limited Liability Company

The Bureau of Corporations and Charitable Organizations is happy to send your filed document. The Bureau is here to serve you and we would like to thank you for doing business in Pennsylvania.

Thank you for registering with the Department of State to do business in Pennsylvania. Like many other businesses, you may have employees, sell taxable products, or provide a taxable service to consumers in Pennsylvania. Please visit www.pa100.state.pa.us to register for business taxes with the Department of Revenue and the Department of Labor and Industry. You may also visit www.Business.pa.gov to find resources for businesses through all stages of development.

Beginning in 2025, annual reports are required for all domestic filing entities, limited liability general partnerships and registered foreign associations. More information will be forthcoming from the Bureau. However, to ensure that you receive notice of how and when to make annual reports, keep all information on file with the Bureau up-to-date, particularly registered office address.