

BEFORE THE PENNSYLVANIA PUBLIC UTILITY COMMISSION

Application of Harbor Light Energy 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:

Harbor Light Energy LLC
5900 Balcones Drive, STE 100, Austin, TX 78731
(800) 314-9896

- 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.

Registered Agents Inc.
David Roberts, Officer
support@registeredagentsinc.com
502 W 7th St
STE 100
Erie, PA 16502

- 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.

Dan Petersen
CoFounder Managing Partner
5900 Balcones Drive, STE 100, Austin, TX 78731
978-855-2827, regulatory@harborlightenergy.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.

Charles Zdebski
Member | Cozen O'Connor
2001 M Street NW | Suite 500 | Washington, DC 20036
P: 202-280-6528

- 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.

Primary Contact: Dan Petersen
CoFounder Managing Partner
5900 Balcones Drive, STE 100, Austin, TX 78731
978-855-2827, regulatory@harborlightenergy.com

Secondary Contact: Steve Roberson
CoFounder Managing Partner
5900 Balcones Drive, STE 100, Austin, TX 78731
781-366-1986 regulatory@harborlightenergy.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

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

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

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.

Applicant does not have any affiliates.

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.

Applicant does not have any 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.

Applicant does not have any related Docket Numbers.

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 an 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)

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.

Harbor Light Energy LLC will be providing electric, natural gas, and sustainability consulting services to commercial, industrial, and government end users. We will not be providing services or marketing to residential customers. For electric and natural gas customers our services will consist of advising and consulting on future electric and natural gas procurement strategies. In order to ensure the customer is receiving the best possible rate for their future contract, we will run competitive requests for pricing events including at minimum 3 competitive third-party suppliers. The RFP will go out to all third-party suppliers in which we have set up brokerage agreements with and competition will be encouraged. Once we receive all third-party rates, we will organize them in a pricing results file displaying each supplier's rate across a variety of future-term options and the utility price to compare. Prior to contracting we will review the third-party supplier's contract with each customer and ensure they understand the price, terms, and potential rate changes that could occur over the period of the contract. After the future electric or natural gas contract is signed Harbor Light will continue engaging with the customer to make sure the third-party contract is enrolled at the right time and billed at the correct price. We will also be assisting our customers with establishing budgets, consumption forecasts, and load reduction recommendations.

Harbor Light's sustainability services will include general advisory on the variety of paths to become more sustainable, assisting with science-based target greenhouse gas inventory baseline setting for scopes 1, 2, and 3, renewable energy credit purchasing, on site solar projects, and power purchase agreement solicitations.

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"/> Philadelphia Gas Works |
| <input type="checkbox"/> National Fuel Gas | <input type="checkbox"/> UGI Utilities – Gas Division |
| <input type="checkbox"/> PECO | <input type="checkbox"/> Valley Energy |
| <input type="checkbox"/> Peoples Natural Gas Company - Peoples Natural Gas Division | |
| <input type="checkbox"/> Peoples Natural Gas Company - Peoples Gas Division | |
| <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)
- Large Commercial Customers - (6,000 Mcf or more annually)
- Industrial Customers
- Governmental Customers
- All of above
- Other (Describe):
- Residential and Small Commercial Customers in a Mixed Meter Capacity -

This customer class reflects situations in which a large commercial, industrial, and/or governmental customer account also contains features of residential and/or small commercial customers. In this instance, the residential and/or small commercial portion must be an incidental portion of the larger account. **This customer class alone does not allow marketing targeted directly to residential and/or small commercial customers.** Further information may be found in the Licensing Requirements Applicable to Mixed Meter Scenarios Secretarial Letters served March 25, 2011, and July 3, 2013, at Docket No. M-2009-2082042.

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

3/17/2025 or when the commission approves this application.

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.

Applicant has not proceedings to list.

- b. **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.

Applicant has no actions or complaints to list.

- c. **SUMMARY:** If applicable; provide a statement as to the resolution or present status of any actions listed above. Additionally, provide details of any actions the applicant has undertaken that will prevent the items listed above from occurring if licensed in Pennsylvania.

Applicant has no actions of complaints to list, therefore no summary is provided.

6. PROOF OF SERVICE

***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 Sections 1.57, 1.58, and 62.103(c) of the Commission's Regulations, 52 Pa. Code §§ 1.57, 1.58, and 62.103(c), 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 Small Business Advocate
Forum Place
555 Walnut Street, 1st Floor
Harrisburg, PA 17101

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

**Pennsylvania Public Utility Commission
Bureau of Investigation & Enforcement**
Commonwealth Keystone Building
400 North Street, 2 West
Harrisburg, PA 17120

b.) **NGDCs:** Pursuant to Sections 1.57, 1.58, and 62.103(c) of the Commission’s Regulations, 52 Pa. Code §§ 1.57, 1.58, and 62.103(c), 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>Columbia Gas of PA, Inc. Transport Support Services 290 W. Nationwide Blvd. Columbus, OH 43215 PH: 614.460.4980 e-mail: transportevaluations@nisource.com</p>	<p>National Fuel Gas Distribution Corp. Daniel Czechowicz, Director – Gas Supply Administration 6363 Main Street Williamsville, NY 14221 PH: 716.857.6917 e-mail: czechowiczd@natfuel.com</p>
<p>Peoples Natural Gas Company LLC – Peoples Natural Gas Division Carol Scanlon 375 North Shore Drive Pittsburgh, PA 15212 PH: 412.208.6931 FAX: 412.208.6577 e-mail: Carol.Scanlon@peoples-gas.com</p>	<p>Peoples Natural Gas Company LLC – Peoples Gas Division Carol Scanlon 375 North Shore Drive Pittsburgh, PA 15212 PH: 412.208.6931 FAX: 412.208.6577 e-mail: Carol.Scanlon@peoples-gas.com</p>
<p>PECO Suzette Adams, Sr. Manager, Gas Supply and Transportation 2301 Market Street, S-18 Philadelphia, PA 19103 PH: 215.841.6467 Email: Suzette.Adams@exeloncorp.com</p>	<p>Philadelphia Gas Works Ryan Reeves, Director Supply Transportation & Control 800 West Montgomery Avenue Philadelphia, PA 19122 PH: 215.787.5103 email: pgwchoicesupply@pgworks.com</p>
<p>UGI Utilities, Inc. – Gas Division Sherry Epler 1 UGI Drive Denver, PA 17517 PH: 610.796.3447 Email: sepler@ugi.com</p>	<p>Valley Energy Inc. Ed Rogers 523 South Keystone Avenue Sayre, PA 18840-0340 PH: 570.888-9664 FAX: 570.888.6199 email: erogers@ctenterprises.org</p>

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.

See attached Exhibit 7A.

- 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.

See attached Exhibit 7b.

- 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.

Applicant is only operating as a Broker/Marketer, this is not applicable.

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

Harbor Light Energy intends to collect fees primarily from a direct customer paid to Harbor Light Energy monthly retainer fee or through a per unit fee paid through their supply section of the third-party supplier bill. Each customer will be made aware of our fee prior to contracting and if a customer elects to pay us through a per unit fee, that fee will only be charged to the customer if the customer elects to sign a competitive third-party supply contract. The customer will not be coerced or forced into signing third party contracts as Harbor Light's primary goal is to educate our customers on all possible electric and natural gas procurement options and allow them to elect the best strategy that fits their business goals.

Fee Example:

Monthly Retainer: Harbor Light Invoices customer \$2,500 per month for 24 months.

Per Unit Retainer: Customer will be charged \$0.001/per kWh and \$0.10/Dth. These fees are included in Customer's supply rate. No other fees will be charged without out customer approval.

- 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.

Green & McElreath Certified Public Accountants
Brent Ripple
Brent@1cpa.com
20405 SH 249, Suite 150, Houston, TX 77070
210 Lake Rd, Ste 700B, Lake Jackson, TX 77566
M 713.228.1040 | D 713.800.1313 | F 713.228.0028 | www.1cpa.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.
- 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.

See attached Exhibit 8.

- 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.

Harbor Light Energy intends to obtain new customers through referrals of existing customers, networking at industry events, and telemarketing efforts conducted by Harbor Light Energy employees. Harbor Light does not currently intend to hire third party telemarketing, direct mail, and email campaign marketing services. Any marketing services conducted will follow the state's regulations and mandates.

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 Exhibit 8.

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.

Applying as a broker/marketer. Not applicable.

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 30th 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) and 52 Pa. Code § 62.112(a). 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. §§ 4902, 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.
- 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.

12. NEWSPAPER PUBLICATIONS

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

All Applicants MUST include a Commission issued Docket Number in their publications. Docket Numbers are issued to new applicants when an application packet is submitted to the PUC's Secretary's Bureau. **Newspaper publications published without a Commission issued Docket No. will be rejected.** For more information, see 52 Pa. Code § 62.107.

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 Natural Gas - Peoples Natural Gas Division would need to run ads in The Erie Times-News, the Pittsburgh Post-Gazette, and the Johnstown Tribune-Democrat. If the applicant is proposing to serve the entire Commonwealth, please file proof of publication in all seven newspapers.

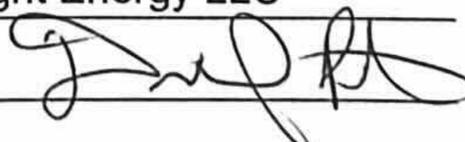
The only acceptable verification of this requirement is with Notarized Proofs of Publication, which may be requested from each newspaper and **must be supplied to the Commission before the applicant is licensed.**

	Erie Times-News	Harrisburg Patriot-News	Philadelphia Daily News or Philadelphia Inquirer	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 Natural Gas – Peoples Natural Gas Division	X			X			X
Peoples Natural Gas – Peoples Gas Division				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

(Newspaper Publication Templates are provided at Appendices F and G)

13. SIGNATURE

Applicant: Harbor Light Energy LLC

By: Daniel Petersen 

Title: CoFounder

Appendix A

APPLICATION AFFIDAVIT

[Commonwealth/State] of Massachusetts :

: ss.

County of Essex :

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

[He/she is the CoFounder (Office of Affiant) of Harbor Light Energy LLC (Name of Applicant);]

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

That the Applicant herein Harbor Light Energy 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) and 52 Pa. Code § 62.109(a).

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

That the Applicant herein Harbor Light Energy 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 Harbor Light Energy 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.

[Handwritten Signature]

Signature of Affiant

Sworn and subscribed before me this 20th day of February, 2025.

[Handwritten Signature]

Signature of official administering oath

My commission expires April 17, 2031.



Appendix B

OPERATIONS AFFIDAVIT

[Commonwealth/State] of Massachusetts :

: ss.

County of Essex :

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

[He/she is the CoFounder (Office of Affiant) of Harbor Light Energy LLC
(Name of Applicant);]

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

That Harbor Light Energy 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 Harbor Light Energy 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 Harbor Light Energy LLC, the Applicant herein, acknowledges that failure to comply with any provision of Chapter 22 of the Public Utility Code or the rules, regulations, orders or directives of the Department of Revenue or of the Commission, including, but not limited to, engaging in anticompetitive behavior, shall be cause for the Commission to revoke the Applicant's license. See 66 Pa.C.S. § 2208(c)(2). 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 Harbor Light Energy 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.

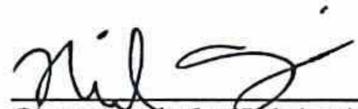
That the Applicant agrees to provide all consumer education materials and information in a timely manner as requested by the Office of Communications or other Commission bureaus. Materials and information requested may be analyzed by the Commission to meet obligations under applicable sections of the law.

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



Signature of Affiant

Sworn and subscribed before me this 20th day of February, 2025.



Signature of official administering oath

My commission expires April 17, 2031.



Appendix C

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

CERTIFICATE OF SERVICE TEMPLATE

On this the 11th day of March 2025, 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 or a USB flash drive, upon the following:

Office of Consumer Advocate
5th Floor, Forum Place
555 Walnut Street
Harrisburg, PA 17120

Office of Small Business Advocate
Forum Place
555 Walnut Street, 1st Floor
Harrisburg, PA 17101

**Pennsylvania Public Utility Commission
Bureau of Investigation & Enforcement**
Commonwealth Keystone Building
400 North Street, 2 West
Harrisburg, PA 17120

National Fuel Gas Distribution Corp.
Daniel Czechowicz, Director – Gas Supply Administration
6363 Main Street
Williamsville, NY 14221
PH: 716.857.6917
e-mail: czechowiczd@natfuel.com

Peoples Natural Gas Company LLC - Peoples Natural Gas Division
Carol Scanlon
375 North Shore Drive
Pittsburgh, PA 15212
PH: 412.208.6931
e-mail: Carol.Scanlon@peoples-gas.com

Philadelphia Gas Works
Ryan Reeves, Director Supply Transportation & Control
800 West Montgomery Avenue
Philadelphia, PA 19122
PH: 215.787.5103
email: pqwchoicesupply@pqworks.com

Valley Energy Inc.
Ed Rogers
523 South Keystone Avenue
Sayre, PA 18840-0340
PH: 570.888-9664
email: erogers@ctenterprises.org

**Office of the Attorney General
Bureau of Consumer Protection**
Strawberry Square, 14th Floor
Harrisburg, PA 17120

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

Columbia Gas of PA, Inc.
Transport Support Services
290 W. Nationwide Blvd.
Columbus, OH 43215
PH: 614.460.4980
e-mail: transportevaluations@nisource.com

PECO
Suzette Adams, Sr. Manager, Gas Supply and Transportation
2301 Market Street, S-18
Philadelphia, PA 19103
PH: 215.841.6467
Email: Suzette.Adams@exeloncorp.com

Peoples Natural Gas Company LLC - Peoples Gas Division
Carol Scanlon
375 North Shore Drive
Pittsburgh, PA 15212
PH: 412.208.6931
e-mail: Carol.Scanlon@peoples-gas.com

UGI Utilities, Inc. – Gas Division
Sherry Epler
1 UGI Drive
Denver, PA 17517
PH: 610.796.3447
Email: sepler@uqi.com


Dan Petersen, CoFounder
Harbor Light Energy LLC

Exhibit 2.b. Proof of Compliance with TX & PA, Officer Information

Contact information of Officers:

- Name: Alexander Danielides
 - Title: CoFounder – Managing Partner
 - Email: Alex@harborlightenergy.com
 - Address: 5900 Balcones Drive, STE 100, Austin, TX 78731
 - Phone: 917-514-9841

- Name: Stephen Roberson
 - Title: CoFounder – Managing Partner
 - Email: Steve@harborlightenergy.com
 - Address: 5900 Balcones Drive, STE 100, Austin, TX 78731
 - Phone: 781-366-1986

- Name: Daniel Petersen
 - Title: CoFounder – Managing Partner
 - Email: Dan@harborlightenergy.com
 - Address: 5900 Balcones Drive, STE 100, Austin, TX 78731
 - Phone: 978-855-2827

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: Harbor Light Energy LLC
Request Type: Certificate of Registration
Request No.: 049680533
Receipt No.: 1392953
Filing Type: Foreign Limited Liability Company
Filing Subtype: Limited Liability Company
Initial Filing Date: January 08, 2025
Status: Active

Issuance Date: January 21, 2025
File No: 0014055094

TO ALL WHOM THESE PRESENTS SHALL COME, GREETING:

I DO HEREBY CERTIFY THAT

Harbor Light Energy LLC

is a foreign association duly registered to do business in this Commonwealth as of the issuance 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 my office to be affixed, the day and year above written.

A handwritten signature in cursive script, appearing to read "Albert Schmidt".

Albert Schmidt
Secretary of the Commonwealth

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



Office of the Secretary of State

September 25, 2024

Attn: Filings Team

Filings Team
5900 Balcones Drive STE 100
Austin, TX 78731 USA

RE: Harbor Light Energy LLC
File Number: 805720537

It has been our pleasure to file the certificate of formation and issue the enclosed certificate of filing evidencing the existence of the newly created domestic limited liability company (llc).

Unless exempted, the entity formed is subject to state tax laws, including franchise tax laws. Shortly, the Comptroller of Public Accounts will be contacting the entity at its registered office for information that will assist the Comptroller in setting up the franchise tax account for the entity. Information about franchise tax, and contact information for the Comptroller's office, is available on their web site at <https://window.state.tx.us/taxinfo/franchise/index.html>.

The entity formed does not file annual reports with the Secretary of State. Documents will be filed with the Secretary of State if the entity needs to amend one of the provisions in its certificate of formation. It is important for the entity to continuously maintain a registered agent and office in Texas. Failure to maintain an agent or office or file a change to the information in Texas may result in the involuntary termination of the entity.

If we can be of further service at any time, please let us know.

Sincerely,

Corporations Section
Business & Public Filings Division
(512) 463-5555

Enclosure



Office of the Secretary of State

CERTIFICATE OF FILING OF

Harbor Light Energy LLC
File Number: 805720537

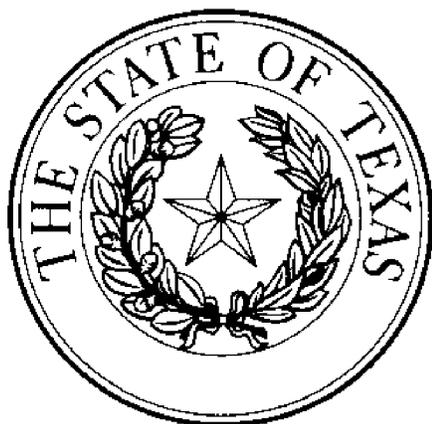
The undersigned, as Secretary of State of Texas, hereby certifies that a Certificate of Formation for the above named Domestic Limited Liability Company (LLC) has been received in this office and has been found to conform to the applicable provisions of law.

ACCORDINGLY, the undersigned, as Secretary of State, and by virtue of the authority vested in the secretary by law, hereby issues this certificate evidencing filing effective on the date shown below.

The issuance of this certificate does not authorize the use of a name in this state in violation of the rights of another under the federal Trademark Act of 1946, the Texas trademark law, the Assumed Business or Professional Name Act, or the common law.

Dated: 09/24/2024

Effective: 09/24/2024



A handwritten signature in black ink that reads "Jane Nelson".

Jane Nelson
Secretary of State

Exhibit 7a. Bonding



March 6, 2025

Dan Peterson
Managing Partner
Harbor Light Energy LLC
5900 Balcones Dr, STE 100
Austin, TX 78731

Dear Dan Peterson:

We are pleased that Harbor Light Energy LLC has applied for a license to provide Natural Gas Supply Services on the distribution system of Columbia Gas of Pennsylvania, Inc. (“Columbia Gas”).

Under Paragraph 2.4.1 of the Rules Applicable to Distribution Service section of the Tariff of Columbia Gas, it is required that the Natural Gas Supplier provide financial information for the Company to establish the Natural Gas Supplier’s creditworthiness. After approval of your application to Columbia Gas, but before the enrollment of customers, Harbor Light Energy LLC will be required to provide financial security.

Since Harbor Light Energy LLC is not currently serving customers on the Columbia Gas System, we have determined Harbor Light Energy LLC does not need a bond or other financial security requirement at this time.

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

Please feel free to contact me at 614-460-4217 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®

March 10, 2025

Harbor Light Energy LLC
Attn: Dan Petersen
5900 Balcones Dr, STE 100
Austin, TX 78731

Dear Dan,

National Fuel Gas Distribution Corporation (“NFGDC”) is aware Harbor Light Energy LLC (“HLE”) 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, HLE must furnish acceptable security to each utility where HLE will do business. As such, under its tariff, NFGDC could require HLE 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 HLE intends only to provide natural gas aggregating, brokering and consulting services at this time. You have stated that, in performing these services, HLE 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, HLE does not need to post a bond or other form of security to operate in its service territory. However, if the services provided by HLE change in the future, NFGDC reserves the right to require security from HLE 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

March 7, 2025

Dan Petersen, Managing Partner
Harbor Light Energy, LLC
5900 Balcones Dr, STE 100
Austin, TX 78731

Re: Bonding Requirements

Dear Dan Petersen:

PECO is aware that Harbor Light Energy, 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 Harbor Light Energy, LLC could be required to provide to PECO a bond or other acceptable financial security in an amount that PECO determines to be appropriate. Harbor Light Energy, LLC has indicated that it intends to provide only brokering and 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 Harbor Light Energy, 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 Harbor Light Energy, LLC, or the creditworthiness requirement for PECO's exposure to Harbor Light Energy, LLC changes in the future, PECO reserves the right to require Harbor Light Energy, 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



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

610-796-3400

VIA E-MAIL

March 10, 2025

Harbor Light Energy, LLC
5900 Balcones Drive
Suite 100
Austin, TX 78731

ATTENTION: **Dan Peterson**
Dan@harborlightenergy.com

RE: Harbor Light Energy, LLC
Application to Serve as a Natural Gas Broker

Dear Mr. Peterson,

Based on your assertion that Harbor Light Energy, LLC (“Harbor Light”) is applying with the State of Pennsylvania to operate as a natural gas broker/marketer, UGI Utilities, Inc.-Gas Division (“UGIU”) has concluded that Harbor Light will not need to post security with UGIU. This is based on the declaration that Harbor Light 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 Harbor Light Energy 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, Sayre, PA 18840
800-998-4427 • 570-888-9664 • valley-energy.com

March 6, 2025

VIA EMAIL

Dan Petersen, Managing Partner
Harbor Light Energy, LLC
5900 Balcones Dr. Ste 100
Austin, TX 78731
dan@harborlightenergy.com

RE: Harbor Light Energy, LLC

Dear Mr. Petersen:

We understand that Harbor Light Energy, 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 Harbor Light Energy, LLC when it begins to serve customers on Valley Energy's system. Valley Energy will determine whether Harbor Light Energy, 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 Harbor Light Energy, 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

March 10, 2025

Mr. Dan Petersen
Managing Partner
Harbor Light Energy LLC
5900 Balcones Dr, Ste 100
Austin, TX 78731

Dear Mr. Petersen:

We are pleased that Harbor Light Energy LLC has applied for a license to provide natural gas services on Peoples Natural Gas Company LLC.

Since Harbor Light Energy LLC is not currently serving customers on the Peoples systems, we have determined at this time that Harbor Light Energy 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 Harbor Light Energy LLC 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



PHILADELPHIA GAS WORKS

800 West Montgomery Avenue • Philadelphia, PA 19122

3/6/2025

Harbor Light Energy LLC
5900 Balcones Dr. STE 100, Austin, TX 78731

Email: Dan@harborlightenergy.com

RE: Harbor Light Energy LLC

Dear. Mr. Dan Petersen

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

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

Exhibit 8. Description of Services and Officer Background

Description of Services

Applicant has not provided any services under this legal entity since its formation. Applicant will be providing electricity, natural gas, and sustainability services once it has the authority to do so explained further: Harbor Light Energy LLC will be providing electric, natural gas, and sustainability consulting services to commercial, industrial, and government end users. We will not be providing services or marketing to residential customers. For electric and natural gas customers our services will consist of advising and consulting on future electric and natural gas procurement strategies. In order to ensure the customer is receiving the best possible rate that aligns with the customers' business goals for their future contract, we will run competitive requests for pricing events including at a minimum 3 competitive third-party suppliers. The RFP will go out to all third-party suppliers in which we have set up brokerage agreements with and competition will be encouraged. Once we receive all third-party rates, we will organize them in a pricing results file displaying each supplier's rate across a variety of future-term options and the utility price to compare. Prior to contracting we will review the third-party supplier's contract with each customer and ensure they understand the price, terms, and potential rate changes that could occur over the period of the contract. After the future electric or natural gas contract is signed Harbor Light will continue engaging with the customer to make sure the third-party contract is enrolled at the right time and billed at the correct price. We will also be assisting our customers with establishing budgets, consumption forecasts, and load reduction recommendations.

Harbor Light's sustainability services will include general advisory on the variety of paths to become more sustainable, assisting with science-based target greenhouse gas inventory baseline setting for scopes 1, 2, and 3, renewable energy credit purchasing, on site solar projects, and power purchase agreement solicitations.

Officer BIODs:

Dan Petersen

As the former Director of Operations at Priority Power (Formerly Atlas Retail Energy), Dan's primary responsibilities include new product development of Atlas services, overseeing Atlas' pricing team, regulatory activity, the curation of market intelligence and customer reporting. This includes internal proprietary retail power and natural gas forward curves, client specific peak load management, sustainability initiatives and budget sensitivity analysis. Prior to joining Atlas, Dan spent six years with EnerNOC Inc. where he held various positions, from Senior Wholesale Analyst to Wholesale Energy Procurement Manager I and II. Dan has a bachelor's degree in Marketing, Management and Finance from Suffolk University and maintains his CEP certification from the Association of Energy Engineers as a Certified Energy Procurement Professional.

Stephen J. Roberson

Stephen J. Roberson has dedicated over 15 years to the deregulated retail energy markets, starting his career with a publicly traded company, where he developed a deep understanding of the power and natural gas sectors. In 2013, he co-founded Atlas Retail Energy, an advisory firm recognized as one of the top in the nation by TEPA (The Energy Professionals Association). As President, Stephen led Atlas Retail Energy to achieve nearly a decade of year-over-year growth, culminating in a successful sale to private equity in 2023. Now, with Harbor Light Energy, Stephen is focused on delivering outstanding service to large commercial and industrial energy consumers.

Alexander Danielides

Alexander Danielides has spent over 17 years in the energy sector. He spent over 10 years at Goldman Sachs where he held roles in sales, structuring and trading division. In these roles he advised and supported the companies client base in energy hedging, procurement and trading strategies. Alexander continued to expand his experience in the energy markets while working at Trafigura Trading LLC, where he focused in the natural gas procurement and broad based energy markets providing wholesale energy solutions for the companies client base. Thereafter, Alexander joined the management team of Iapetus Holdings where he held many roles including President of Atlas Commodities LLC, a wholesale energy brokerage business and served as the Operating Partner to Atlas Retail Energy, a retail energy brokerage business focused on large commercial and industrial clients. In this role, Alexander worked closely with Stephen Roberson and Daniel Petersen to help scale the client base while adding additional services including renewable energy solutions such as commercial solar field development. After leaving Iapetus Holdings, Alexander founded Ethos Energy Advisors to continue providing strategic procurement advice to large C&I customers. As a continuation of that journey, Alexander is partnering with Stephen and Daniel to build Harbor Light Energy, which will strive to be the premier boutique retail energy brokerage provider for large C&I companies across the US.

EXPERIENCE

HARBOR LIGHT ENERGY LLC

CEO & Founder - Houston, TX

10/24-Present

- Harbor Light Energy was recently founded with the purpose of building a premier boutique retail energy brokerage business focusing on large commercial and industrial clients across the US.
- The Harbor Light Energy team of three includes over 50 years of energy market experience across strategy, procurement, renewable energy and operations.

ETHOS ENERGY ADVISORS LLC

CEO & Founder - Houston, TX

1/24-Present

- Works with large C&I customers to help them develop strategies to secure competitive energy rates for electricity and natural gas.
- Provide analysis of energy markets, track pricing trends, and understand regulatory changes to help advise my clients on their energy needs
- Our services include budgeting, risk management, budgeting, renewable energy analysis and helping our customers optimize their energy expense to make informed purchasing decisions.

ETHOS EXHIBITS LLC

CEO - Houston, TX

1/24-Present

- Ethos exhibits designs, fabricates, installs, dismantles, transports and stores exhibits for trade shows and events. Ethos Exhibits acquired Exhibit Network in 2024 and is building upon its nearly 40 years of experience in the trade show industry.

IAPETUS HOLDINGS LLC

Director of Business Development – Houston, TX

6/20 - 3/23

- Developed and executed strategic plans to drive revenue growth across the operating companies; including identifying and pursuing new business opportunities, partnerships, and revenue streams driving revenue growth by \$8MM in 2022
- Collaborated with leaders across the operating companies to develop and implement new services driving cross-sold services across the businesses resulting in 20% revenue increase as well as a reduction in shared services costs by 10%
- Managed five separate teams of business development, operations, accounting, sales and marketing professionals; provided coaching and mentorship to support their growth and development
- Continuously evaluated and refined business development strategies to stay ahead of industry trends and remain competitive

President of Atlas Commodities, LLC (ACL) – Houston, TX

1/22 - 3/23

- Restructured the brokerage business resulting in annual revenue growth of 25%+; increased profitability of 300%+
- Led the expansion of the business into Europe including hiring a UK team and navigating the UK regulatory environment to establish an international presence for the brokerage business

Operating Partner of Atlas Retail Energy (ARE) – Houston, TX

1/21 - 3/23

- Worked closely with the President of ARE to develop and execute a strategic plan for growth and product expansion
- Directly grew top line sales by 45% in 2022 through strategic client acquisition
- Led renewable initiatives for ARE, including executing the companies first ever solar behind the meter development project

TRAFIGURA TRADING LLC

Energy Derivatives & Physical Trader – Houston, TX

6/17 - 6/20

- Traded financial and physical commodities across the energy complex with a focus on Mont Belvieu NGLs, petrochemicals, natural gas and international LPG and naphtha
- Managed a global team of traders while developing and maintaining industry relationships for the group

GOLDMAN, SACHS & CO.

Energy Trading Vice President – Houston, TX

5/11 - 5/17

- Managed NGL and Olefin financial derivative and physical portfolio, with active risk positions in all five NGLs, both domestically as well as internationally
- Responsible for the firm's U.S. NGL option portfolio. Experience imbedding and monetizing optionality of physical contracts through the use of forward derivative markets.
- Responsible for a number of major direct trader-to-trader and trader-to-client relationships, including lead negotiator and executor of significant structured transactions and storage agreements; brings structured deals from origination to execution.
- Experience in negotiating, pricing, and risk managing long-dated supply and/or off-take agreements in illiquid markets.

Energy Sales and Structuring Associate – New York, NY

7/07 - 5/11

- Experience in all actively traded hydrocarbon markets, including crude oil, oil products, natural gas, and NGLs, with specific execution experience in both financial and physical derivative hedges in each of these markets.
- Provided corporate hedging coverage and support for over 100 active producer, midstream, and downstream clients.
- Negotiated complex client contracts including ISDAs, Credit Support Annexes, and NAESBs.

EDUCATION

Duke University, Trinity College of the Arts

- BA in Economics; Certificate in Markets and Management Studies; Minor in Psychology

Dan Petersen

15 Worths Ln, West Newbury Ma 01985
(978) 855-2827
Danpetersen2007@yahoo.com

POSITION STATEMENT

With a passion for energy and innovation, I strive to deliver streamlined processes and new products to the retail energy industry. My goal is to set new industry standards and continuously be at the forefront energy management technology. A determined mindset, outgoing personality and strict attention to detail provides me with the skills needed to achieve any goal.

EXPERIENCE

Atlas Retail Energy

Director of Operations

Wakefield, MA
2018 - 2024

- Key contributor to 190% organic business growth in 5 yrs
- Manage all clientele pricing proposal processes
- Manage partner network: on-site generation, renewables, community solar, efficiency, bill management
- Manage product development and company innovation
- Oversee retail third party energy supplier relationships
- Ensure all back-office operations are run in a streamlined and accurate process
 - Employee commissions
 - Accounts receivable
 - Data vendor research & relationships
- Responsible for the development of market intelligence and customer reporting for Atlas
 - Proprietary retail power and natural gas forward curves
 - Retail power component cost models
 - Hedging sensitivity models
 - Peak load management
 - Renewable feasibility studies
- Manage Atlas' sustainability service offerings
 - Behind the meter solar
 - PPA/VPPA solicitation (Origination)
 - Community solar
 - Guidance on greenhouse gas emissions inventories
 - Emission reduction strategies and reporting
 - BERDO reporting

EnerNOC Inc.

Senior Wholesale Market Analyst/Product Manager

Worcester, MA
2014 - 2018

- Product manager of the company's report writing tool and original developer of Q (energy efficiency audit tool)
- Assisted in the sprint planning for the EnerNOC auction platform
- Primary liaison between our retail operations and development teams
- Designed procurement packages to leverage our utility clients' current portfolio
- Develop custom utility cost/savings models in all deregulated markets
- Streamlined and automated all wholesale business line processes
- Advised clients on regulatory ISO/RTO changes to the marketplace
- Assisted in negotiating master enabling agreements for clients

World Energy Solutions Inc.

Retail Market Analyst

Worcester, MA
2012 - 2014

- Developed World Energy's pricing indices (Ercot, PJM, ISO NE)
- Modeled utility and ISO/RTO tariffs
- Developed an automated procurement summary analytics template
- Organized usage data, support the transaction process, and perform market research
- Maintained the integrity of World Energy's platform
- Supported sales and operations; assist in monitoring and refining workflow and business process to meet corporate goals

By Appointment Only

Marketing Research Specialist

North Andover, MA
2011 - 2012

- Performed extensive data collection and mining
- Interacted with business executives on a daily basis
- Responsible for defining segmentation of markets
- Adhered by strict monthly quotas
- Effectively collaborated with a team to meet customer needs

EDUCATION

Suffolk University: BSBA May 2011
Major: Marketing
Double Minor: Finance / Management

Boston, MA

SPECIALTIES

- VBA Programming
- Agile sprint planning
- Ability to effectively communicate with internal and external customers
- Extensive primary and secondary market research
- Working within a team
- Data manipulation and modeling
- Regression analysis experience

Stephen John Roberson
426 Islington Street Portsmouth, NH

<https://www.linkedin.com/in/stephenjroberson/>

I am an experienced retail energy professional specialized in advising large commercial and industrial (C&I) energy consumers. I've spent my entire professional career guiding & consulting large commercial and industrial clients spanning deregulated markets across the U.S. I'm focused on creating material value and innovative, additive solutions for all clientele.

Professional Experience

Energy Professional | Independent Consultant

Priority Power | Remote

February 2024 – Present

- Provide strategic energy consulting services to commercial and industrial clients in deregulated energy markets across the U.S.
- Support clients in optimizing their energy procurement and risk management strategies.

President

Atlas Retail Energy | Greater Boston Area

September 2019 – February 2024

- Directed company operations and growth strategies, leading Atlas Retail Energy to become a respected energy advisory firm for commercial and industrial energy users in deregulated markets.
- Managed a diverse client portfolio, providing customized energy solutions that leveraged insights into wholesale energy markets.
- Oversaw all hiring, training, and team development, building a high-performing team of energy market experts.
- Drove company growth through strategic hiring, organic expansion, and mergers/acquisitions, achieving four consecutive years of year-over-year growth.

Managing Director

Atlas Retail Energy | Portsmouth, NH

April 2017 – September 2019

- Led Atlas Retail's retail division, providing strategic direction and operational oversight to support growth and client success.
- Developed and implemented effective risk management strategies, ensuring long-term value for clients in a volatile energy market.

- Spearheaded company expansion through diverse growth strategies, including talent acquisition and industry partnerships.

Vice President

Atlas Retail Energy | Portsmouth, NH

August 2014 – April 2017

- Led the sales team to consistent growth, establishing a robust client advisory service focused on risk management and energy procurement for power and natural gas.
- Expanded the company's client base, consistently delivering advisory excellence and fostering strong client relationships.

Director of Northeast Markets

Atlas Retail Energy | Portsmouth, NH

November 2013 – August 2014

- Launched Atlas Retail Energy's presence in New England, building its reputation as a trusted market participant.
- Developed foundational client relationships in the region, contributing to the company's initial market share.

Energy Advisor

Tradition Energy | Stamford, CT

June 2007 – March 2013

- Advised commercial and industrial clients on risk mitigation strategies for electricity and natural gas purchasing.
- Cultivated key client relationships within the New England/PJM markets, managing some of Tradition's largest accounts.