

## BEFORE THE PENNSYLVANIA PUBLIC UTILITY COMMISSION

Application of ENFRA MCC, LLC, d/b/a \_\_\_\_\_, for approval to offer, render, furnish, or supply electricity or electric generation services as a(n) [as specified in item #4b below] to the public in the Commonwealth of Pennsylvania (Pennsylvania).

To the Pennsylvania Public Utility Commission:

### 1. IDENTIFICATION AND CONTACT INFORMATION

- a. **IDENTITY OF THE APPLICANT:** Provide name (including any fictitious name or d/b/a), primary address, web address, and telephone number of Applicant:

ENFRA MCC, LLC  
1 Galleria Blvd., Suite 825  
Metairie, LA 70001  
enfrasolutions.com  
504-833-8291

- 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.

C T Coproration System  
600 N. 2nd St., Suite 401  
Harrisburg, PA 17101

- 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.

Ian Walch, Vice President  
1 Galleria Blvd., Suite 825  
Metairie, LA 70001  
504-833-8291  
833-741-9222  
ian.walch@enfrasolutions.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.

Kalle Mercuri, VP & Associate General Counsel  
1 Galleria Blvd., Suite 825  
Metairie, LA 70001  
504-833-8291  
504-831-4760  
kalle.mercuri@enfrasolutions.com

- e. **CONTACTS FOR CONSUMER SERVICE AND COMPLAINTS: (Required of ALL Applicants)** 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 Electric 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 EGSS.

Ian Walch, Vice President  
1 Galleria Blvd., Suite 825  
Metairie, LA 70001  
504-833-8291  
833-741-9222  
ian.walch@enfrasolutions.com

Sam Selig, PE, Sr. Vice President  
1 Galleria Blvd., Suite 825  
Metairie, LA 70001  
504-833-8291  
833-741-9222  
sselig@enfrasolutions.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
- Provide the state in which the business is incorporated/organized/formed and provide a copy of the Applicant's charter documentation. Delaware. See attached.
- Give name and address of officers.

Rob Guthrie, CEO 1 Allied Dr. Suite 2600, Little Rock, AR 72202  
Philip T. Catanzaro, COO 1 Galleria Blvd., Suite 825, Metairie, LA 70001  
Lewis J. Derbes, Jr., CFO 1 Galleria Blvd., Suite 825, Metairie, LA 70001  
Melissa Samuel, CAO 1 Galleria Blvd., Suite 825, Metairie, LA 70001  
Jeff Swann, CDO 1 Allied Dr. Suite 2600, Little Rock, AR 72202

### 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.

ENFRA Services, LLC 8555 United Plaza, Ste 201, Baton Rouge, LA  
ENFRA MCC Metal, LLC 1 Galleria Blvd., Ste 825, Metairie, LA  
Mechanical Resource Contractors, LLC 1 Galleria Blvd., Ste 825 Metairie, LA  
Ernest P. Breaux Electrical, LLC 2815 Broken Arrow Rd., New Iberia, LA  
ENFRA TME, LLC 1 Allied Dr., Ste. 2600, Little Rock, AR 72202

None of the above are jurisdictional public utilities.

**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.

Bernhard MCC, LLC  
1 Galleria Blvd., Suite 825  
Metairie, LA 70001  
504-833-8291  
bernhard.com

MCC Group, LLC  
3001 17th St.  
Metairie, LA 70001  
504-833-8291

\*\*\*company rebranded as ENFRA MCC, LLC in May, 2025

\*\*\*Bernhard purchased assets of MCC Group in October 2015  
EaaSY USAcquireco purchased Bernhard in October 2021

**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, affiliates and predecessor have not previously held any Pennsylvania PUC license, and as such applicant has no related Docket Numbers.

## 4. OPERATIONS

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

#### Definitions

- Supplier – an entity that sells electricity to end-use customers utilizing the jurisdictional transmission and distribution facilities of an EDC.
- Aggregator - an entity that purchases electric energy and takes title to electric energy as an intermediary for sale to retail customers.
- Broker/Marketer - an entity that acts as an intermediary in the sale and purchase of electric energy but does not take title to electric energy.

- The Applicant is presently doing business in Pennsylvania as a
- municipal electric corporation
  - electric cooperative
  - local gas distribution company
  - provider of electric generation, transmission or distribution services
  - broker/marketer engaged in the business of supplying electricity 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 *(may check multiple)*:

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

c. **PROPOSED SERVICES:** Describe in detail the electric services or the electric generation services which the Applicant proposes to offer.

See attached.

d. **PROPOSED SERVICE AREA:** Check the box of each Electric Distribution Company for which the Applicant proposes to provide service.

- |                                                      |                                                               |
|------------------------------------------------------|---------------------------------------------------------------|
| <input type="checkbox"/> Citizens' Electric          | <input type="checkbox"/> PECO                                 |
| <input type="checkbox"/> Duquesne Light              | <input type="checkbox"/> Pike                                 |
| <input type="checkbox"/> FirstEnergy PA - Met-Ed     | <input type="checkbox"/> PPL                                  |
| <input type="checkbox"/> FirstEnergy PA - Penelec    | <input type="checkbox"/> UGI Utilities                        |
| <input type="checkbox"/> FirstEnergy PA - Penn Power | <input type="checkbox"/> Wellsboro                            |
| <input type="checkbox"/> FirstEnergy PA - West Penn  | <input checked="" type="checkbox"/> Entire Commonwealth of PA |

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

- Residential Customers
- Small Commercial Customers - (25 kW and Under)
- Large Commercial Customers - (Over 25 kW)
- 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 Requirements Applicable to Mixed Meter Scenarios Secretarial Letter served March 25, 2011, at Docket No. M-2009-2082042.

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

05/01/2026

## 5. COMPLIANCE

- a. **CRIMINAL/CIVIL PROCEEDINGS:** State specifically whether the Applicant, an affiliate, a predecessor of either, or a person identified in this Application, has been or is currently the defendant of a criminal or civil proceeding within the last five (5) years.

Identify all such proceedings (active or closed), by name, subject and citation; whether before an administrative body or in a judicial forum. If the Applicant has no proceedings to list, explicitly state such.

Neither the Applicant, nor any affiliate or predecessor, nor any person identified in this Application has been a defendant in any criminal proceeding, or in any civil or administrative proceeding involving fraud, misrepresentation, consumer protection, licensing, or regulatory compliance, within the past five (5) years.

The Applicant and its affiliates have, from time to time, been named as defendants in routine corporate or commercial litigation and employment-related matters arising in the ordinary course of business. None of such matters relate to energy markets, brokerage activities, consumer protection, regulatory enforcement, or the Applicant's fitness to operate as an Electric Generation Supplier or broker.

- b. **CUSTOMER/REGULATORY/PROSECUTORY ACTIONS:** Identify all formal or escalated actions or complaints, in the Commonwealth of Pennsylvania or any state, 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, affiliates and predecessors have had no actions or complaints in the Commonwealth of Pennsylvania or any state, filed with or by a customer, regulatory agency or prosecutory agency.

- c. **SUMMARY:** Provide a statement as to the resolution or present status of any proceedings or 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.

N/A

## 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 54.32(d) of the Commission's Regulations, 52 Pa. Code §§ 1.57, 1.58, and 54.32(d), provide proof of service of a signed and verified Application with attachments on the following:

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

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

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

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

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

- b. **EDCs:** Pursuant to Sections 1.57, 1.58, and 54.32(d) of the Commission's Regulations, 52 Pa. Code §§ 1.57, 1.58, and 54.32(d), provide Proof of Service of the Application and attachments upon each Electric Distribution Company the Applicant proposes 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 EDC is as follows.

<p><b>Citizens' Electric Company:</b>  Citizens' Electric Company  Attn: EGS Coordination  1775 Industrial Boulevard  Lewisburg, PA 17837</p>	<p><b>Duquesne Light Company:</b>  Duquesne Light Company  Regulatory Affairs  411 Seventh Street, MD 16-4  Pittsburgh, PA 15219</p>
<p><b>FirstEnergy Pennsylvania Electric Company:</b>  FirstEnergy Pennsylvania Electric Company  Legal Department  341 White Pond Drive  Akron, OH 44320</p>	<p><b>PECO:</b>  PECO Energy Company  Manager Energy Acquisition  2301 Market Street  Philadelphia, PA 19101-8699</p>
<p><b>Pike County Light &amp; Power Company:</b>  Corning Natural Gas Holding Corporation  Vice President – Energy Supply  330 West William Street  Corning, NY 14830</p>	<p><b>PPL:</b>  PPL  Office of General Counsel  Attn: Kimberly A. Klock  Two North Ninth Street (GENTW3)  Allentown, PA 18101-1179</p>
<p><b>UGI:</b>  UGI Utilities, Inc.  Attn: Rates Dept. – Choice Coordinator  1 UGI Drive  Denver, PA 17517</p>	<p><b>Wellsboro Electric Company:</b>  Wellsboro Electric Company  Attn: EGS Coordination  33 Austin Street  P. O. Box 138  Wellsboro, PA 16901</p>

## 7. FINANCIAL FITNESS

a. **FINANCIAL SECURITY:** In accordance with 66 Pa.C.S. § 2809(c)(1)(i) and 52 Pa. Code § 54.40(a), the Applicant is required to file a bond or other instrument to ensure its financial responsibilities and obligations as an EGS. Therefore, the Applicant is...

- Furnishing the **ORIGINAL** of an initial bond, letter of credit or proof of bonding to the Commission in the amount of \$250,000.
- Furnishing the **ORIGINAL** of another initial security for Commission approval, to ensure financial responsibility, such as a parental guarantee, in the amount of \$250,000.
- For Marketers and Brokers** - Filing for a modification to the \$250,000 requirement and furnishing the **ORIGINAL** of an initial bond, letter of credit or proof of bonding to the Commission in the amount of \$10,000. Applicant is required to provide information supporting an amount less than \$250,000. Such supporting information must include indication that the Applicant will not take title to electricity and will not pay electricity bills on behalf of its customers. Further details for modification may be described as well.

### **CRITICAL BONDING NOTES:**

Applicant is required to maintain a bond or other financial instrument the entire time it maintains an EGS license with the Commonwealth of Pennsylvania. If Applicant's security instrument is not continuous, Applicant **MUST** submit a Rider, Amendment, or Continuation Certificate annually based on the expiration date of its security instrument.

At least sixty days (60) prior to the security instrument's expiration date, EGS suppliers should email [pc-puc-tus-energy@pagov.onmicrosoft.com](mailto:pc-puc-tus-energy@pagov.onmicrosoft.com) or call (717)783-5242 to determine the appropriate bonding amount based on a percentage of suppliers gross receipts resulting from the sale of generated electricity consumed in Pennsylvania. Once the amount has been determined, suppliers should overnight the updated security instrument(s) at least thirty (30) days prior to the expiration date to ensure adequate time for staff review and approval of the security instrument(s).

Template versions of a continuous bond (preferred), fixed-term bond, continuous letter of credit, and parental guarantee are attached at Appendix E, F, G, & H, respectively. Applicant's security must follow language from these examples, and must include the unmodified language outlined in Appendix D. Any deviation from these examples must be identified in the application and may not be acceptable to the Commission.

**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.

**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 will be operating as a Broker/Marketer only

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

Check or wire.

**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.

Lewis J. Derbes, Jr., CPA  
Chief Financial Officer  
1 Galleria Blvd., Suite 825  
Metairie, LA 70001  
504-830-4207  
504-831-4760  
lderbes@enfrasolutions.com

**f. TAXATION:** Complete the TAX CERTIFICATION STATEMENT attached as Appendix I 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 electric utilities 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 electricity industry.
- Summary and proof of licenses as a supplier of electric 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.
- Documentation of membership in PJM, ECAR, MAAC, other regional reliability councils, or any other membership or certification that is deemed appropriate to justify competency to operate as an EGS within the Commonwealth.
- Any other information appropriate to ensure the technical capabilities of the Applicant.

See attached.

b. **PROPOSED MARKETING METHOD** (*check all that apply*)

- Internal – Applicant will use its own internal resources/employees for marketing
- External EGS – Applicant will contract with a PUC **LICENSED EGS** broker/marketer
- Affiliate – Applicant will use a **NON-EGS** affiliate marketing company and or individuals.
- External Third-Party – Applicant will contract with a **NON-EGS** third party marketing company and or individuals
- 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.

All Marketing activities will be reviewed by the VP of Marketing and the senior management of ENFRA before any campaign is approved. In addition, ENFRA only intends to market our brokerage services to clients who we are also actively engaged in development of our energy efficiency and infrastructure projects. ENFRA does not intend to mass market or develop campaigns outside of our current sales strategy.

For marketing materials developed and used with customers in PA, ENFRA's marketing and communications team will research and abide by any specific state regulations or disclosures.

**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.

Chief Officers: Rob Guthrie, CEO; Philip T. Catanzaro, COO; Lewis J. Derbes, CFO; Melissa Samuel, CALO; Jeff Swann, CDO

Individuals directly responsible for operations: Sam Selig and Ian Walch. Their resumes are attached.

**f. FERC FILING:** Applicant has:

- Filed an Application with the Federal Energy Regulatory Commission to be a Power Marketer.
- Received approval from FERC to be a Power Marketer at Docket or Case Number \_\_\_\_\_.
- Not applicable

**9. DISCLOSURE STATEMENTS:**

**Disclosure Statements:** If proposing to serve Residential and/or Small Commercial (under 25 kW) Customers, provide a Residential and/or Small Commercial disclosure statement. A sample disclosure statement is provided as Appendix J to this Application.

- Electricity should be priced in clearly stated terms to the extent possible. Common definitions should be used. All consumer contracts or sales agreements should be written in plain language with any exclusions, exceptions, add-ons, package offers, limited time offers or other deadlines prominently communicated. Penalties and procedures for ending contracts should be clearly communicated.

***Not applicable for an applicant applying for a license exclusively as a broker/marketer.***

## 10. VERIFICATIONS, ACKNOWLEDGEMENTS, AND AGREEMENTS

- a. **PJM LOAD SERVING ENTITY REQUIREMENT:** As a prospective EGS, the applicant understands that those EGSs which provide retail electric supply service (i.e. takes title to electricity) must provide either:
- proof of registration as a PJM Load Serving Entity (LSE), or
  - proof of a contractual arrangement with a registered PJM LSE that facilitates the retail electricity services of the EGS.

The Applicant understands that compliance with this requirement must be filed within 120 days of the Applicant receiving a license. As well, the Applicant understands that compliance with this requirement may be filed with this instant application.

*(Select only one of the following)*

- AGREED - Applicant has included compliance with this requirement in the instant application, labeled in correspondence with this section (10).
- AGREED - Applicant will provide compliance with this requirement within 120 days of receiving its license
- ACKNOWLEDGED - Applicant is not proposing to provide retail electric supply service at this time, and therefore is not presently obligated to provide such information

- b. **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 § 54.43, as well as any future amendments.

AGREED

- c. **REPORTING REQUIREMENTS:** Applicant agrees to provide the following information to the Commission or the Department of Revenue, as appropriate:
- Retail Electricity Choice Activity Reports: The regulations at 52 Pa. Code §§ 54.201--54.204 require that all active EGSs report sales activity information. An EGS will file an annual report reporting for customer groups defined by annual usage. Reports must be filed using the appropriate report form that may be obtained from the PUC's Secretary's Bureau or the forms officer, or may be down-loaded from the PUC's internet web site.
  - Reports of Gross Receipts: Applicant shall report its Pennsylvania intrastate gross receipts to the Commission on a quarterly and year to date basis no later than 30 days following the end of the quarter.
  - The Treasurer or other appropriate officer of Applicant shall transmit to the Department of Revenue by March 15, an annual report, and under oath or affirmation, of the amount of gross receipts received by Applicant during the prior calendar year.
  - Net Metering Reports: Applicant shall be responsible to report any Net Metering per the Standards on [http://www.puc.pa.gov/consumer\\_info/electricity/alternative\\_energy.aspx](http://www.puc.pa.gov/consumer_info/electricity/alternative_energy.aspx). Scroll down to the Net Metering Standards Section.

- Applicant shall report to the Commission the percentages of total electricity supplied by each fuel source on an annual basis per 52 Pa. Code § 54.39(b)(4).
- Applicant will be required to meet periodic reporting requirements as may be issued by the Commission to fulfill the Commission's duty under Chapter 28 of the Public Utility Code, 66 Pa.C.S. Chapt. 28, pertaining to reliability and to inform the Governor and Legislature of the progress of the transition to a fully competitive electric market.

AGREED

- d. **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. § 2809(D) and 52 Pa. Code § 54.41(a). Transferee will be required to file the appropriate licensing application.

AGREED

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

ACKNOWLEDGED

- f. **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 § 54.34.

AGREED

- g. **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

- h. **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 § 54.34.

AGREED

- i. **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

- j. **Electronic Data Interchange:** The Applicant acknowledges the Electronic Data Interchange (EDI) requirements and the relevant contacts for each EDC, as listed at Appendix M.

AGREED

- k. **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

**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 reliability protocols of the North American Electric Reliability Council, the appropriate regional reliability council(s), and the Commission, and that you agree to comply with the operational requirements of the control area(s) within which you provide retail service. 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 § 54.35.

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.

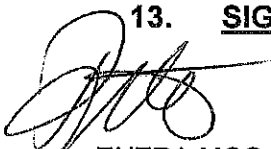
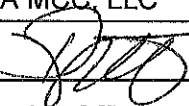
The chart below dictates which newspapers are necessary for each EDC. For example, an applicant that wants to operate in FirstEnergy PA - Penn Power would need to run ads in both The Erie Times-News and the Pittsburgh Post-Gazette. If the applicant is proposing to serve the entire Commonwealth, please file proof of publication in all seven newspapers.

The only acceptable verification of this requirement is with Notarized Proofs of Publication, which may be requested from each newspaper and **must be supplied 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
Citizens' Electric						X	
Duquesne				X			
FirstEnergy PA - Met Ed		X	X		X		
FirstEnergy PA - Penelec	X	X			X	X	X
FirstEnergy PA - Penn Power	X			X			
FirstEnergy PA -West Penn		X		X		X	X
PECO			X				
Pike					X		
PPL		X	X		X	X	
UGI					X		
Wellsboro						X	
Entire Commonwealth	X	X	X	X	X	X	X

(Newspaper Publication Templates are provided at Appendices K and L)

**13. SIGNATURE**

  
 Applicant: ENFRA MCC, LLC  
 By: Rob Guthrie   
 Title: Chief Executive Officer

**14. CHECKLIST**

For the applicant's convenience, please use the following checklist to ensure all relevant sections are complete. The Commission Secretary's Bureau will not accept an application unless each of the following sections are complete.

**Applicant:** ENFRA MCC, LLC

Applicant's Use		<b>Signature</b>	
		<b>Filing Fee (CERTIFIED CHECK OR MONEY ORDER ONLY)</b>	
		<b>Application Affidavit</b>	
		<b>Operations Affidavit</b>	
		<b>Bond, Letter of Credit, or Parental/Affiliate Guarantee</b>	
		<b>Tax Certification Statement</b>	
		<b>Commonwealth Department of State Verification</b>	
		<b>Certificate of Service</b>	

PUC Secretary's Bureau Use

Appendix A

APPLICATION AFFIDAVIT

[Commonwealth/State] of Louisiana :

: ss.

County of Jefferson :

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

[He/she is the Chief Executive Officer (Office of Affiant) of ENFRA MCC, LLC (Name of Applicant);]

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

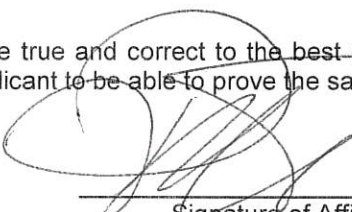
That the Applicant herein ENFRA MCC, LLC has the burden of producing information and supporting documentation demonstrating its technical and financial fitness to be licensed as an electric generation supplier pursuant to 66 Pa.C.S. § 2809 (b) and 52 Pa. Code § 54.37.

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

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

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

  
\_\_\_\_\_  
Signature of Affiant

Sworn and subscribed before me this 11<sup>th</sup> day of March, 2026.

  
\_\_\_\_\_  
Signature of official administering oath

My commission expires Lifetime Commission.



JENNIFER A. O'NEILL  
Notary Public  
Notary ID No. 161800  
St. Tammany Parish, Louisiana

Appendix B

OPERATIONS AFFIDAVIT

[Commonwealth/State] of Louisiana :

: ss.

County of Jefferson :

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

[He/she is the Chief Executive Officer (Office of Affiant) of ENFRA MCC, LLC (Name of Applicant);]

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

That ENFRA MCC, 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 ENFRA MCC, LLC, the Applicant herein, asserts that [he/she/it] possesses the requisite technical, managerial, and financial fitness to render electric 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 ENFRA MCC, 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 Code of 1971, 72 P.S. §§ 7101 et seq., and any tax imposed by Chapter 28 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 Gross Receipts and power 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).

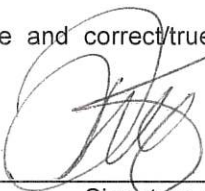
As provided by 66 Pa.C.S. § 2810 (C)(6)(iv), Applicant, by filing of this application waives confidentiality with respect to its state tax information in the possession of the Department of Revenue, regardless of the source of the information, and shall consent to the Department of Revenue providing that information to the Pennsylvania Public Utility Commission.

**Appendix B (Continued)**

That ENFRA MCC, LLC, the Applicant herein, acknowledges that it has a statutory obligation to conform with 66 Pa.C.S. § 506, § 2807(c), § 2807(d)(2), § 2809(b) 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 Bureau of Public Liaison 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 11<sup>th</sup> day of March, 2026.

  
\_\_\_\_\_  
Signature of official administering oath

My commission expires Lifetime Commission.



JENNIFER A. O'NEILL  
Notary Public  
Notary ID No.161800  
St. Tammany Parish, Louisiana

## Appendix C

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

### Example CERTIFICATE OF SERVICE

On this the 11<sup>th</sup> day of March 2020, I certify that a true and correct copy of the foregoing application form for licensing within the Commonwealth of Pennsylvania as an Electric Generation 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:

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

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

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

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

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

Citizens' Electric Company  
Attn: EGS Coordination  
1775 Industrial Boulevard  
Lewisburg, PA 17837

Duquesne Light Company  
Regulatory Affairs  
411 Seventh Street, MD 16-4  
Pittsburgh, PA 15219

FirstEnergy Pennsylvania Electric Company  
Legal Department  
341 White Pond Drive  
Akron, OH 44320

PECO Energy Company  
Manager Energy Acquisition  
2301 Market Street  
Philadelphia, PA 19101-8699

Pike County Light & Power Company  
C/O Corning Natural Gas Holding Corporation  
Vice President – Energy Supply  
330 West William Street  
Corning, NY 14830

PPL  
Office of General Counsel  
Attn: Kimberly A. Klock  
Two North Ninth Street (GENTW3)  
Allentown, PA 18101-1179

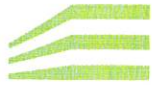
UGI Utilities, Inc.  
Attn: Rates Dept. – Choice Coordinator  
1 UGI Drive  
Denver, PA 17517

Wellsboro Electric Company  
Attn: EGS Coordination  
33 Austin Street  
P. O. Box 138  
Wellsboro, PA 16901



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**Rob Guthrie, Chief Executive Officer**



## Question No. 2b.

**Attachment : Pennsylvania Department of State, Bureau of Corporations and Charitable Organizations  
Filing for ENFRA MCC, LLC and Delaware Secretary of State Filing for ENFRA MCC, LLC**



**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](http://dos.pa.gov/BusinessCharities)

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May 5, 2025

CT Corporation System  
600 NORTH SECOND STREET, SUITE 401  
HARRISBURG, PA 17101

**Entity Name:** ENFRA MCC, LLC  
**Amendment Date:** May 5, 2025  
**Amendment Number:** 0014377170  
**Amendment Type:** Amendment of Foreign Registration  
Statement

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.

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.



5. Check, and if appropriate complete, one of the following:

The association desires that its registration be amended to change or correct the following information:

\_\_\_\_\_  
The name of the entity has been changed to ENFRA MCC, LLC  
\_\_\_\_\_  
\_\_\_\_\_

The amendment adopted by the association is set forth in full in Exhibit A attached hereto and made a part hereof.

If the amendment reflects a change in name for the association which does not comply with 15 Pa.C.S. § 414 and §§ 201-209, the foreign association must adopt an alternate name that complies with 15 Pa.C.S. §§ 201-209 for use in Pennsylvania.

IN TESTIMONY WHEREOF, the undersigned association has caused this Amendment of Foreign Registration Statement to be signed by a duly authorized representative thereof this 30th day of April 2025.

Bernhard MCC, LLC

\_\_\_\_\_  
Name of Association

/s/ Melissa Samuel

\_\_\_\_\_  
Signature

Melissa Samuel

\_\_\_\_\_  
Title

88812-9578 05/05/2025 10:11 AM Received by Pennsylvania Department of State

# Delaware

Page 1

The First State

*I, CHARUNI PATIBANDA-SANCHEZ, SECRETARY OF STATE OF THE STATE OF DELAWARE, DO HEREBY CERTIFY THAT THE SAID "BERNHARD MCC, LLC", FILED A CERTIFICATE OF AMENDMENT, CHANGING ITS NAME TO "ENFRA MCC, LLC" ON THE FIRST DAY OF MAY, A.D. 2025, AT 8:20 O`CLOCK A.M.*



*C. P. Sanchez*

Charuni Patibanda-Sanchez, Secretary of State

5856782 8320  
SR# 20251916318

Authentication: 203579023  
Date: 05-01-25

You may verify this certificate online at [corp.delaware.gov/authver.shtml](http://corp.delaware.gov/authver.shtml)

# Delaware

Page 1

The First State

I, JEFFREY W. BULLOCK, SECRETARY OF STATE OF THE STATE OF DELAWARE, DO HEREBY CERTIFY THE ATTACHED IS A TRUE AND CORRECT COPY OF THE CERTIFICATE OF FORMATION OF "BERNHARD MCC, LLC", FILED IN THIS OFFICE ON THE NINTH DAY OF OCTOBER, A.D. 2015, AT 11:35 O`CLOCK A.M.



  
Jeffrey W. Bullock, Secretary of State

5846670 8100  
SR# 20150449071

Authentication: 10217032  
Date: 10-09-15

You may verify this certificate online at [corp.delaware.gov/authver.shtml](http://corp.delaware.gov/authver.shtml)

State of Delaware  
Secretary of State  
Division of Corporations  
Delivered 11:35 AM 10/09/2015  
FILED 11:35 AM 10/09/2015  
SR 20150449071 - FileNumber 5846670

**CERTIFICATE OF FORMATION**  
of

**BERNHARD MCC, LLC**

This Certificate of Formation of Bernhard MCC, LLC is executed and filed by the undersigned, as an authorized person, to form a limited liability company pursuant to the Delaware Limited Liability Company Act (6 Del. C. §18-101 *et seq.*).

1. The name of the limited liability company formed hereby is Bernhard MCC, LLC (the "Company").

2. The address of the registered office of the Company in Delaware is Corporation Trust Center, 1209 Orange Street, Wilmington, Delaware 19801.

3. The Company's registered agent at that address is The Corporation Trust Company.

IN WITNESS WHEREOF, the undersigned authorized person has executed this Certificate of Formation as of October 9, 2015.

  
Mark W. Jenfreau, Organizer



## Question No. 4c.

### Answer to Question No. 4c. Proposed Services ENFRA Energy Procurement Services

#### Market Analysis & Strategy

We help you understand your energy needs and develop a customized procurement strategy:

- **Energy Usage Analysis** – Review your historical usage patterns and identify opportunities for savings
- **Market Assessment** – Analyze current market conditions, pricing trends, and liquidity
- **Strategic Planning** – Develop short-term and long-term procurement strategies aligned with your business goals
- **Budget Forecasting** – Provide annual budget estimates and ongoing performance metrics

#### Supplier Management

We handle all aspects of your supplier relationships:

- **Supplier Sourcing** – Identify and qualify energy suppliers that meet your specific needs
- **Data Collection** – Gather account information, site lists, and service addresses across all locations
- **Contract Review** – Analyze supplier invoices and ensure consistency with contract terms
- **Account Administration** – Manage account switches, additions, and deletions seamlessly

#### Competitive Procurement

We ensure you get the best rates and terms available:

- **Request for Proposals (RFPs)** – Prepare and distribute RFPs to qualified suppliers
- **Bid Management** – Coordinate supplier responses and provide clear evaluation analysis
- **Contract Negotiation** – Secure favorable terms and conditions with appropriate suppliers
- **Pricing Strategy** – Present multiple pricing options including fixed, indexed, and blended structures

#### Ongoing Contract & Risk Management

We actively monitor and optimize your energy portfolio:

- **Contract Monitoring** – Track contract performance and ensure accurate account switches
- **Market Reporting** – Provide regular updates on market events and pricing levels
- **Price Discovery** – Query suppliers to identify optimal buying opportunities based on your triggers
- **Hedging Support** – Maintain customized position reports and assess contract extension opportunities
- **Issue Resolution** – Assist with supplier disputes and contract questions
- **Portfolio Optimization** – Adjust strategies as needed to meet changing business goals and market conditions



## Question No. 8a

### **Answer to Question No. 8a. Experience, Plan, Structure**

ENFRA MCC (“ENFRA”), formerly known as Bernhard MCC, is a leading engineering, infrastructure, and energy management company with more than 100 years of U.S. operating experience. The company employs over 2,000 professionals and has completed more than 2,500 projects across all 50 states.

As ENFRA continues to grow, we actively seek new opportunities to deliver innovative products and services to our clients. Our commodity management team currently manages natural gas procurement for more than 50 customers across Arkansas and Oklahoma.

ENFRA continues to invest in expanding our demand management capabilities and enhancing our power and gas expertise to broaden our commodity management offerings. Our existing business development team of approximately 12 professionals will lead client engagement efforts across the Commonwealth, focusing on energy procurement strategies.

Our primary clients are commercial and industrial organizations, particularly in healthcare and higher education. ENFRA does not currently provide services to residential or small commercial customers. Examples of our projects can be viewed at [enfrasolutions.com/innovation-hub/projects](http://enfrasolutions.com/innovation-hub/projects)

ENFRA’s leadership team brings over 75 years of combined energy industry experience. Ian Walch, Jessi Bienert, Sam Selig, and Leighton Wolffe are actively involved in daily operations and project development. Detailed leadership biographies are attached.



## Question No. 8e.

Attachment : Resumes of Sam Selig and Ian Walch



# SAM SELIG PE

*Senior Vice President of Development*

---

## EDUCATION

Bachelor of Science in Chemical Engineering,  
University of Arkansas

## LICENSES AND CERTIFICATIONS

Licensed Professional Engineer

- Arkansas, Tennessee, Mississippi, & Colorado

## ORGANIZATIONS

President of Little Rock Engineers Club

President of Arkansas Water Environment  
Association

Member of the Water Environment Federation

## EXPERIENCE

15 years

## BACKGROUND

Sam Selig oversees the Demand Management and Emerging Technologies teams. The teams look for innovative strategies to manage client energy costs through reductions in demand charges, negotiated energy supply rates, and applying new and innovative technologies to client buildings. With over 15 years of experience in project development, technical sales, and maintenance execution, Sam drives strategic growth and ESG advancement. He is a licensed Professional Engineer in Arkansas, Mississippi, Tennessee, and Colorado, and holds a Bachelor of Science in Chemical Engineering from the University of Arkansas.

## WORK HISTORY

### ENFRA - SVP Development

2022 - Present

Oversees the Demand Management and Emerging Technologies teams. The teams look for innovative strategies to manage client energy costs through reductions in demand charges, negotiated energy supply rates, and applying new and innovative technologies to client buildings

### Entegrity Energy Partners - Director of Project Development

2020 – 2022

Led a team that was responsible for developing solar and EaaS projects. Team Tasks included locating and purchasing land, financial modeling, ITC investor relations, design coordination, and utility coordination

### Entegrity Energy Partners - Director of Water Division

2017 – 2020

Developed projects for public entities that were funded by water/wastewater savings. Project types included municipal water meter replacement projects and correctional facilities water fixture replacements.

### Instrument & Supply, Inc - Vice President, ISI Southeast

2016 – 2017

Managed a sales team focused on selling water and wastewater equipment to municipalities in Western Tennessee, Mississippi, and Louisiana

### Instrument & Supply, Inc - Territory Manager, ISI Southeast

2010 – 2016

Developed a new territory for an Arkansas-based water and wastewater manufacturer's representative firm. Responsibilities included engineered sales and project coordination

# Ian Walch

I am an energy nerd. At Constellation, Centrica and Enchanted Rock I've developed products and solutions, managed P&L's, built partner networks and led sales teams engaged in energy efficiency, EV charging, demand response, power generation and project financing. I know how to navigate complex solutions and companies to get things done. My goal is to help decarbonize and electrify the world to leave a cleaner home to my children.

## WORK EXPERIENCE

### **ENFRA • 07/2025 - Present**

ENFRA is a national leader in energy infrastructure and Energy-as-a-Service (EaaS), delivering integrated engineering, construction, maintenance, asset management, and energy solutions to mission-critical institutions.

### **VP Energy Markets • Full-time**

Leading the development of electricity and natural gas procurement solutions for our EaaS clients.

### **Enchanted Rock • 12/2020 - 06/2025**

#### **Director of Strategic Partnerships and Solutions • Full-time**

- Led the development of a new Microgrid solution (Bridge Power) and developed a pipeline of over 2 GW of projects.
- Cultivated relationships with 7 strategic Architecture and Engineering firms, contributing to a 200 MW pipeline of microgrid projects.
- Conducted analysis on 50+ potential partners, leading to the successful development of initial channel programs.

#### **Director of Structuring**

- Reviewed and approved the submittal of over \$40 million of new Resiliency-as-a-Service proposals to clients ranging from Fortune 50 to small regional sites across multiple industries including data centers, hospitals, grocery and critical infrastructure.
- Led the successful application to PJM, becoming a Curtailment Service Provider (CSP), resulting in direct participation in the energy market, driving increased revenue opportunity for the business.
- Led the development of a complex Resiliency-as-a-Service model for PJM incorporating energy procurement strategies, energy arbitrage and demand response expertise.

### **Centrica • 01/2020 - 12/2020**

#### **Director of Sales, Optimization & Demand Response**

- Managed a direct sales team and directly contracted over 100MW of Demand Response participation.
- Grew Optimization pipeline from \$0 to over \$20M in 12 months.
- Closed the longest Demand Response deal in company history (15 yrs.)

- Devolved and sold a first of a kind Supply Optimization deal.

**Constellation Energy • Greater Boston Area • 01/2011 – 12/2017**

**Business Development Manager**

- Led the rollout and training of ChargePoint EV stations and sold first stations in a structured finance deal with a Fortune 50 company.
- Achieved over 150% of quota, while establishing partnerships with 3 new channel partners.
- Managed a 45+ customer pipeline with a range of clients from small commercial clients to large national retailers.

**Product Associate**

- Directed the development and launch of a new retail product for commercial customers, achieving 168% growth in sales, and \$29 million in revenue from 2011 to 2013.
- Direct end to end operations for a new combined electricity and energy efficiency product with gross margin currently over \$1.5MM.
- Manage communication and deliverables between 8 different functional groups consisting of more than 30 people.
- Create 5 weekly product status reports and share online for entire company to view.

**EDUCATION**

**Master of Business Administration – MBA in Corporate Finance**

Northeastern University • 01/2014 – 12/2017

**BS in Economics/ Finance**

Bentley University • 01/2005 – 12/2009

December 2008 Graduate

University College Dublin • 01/2007 – 12/2007

**SKILLS**

**Business Development**

- Business Analysis
- Business Development
- Business Strategy
- Channel Strategy Development
- Sales Management
- Strategic Partnerships

**Energy Markets**

- CAISO
- Demand Response
- Energy Efficiency
- Energy Storage
- ERCOT
- Fuel Cells
- Generators
- NEISO
- NYISO
- PJM
- Renewable Energy

**Product Development**

- Contract Development
- Finance
- Financial Analysis
- Financial Modeling
- Marketing Strategy
- Microsoft Excel
- PowerPoint
- Process Improvement
- Product Management