

**ATTACHMENT NO. 1 TO: APPLICATION FOR LICENSURE OF AGENTS, BROKERS AND CONSULTANTS**

**TO: ILLINOIS COMMERCE COMMISSION**

**SUBMITTED BY: MCENERGY, INC.**

**DATED: 05/13/11**

**Item 4: DESCRIPTION OF MCENERGY, INC.'S BUSINESS:**

MCENERGY, INC. is located in the metropolitan New York City region and it currently employs approximately 15 people. The company currently provides services to commercial, industrial and municipal clients located in the states of New York, New Jersey, Connecticut and Massachusetts (License No. EB-189). None of these states other than Massachusetts require a license to conduct the type of electricity Agent/Broker/Consulting activities that are provided by MCENERGY, INC. Marketing activities are primarily the responsibility of Meg Carey, the founder and President of the company. The client services are conducted by the company's Energy Group, which is under the direction of the company's Vice President, Selena Wong. Selena is supported by a staff of approximately 5 people, each with experience and expertise in the company's service offerings.

Since 1999, MCENERGY, INC. has offered a variety of energy services to its clients, including PowerShopping (energy procurement), the company's web-based E2Track (Energy & Environmental Track), Green Initiatives and Sub-Metering programs. The following is a description of the services the company proposes to offer customers in Illinois:

- Competitive energy procurement for electricity supply, including green energy sources: The process includes conducting market research, energy profiling, legal review of contracts, running the RFP process, bid analysis and presentation of financial implications of various pricing options to the client.
- Tracking, budgeting and reporting energy and emissions, including calculating and forecasting carbon footprints: The company's patented MCE EnergyTrack web-based software centrally collects and monitors usage, costs, supply-contract performances and budget variances for electricity, steam, water, natural gas and fuel oil. These analytical tools help clients understand how a building uses energy and how that usage can be cost-effectively controlled. Our budget module lets clients create and modify energy/utility budgets as necessary. The company's patented MCE EnvironmentalTrack web-based software lets clients track all components of their carbon footprint. As part of the Company's "Green Initiatives" program, it calculates and displays direct and indirect emissions associated with the operations of an individual property, portfolio or company. It also reports all emission sources contributing to the total carbon footprint, including energy, travel, waste, paper, HCFCs, and others. MCE EnvironmentalTrack also provides an audit trail for compliance and helps clients satisfy environmental reporting as required by their own criteria and/or by the International Standards Organization, GHG Protocol and EPA Climate Leaders.
- Developing and implementing green initiatives: The company develops requests for pricing (RFPs) from green energy suppliers, negotiates contract terms and conditions, solicits prices from suppliers and secures final contracts for execution. The company also develops and presents a matrix of options for emissions offsets, including the costs and methods of procurement, including: nationally and regionally produced Renewable Energy Credits (RECs), Certified Emissions Reductions (CERs), Carbon Development Mechanisms (CDMs), and carbon sequestration products.

- Sub-metering services including sub-meter reading and tenant billing: The process includes reading meters both electronically and manually, the preparation and issuance of electronic invoices, sales tax reporting, review of meter readings to ensure accuracy and integrity of the meters, automated alerts to potential meter problems and customized reporting. Other services offered are Electric Rent Inclusion Adjustments Analysis, Tenant Electricity Recovery Forecasting and Tenant Electricity Recovery Analysis.

The staff of MCENERGY, INC. takes the time to understand our clients' objectives and risk tolerances, and we advocate for them to help achieve their goals: securing energy at competitive prices, tracking energy usage, calculating carbon footprints, instituting green initiatives, helping to manage data exporting for clients participating in the EPA EnergyStar Program and maximizing recovery of utility revenue. With our deep knowledge base and long-standing relationships in the energy market, we believe we excel at taking the market's pulse. Each of our senior staff has at least 25 years experience in energy, real estate, software and legal. We act as energy advisers for hundreds of companies, from Fortune 500 to medium and small energy users. Since our inception, MCENERGY, INC. has assisted in electricity procurement for over 300 major commercial and industrial properties, 200 bank branches and various municipalities, representing over 12 billion kilowatt-hours (kWh) in these markets. A listing of many of the company's major clients is provided on the company's website at [www.mcenergyinc.com](http://www.mcenergyinc.com).

In May 2005, MCENERGY, INC. was awarded Women-Owned Business Enterprise (WBE) certification by New York City's Department of Small Business Services.

In January 2007, MCENERGY, INC. also received the Women Business Enterprise National Council (WBENC) designation.

On May 14, 2009, MCENERGY, INC. President Meg Carey participated in a panel discussion on green commercial construction held by Soundwaters, a Stamford-based organization focused on the preservation of Long Island Sound. The panel was hosted by UBS in Stamford, CT.

On September 18, 2009 The Westchester County (NY) newspaper *The Record Review* published a full-page profile on MCENERGY, INC. and its President, Meg Carey.

In January 2011, MCENERGY, INC. was cited in various newswires as the facilitator who conceived and implemented a 100% purchase of green energy between the Empire State Building and Green Mountain Energy Company, including *BusinessNewsDaily*, *Energy Choice*, *The Energy Business Intelligence Network* and *Newswire Today*.

In February 2011, the *New York Real Estate Journal* published an article in its "Green Building" section featuring the premier of MCENERGY, INC.'s web-based E2 Track software for energy usage reporting.

On February 23, 2011, *Real Estate Weekly* published a full page article on the development and growth of MCENERGY, INC. and the career path of its President, Meg Carey.

In March 2011, the *New York Real Estate Journal* featured MCENERGY, INC.'s President, Meg Carey, as an expert in Renewable Energy and Energy Efficiency, and published her article "Renewables Growing Fast but Obstacles Remain" in the "Green Building" section.

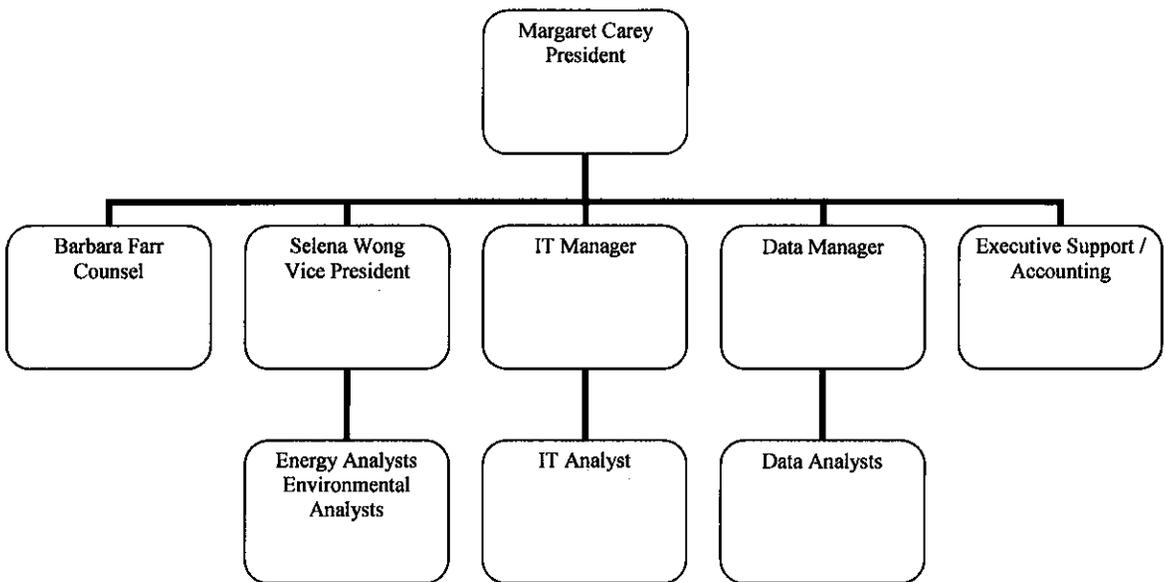
On March 24, 2011, MCENERGY, INC. was featured on *BusinessWire.com* in a segment "New Laws, Society and Incentives Fuel Increases in Energy Reporting".

**Item 5: MCENERGY, INC. MEETS THE REQUIREMENTS OF SECTION 16-115C:**

MCEnergy, Inc. meets the requirements of Section 16-115C as demonstrated in our responses contained in the ABC License Application, as supplemented by this Attachment No. 1 of MCENERGY, INC.

**Item 8: MANAGERIAL LICENSING QUALIFICATIONS:**

**A. Corporate Organizational Chart of MCENERGY, INC.:**



**B. Occupational Background Information demonstrating Managerial Capabilities:**

- **Margaret M. Carey: President**

Meg Carey, the founder of MCENERGY, INC., has worked in the commercial real estate industry for over 25 years and is an expert in understanding the economic impact energy-related issues have on this industry.

Because of her varied experience working with real estate owners, developers, managing agents and large commercial and industrial tenants, she knows firsthand the parameters by which investment decisions regarding energy efficiency are made. Meg has been instrumental in guiding her clients through the changes in the deregulated electricity markets and has successfully negotiated many of the largest electricity supply contracts in the New York metropolitan area. Meg's understanding of real estate, finance and leasing enable her to assess energy supply and efficiency projects at their bottom line.

Meg's career began at Cushman & Wakefield, Inc. in the Property Management Division in 1979. Subsequently she was AVP/Director of Energy Management at Mendik Realty Company, then VP/ Manager of Facilities Planning and Design at HSBC/Marine Midland Bank where she was awarded "Employee of the Year." Meg went on to become VP of Business Development at Enersave, Inc. and, since 1997, President of MCENERGY, INC., an independent energy information and procurement company.

Meg has served as a member of BOMA's Energy Committee, the New York Chamber of Commerce and Industry's Energy Resources Committee and as Co-Chair of Con Edison's Committee on Energy Conservation. Meg has been active at New York University's Real Estate Institute and is one of the first members of NY Women Executives in Real Estate (WX), Building Owners and Managers Association and the Real Estate Board of New York.

Meg has been quoted in real estate and energy-related publications as well as The New York Times and The Wall Street Journal.

- **Suk (Selena) F. Wong: Vice President**

Selena Wong has worked in the energy industry for over 25 years with extensive experience in strategic planning, economic and energy market analysis, project management, supply and distribution and product development. She oversees MCENERGY's power procurement programs for gas, oil and electricity as well as the Energy and Environmental Track. She also manages the company's analysis of overall market trends including deregulation activities and environmental benefits from green power purchases. Selena directs a team of energy analysts to assess market fundamentals and track energy market indicators as well as perform price risk analysis and project future pricing trends. Selena's in-depth knowledge of the energy market enables her to deliver timely market intelligence to clients and help guide them in developing innovative and astute buying strategies.

Before joining MCENERGY, INC. in 2003, Selena was Senior Analyst and Assistant to the Chief Economist at Texaco, Inc., White Plains, New York. As Senior Analyst, she was responsible for developing energy price forecast models, assessing supply and demand fundamentals, coordinating capital projection evaluations and monitoring industry trends and government regulations.

Selena began her career at Texaco's research center in Glenham, New York as Research Engineer in the Alternative Energy Department. She later joined the product development group in Lubricants Research Section. Subsequently, she was Project Manager in Supply and Distribution and then Assistant to the President of Texaco Lubricants Company in Houston, Texas.

Selena holds a Bachelor's Degree in Chemical Engineering from Tufts University and a Master's Degree from Manhattan College. She was awarded Women of the Year honoree by the YWCA in Dutchess County of New York.

- **Barbara A. Farr: Secretary and Counsel**

Barbara Farr has worked in the alternative energy industry for over 25 years and has negotiated transaction and financing documents for a multitude of energy transactions. She is admitted to the New York State Bar and has experience working with energy service companies, energy development

companies and unregulated utility subsidiaries, pursuing a variety of energy applications, such as solar, cogeneration, demand-side management, energy efficiency, distributed generation, district heating and the generation of electricity from natural gas, landfill gas, biomass and geothermal sources. Barbara has experience in representing both buyers and sellers in the negotiation of energy sales agreements and renewable energy certificate purchases.

Barbara has had positions as in-house and General Counsel with various public and private energy companies, and from 1992 to 1998, she worked at Enersave, Inc., where she met Meg Carey. During her tenure at Enersave, she worked with Meg to negotiate agreements for the provision of demand-side management and energy-efficiency services and equipment to the commercial real estate community.

Upon Meg's formation of MCENERGY, INC., Barbara advised in the structuring and development of the company. In 2004, Barbara started providing legal services to the company on a regular basis. In 2005, she assumed the office of Secretary to the corporation. During her tenure at the company, she has been involved in negotiating client transactions and electricity procurement contracts on behalf of MCENERGY INC.'s clients, as well as transaction documents and general corporate matters for the company. As the deregulated energy markets have evolved, Barbara has worked with Meg to optimize energy procurement terms on behalf of MCE clients and with Selena to blend the legal and technical aspects of energy procurement transactions.

Barbara received her undergraduate degree from the University of Pittsburgh and her J.D. degree from New York Law School. She is currently a member of the New York State Bar.

**Item 9: TECHNICAL LICENSING QUALIFICATIONS:** Occupational Background Information for Technical Capabilities:

- **Margaret M. Carey: President:** Please refer to the narrative for Margaret in Item 8.B above.
- **Selena F. Wong: Vice President:** Please refer to the narrative for Selena in Item 8.B above.
- **Barbara A. Farr: Secretary and Counsel:** Please refer to the narrative for Barbara in Item 8.B above.

**Item 10: FINANCIAL LICENSING REQUIREMENTS:** See the attached License Bond issued by RLI Insurance Company as Surety, for MCENERGY, INC. as Principal. RLI Insurance Company meets the definition of "qualifying surety" as set forth in Section 454.20 of Part 454 of Title 83 of the Illinois Administrative Code. RLI Insurance Company (NAIC #13056) is on the "Listing of Certified Surety Companies" by the U.S. Department of Treasury. RLI Insurance Company is listed on the NY Stock Exchange. The ratings for RLI Insurance Company is A+ by A.M. Best Company and A+ by Standard & Poor's.