

**INTEGRYS ENERGY SERVICES  
KENSA UTILITES INC.  
38780 Oakcrest Lane  
Wadsworth IL 60083**

**ABC Licensing Requirements**

**EXHIBIT A**

**Financial Licensing Requirement**

Kensa Utilities Corporation submits along with the ABC Application a permit bond in the amount of \$5,000 in favor of the People of the State of Illinois.

**Technical Licensing Requirement**

Kensa Utilities Corporation and its two (2) employees, Ken Falkinham and Jason Falkinham, have successfully sold electric products to hundreds of businesses and corporations within Illinois since 1997 when electricity was first deregulated in Illinois. Kensa has over 200 clients purchasing electricity from the Corporation. A single source supplier, Integrys Energy Services of Chicago has been the supplier of choice. Kensa Utilities has sold fixed price electricity, index electricity, and peak, non-peak electricity. Kensa's electric sales, on an annual basis, are in excess of 400,000,000 Kwh.

**Managerial Licensing Requirement**

Both Ken and Jason Falkinham have extensive experience in the sale and servicing of electricity in Illinois. Ken earned is BS, MS and Ph.D. degrees in Finance from the University of Wisconsin-Madison, while Jason earned his BS degree in communications and business from Columbia College in Chicago. Ken has been selling and administrating electric sales since 1997 while Jason has be selling electricity in Illinois since 2002. Marketing and financial operations for Kensa are executing jointly by Ken and Jason Falkinham.

**Present Client  
Electric Reviews - Revised**

**Exhibit B**

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals
13281	13764	12795	13063	13049	14111	20627	17887	17376	13575	13010	15156	177694

\*\*\*\*\*  
**Supply cost    Loss factor    Ancillary cost    RPS Compl    Transmissior    UCAP    Totals    Savings per Kwh    % Savings**

	\$0.078100	\$0.000000	\$0.000000	\$0.000000	\$0.000000	\$0.000000	\$0.078100			
<b>ComEd</b>										
<b>2011-12 Present Rate:</b>										Dollars saved
<b>1 year Integrys</b>	0.04063	\$0.002150	\$0.00199	\$0.00046	\$0.00687	\$0.01730	\$0.069400	\$0.008700	11.14%	\$1,545.94
<b>2012-13</b>	\$0.03842	\$0.00233	\$0.00214	\$0.00054	\$0.00580	\$0.00291	\$0.052140	\$0.017260	24.87%	\$3,067.00
<b>2012-14</b>	\$0.04037	\$0.00242	\$0.00220	\$0.00062	\$0.00586	\$0.00631	\$0.057780	\$0.01162	16.74%	\$4,129.61

**Total cost for electricity for the one year renewal is:            \$9,265**

**Total cost for electricity for the tw year renewal is:            \$18,530**

LICENSE BOND FOR RETAIL ELECTRICITY  
SUPPLY AGENTS, BROKERS AND CONSULTANTS - ILLINOIS

(Ill. Admin. Code tit. 83, § 454.80)

Effective Date: March 5, 2012

Bond No. 71242076

KNOW ALL PERSONS BY THESE PRESENTS:

That we, Kensa Utilities Corporation, as Principal(s), and WESTERN SURETY COMPANY, a corporation authorized to do surety business in the State of Illinois, as Surety, are held and firmly bound unto THE PEOPLE OF THE STATE OF ILLINOIS, as Obligee, in the sum of not to exceed FIVE THOUSAND AND NO/100 DOLLARS (\$5,000.00), for the payment of which well and truly to be made, we bind ourselves and our legal representatives, firmly by these presents.

THE CONDITION of the above obligation is such that WHEREAS the Principal(s) has been or is about to be granted a license to do business to operate as an ABC (Agent, Broker, or Consultant) under 220 ILCS 5/16-115C, and is required to execute this bond pursuant to 83 Illinois Administrative Code Part 454.80.

NOW, THEREFORE, if the Principal(s) shall fully and faithfully perform all duties and obligations as an ABC, then this obligation to be void; otherwise to remain in full force and effect. PROVIDED, this bond is continuous and may be cancelled by the Surety as to future acts of the Principal(s) by giving thirty (30) days notice in writing to the Obligee at 527 East Capitol Avenue, Springfield, Illinois 62701, and the Surety shall be relieved of any further liability under this bond thirty (30) days after such notice is sent by certified mail. Regardless of the number of years this bond shall continue in force, the number of claims made against this bond, and the number of premiums which shall be payable or paid, the Surety's total limit of liability shall not be cumulative from year to year or period to period, and in no event shall the Surety's total liability for all claims exceed the amount set forth above. Any revision of the bond amount shall not be cumulative.

Dated this 6th day of March, 2012.

Kensa Utilities Corporation, Principal

By [Signature]

\_\_\_\_\_, Principal

By \_\_\_\_\_

WESTERN SURETY COMPANY, Surety

By [Signature]

**C. Langdon, Ass't. Sec.**

# Western Surety Company

## POWER OF ATTORNEY

### KNOW ALL MEN BY THESE PRESENTS:

That WESTERN SURETY COMPANY, a corporation organized and existing under the laws of the State of South Dakota, and authorized and licensed to do business in the States of Alabama, Alaska, Arizona, Arkansas, California, Colorado, Connecticut, Delaware, District of Columbia, Florida, Georgia, Hawaii, Idaho, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Maine, Maryland, Massachusetts, Michigan, Minnesota, Mississippi, Missouri, Montana, Nebraska, Nevada, New Hampshire, New Jersey, New Mexico, New York, North Carolina, North Dakota, Ohio, Oklahoma, Oregon, Pennsylvania, Rhode Island, South Carolina, South Dakota, Tennessee, Texas, Utah, Vermont, Virginia, Washington, West Virginia, Wisconsin, Wyoming, and the United States of America, does hereby make, constitute and appoint

C. Langdon of Sioux Falls State of South Dakota, with limited authority, its true and lawful Attorney-in-Fact, with full power and authority hereby conferred to sign, execute, acknowledge and deliver for and on its behalf as Surety and as its act and deed, the following bond:

One RETAIL ELECTRIC AGENTS, BROKERS AND CONSULTANTS

Bond with bond number 71242076

for ENSA UTILITIES CORPORATION as Principal in the penalty amount not to exceed: \$5,000.00

Western Surety Company further certifies that the following is a true and exact copy of Section 7 of the by-laws of Western Surety Company duly adopted and now in force, to-wit:

Section 7. All bonds, policies, undertakings, Powers of Attorney, or other obligations of the corporation shall be executed in the corporate name of the Company by the President, Secretary, any Assistant Secretary, Treasurer, or any Vice President, or by such other officers as the Board of Directors may authorize. The President, any Vice President, Secretary, any Assistant Secretary, or the Treasurer may appoint Attorneys-in-Fact or agents who shall have authority to issue bonds, policies, or undertakings in the name of the Company. The corporate seal is not necessary for the validity of any bonds, policies, undertakings, Powers of Attorney or other obligations of the corporation. The signature of any such officer and the corporate seal may be printed by facsimile.

In Witness Whereof, the said WESTERN SURETY COMPANY has caused these presents to be executed by its Senior Vice President with the corporate seal affixed this 6th day of March 2012

ATTEST  
A. Viator  
A. Viator, Assistant Secretary

WESTERN SURETY COMPANY  
By Paul T. Brufat  
Paul T. Brufat, Senior Vice President



STATE OF SOUTH DAKOTA }  
COUNTY OF MINNEHAHA } ss

On this 6th day of March, 2012, before me, a Notary Public, personally appeared Paul T. Brufat and A. Viator

who being by me duly sworn, acknowledged that they signed the above Power of Attorney as Senior Vice President and Assistant Secretary, respectively, of the said WESTERN SURETY COMPANY, and acknowledged said instrument to be their voluntary act and deed of said Corporation.



D. Krell  
Notary Public

My Commission Expires November 30, 2012