

Errata to the application submitted by Insight Energy, LLC: Docket Number 13-0378

Insight Energy, LLC asks that the following corrections be reflected on their ABC Application form.

The following corrections were made to the attached application:

- Kansas was added to Question number 2, the second bullet point asking the "Jurisdiction in which and under whose laws business entity was created: Kansas
- Under Question number 9, the phrase: "Attachment C includes a corporate organizational chart indentifying the persons who are being used to meet the requirements of Part 454.60(a)." was added to illustrate the location of the organizational chart in the original application.



Adam Herrman
Managing Partner

RECEIVED

JUN 21 2013

ILLINOIS COMMERCE COMMISSION
CHIEF CLERK'S OFFICE

STATE OF ILLINOIS
ILLINOIS COMMERCE COMMISSION

ILLINOIS COMMERCE COMMISSION
2013 JUN 21 A 10:50

CHIEF CLERK'S OFFICE

Docket No. 13-0378

Insight Energy, LLC :
: :
Application for Licensure of :
Agents, Brokers, and Consultants :
under Section 16-115C :
of the Public Utilities Act. :

APPLICATION

Insight Energy, LLC ("Applicant"), hereby requests that the Illinois Commerce Commission ("Commission") grant it a license pursuant to Section 16-115C of the Public Utilities Act ("Act"). In support of its application, Applicant states as follows:

GENERAL [454.40, 454.50, 454.100]

1. Applicant's name and street address.

Insight Energy, LLC
11207 Rosewood
Leawood, KS 66211

2. Related Information:

- Type of business entity: LLC
- Jurisdiction in which and under whose laws business entity was created: Kansas
- Other names under which Applicant does business (D/B/A):

3. Contact Persons for the following:

a) issues related to processing this application [454.130]

Adam Herrman
Managing Partner
11207 Rosewood
Leawood, KS 66211
913-948-1107
adam.herrman@insightenergyservices.com

- b) issues related to complaint resolution [454.130]

Adam Herrman
Managing Partner
11207 Rosewood
Leawood, KS 66211
913-948-1107
adam.herrman@insightenergyservices.com

4. Description of Applicant's business. [454.40(c)(1)]

Insight Energy LLC provides expert electric supply pricing and consulting services to large Industrial and Commercial end users.

5. A statement in support of application (including supporting documents and schedules if necessary) certifying the applicant meets the requirements of Section 16-115C of the Act. [454.40(d)(1)]

Applicant certifies that it meets the requirements of Section 16-115C of the Act as demonstrated in this Application and Attachments A,B and C.

6. The name, address, telephone number, any facsimile number and any e-mail address of the agent registered with the Illinois Secretary of State. This information shall be kept current and any change regarding the licensee shall be reported within 15 days after the change occurs. The required information shall be filed with the Chief Clerk of the Commission at its Springfield office. [454.40(c)(3)]

National Registered Agents, Inc
200 West Adams St., Suite 2007
Chicago, IL 60606, Cook County
800-550-6724

7. A statement to disclose whether the Applicant operates as an agent, broker, or consultant in any other jurisdictions in a manner similar to that contemplated under Section 16-115C of the Act. Additionally, regardless of whether Applicant operates as an agent, broker, or consultant in Illinois or any other jurisdiction, the Applicant is directed to disclose whether it has had any complaints filed against it for its provision of any services in the electric or gas industry in this or any other jurisdiction. If any such complaints exist, the Applicant is directed to include in its response the nature of the complaint, the jurisdiction, and the ultimate resolution.

Insight Energy, LLC has a pending application for a license as a broker in Pennsylvania. There have been no complaints filed against Insight Energy for its provision of any services in the electric or gas industry in this or any other jurisdiction.

8. Applicant certifies that it:
- a) is licensed to do business in the State of Illinois and is in compliance with all other applicable laws, regulations and Commission rules and orders; [454.40(c)(2)]
 - b) shall comply with all terms and conditions required by Section 16-115C of the Act; [454.40(d)(2)]
 - c) shall ensure any person who acts on behalf of the entity will comply with all sections of Part 454 applicable to the function or functions to be performed; [454.40(d)(3)]
 - d) shall remain in compliance with the provisions of the Act and Part 454; [454.50]
 - e) shall ensure that authorizations received from customers, and all other applicable records are retained for a period of not less than three calendar years after the calendar year in which they were created; and [454.100(a)]
 - f) shall preserve the confidentiality of its customers' data. [454.100(b)]

MANAGERIAL LICENSING QUALIFICATIONS [Section 454.60]

9. Applicant meets the managerial qualifications set forth in Part 454.60, as demonstrated in Attachment B. Attachment B includes an exhibit containing a corporate organizational chart and identifying the persons who are being used to meet the requirements of Part 454.60(a). Attachment B includes an exhibit containing occupational background information on the person or persons who are being used to meet the requirements of Part 454.60(a). Attachment C includes a corporate organizational chart identifying the persons who are being used to meet the requirements of Part 454.60(a).

TECHNICAL LICENSING QUALIFICATIONS [Section 454.70]

10. Applicant meets the technical qualifications set forth in Part 454.70, as demonstrated in Attachment C. Attachment C includes an exhibit containing occupational background information on the person or persons who are being used to meet the requirements of Part 454.70(a).

FINANCIAL LICENSING REQUIREMENTS [SECTION 454.80]

11. Applicant is required to execute and maintain a license or permit bond in the name of the People of the State of Illinois issued by a qualifying surety or insurance company authorized to transact business in the State of Illinois. The amount of the bond shall equal \$5,000.

See surety bond enclosed.

CODE OF CONDUCT [SECTION 454.90]

12. Applicant certifies that it shall:

- a) Disclose in plain language in writing the nature of the services offered by the ABC;
- b) Prior to the customer signing a contract, disclose that they are not employed by the electric utility operating in the applicable service territory;
- c) Disclose in plain language in writing to all persons it solicits the total price per kilowatt-hour, and the total anticipated cost, inclusive of all fees or commissions received by the licensee, to be paid by the customer over the period of the proposed underlying customer contract. In the event a person or entity required to be licensed pursuant to this Part uses an electric supply usage estimate for a particular customer, the person or entity required to be licensed pursuant to this Part must use the same electric supply usage estimate for all service offers it presents to that particular customer;
- d) Any disclosure required by subsection (c) must be made prior to entering into the contract and signed by the customer;
- e) Disclose if applicable, to all customers, prior to the customer signing a contract the fact that they will be receiving compensation from the supplier;
- f) Not hold itself out as independent or unaffiliated with any RES, or both, or use words calculated to give that impression, unless the person or entity offering service under Section 16-115C of the Act has no contractual relationship with any RES or its affiliates regarding retail electric service in Illinois;
- g) Not utilize false, misleading, materially inaccurate, defamatory or otherwise deceptive language or materials in the soliciting or providing of its services;
- h) Maintain copies of all marketing materials disseminated to third parties for a period of not less than three years;
- i) Maintain copies of all disclosure statements required in subsections (a) and (b) for a period of not less than three years;

- j) Not present electricity pricing information in a manner that favors one supplier over another, unless a valid pricing comparison is made utilizing all relevant costs and terms; and
- k) Comply with the requirements of Sections 2EE, 2FF, 2GG and 2HH of the Consumer Fraud and Deceptive Business Practices Act [815 ILCS 505/2EE, 2FF, 2GG and 2HH].

REPORTING REQUIREMENTS [SECTION 454.110]

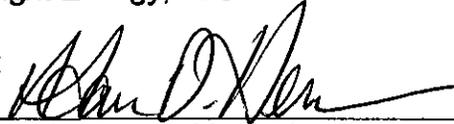
- 13. Applicant agrees to submit reports in accordance with annual reporting requirements. [454.110]

WHEREFORE, Applicant requests that the Commission grant its application for licensure as an agent, broker, or consultant to engage in the procurement or sale of retail electricity supply for third parties.

Respectfully submitted,

Insight Energy, LLC

By:

A handwritten signature in black ink, appearing to read "Adam Herrman", written over a horizontal line.

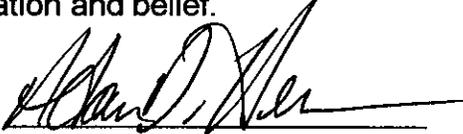
Adam Herrman, Managing Partner

VERIFICATION

STATE OF Kansas

COUNTY OF Johnson

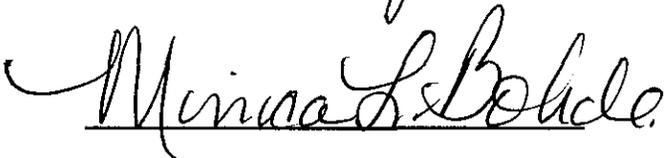
Adam Herrman, being first duly sworn, deposes and says that he is a Managing Partner of Insight Energy, LLC; that he has read the foregoing Application of Insight Energy, LLC, and all of the attachments accompanying and referred to within the Application; and that the statements contained in the Application and the attachments are true, correct and complete to the best of his knowledge, information and belief.


Adam Herrman

To be completed by a Notary Public

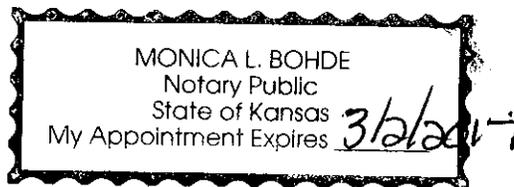
Subscribed and sworn to before me

this 18th day of June, 2013



Notary Public

[Stamp of Notary]



Illinois Business Authorization

INSIGHT ENERGY LLC

11207 ROSEWOOD ST
LEAWOOD KS 66211-1765

Certificate of Registration

Expiration Date:

5/1/2016

Sales Tax as a reseller only

(4107-5609)

This person or business is authorized under the Retailers' Occupation Tax Act as a reseller in Illinois and is authorized to purchase items tax-free provided the items are purchased for resale and all sales are made by the reseller in a nontaxable manner.



[Handwritten Signature]

Director
DEPARTMENT OF REVENUE
Issued DBB: 05/01/2013

ATTACHMENT B - Managerial Qualifications

Part 454.60

(a) The following individuals in management positions on Applicant's staff have at least one year of management experience with a business enterprise:

Adam Herrman

Lawrence Smith

(b) See individual Managerial Experience listed below for the named employees of Insight Energy:

Adam Herrman

Summary

Adam Herrman has over 12 years of experience trading and marketing energy products in the deregulated power markets, as well as managing wholesale and retail power systems at a regulated utility.

Insight energy will focus on brokering and consulting services on a few select customers with whom Insight Energy maintains good relations.

Experience

2001

Real Time Scheduler, Westar Energy

Acquired transmission, tagged and accounted for all hourly transactions. Assisted the Marketer with hourly trades and documented all transactions in Westar's accounting program.

2002-2003

Lead Scheduler, Westar Energy

Coordinated work schedules, coordinated employee development, train and perform quarterly reviews for team of real-time schedulers, provided shift relief for vacations and sick leave for both marketers and schedulers

2003-2005

Real Time Trader, Westar Energy

Responsible for conducting intra-day energy transactions with wholesale customers and other energy suppliers. Optimized company owned generation, power supply contracts and economy sales and purchases in the SWPP, MISO, PJM, SERC, and ERCOT markets. Constructed, priced, and assisted in the marketing of new energy products.

Responsible for the optimization of the term marketing portfolio in the real time markets. Traded financial swaps on ICE, (PJMW, CIN HUB, ADHUB, ERCOT)

2005-2009

Manager, Real Time Trading, Westar Energy

Responsible for overseeing energy transactions with wholesale customers and other energy suppliers in the real-time energy markets. Directly Supervised Real Time trading staff, EMA Supervisor, and Scheduling Supervisor. Coordinated their activities and personal development. Helped manage the operation of the bulk power supply system by optimizing company owned generation, power supply contracts and economy wholesale sales and purchases. Construct price, and assist in the marketing of new energy products aimed at broadening customer base. Also responsible for the optimization of the term marketing portfolio in the short term markets. As Manager of Real Time I expanded the group from five Real Time Traders to ten and added an Energy Management team of five EMA Traders to manage Energy Management Agreements. As Real Time Manager I was responsible for monitoring all Compliance Training and personal development of all Real Time Employees.

2010-Present

Desk Manager, Trademark Merchant Energy, LLC

Responsible for overseeing energy transactions in the MISO, PJM, SERC, WECC and ERCOT markets. Initiated and executed power supply contracts in excess of 335,000,000 kwh's. Developed the power procurement optimization process for all Itochu North American affiliate companies in CT, IL,MA,MD,NY,OH,PA, and TX. Establish and maintain power supplier relationships and contract negotiations. .

Lawrence Smith

Summary

Lawrence Smith has over 17 years experience trading and marketing energy products in the deregulated power markets, as well as managing wholesale and retail power systems at regulated utilities.

Insight energy will focus on brokering and consulting services on a few select customers with whom Insight Energy maintains good relations.

Experience

Trademark Merchant Energy, Overland Park, KS

2009-Present

Vice President & Portfolio Manager

Directly responsible for management & profitability of Trademark's power trading & marketing activities. Responsibilities include:

- Delivering approximately \$3.6 million annual gross margin from power trading & origination
- Creation & execution of power trading business strategy
- Management of approximately 9 employees involved in:
 - Power Trading & Origination
 - Power Operations & Logistics

GREAT PLAINS ENERGY, Kansas City, MO

2006-2009

Director, Power & Fuels Trading, Marketing, & Operations

Directed all commercial operations around KCP&L's 5,000 mw power generation assets. Responsibilities included:

- Delivering approximately \$100 million annual gross margin from power plant production
- Wholesale Hedging Strategy and Execution for coal, natural gas, and power transactions
- Management of approximately 40 employees involved in:
 - Power Trading and Origination (regulated & unregulated)
 - NERC & FERC Compliance
 - Fuel procurement, logistics, and hedging
 - Power System Dispatch & Operations (24x7)
 - Wholesale Margin Accounting and Reporting

VALERO ENERGY, San Antonio, Texas

2005-2006

Senior Derivatives Trading Manager

Trade NYMEX energy futures, and OTC swaps and options, in natural gas, heating oil, gasoline, and crack spreads on both a speculative, and hedge, basis.

- Manage the firm's portfolio of natural gas, power and crack spreads using derivatives and other financial instruments
- Manage direct reports responsible for executing the firm's NYMEX futures trades
- Trade natural gas, crack spreads, and refined energy products on a speculative basis

CITADEL INVESTMENT GROUP, Chicago, Illinois

2002 - 2004

Director, Energy Trading

Achieved gross margin objectives through trading Cinergy and PJM electricity hubs, as well as NYMEX natural gas. Developed and executed Energy Trading business plan, recruited talented and experienced personnel. Developed proprietary trading and market valuation tools.

- Achieved 150% gross margin trading results during the first year of operation
- Established Master Agreements with all required counterparties to trade electricity.

AQUILA ENERGY, Kansas City, Missouri

1997 - 2002

Director of Energy Trading, Aquila Europe (2001 - 2002)

Developed and executed European Energy Trading business plan. Managed six Desk Managers as direct reports and 75 indirect reports in the energy trading and operations group based in London, UK, and Sandefjord, Norway.

- Developed profitable trading books in Continental European power, UK power, Scandinavian power, UK natural gas, and European coal markets.
- Exceeded gross margin objectives of \$12 million and \$30 million in both 2001 and 2002.
- Established extensive cross-border physical electricity trading capabilities in all Western and Some Eastern European countries.
- Executed Europe's first financial coal/power tolling transaction.
- Traded RECs (renewable energy certificates), gas tolling agreements, and virtual power storage agreements.

Vice President U.S. Cross Commodity Trading Desk (1999 - 2001)

- Built and managed trading desk that optimized all long term origination deals that comprised multiple commodities. Speculatively traded cross commodity spreads with natural gas, power, oil, and weather.
- Exceeded gross margin objectives of \$9 million and \$20 million in 2000 and 2001
- Identified commercial opportunities through Origination channels and executed structured deals.

SPP & SERC Electricity Trader (1998-1999)

- Traded short term electricity markets at both the Entergy and TVA hubs.
- Leveraged available transmission capacity and customer relationships to move physical power from illiquid locations to market hubs.

ERCOT Electricity Trader (1997-1998)

- Traded both the short term and long term ERCOT power market.
- Achieved four times stated gross margin goal for 1998.
- Salvaged under performing origination transaction with a customer load.

ENRON CAPITAL AND TRADE, Houston, Texas

1996 - 1997

- Participated in the rotational analysts program
- Scheduled day-ahead electricity flows in all regions of the U.S. market.

- Maximized intra-day arbitrage opportunities by trading the hourly power market in all regions of the U.S. power market.

EDUCATION

UNIVERSITY OF CHICAGO, BOOTH GRADUATE SCHOOL OF BUSINESS, Chicago, Illinois

Master of Business Administration (Concentration in Finance)

2005

TEXAS A&M UNIVERSITY, College Station, Texas

1996

Bachelor of Science, Marine Transportation

PROFESSIONAL TRAINING AND AFFILIATIONS

Board Director – Greenworks in Kansas City, 2008-Present

Board Director – Institute for Energy Research, Houston, Texas, 2001 – 2007

Third Officer – United States Merchant Marine, 1996 – Present

National Futures Association Series 3 License

(c) See attached organizational chart indicating the position of persons indicated in (a) of this Attachment.

ATTACHMENT C - Technical Qualifications

Part 454.70

(a) The following individuals on Applicant's staff have at least one year of experience in the electric industry:

Adam Herrman

Lawrence Smith

(b) See individual Technical Experience listed below for the named employees of Insight Energy:

Adam Herrman

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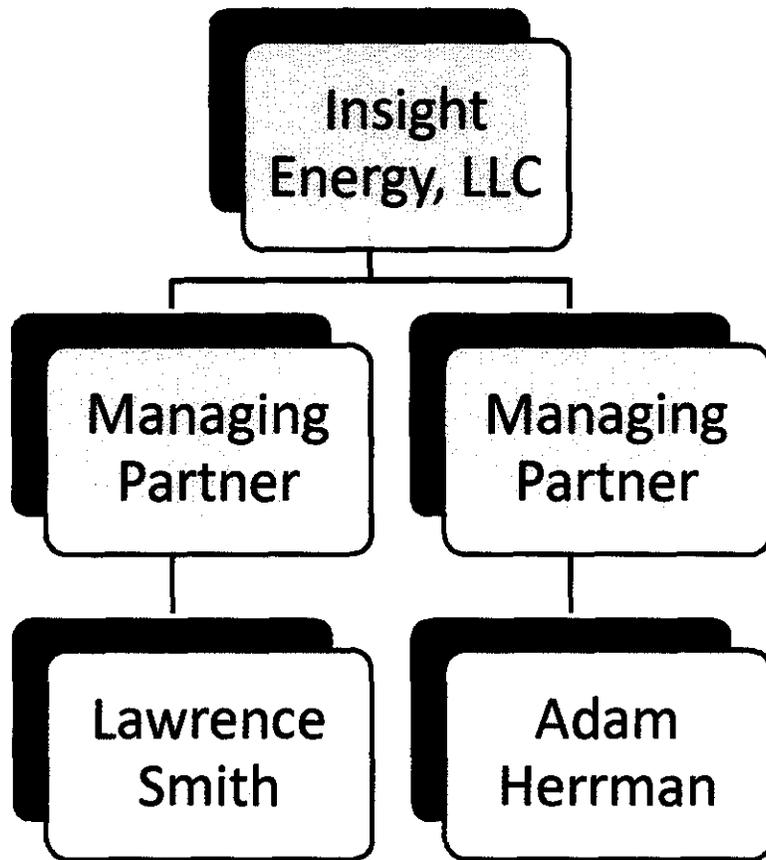
Board Director – Greenworks in Kansas City, 2008-Present

Board Director – Institute for Energy Research, Houston, Texas, 2001 – 2007

Third Officer – United States Merchant Marine, 1996 – Present

National Futures Association Series 3 License

(c) See attached organizational chart indicating the position of persons indicated in (a) of this Attachment.



LICENSE BOND

Bond No. 674021140

KNOW ALL MEN BY THESE PRESENTS:

THAT, WE Insight Energy LLC,
as Principal, and Liberty Mutual Insurance Company,
a Massachusetts Corporation, with principal office at 175 Berkeley Street, Boston, MA
02116, as Surety, are held and firmly bound unto People of the State of Illinois in the sum of
Five Thousand and No/100 Dollars (\$5,000.00), for payment of which sum, well and truly to
be made, we bind ourselves, our personal representatives, successors and assigns, jointly
and severally, firmly by these presents.

SIGNED, SEALED AND DATED this 21st day of May, 2013.

The Condition of this obligation is such that Whereas Principal is desirous of
obtaining a license from People of the State of Illinois
to carry on business as Public Utilities Agent, Broker and Consultant
in People of the State of Illinois
commencing on the 21st day of May, 2013.

NOW, THEREFORE, if Principal shall, during the period on the aforesaid date,
faithfully observe and honestly comply with such Ordinances, Rules and Regulations, and
any Amendments thereto, as require the execution of this bond, then this obligation shall
become void and of no effect, otherwise to be and remain in full force and virtue, subject,
however, to the following condition:

*This bond may be canceled and the Surety relieved of all further liability hereunder by the
Surety's giving thirty (30) days written notice thereof to the Principal and Obligee.*

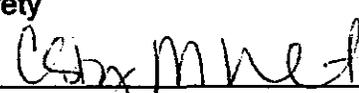
Insight Energy LLC

Principal

By: 

Liberty Mutual Insurance Company

Surety

By: 

Christy M. McCart, Attorney-in-Fact

THIS POWER OF ATTORNEY IS NOT VALID UNLESS IT IS PRINTED ON RED BACKGROUND.

This Power of Attorney limits the acts of those named herein, and they have no authority to bind the Company except in the manner and to the extent herein stated.

Certificate No. 5655098

American Fire and Casualty Company
The Ohio Casualty Insurance Company
West American Insurance Company
Liberty Mutual Insurance Company
Peerless Insurance Company

POWER OF ATTORNEY

KNOWN ALL PERSONS BY THESE PRESENTS: That American Fire & Casualty Company and The Ohio Casualty Insurance Company are corporations duly organized under the laws of the State of Ohio, that Liberty Mutual Insurance Company is a corporation duly organized under the laws of the State of Massachusetts, that Peerless Insurance Company is a corporation duly organized under the laws of the State of New Hampshire, and West American Insurance Company is a corporation duly organized under the laws of the State of Indiana (herein collectively called the "Companies"), pursuant to and by authority herein set forth, does hereby name, constitute and appoint, Charissa D. Lecuyer; Charles B. Teter, III; Christy M. McCart; Claudia Mandato; David M. Lockton; Debra J. Scarborough; Evan D. Sizemore; Jeffrey C. Carey; Kathleen M. Coen; Kathy L. Fagan; Laura M. Murren; Mark Duggan; Mary T. Flanigan; Nancy A. Clover; Patrick T. Pribyl; Rebecca S. Gross; Ronald J. Lockton

all of the city of Kansas City, state of MO each individually if there be more than one named, its true and lawful attorney-in-fact to make, execute, seal, acknowledge and deliver, for and on its behalf as surety and as its act and deed, any and all undertakings, bonds, recognizances and other surety obligations, in pursuance of these presents and shall be as binding upon the Companies as if they have been duly signed by the president and attested by the secretary of the Companies in their own proper persons.

IN WITNESS WHEREOF, this Power of Attorney has been subscribed by an authorized officer or official of the Companies and the corporate seals of the Companies have been affixed thereto this 20th day of November, 2012.



American Fire and Casualty Company
The Ohio Casualty Insurance Company
Liberty Mutual Insurance Company
Peerless Insurance Company
West American Insurance Company

By: Gregory W. Davenport
Gregory W. Davenport, Assistant Secretary

STATE OF WASHINGTON ss
COUNTY OF KING

On this 20th day of November, 2012, before me personally appeared Gregory W. Davenport, who acknowledged himself to be the Assistant Secretary of American Fire and Casualty Company, Liberty Mutual Insurance Company, The Ohio Casualty Company, Peerless Insurance Company and West American Insurance Company, and that he, as such, being authorized so to do, execute the foregoing instrument for the purposes therein contained by signing on behalf of the corporations by himself as a duly authorized officer.

IN WITNESS WHEREOF, I have hereunto subscribed my name and affixed my notarial seal at Seattle, Washington, on the day and year first above written.



By: KD Riley
KD Riley, Notary Public

This Power of Attorney is made and executed pursuant to and by authority of the following By-laws and Authorizations of American Fire and Casualty Company, The Ohio Casualty Insurance Company, Liberty Mutual Insurance Company, West American Insurance Company and Peerless Insurance Company, which resolutions are now in full force and effect reading as follows:

ARTICLE IV – OFFICERS – Section 12. Power of Attorney. Any officer or other official of the Corporation authorized for that purpose in writing by the Chairman or the President, and subject to such limitation as the Chairman or the President may prescribe, shall appoint such attorneys-in-fact, as may be necessary to act in behalf of the Corporation to make, execute, seal, acknowledge and deliver as surety any and all undertakings, bonds, recognizances and other surety obligations. Such attorneys-in-fact, subject to the limitations set forth in their respective powers of attorney, shall have full power to bind the Corporation by their signature and execution of any such instruments and to attach thereto the seal of the Corporation. When so executed, such instruments shall be as binding as if signed by the President and attested to by the Secretary. Any power or authority granted to any representative or attorney-in-fact under the provisions of this article may be revoked at any time by the Board, the Chairman, the President or by the officer or officers granting such power or authority.

ARTICLE XIII – Execution of Contracts – SECTION 5. Surety Bonds and Undertakings. Any officer of the Company authorized for that purpose in writing by the chairman or the president, and subject to such limitations as the chairman or the president may prescribe, shall appoint such attorneys-in-fact, as may be necessary to act in behalf of the Company to make, execute, seal, acknowledge and deliver as surety any and all undertakings, bonds, recognizances and other surety obligations. Such attorneys-in-fact subject to the limitations set forth in their respective powers of attorney, shall have full power to bind the Company by their signature and execution of any such instruments and to attach thereto the seal of the Company. When so executed such instruments shall be as binding as if signed by the president and attested by the secretary.

Certificate of Designation – The President of the Company, acting pursuant to the Bylaws of the Company, authorizes Gregory W. Davenport, Assistant Secretary to appoint such attorney-in-fact as may be necessary to act on behalf of the Company to make, execute, seal, acknowledge and deliver as surety any and all undertakings, bonds, recognizances and other surety obligations.

Authorization – By unanimous consent of the Company's Board of Directors, the Company consents that facsimile or mechanically reproduced signature of any assistant secretary of the Company, wherever appearing upon a certified copy of any power of attorney issued by the Company in connection with surety bonds, shall be valid and binding upon the Company with the same force and effect as though manually affixed.

I, David M. Carey, the undersigned, Assistant Secretary, of American Fire and Casualty Company, The Ohio Casualty Insurance Company, Liberty Mutual Insurance Company, West American Insurance Company and Peerless Insurance Company do hereby certify that the original power of attorney of which the foregoing is a full, true and correct copy of the Power of Attorney executed by said Companies, is in full force and effect and has not been revoked.

IN TESTIMONY WHEREOF, I have hereunto set my hand and affixed the seals of said Companies this MAY 21 day of 2013.



By: David M. Carey
David M. Carey, Assistant Secretary

Not valid for mortgage, note, loan, letter of credit, bank deposit, currency rate, interest rate or residual value guarantees.

To confirm the validity of this Power of Attorney call 1-610-832-8240 between 9:00 am and 4:30 pm EST on any business day.