

ABC Application Requirements

Section 454.40 C

C.1 Description of Applicant's Business

LED Business Solutions, LLC is a consultative energy firm that specialized in LED lighting sales and reducing consumers' energy consumption and costs.

C.2 Certification that the Applicant 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

C.3 The name, address, telephone number, any facsimile number and any e-mail address of the agent registered with the Illinois Secretary of State.

Karen Pescara
4 Charleston Road, Hinsdale, IL 60521
kpescara@ledbusinesssolutions.com
(630) 842-8633

Section 7 of ABC Application Form

Applicant does not act as an agent, broker, or consultant in any other jurisdiction. Applicant has not had any complaints filed against it concerning its provision of any services in the electric or gas industry.

Attachment A

Managerial Licensing Qualifications [Section 454.60]

Exhibit 1: Organizational Chart

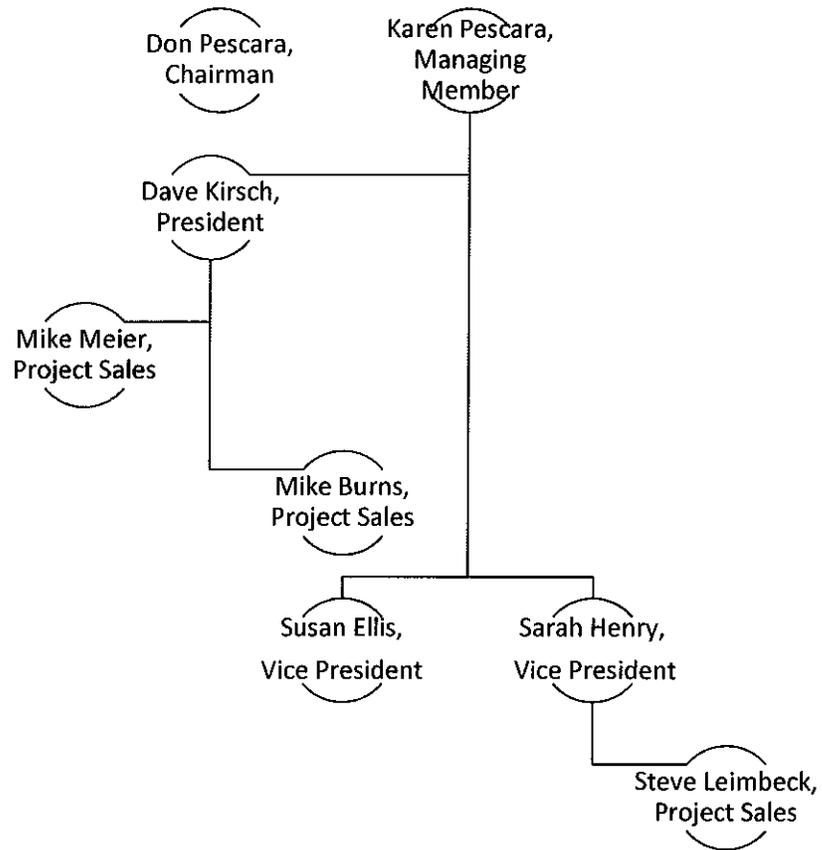


Exhibit 2: Occupational Background

DON G. PESCARA
MANAGING DIRECTOR
GRIFFIN CAPITAL CORPORATION

Mr. Pescara serves as Griffin Capital's Executive Managing Director, heads the firm's Chicago office, is a member of the Investment Committee, and assists in equity capital raising.

CAREER SUMMARY

Mr. Pescara's 20-year real estate career includes more than \$500 million of transactions. His career began in 1985 at Cushman & Wakefield where he became a successful broker of office and industrial properties and was promoted to the Financial Services Group where he focused on institutional property sales and acquisitions. In 1990, Mr. Pescara joined Republic Realty Mortgage (now GMAC) as a Vice President of Production where he established an institutional sales force and developed relationships with various lending institutions including Mass Mutual, New York Life and Met Life. Mr. Pescara joined CB Commercial as a Regional Director in their Mortgage Banking Group in 1993 where his responsibilities included placement of debt on behalf of their exclusive conduit relationship with Merrill Lynch, representation of CB Commercial's Real Estate Mortgage Fund, and broker training for the Midwest region.

Mr. Pescara's relationships with CB's top broker colleagues and trainee graduates continue today and lead to extensive acquisition opportunities. Mr. Pescara joined Cohen Financial, a leading financial services firm headquartered in Chicago, in 1996 as a Senior Director. Mr. Pescara joined Griffin Capital in 1997 when Griffin acquired an asset he was selling. Mr. Pescara's clients have included some of the largest and most active institutional investors and lenders including ABB, Computer Associates, Prudential, Household International, Oaktree Capital, and ITW. While at Griffin, Mr. Pescara's responsibilities have focused on sourcing acquisitions directly from corporations, institutions, and from the brokerage community.

EDUCATION

BA, Economics and Finance, University of Illinois

Attachment B

Technical Licensing Qualifications [Section 454.70]

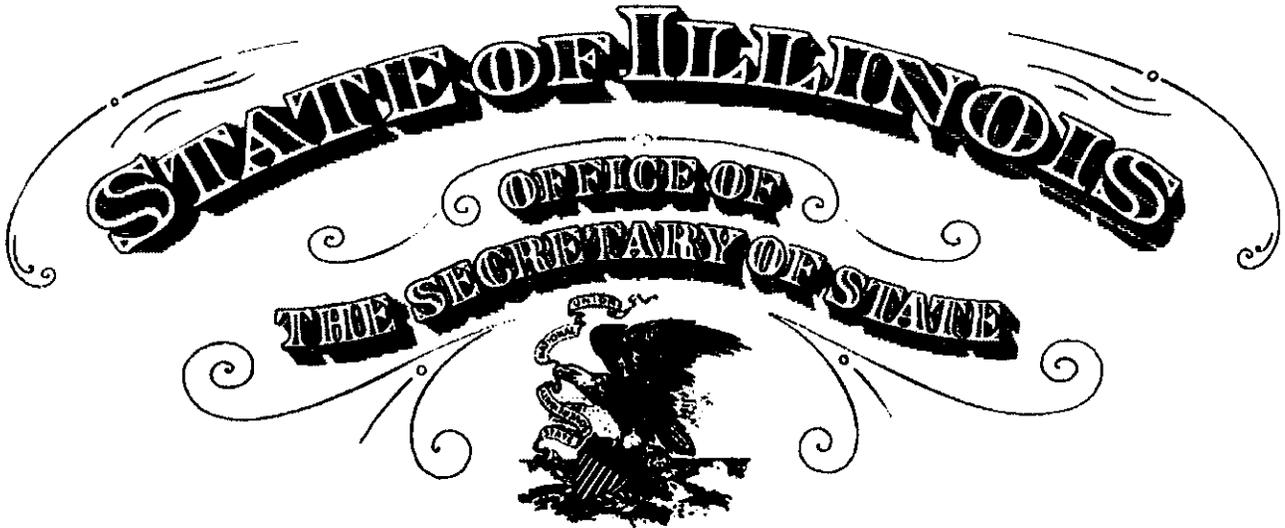
Exhibit 1: Occupational Background

SARAH HENRY
Vice President, Business Development
LED Business Solutions

Ms. Henry is the Vice President of Business Development for LED Business Solutions, LLC. Prior to joining LED Business Solutions, Ms. Henry acted as an energy consultant for various energy and real estate related firms across Chicago from October 2010 to present. As a consultant, Ms. Henry provides advice and recommendations for business direction and development as it relates to the energy sector, provides industry updates to her clients, conducts energy audits and analyses, and previously worked directly with Electricity Service providers (October 2010 to December 2013) to negotiate contracts and procure electricity for her clients.

EDUCATION

BA, Finance, Argosy University



To all to whom these Presents Shall Come, Greeting:

I, Jesse White, Secretary of State of the State of Illinois, do hereby certify that

LED BUSINESS SOLUTIONS, LLC, A DELAWARE LIMITED LIABILITY COMPANY HAVING OBTAINED ADMISSION TO TRANSACT BUSINESS IN ILLINOIS ON AUGUST 28, 2014, APPEARS TO HAVE COMPLIED WITH ALL PROVISIONS OF THE LIMITED LIABILITY COMPANY ACT OF THIS STATE, AND AS OF THIS DATE IS IN GOOD STANDING AS A FOREIGN LIMITED LIABILITY COMPANY ADMITTED TO TRANSACT BUSINESS IN THE STATE OF ILLINOIS.



In Testimony Whereof, I hereto set my hand and cause to be affixed the Great Seal of the State of Illinois, this 12TH day of NOVEMBER A.D. 2014 .

Jesse White

Authentication #: 1431602638

Authenticate at: <http://www.cyberdriveillinois.com>

SECRETARY OF STATE

Effective Date: 10/27/2014

License or Permit Bond

License or Permit Bond No PB11499801599
Philadelphia Indemnity Insurance Company
231 St. Asaph's Road, Suite 100 Bala Cynwyd Pennsylvania 19004

KNOW ALL MEN BY THESE PRESENTS, That we, LED Business Solutions, LLC as Principal, and Philadelphia Indemnity Insurance Company, a Pennsylvania Corporation, and authorized to do business in Illinois, as Surety, are held and firmly bound unto THE PEOPLE OF THE STATE OF ILLINOIS as Obligee, in the sum of FIVE THOUSAND AND NO/100 Dollars (\$5,000.00), for which sum, we bind ourselves, our heirs, executors, administrators, successors and assigns, jointly and severally, by these presents.

THE CONDITIONS OF THIS OBLIGATION ARE SUCH, That WHEREAS, the Principal has been or is about to be granted a license or permit 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 under 83 Illinois Administrative Code Part 454.80 by the Obligee.

NOW, Therefore, if the Principal fully and faithfully perform all duties and obligations of the Principal as an ABC, then this obligation to be void; otherwise to remain in full force and effect.

This bond may be terminated as to future acts of the Principal upon thirty (30) days written notice by the Surety; said notice to be sent to 527 East Capitol Avenue, Springfield, Illinois 62701, of the aforesaid State of Illinois, by certified mail.

Dated this 06th day of November, 2014

LED Business Solutions, LLC Principal
by: Karen S. Burns VP
[name] [title]

Philadelphia Indemnity Insurance Company Surety
by: [Signature]
[name] [title]
John D. Weisbrot, Attorney-in-Fact

PHILADELPHIA INDEMNITY INSURANCE COMPANY
231 St. Asaph's Rd., Suite 100
Bala Cynwyd, PA 19004-0950

Power of Attorney

KNOW ALL PERSONS BY THESE PRESENTS: that PHILADELPHIA INDEMNITY INSURANCE COMPANY (the Company), a corporation organized and existing under the laws of the Commonwealth of Pennsylvania, does hereby constitute and appoint: John D. Weisbrot and Patricia A. Tinsman

Its true and lawful Attorney(s) in fact with full authority to execute on its behalf bonds, undertakings, recognizances and other contracts of indemnity and writings obligatory in the nature thereof, issued in the course of its business and to bind the Company thereby, in an amount not to exceed \$25,000,000.00:

This Power of Attorney is granted and is signed and sealed by facsimile under and by the authority of the following Resolution adopted by the Board of Directors of PHILADELPHIA INDEMNITY INSURANCE COMPANY at a meeting duly called the 1st day of July, 2011.

RESOLVED: That the Board of Directors hereby authorizes the President or any Vice President of the Company to: (1) Appoint Attorney(s) in Fact and authorize the Attorney(s) in Fact to execute on behalf of the Company bonds and undertakings, contracts of indemnity and other writings obligatory in the nature thereof and to attach the seal of the Company thereto; and (2) to remove, at any time, any such Attorney-in-Fact and revoke the authority given. And, be it

FURTHER RESOLVED: That the signatures of such officers and the seal of the Company may be affixed to any such Power of Attorney or certificate relating thereto by facsimile, and any such Power of Attorney so executed and certified by facsimile signatures and facsimile seal shall be valid and binding upon the Company in the future with the respect to any bond or undertaking to which it is attached.

IN TESTIMONY WHEREOF, PHILADELPHIA INDEMNITY INSURANCE COMPANY HAS CAUSED THIS INSTRUMENT TO BE SIGNED AND ITS CORPORATE SEAL TO BE AFFIXED BY ITS AUTHORIZED OFFICE THIS 7TH DAY OF FEBRUARY 2013.



Robert D. O'Leary Jr., President & CEO
Philadelphia Indemnity Insurance Company

On this 7th day of February 2013, before me came the individual who executed the preceding instrument, to me personally known, and being by me duly sworn said that he is the therein described and authorized officer of the PHILADELPHIA INDEMNITY INSURANCE COMPANY; that the seal affixed to said instrument is the Corporate seal of said Company; that the said Corporate Seal and his signature were duly affixed.



Notary Public:
residing at: Bala Cynwyd, PA
My commission expires: March 22, 2016

(Notary Seal)

I, Craig P. Keller, Executive Vice President, Chief Financial Officer and Secretary of PHILADELPHIA INDEMNITY INSURANCE COMPANY, do hereby certify that the foregoing resolution of the Board of Directors and this Power of Attorney issued pursuant thereto are true and correct and are still in full force and effect. I do further certify that Robert D. O'Leary Jr., who executed the Power of Attorney as President, was on the date of execution of the attached Power of Attorney the duly elected President of PHILADELPHIA INDEMNITY INSURANCE COMPANY.

In Testimony Whereof I have subscribed my name and affixed the facsimile seal of each Company this 6th day of November 2014

Craig P. Keller, Executive Vice President, Chief Financial Officer & Secretary
PHILADELPHIA INDEMNITY INSURANCE COMPANY



PHILADELPHIA INDEMNITY INSURANCE COMPANY

Statutory Statements of Admitted Assets, Liabilities and Capital and Surplus

Admitted Assets

	<u>As of December 31,</u>	
	<u>2013</u>	<u>2012</u>
Bonds, at statement value (market value \$5,687,336,332 and \$5,554,079,175)	\$ 5,603,006,398	\$ 5,148,801,438
Common stocks, at fair value (cost \$3,594,300 and \$6,228,900)	3,594,300	6,228,900
Other invested assets	26,678,075	-
Cash, cash equivalents and short-term investments	2,440,431	81,992,739
Receivable for sold securities	-	<u>126,883</u>
Cash and invested assets	<u>5,635,719,204</u>	<u>5,237,149,960</u>
Premiums receivable, agents' balances and other receivables	626,336,508	527,610,866
Reinsurance receivable on paid losses	26,175,896	28,657,053
Accrued investment income	61,467,019	57,334,128
Receivable from affiliates	2,947,843	7,831,835
Net deferred tax asset	162,476,407	160,215,214
Federal income taxes receivable	10,908,926	28,147,210
Guaranty funds receivable	29,240	<u>323,335</u>
Total admitted assets	<u>\$ 6,526,061,043</u>	<u>\$ 6,047,269,601</u>

Liabilities and Capital and Surplus

Liabilities:

Unpaid loss and loss adjustment expenses	\$ 2,895,803,181	\$ 2,653,172,627
Unearned premiums	1,164,576,407	1,077,599,587
Reinsurance payable on paid loss and loss adjustment expenses	3,621,130	7,839,717
Ceded reinsurance premiums payable	63,155,239	59,827,255
Commissions payable, contingent commissions and other similar charges	204,448,194	178,129,692
Accrued expenses and other liabilities	31,505,102	29,154,215
Payable to affiliates	4,695,153	5,445,626
Provision for reinsurance	1,322,899	1,397,979
Payable for policyholders' dividends	220,233	-
Payable for purchased securities	-	<u>17,524,284</u>
Total liabilities	<u>\$ 4,369,347,538</u>	<u>\$ 4,030,090,982</u>

Capital:

Common stock, par value of \$10 per share; 1,000,000 shares authorized, 359,995 shares issued and outstanding	<u>3,599,950</u>	<u>3,599,950</u>
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Surplus:

Gross paid-in and contributed surplus	386,970,317	386,970,317
Unassigned surplus	<u>1,766,143,238</u>	<u>1,626,608,352</u>
Total surplus	<u>2,153,113,555</u>	<u>2,013,578,669</u>
Total capital and surplus	<u>2,156,713,505</u>	<u>2,017,178,619</u>
Total liabilities and capital and surplus	<u>\$ 6,526,061,043</u>	<u>\$ 6,047,269,601</u>

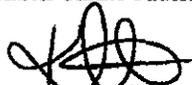
The undersigned, being duly sworn, says: That she is the Executive Vice President and Chief Financial Officer of Philadelphia Indemnity Insurance Company; that said Company is a corporation duly organized in the state of Pennsylvania, and licensed and engaged in the State of Pennsylvania and has duly complied with all the requirements of the laws of the said State applicable of the said Company and is duly qualified to act as Surety under such laws; that said Company has also complied with and is duly qualified to act as Surety under the Act of Congress. And that to the best of her knowledge and belief the above statement is a full, true and correct statement of

Attest:



 Karen Gilmer-Pauciello, EVP & CFO

Sworn to before me this 5th day of June 2014.



 Kimberly Kessleski, Notary

