HOMEADE, LLC
434 N. FRONT STREET
LEMOYNE, PA 17043

November 10, 2017

Ms. Shona Marshall
Public Utility Analyst II
Public Service Commission
861 Silver Lake Blvd
Cannon Building
Suite 100
Dover, DE 19904

RE: In The Matter of HomeADE, LLC for A Certificate to Provide Electric Supply Services within the State of Delaware (Response to Deficiency Correspondence of November 2, 2017) – PSC DOCKET NO. 17-0996- SUBSEQUENT FILING

Dear Ms. Marshall:

Per your correspondence of 11/2/17, attached is the public version of the confidential supplemental filing submitted October 12, 2017. Also attached is a signed, sworn statement of verification for all subsequent filings in this docket dated October 12, 2017.

Please do not hesitate to contact me at ryan@zentility.com.

Sincerely,

Ryan Peusch
RP/jmf

12. **Criminal activities statement:**

☐ A statement detailing any criminal activities, except for misdemeanors or lesser violations, of which the Applicant, any of its Affiliated Interests, officers, and directors (and prior officers and directors who left the Applicant's employ less than three (3) months before the filing of the application) have been convicted. Any criminal disclosure shall include a copy of any order of conviction and restitution. Provided in **Exhibit** _____

☒ Neither the Applicant nor its affiliated interests, officers or directors have been charged or convicted of any criminal activities.

13. **Certified Financial Statements and other indicia of financial capability:** Applicants submitting European-style financial statements shall include a statement of similarity.

☐ Provide copies of certified financial statements (balance sheet, income statement, statement of cash flows current within twelve (12) months of the filing).
Provided in **Exhibit** _____ (If publicly traded the Applicant must submit the certified financial statements AND its most recent annual report to the shareholders and SEC Form 10-K, or a link to the report on the SEC website. If not publicly traded, the Applicant must submit the accounting statements, including balance sheet and income statement, audited financial statements, bank account statements, tax returns or other indicia of financial capability, or if applicable, the certified financial statements of a publicly traded parent.)

☒ Other indicia of financial capability submitted in support of the application (should be current within twelve (12) months of the filing). Provided in **Exhibit** G

14. **Bankruptcy disclosure:**

☐ See **Exhibit** _____ for detailed statement of all bankruptcy proceedings filed by the Applicant in the past 24 months

☒ Neither the Applicant nor its affiliated interests has filed bankruptcy in the past 24 months

15. **Compliance with Regional Requirements:**

☒ Applicant agrees to only work with an entity that complies with PJM's requirements and is a Certified Electric Supplier in Delaware.

Provide a brief a list of Electric Suppliers through which the Applicant intends to arrange for the sale of electricity **(any change to this list must be updated with the Commission within five (5) Business Days of the change)**:

Provided in Exhibit H

Exhibit G (PROPRIETARY VERSION) - Other indicia of financial capability submitted in support of the application

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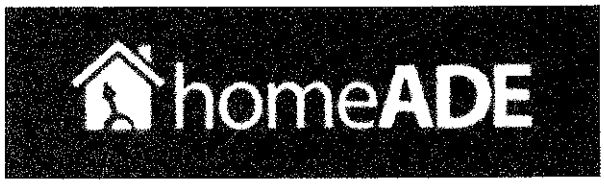

Financial Facts:

- **HomeADE LLC d/b/a Zentility has received over $300,000 in funding to build its product and team over the past 2 years.**

- **Currently HomeADE LLC d/b/a Zentility has approximately $40,000 in capital in the bank to help fund sales efforts and continue to improve its technology products. It has arranged a bridge loan sufficient to finance its operations until it completes its second round of financing by the end of 2017.**

- **HomeADE LLC d/b/a Zentility is currently receiving revenues that are driving MRR (Monthly Reoccurring Revenue).**

- **HomeADE LLC d/b/a Zentility is a startup technology company with a clear path to revenue, with enough capital to drive its revenue goals and objectives in order to serve customers in the Delaware market with conscientious customer service.**

- **It is the company's intention to enter the Delaware market and begin serving businesses with a new energy technology that will bring more transparency and convenience to the competitive retail electricity marketplace, and at less cost to customers.**

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C FINANCIALS - BALANCE SHEE 2016

Analysis of Net Income (Loss)

1 Net income (loss). Combine Schedule K, lines 1 through 11. From the result, subtract the sum of Schedule K, lines 12 through 13d, and 16l	1	-82,705.

2 Analysis by partner type:	(i) Corporate	(ii) Individual (active)	(iii) Individual (passive)	(iv) Partnership	(v) Exempt Organization	(vi) Nominee/Other
a General partners						
b Limited partners		-16,445.	-11,617.	-30,437.		-24,206.

Schedule L Balance Sheets per Books

Assets	Beginning of tax year (a)	Beginning of tax year (b)	End of tax year (c)	End of tax year (d)
1 Cash		15,145.		165,297.
2a Trade notes and accounts receivable				
b Less allowance for bad debts				
3 Inventories				
4 U.S. government obligations				
5 Tax-exempt securities				
6 Other current assets (attach stmt)				
7a Loans to partners (or persons related to partners)				
b Mortgage and real estate loans				
8 Other investments (attach stmt)				
9a Buildings and other depreciable assets	12,000.		12,000.	
b Less accumulated depreciation	2,400.	9,600.	6,240.	5,760.
10a Depletable assets				
b Less accumulated depletion				
11 Land (net of any amortization)				
12a Intangible assets (amortizable only)				
b Less accumulated amortization				
13 Other assets (attach stmt)				
14 Total assets		24,745.		171,057.
Liabilities and Capital				
15 Accounts payable				
16 Mortgages, notes, bonds payable in less than 1 year				
17 Other current liabilities (attach stmt)				
18 All nonrecourse loans				
19a Loans from partners (or persons related to partners)				
b Mortgages, notes, bonds payable in 1 year or more				
20 Other liabilities (attach stmt)				
21 Partners' capital accounts		24,745.		171,057.
22 Total liabilities and capital		24,745.		171,057.

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Schedule M-1 Reconciliation of Income (Loss) per Books With Income (Loss) per Return

Note. The partnership may be required to file Schedule M-3 (see instructions).

1 Net income (loss) per books	-173,688.	6 Income recorded on books this year not included on Schedule K, lines 1 through 11 (itemize): a Tax-exempt interest $	
2 Income included on Schedule K, lines 1, 2, 3c, 5, 6a, 7, 8, 9a, 10, and 11, not recorded on books this year (itemize):		7 Deductions included on Schedule K, lines 1 through 13d, and 16l, not charged against book income this year (itemize): a Depreciation $	
3 Guaranteed pmts (other than health insurance)	90,983.	8 Add lines 6 and 7	
4 Expenses recorded on books this year not included on Schedule K, lines 1 through 13d, and 16l (itemize): a Depreciation $ b Travel and entertainment $		9 Income (loss) (Analysis of Net Income (Loss), line 1). Subtract line 8 from line 5	-82,705.
5 Add lines 1 through 4	-82,705.		

Schedule M-2 Analysis of Partners' Capital Accounts

1 Balance at beginning of year	24,745.	6 Distributions: a Cash	
2 Capital contributed: a Cash	320,000.	b Property	
b Property		7 Other decreases (itemize):	
3 Net income (loss) per books	-173,688.	STATEMENT 4	80,971.
4 Other increases (itemize): STATEMENT 3	80,971.	8 Add lines 6 and 7	80,971.
5 Add lines 1 through 4	252,028.	9 Balance at end of year. Subtract line 8 from line 5	171,057.

Bank of America

P.O. Box 15284
Wilmington, DE 19850

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HOMEADE, LLC
1350 MAGNOLIA AVE
ANNAPOLIS, MD 21403-4914

Customer service information

1.888.BUSINESS (1.888.287.4637)

bankofamerica.com

Bank of America, N.A.
P.O. Box 25118
Tampa, FL 33622-5118

Your Business Advantage Checking
Bus Platinum Privileges

for July 1, 2017 to July 31, 2017

Account number: 4460 0178 0323

HOMEADE, LLC

Account summary

Beginning balance on July 1, 2017	$64,292.38
Deposits and other credits	570.75
Withdrawals and other debits	-16,341.84
Checks	-4,919.89
Service fees	-40.50
Ending balance on July 31, 2017	**$43,560.90**

# of deposits/credits: 4

# of withdrawals/debits: 34

# of items-previous cycle[1]: 3

# of days in cycle: 31

Average ledger balance: $57,334.13

[1]*Includes checks paid,deposited items&other debits*

Bank of America **Business Advantage**

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TIP OF
THE MONTH

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[1]Alerts received as text messages on your mobile access device may incur a charge from your mobile access service provider. This feature is not available on the Mobile website. Wireless carrier fees may apply. ©2017 Bank of America Corporation. | ARVB5JGG | SSM-04-17-0040.B

Deposits and other credits

Date	Description	Amount
07/14/17	PUBLIC POWER DES:PAYMENT ID:XXXXXXXXXX89784 INDN:HOMEADE, LLC CO ID:XXXXXXXXX CCD	6.60
07/17/17	ENGIE Resources DES:PAYMENTS ID:1657481 INDN:HOMEADE LLC CO ID:3760420498 CCD PMT INFO:NTE*ZZZ*REF GDFSUEZ71320174 GDFSUEZ71320 17\	364.86
07/20/17	GEXA ENERGY, LP DES:CORP PYMNT ID:XXXXXXXXXX13117 INDN:HOMEADE LLC CO ID:3421674923 CTX ADDITIONAL INFORMATION IS AVAILABLE FOR THIS PMT. CONTACT A TREASURY SALES OFFICER FOR ASSISTANCE.	104.69
07/28/17	DIR ENERGY 6289 DES:EDI PAYMNT ID:2000140684 INDN:HOMEADE, LLC CO ID:1201340064 CTX ADDITIONAL INFORMATION IS AVAILABLE FOR THIS PMT. CONTACT A TREASURY SALES OFFICER FOR ASSISTANCE.	94.60
Total deposits and other credits		**$570.75**

Withdrawals and other debits

Date	Description	Amount
07/07/17	WIRE TYPE:FX OUT DATE:170711 TIME:1342 ET TRN:2017070700306314 FX:GBP 240.00 1.3338 BNF:DANIEL GEORGE ID:GB34CPBK08928615 BNF BK:CO OP ERATIVE BANK PLC ID:SCCPBK089286 PMT DET:205622746 DAN POP FAMILY SUPPORT /FXREF/TE-3-9-155698750	-320.11
07/12/17	BYTE SUCCESS MAR DES:SALE ID: INDN:RYAN PEUSCHE CO ID:9215986202 CCD	-1,135.00
07/14/17	NJ.gov DES:NJ BusServ ID:609-586-2600 INDN:HomeADE, LLC CO ID:1522077581 CCD	-101.50
07/20/17	BYTE SUCCESS MAR DES:SALE ID: INDN:RYAN PEUSCHE CO ID:9215986202 CCD	-1,023.00
07/27/17	TRANSFER HOMEADE, LLC:Patrick Newell Confirmation# 0515491780	-12,500.00
Card account # XXXX XXXX XXXX 3033		
07/03/17	CHECKCARD 0701 LINODE.COM 855-4546633 NJ 24906417182041355464376 CKCD 4816 XXXXXXXXXXXX3033 XXXX XXXX XXXX 3033	-65.00
07/10/17	CHECKCARD 0707 AMTRAK .COM 18807255457 WASHINGTON DC 24792627189668189241945 CKCD 4112 XXXXXXXXXXXX3033 XXXX XXXX XXXX 3033	-25.20
07/10/17	CHECKCARD 0707 AMTRAK .COM 18806895459 WASHINGTON DC 24792627189668189241952 CKCD 4112 XXXXXXXXXXXX3033 XXXX XXXX XXXX 3033	-106.00
07/10/17	CHECKCARD 0707 AMTRAK .COM 18807215500 WASHINGTON DC 24792627189668189241960 CKCD 4112 XXXXXXXXXXXX3033 XXXX XXXX XXXX 3033	-65.70

continued on the next page

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Withdrawals and other debits - continued

Date	Description	Amount
07/12/17	CHECKCARD 0710 AMTRAK MOBIL19109205137 WASHINGTON DC 24792627192668192489742 CKCD 4112 XXXXXXXXXXXX3033 XXXX XXXX XXXX 3033	-81.00
07/12/17	CHECKCARD 0710 AMTRAK MOBIL19106907040 WASHINGTON DC 24792627192668192489734 CKCD 4112 XXXXXXXXXXXX3033 XXXX XXXX XXXX 3033	-51.00
07/12/17	CHECKCARD 0711 32754 - BWI RAIL STATIO BALTIMORE MD 24299107192001632614276 CKCD 7523 XXXXXXXXXXXX3033 XXXX XXXX XXXX 3033	-9.00
07/12/17	CHECKCARD 0711 PUSHWOOSH INC. 415-691-9052 DC 24492157192717323108597 RECURRING CKCD 7399 XXXXXXXXXXXX3033 XXXX XXXX XXXX 3033	-49.95
07/17/17	CHECKCARD 0714 VRAI LEMOYNE PA 24801977196286788800059 CKCD 5812 XXXXXXXXXXXX3033 XXXX XXXX XXXX 3033	-77.31
07/17/17	CHECKCARD 0714 DCRA CORPORATION WEB PM 202-442-4432 DC 24108387196207298201457 CKCD 9399 XXXXXXXXXXXX3033 XXXX XXXX XXXX 3033	-400.00
07/17/17	CHECKCARD 0714 CT SECRETARY OF THE ST 860-5096165 CT 24137557197630119190637 CKCD 9399 XXXXXXXXXXXX3033 XXXX XXXX XXXX 3033	-20.00
07/17/17	CHECKCARD 0715 MAILCHIMP *MONTHLY MAILCHIMP.COMGA 24692167196100509459386 CKCD 7399 XXXXXXXXXXXX3033 XXXX XXXX XXXX 3033	-10.00
07/20/17	WASHINGTON TRU 07/20 #000708804 WITHDRWL OCEAN AVE. BLOCK ISLAND RI	-44.00
07/24/17	CHECKCARD 0723 RINGCENTRAL, INC 650-4724100 CA 24436547205009003743695 CKCD 4814 XXXXXXXXXXXX3033 XXXX XXXX XXXX 3033	-25.53
07/28/17	CHECKCARD 0726 HAAS PRINTING CO, INC LEMOYNE PA 24323007208253207010018 CKCD 2741 XXXXXXXXXXXX3033 XXXX XXXX XXXX 3033	-45.12
07/28/17	CHECKCARD 0726 GLORYDAYSGRILLFREDERIC FREDERICK MD 24692167208100731791875 CKCD 5812 XXXXXXXXXXXX3033 XXXX XXXX XXXX 3033	-147.75
07/31/17	CHECKCARD 0728 LOGMEIN*GOTOMEETING 855-837-1750 CA 24692167209100274307179 RECURRING CKCD 5968 XXXXXXXXXXXX3033 XXXX XXXX XXXX 3033	-17.40
07/31/17	CHECKCARD 0730 CLYDE'S AT TOWER OAKS ROCKVILLE MD 24391227211400200000191 CKCD 5812 XXXXXXXXXXXX3033 XXXX XXXX XXXX 3033	-22.27
Subtotal for card account # XXXX XXXX XXXX 3033		**-$1,262.23**
Total withdrawals and other debits		**-$16,341.84**

Checks

Date	Check #	Amount
07/21/17	1047	-5.00
07/03/17	1048	-250.00
07/10/17	1052*	-69.00
07/07/17	1053	-2,445.89
07/17/17	1054	-500.00
07/18/17	1055	-1,000.00
07/27/17	1056	-250.00
07/25/17	1057	-400.00
Total checks		**-$4,919.89**
Total # of checks		**8**

* *There is a gap in sequential check numbers*

Service fees

Based upon the activity below, the monthly fee on your Business Advantage checking account was waived for the statement period ending 06/30/17:

You are an active user of one of the following services

- ◯ Bank of America Merchant Services
- ◯ Payroll Services

OR

At least one of the following occurred during the previous month

- ◯ $2,500+ in new net purchases on a linked Business credit card
- ✓ $15,000+ average monthly balance in primary checking account
- ✓ $35,000+ combined average monthly balance in linked business accounts

A check mark indicates that you have qualified for a monthly fee waiver on the account based on your usage of these products or services. For information on how to open a new product or to link an existing service to your account please call 1-888-BUSINESS or visit bankofamerica.com/smallbusiness.

Date	Transaction description	Amount
07/07/17	Wire Transfer Fee	-35.00
07/20/17	WASHINGTON TRU 07/20 #000708804 WITHDRWL OCEAN AVE. BLOCK ISLAND RI FEE CKCD XXXXXXXXXXXX3033	-2.50
07/28/17	External transfer fee - 3 Day - 07/27/2017	-3.00
Total service fees		**-$40.50**

Note your Ending Balance already reflects the subtraction of Service Fees.

Daily ledger balances

Date	Balance ($)	Date	Balance($)	Date	Balance ($)
07/01	64,292.38	07/14	59,489.63	07/24	56,851.84
07/03	63,977.38	07/17	58,847.18	07/25	56,451.84
07/07	61,176.38	07/18	57,847.18	07/27	43,701.84
07/10	60,910.48	07/20	56,882.37	07/28	43,600.57
07/12	59,584.53	07/21	56,877.37	07/31	43,560.90

Attachment A

VERIFICATION

STATE OF Pennsylvania)
) SS
COUNTY OF Adams)

On this 11th day of October, 2017, personally came before me, the subscriber, a Notary Public in and for the state and county aforesaid, Ryan Peusch [name of individual who is signing] as the President/CEO [authority of individual or title of individual who is signing, e.g., President, Vice President, Sole Member/Manager, Trustee, etc.] of HomeADE, LLC [name of company or entity that is filing], known to me personally to be such or having presented to me satisfactory evidence of identity, and acknowledged this document to be [his or her] act and deed and the act and deed of such verification [type of filer, e.g. corporation, limited liabilty company, etc.], that the signature of such individual is in [his or her] own proper handwriting, and that the facts set forth in this application [type of filing, e.g., application, petition, etc.] are true and correct to the best of [his or her] knowledge, information, and belief.

Signature of individual
Printed Name: Ryan Peusch

SIGNED AND SWORN (OR AFFIRMED) before me on this 12 day of October, 2017 by Ryan Peusch (name of individual who signed above).

Signature of Notarial Officer

Notary Public
Title (e.g., Notary Public)

My Commission Expires:
December 19, 2017

SEAL

NOTARIAL SEAL
JOYCE M FISCHER, NOTARY PUBLIC
CITY OF CONEWAGO, ADAMS COUNTY
MY COMMISSION EXPIRES DECEMBER 19, 2017

Ryan Peusch

Ryan@zentility.com

PROFILE

Entreprunueal in nature I find passion in developing and executing my ideas and seeing them successfully to fruition. Communication and negotiation, both written and oral, play into successful relationship management between internal and external customers alike. Innovative problem solving with a talent for quickly mastering technologies and developing S.M.A.R.T action plans to align strategic objectives. Strong teamwork and diplomacy are core to any companies success.

WORK EXPERIENCE

Zentility

CEO *2014 - Present*

Zentility is an automated energy management service (or what we like to call an Energy Robo-Advisor) formed to provide transparency to an energy industry littered with hidden broker fees and billing irregularities, with a real lack of clarity around what viable options are available on the market. Zentility is re-imagining how businesses manage their energy expenses, constantly watching the energy markets, and your energy portfolio for better deals.

Complete Mechanical & Electrical Solutions

Director of Business Development and Marketing *2014 - 2017*

Complete Mechanical & Electrical Solutions, LLC (CMES) is a fully integrated Mechanical & Electrical engineering, services, repairs and installations organization. CMES assists clients looking to effectively plan, manage, and leverage their facilities as an asset within a portfolio.
CMES's mission is to be the leader in the mechanical and electrical industry by combining new technologies with the highest level of customer service.
With over 75 years of combined experience providing building operations, preventive maintenance, repairs, service and installations to building systems, including Mission Critical equipment and facilities.

CMES specializes in facility operations services including:

- Energy management and energy efficiency services
- Complete facility consulting services
- Preventive maintenance services
- Project management services
- Mechanical and electrical installation/repair services
- Energy Management/Load Reduction Serivces

Constellation Energy

Business Development Manager *2007 - 2013*

- In-depth understanding of complex product structures and energy settlement options within industry segments including Power, Natural Gas, Load Response, Energy Efficiency, Solar, and Renewable Energy.
- Repeatedly surpassed yearly quota expectations while aquiring business valued in excess of $48,000,000 in gross revenue for Constellation.
- Identified and established Endorsed Supply Agreements with 2 major trade associations to increase regional brand awareness and the available prospecting pool.

- Succesfully leveraged territory management skills identifying new mid-to-large scale C&I business opportunities across MD, PA, DC, and NJ.
- Fulfilled customers' needs by developing complex commodity hedging strategies and automation systems.

Groopity *2010-2014*

Senior Vice President

- Established various channels to market via extensive fraternity network including over 500 colleges nationwide.
- Initiated marketing strategy through referral networking campaigns and perpetuated the brand on targeted social media sites.

EDUCATION

STEVENSON UNIVERSITY [VILLA JULIE COLLEGE] – Stevenson, MD

B.S. Business

Minor. Pyschology

Craig Tobe
30 Sedgemeadow Rd,
Wayland, MA 01778
craig2005@gmail.com
Tel. 443-326-9269

Objective

To secure a technical position in system design and architecture. I have 15+ years of software development and performance engineering experience, great communications skills and work well in a team environment. I have a passion for optimizing, tuning, and scaling systems to improve the user's overall experience. I would enjoy a job that would challenge my knowledge of system design, development, integration and overall best practices for building and maintaining a well performing system/application.

Experience

BNY Mellon | Eagle Investment Systems - Wellesley, MA
Sr. Principal Architect
8/2017 ~ *current*

- Eagle provides innovative data management, investment accounting and performance measurement solutions for large financial firms
- Architect for a new big data and reporting platform to replace their existing data management, accounting, and performance measurement solutions. The new solution takes all the greatness of the 25-year old product and reinvents it using modern technologies and best practices for development, testing, and CI/CD.

Constant Contact - Waltham, MA
Performance Architect
6/2014 ~ *8/2017*

- Constant Contact is one of the largest online marketing companies. They provide tools to help businesses handle all their email and online marketing needs.
- Performance architect for all of Constant Contact's 100+ products. My role included the following:
    - Lead performance team and Center of Excellence (CoE)
    - Performance tuning and optimizations across all products and teams (Web and API)
    - Capacity planning, modeling and SLA budgeting
    - Performance monitoring and bottleneck identification
    - Deep-dive into systemic issues and provide solutions/recommendations
    - Mentor and train teams on best practices including restful microservices, performance optimizations, performance testing, SLAs, capacity modeling, monitoring, statistical analysis, bottleneck identification, etc...
    - Work directly with high level executives to review system performance, goals,

metrics, tools, and future direction.
    - Set vision and champion new performance initiatives and technologies
- Implemented continuous integration pipelines for both server-side and client-side performance testing for agile teams
- Developed a performance platform for both server-side and client-side testing
    - The platform automates and trends performance testing metrics with 100% restful APIs and a modern UI with charting and statistical reporting
    - Full support for continuous integration through Jenkins with automatic build failure for performance degradation, high standard deviation, or SLA violations.
- Environment/Tools: dynaTrace, EXTJS, AngularJS, Spring Boot, Elasticsearch, Graphite, Grafana, Splunk, New Relic, CentOS, OpenStack, VMware vCenter, MySQL, Cassandra, Rails 4, JRuby, CouchDB, WebPageTest, Soasta CloudTest, Jmeter, LoadRunner, Jenkins, AWS, Docker, Rabbit MQ

eBay - Philadelphia, PA
Architect / Principal Performance Engineer
6/2010 ~ 6/2014

- eBay Enterprises works with more than 500 clients worldwide to provide e-commerce technology, fulfillment, and marketing services. (Toys R Us, Tumi, Timberland, Mattel, Polo, Aeropostale, Radio Shack, Ralph Lauren, Levis, and many more)
- Performance architect for eBay's new e-commerce platform.
  This includes:
    - Abstracting the complexity of the system into a data model that explains the system by exposing important details and significant constraints
    - Providing long-term vision
    - Build a performance center of excellence (CoE)
    - Performance tuning and deep dive J2EE analysis
    - Capacity planning and designing/scaling test environments (WebLogic, Oracle RAC, Apache, Solr, Netezza, Sterling OMS, Apigee, Sonic, etc...)
    - Provide reports and work closely with senior executives
    - Drive best practices for server-side and client-side developers
- Improved high volume data feeds performance by 1600%
- Implemented dynaTrace, mentored and trained users in dynaTrace
- Architected and developed mobile performance framework enhancements
- Architected and developed automated web-based browser lab to benchmark and gather statistics for client-side performance measurements. The browser lab features 12 on-demand virtual machines, full featured web-based reporting using EXT JS, dynaTrace and Google Page-Speed to gather statistics, Shunra vCAT for network emulation, and custom .NET software utilizing Selenium to drive the tests.
- Train and mentor others on the team
- Heavy use of dynaTrace, Oracle, LoadRunner, Selenium, Shunra vCAT, .NET (development), EXT JS, and Gomez

BAE Systems - Herndon, VA
Lead Performance Architect
2011 (contract)

- Partnered with Oracle to configure, test, and identify bottlenecks in Oracle's WebCenter and Fusion Middleware product.
- Set quantifiable objectives
- Provided tailored views of software architectures to the appropriate stakeholders
- Designed approach
- Reviewed architecture and designed
- Identified and fixed application bottlenecks

FINRA (NASD) - Rockville, MD
Performance Lead / Automation Architect
7/2007 ~ *6/2010*

- WIAT project. Web Integrated Audit Trail is a web-based application that allows its users to quickly search financial databases for market data. Its purpose is to provide report data by analyzing market trends for the prosecution of illegal activity.
- Managed and mentored team
- Developed custom GUI suite of tools for developers and testers to accomplish tasks
- such as browser automation, dynamic unit test creation, metadata validation,
- reporting, actimize alerts, and data loading.
- Improved data migration speeds with terabytes of financial data.
- Validated and improved market data patterns
- Improved GreenPlum performance by 200%
- Reviewed and optimized queries for Oracle, GreenPlum and Netezza

NPR (National Public Radio) - Washington, DC
Performance Architect
11/2007 - 2/2008

- 3 month contract with NPR to identify performance issues in their new video system and provide max capacity and scalability information for their system.
- Successfully identified bottleneck java methods, sql queries, and other processes in the application. Worked with the various teams to resolve the issues.
- Increased overall application performance by 400%, thus allowing them to meet their application launch dates.
- Used JMX monitors and HP J2EE Diagnostic Profiler to identify bottlenecks
- Environment: Windows Server 2003, Weblogic 9, and Oracle 10g

American Red Cross - Falls Church, VA
Performance Architect / Team Lead
6/2006 - 7/2007

- Validation of the ARC Bioarch project. The Bioarch project is the creation of the largest blood donor repository application in the world. It's a java applet based application configured from the COTS product eProgesa by MAK-Systems.

- Lead LoadRunner and automation engineer
- Developed entire performance testing framework written in C and C# to support the growing needs of the developing application being tested as well as to ensure an object oriented approach to the LoadRunner scripts.
- Developed entire performance testing framework written in C and C# to support the growing needs of the developing application being tested as well as to ensure an object oriented approach to the LoadRunner scripts.
- Integrated .NET code into LoadRunner's custom C compiler
- Interviewed and trained new team members
- FDA regulated environment with black box testing
- Environment: Windows 2003 Server, Weblogic 9, Solaris 9, Oracle 10g

Social Security Administration - Baltimore, MD
IT Automation Specialist
3/2003 - 6/2006

- Validation of the largest IBM Content Manager database in the world. All disability claims filed in the US as well as many other data types are stored in this electronic document management system.
- Lead performance engineer. Developed and performance scripts and scenarios in HP LoadRunner.
- Test automation lead - Writing Quick Test Professional (QTP) Scripts in VB Script
- Performance Monitoring using Quest Foglight, PerformaSure, and JProbe
- Mercury Quality Center Administrator and user (Requirements and Validation application where manual, automated, and load tests are stored as well as the results for them).
- Validation of Dot Net and Java Applications.
- Heavy interaction with DB2, IBM Content Manager, and UNIX.

Blowout Bedding - Baltimore, MD
Web Developer
2/2001 - 2/2003

- e-Commerce website.
- Promoted to lead developer.
- Redesigned and migrated their system to a new application framework.

Skills

Programming / Cloud	Software Tools	Team/Development
Languages C, C++ C#, VB Java Groovy SQL HTML / XML PHP JavaScript Ruby Frameworks Spring 4, Spring Boot Rails 3-4 Grails EXTJS 3.x-5.x Ember 1.x, 2.x Angular 2.x Jquery Cloud Platforms Amazon: EC2, EBS, S3, CloudFront, CloudWatch, SES, Redshift, RDS Google: Compute, Storage Rackspace: Servers, networking, storage, DB OpenStack	Load Testing HP Load Runner Jmeter Soasta CloudTest App Monitoring/Diagnostic Dynatrace New Relic HP Diagnostic Profiler Foglight/PerformaSure Gomez Graphite / Grafana Automation Selenium Quick Test Pro IDEs Visual Studio Eclipse IntelliJ / PHPStorm Atom Build Git Docker Jenkins	Team Skills/Dev/Design Agile (scrum) Restful APIs Object Oriented Design Workload / Capacity Modeling Continuous Integration Databases MySQL Postgres DB2 Oracle RAC Netezza Greenplum Cassandra Hbase Big Data Hbase Apache Phoenix Kafka Nifi Spark / Storm Misc Applications/Tools Oracle WebCenter Oracle Fusion Middleware VMware vCenter

Education

Towson University, Towson, MD

- Master's Degree in Applied Information Technology
- GPA - 3.5 Focuses: Project Management, Best Practices, Database Management, Internet Protocols, Web Programming, IT Security, and Computer Forensics.

Towson University, Towson, Maryland

- Bachelor's Degree in Computer Information Systems
- Graduated cum laude with a B.S. degree in Computer Information Systems and a focus in human-computer interaction.

JAMES H. CAWLEY

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jhcesquire@gmail.com; jcawley@zentility.com; jcawley@skarlatoszonarich.com

EXPERIENCE

HOMEADE, LLC D/B/A ZENTILITY, Annapolis, MD & Lemoyne, PA
Vice President Strategy, 2016 to the present

SKARLATOSZONARICH, LLC, 17 South Second Street, 6th Floor, Harrisburg, PA 17101-2039
Regulatory and Appellate Counsel, 2016 to the present

PENNSYLVANIA PUBLIC UTILITY COMMISSION
VICE CHAIRMAN, 2005-2008; CHAIRMAN, 2008-2011; COMMISSIONER, 2011-SEPT. 30, 2015

RHOADS & SINON LLP, One South Market Square, Harrisburg, *Partner, 1996-2005*

LEBOEUF, LAMB, GREENE & MACRAE, L.L.P. (NYC), Harrisburg Office
Managing Partner, 1988-1996

BERKMAN, RUSLANDER, POHL, LIEBER & ENGEL
Partner, 1988 (voluntarily resigned before the firm dissolved and reformed as Klett, Rooney, Lieber & Schorling)

SOLE PRACTITIONER
1985-1988 (honoring "revolving door" prohibition in State Ethics Act and Public Utility Code)

PENNSYLVANIA PUBLIC UTILITY COMMISSION
Commissioner, 1979-1985

SENATE OF PENNSYLVANIA
Chief Counsel to the Majority, Senate of Pennsylvania (1977-1979)
Majority Counsel, Consumer Affairs Committee (1975-1977)

COMMONWEALTH COURT OF PENNSYLVANIA
Original law clerk to Honorable Glenn E. Mencer (1970-1973, 1974-1975)

EDUCATION

ST. BONAVENTURE UNIVERSITY
B.A. cum laude, English, 1967

NOTRE DAME LAW SCHOOL
J.D., 1970

BAR MEMBERSHIPS

COMMONWEALTH COURT OF PENNSYLVANIA, 1970
SUPREME COURT OF PENNSYLVANIA, 1971
UNITED STATES DISTRICT COURT FOR THE MIDDLE DISTRICT OF PENNSYLVANIA, 1974
UNITED STATES SUPREME COURT, 1976
UNITED STATES COURT OF APPEALS FOR THE TENTH CIRCUIT, 2012

ACTIVITIES

- **Board of Directors, Catholic Social Services, Inc.**, 1985-1988.
- **Board of Directors, Pennsylvania-American Water Company**, 1988-2003.
- **Member, Pennsylvania Energy Development Authority**, 1991-1999.
- **Board of Directors, West Shore Public Library**, 1993-1995.
- **Adjunct Professor of Administrative Law** (1994, 2000, 2005-2014), **of Public Utility Law** (1999), **of Appellate Advocacy** (2000-2004), Widener University Commonwealth Law School (Harrisburg).
- **Instructor** in business law and legal research and writing at Harrisburg Area Community College, 1974-1975.
- **Instructor** in public utility law, Financial Accounting Institute (1984-1987) and the National Association of Regulatory Utility Commissioners (1983-1985).
- **Pennsylvania Bar Association**, 1973-1980 (1975 Appellate Court Judicial Retention Committee; 1975 Special Sustaining Membership Committee; Executive Board, Young Lawyers' Section, 1973-74).
- **James S. Bowman American Inn of Court**, 1994 to the present (one of three co-founders; Past President).
- **St. Thomas More Society of Central Pennsylvania**, 1989-2000 (Board of Governors; Past President).
- **Board of Directors, West Shore Country Club,** Camp Hill, PA, 2005-2008
- **Board of Directors, Pennsylvania Commonwealth Court Historical Society**, 2007 to the present.
- **National Association of Regulatory Utility Commissioners**, 1979-1985 (President, Great Lakes Conference (16 states); Vice-Chairman, Committee on Water); 2005-2015 (Member, Committee on Telecommunications; Member, NARUC Task Force on Federalism and Telecommunications, 2012-2013).

- **Federal-State Joint Board on Universal (Telephone) Service**, Member and State Member Chairman, 2010-2015 (*see* 47 U.S.C. § 254).

- **Friends of the Cleve J. Fredricksen Library**, Camp Hill, PA, President, 2016-17.

- **Board of Directors, The York Water Company**, Oct. 3, 2016 to the present.

AWARDS

- Awarded an "AV" rating by Martindale-Hubbell, 1991.

- Widener University School of Law Adjunct Faculty Distinguished Service Award, 2009.

- PennFuture Green Power Policy Leader Award, 2009.

- National Energy Marketers Association Outstanding Public Service Award, 2010.

- National Energy Marketers Association Lifetime Achievement Award for the Advancement of Competitive Energy Markets, 2015.

- Keystone Energy Efficiency Alliance Energy Champion Award for Lifetime Achievement, 2015.

- National Association of Water Companies, Pennsylvania Chapter, James McGirr Kelly Award for Excellence, 2015.

- Pennsylvania Bar Association, Administrative Law Section, James S. Bowman Award, 2016.

PUBLICATIONS & PRESENTATIONS

James H. Cawley, Introduction, FR. LIEBEL'S LETTERS TO THE MEN AND WOMEN SERVING OUR COUNTRY, 1943-1945 (2002)

James H. Cawley & Norman James Kennard, RATE CASE HANDBOOK, A Guide To Utility Ratemaking Before the Pennsylvania Public Utility Commission (Pa. P.U.C. 1983).

James H. Cawley, *Sunshine Law Overexposure and the Demise of Independent Agency Collegiality*, 1 WIDENER J. PUB. L. 43 (1992).

James H. Cawley, *Lousy Lawmaking: Initiative & Referendum Is Unconstitutional*, PENNSYLVANIA LAW JOURNAL (Aug. 24, 1992).

James H. Cawley & Norman James Kennard, *Walking Through A Rate Case and Anatomy of a Rate Case* (Financial Accounting Institute course materials, 1984-85).

James H. Cawley, *A Comparison of Federal and Pennsylvania Administrative Law*, Widener University School of Law (1994) (lecture notes and materials for Administrative

Law courses).
James H. Cawley, *Why Nobody Loves a Utility Regulator*, UTILITY TRENDS (Dean Witter Reynolds, Inc., 1981).

James H. Cawley, *Dealing With the Problems of Small Water Companies*, Proceedings of the Twenty-First Annual Iowa State University Regulatory Conference on Public Utility Valuation and the Rate-Making Process (Ames, Iowa, 1982).

James H. Cawley, *The Takeover of Troubled Water Companies*, Proceedings of the Ninety-Fifth NARUC Annual Convention and Regulatory Symposium (Detroit, Michigan, 1983).

James H. Cawley & Harold C. Blatt, *An Overview of the Price of Water in the 1990's*, Proceedings of the Fourth NARUC Biennial Regulatory Information Conference (Columbus, Ohio, 1984).

James H. Cawley, *The Takeover of Troubled Water Companies*, Proceedings of the Fourth NARUC Biennial Regulatory Information Conference (Columbus, Ohio, 1984).

James H. Cawley & Catherine Sprague, A LOOK INSIDE (3 brochures: Guide to the PUC; Consumers and the PUC; Rate Case Companion) (Pa. P.U.C. 1985).

James H. Cawley, *It's Your PUC* (weekly column appearing in several Pennsylvania weekly and daily newspapers, 1985).

James H. Cawley & John F. Povilaitis, *Ethical Issues and Practice Before the Pennsylvania Public Utility Commission* (CLE ethics segment of Pennsylvania Public Utility Law Conference), Pa. Bar Institute, Dec. 1 & 2, 1994.

James H. Cawley, *Life Insurance Market Conduct Issues and Insurance Fraud* (CLE ethics segment of Insurance Issues for the General Practitioner), Pa. Bar Institute, 1995.

James H. Cawley, *The Ethical Lawyer in Cyberspace* (CLE ethics segment of Pennsylvania Public Utility Law Conference), Pa. Bar Institute, 1996.

James H. Cawley, *Mediation & Ethics for Practitioners: Users & Providers* (CLE ethics segment at Pennsylvania Bar Association's Annual Meeting), Pa. Bar Institute, 1997.

James H. Cawley, *Clients, Confidentiality and Communications* (CLE ethics segment of Pennsylvania Public Utility Law Conference), Pa. Bar Institute, 1998.

James H. Cawley & Katherine K. Combs, *Ethics Issues in a Deregulated World* (CLE ethics segment of Pennsylvania Public Utility Law Conference), Pa. Bar Institute, 1998.

James H. Cawley, *Judicial Review of Agency Delay and Inaction* (CLE substantive segment of Fifth Annual Administrative Law Symposium) Pa. Bar Institute, 2000.
James H. Cawley, ADVOCACY BEFORE ADMINISTRATIVE LAW JUDGES, Course Planner, Pa. Bar Institute, 2002.

James H. Cawley, *The Regulatory Agencies' Roles in Shaping Pennsylvania's Policy*, Pennsylvania Government Relations Workshop, The Public Affairs Council, April 8, 2003.
James H. Cawley, *The Reply Brief*, in APPELLATE BRIEF WRITING, THE BASICS AND BEYOND, Pa. Bar Institute, 2005.

James H. Cawley, WINNING YOUR CASE ON APPEAL, Course Planner, Pa. Bar Institute, 2005.

James H. Cawley, ALTERNATIVE ENERGY PORTFOLIO STANDARDS UPDATE, Course Planner, Pa. Bar Institute, 2006

James H. Cawley & John H. Quigley, *Pennsylvania Energy and Climate Change Initiatives*, in CLIMATE CHANGE LAW FOR PENNSYLVANIA LAWYERS, Pa. Bar Institute, 2007

James H. Cawley, POWER LAW 2010 & 2011, Course Planner, Pa. Bar Institute, 2010 & 2011

James H. Cawley, *Water and Wastewater Regulatory Practices to Assure Economic Viability*, National Association of Water Companies Water Policy Forum for Commissioners, April 3, 2011.

James H. Cawley, *Perspectives on Utility Infrastructure by a Public Utility Regulator (Principally, Pole Attachments Issues)*, Southeastern Electric Exchange Joint Use Committee, April 19, 2011.

James H. Cawley, *The FCC NPRM on Federal USF and Intercarrier Compensation Reforms: The Response of the State Members of the Federal-State Joint Board on Universal Service*, PUBLIC UTILITY LAW CONFERENCE, Pa. Bar Institute, June 1, 2011.

James H. Cawley, *A State Policymaker's Perspective on Reform*, in Reforms to Modernize Intercarrier Compensation/Universal Service to Transition to Broadband – Are We There Yet?, Federal Communications Bar Association CLE Program, September 19, 2011.

James H. Cawley, *The [Federal-State Joint Board on Universal Service] State Plan and the States' Concerns*, USF and ICC Reforms: The ABCs of America's Broadband Connectivity Plan, National Regulatory Research Institute Teleseminar, Oct. 3, 2011.

James H. Cawley, *Comments Regarding Proposed Adjudicative Amendments to Title 2 (Administrative Law and Procedure) of the Pennsylvania Consolidated Statutes*, in LEGISLATIVE PROCESS, STATUTORY DRAFTING, REGULATORY PROCESS & UPDATE, Pa. Bar Institute, Oct. 6, 2011.

James H. Cawley, *FCC Intercarrier Compensation and Federal USF Reform*, in Broadband or Bust at the FCC: Forward-Looking Telecom Reform or The Great Telecom Robbery of 2011, National Association of State Consumer Advocates Annual Conference, Nov. 14, 2011.
James H. Cawley, *The Implementation Status of Pennsylvania's Alternative Energy Portfolio Standards Act*, ARIPPA's 22nd Annual Tech Convention, Aug. 22, 2012.

James H. Cawley, *The Path to Sustainable Energy Efficiency*, Keystone Energy Efficiency Alliance 2012 Energy Efficiency Conference, Sept. 24, 2012.

James H. Cawley, *Energy Restructuring: The Pennsylvania Experience*, National Energy Marketers Association Fall Policy Leadership Forum, Oct. 16, 2012.

James H. Cawley, *Act 129 – Phase II, Energy Efficiency from 2012 Onward!*, in PBI POWER LAW CONFERENCE, Pa. Bar Institute, Oct. 23, 2012.

James H. Cawley, *Cost Recovery Reform – Pennsylvania's Act 11 of 2012 (DSIC)*, Midwest Energy Association Legal, Regulatory and Government Affairs Summit, Oct. 3, 2013.

James H. Cawley, *Net Neutrality and the IP Transition*, National Association of Counties 2014 Legislative Conference, March 2, 2014.

James H. Cawley, *Telecommunications/Common Carrier Regulation & Cooperative Federalism*, Nineteen Annual Comprehensive Conference on Telecommunications Law, Law Seminars International, April 7, 2014.

James H. Cawley, *The Intercarrier Compensation Decision*, in 10th Circuit Upholds FCC's Universal Service and Intercarrier Compensation Transformation Order: What Next?, Federal Communications Bar Association CLE Program, July 1, 2014.

James H. Cawley, *Managing the Regulatory Process: Legal Basis for Reform*, 37th International Training Program on Utility Regulation and Strategy, The World Bank and The Public Utility Research Center of the University of Florida, January 21, 2015.

Dozens of other presentations, panel moderations, and legislative committee appearances requiring extensive preparation on electric and gas choice, Act 129 of 2008 energy efficiency and conservation measures, contribution reform of the federal Universal Service Fund (USF), reform of the federal E-Rate program, federal reform of intercarrier compensation and repurposing the federal USF, advocacy of broadening Pennsylvania's water and wastewater Distribution System Improvement Charge (and eventual enactment of Act 11 of 2012), and a host of other topics.

PERSONAL

- Married September 19, 1970 to Mary Kevin (Schaffner) Cawley
- Children:
  - Mark C. Cawley, Esq., Senior Corporate Counsel, 21st Century Insurance, Wilmington, DE
  - Patrick S. Cawley, Esq., Majority Counsel and Executive Director, Pennsylvania Senate Judiciary Committee, Harrisburg, PA
  - Brian J. Cawley, Vice President, Orthopedics for Central Maryland Region, MedStar Health, Baltimore, MD
  - Mary Katherine Cawley Dugan, Elementary School Teacher, Mater Dei School, Bethesda, MD