

BEFORE THE NEBRASKA PUBLIC SERVICE COMMISSION

NG-134

In the Matter of the Application of )  
**Coho Climate Advisors LLC** )  
) )  
) APPLICATION FOR  
) COMPETITIVE NATURAL GAS  
seeking authority to operate as a ) PROVIDER AUTHORITY  
Competitive Natural Gas )  
Provider in the State of )  
Nebraska. )

Pursuant to Neb. Rev. Stat. §§ 66-1848 and 66-1849, and 291 Neb. Admin. Code § 9-011, **Coho Climate Advisors LLC** ("Applicant") seeks authority from the Nebraska Public Service Commission ("Commission") to operate as a Competitive Natural Gas Provider ("CNGP") within the State of Nebraska. In support of its application, Applicant provides the following information:

**Neb. Rev. Stat. § 66-1848**

The Applicant intends to conduct the following type of business in Nebraska, for which it is seeking certification:

- CNGP only
- CNGP and Aggregator
- Aggregator only

**291 Neb. Admin. Code § 9-011.02A**

1. The Applicant's full legal name, and any trade names under which the Applicant will operate in Nebraska, are as follows:

**Coho Climate Advisors LLC**  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

---

Commission Use Only

**NOTE: THIS DOCUMENT IS FOR REFERENCE PURPOSES ONLY AND IS NOT INTENDED TO BE FILED WITHOUT ADDITIONAL EDITING.**

NPSC Received 06/16/2026

2. The Applicant is (check one):

A publically owned corporation and a copy of its most recent Annual Report to Shareholders is attached as an Exhibit to this application.

A privately held corporation.

3. The name of the Parent Company of the Applicant is:

Environmental Resources Management

4. Insert a description of the business structure of the Applicant. An organizational chart is attached to this application as Exhibit Number 1.

**Coho Climate Advisors, LLC is a business unit within Environmental Resources Management.**

5. The Applicant is legally certified to conduct business in the State of Nebraska. Evidence of the Applicant's registration and authority to conduct business in Nebraska by the Nebraska Secretary of State for all trade names under which Applicant will operate is attached to this application as Exhibit Number 2.

6. The Applicant is incorporated in the following state:

Delaware

7. The address of Applicant's headquarters is:

4550 Montgomery Ave.

Suite 480

Bethesda, MD 20814

**NOTE: THIS DOCUMENT IS FOR REFERENCE PURPOSES ONLY AND IS NOT INTENDED TO BE FILED WITHOUT ADDITIONAL EDITING.**

8. The individual to which any questions regarding this application should be addressed is:

Name: Geoff Heller

Title: Partner

Address: 4550 Montgomery Ave.  
Suite 480  
Bethesda, MD 20814

Phone number: 832-786-5971

Email address: geoff.heller@erm.com

**291 Neb. Admin. Code § 9-011.02B**

9. A document listing the names, business addresses, business telephone numbers, and business email addresses of the principal officers of the Applicant who can be contacted regarding its operations in Nebraska is attached as Exhibit Number 3 .
10. A telephone number(s) at which the Applicant can be contacted 24 hours a day is as follows:

771-209-4500

**NOTE: THIS DOCUMENT IS FOR REFERENCE PURPOSES ONLY AND IS NOT INTENDED TO BE FILED WITHOUT ADDITIONAL EDITING.**

**291 Neb. Admin. Code § 9-011.02C**

11. Applicant hereby lists the names and addresses of all the Applicant's affiliates (including parent entities) engaged in the provision of Competitive Natural Gas and/or Aggregator Service in any other state or jurisdiction and indicate which, if any, are duly certificated in Nebraska:

N/A

12. The following is a complete and accurate list of the jurisdictions in which the Applicant or one of its affiliates are certificated to operate as a competitive natural gas provider and/or aggregator:

N/A

**NOTE: THIS DOCUMENT IS FOR REFERENCE PURPOSES ONLY AND IS NOT INTENDED TO BE FILED WITHOUT ADDITIONAL EDITING.**

291 Neb. Admin. Code § 9-011.02D

13. The following is an complete and accurate list of all legal actions and/or formal complaints pertaining to the provision of competitive natural gas services filed against the Applicant or its affiliates in a court or public utility regulatory body, other than the Nebraska Commission, that were pending in the 12 months prior to the date of this application.

*Note: Please include number of such proceedings, the type of proceeding, the jurisdiction where such action occurred, and the current status of any applicable proceeding(s).*

N/A

14. A copy of each of the final orders in the above-listed proceedings are attached to this application as Exhibit Number N/A.

**NOTE: THIS DOCUMENT IS FOR REFERENCE PURPOSES ONLY AND IS NOT INTENDED TO BE FILED WITHOUT ADDITIONAL EDITING.**

**291 Neb. Admin. Code § 9-011.02E**

15. The following is a complete and accurate list of the states and jurisdictions in which the Applicant or an affiliate has had a license or certificate to supply competitive natural gas service suspended, revoked, or denied, or where the Applicant or affiliate voluntarily withdrew from providing CNGP or aggregator service.

*Note: Applicant must include identification of the title and number of any applicable proceedings.*

N/A

16. A copy of any final orders in such proceedings or the citation to the website where the text of the orders can be found is attached as Exhibit Number N/.

**291 Neb. Admin. Code § 9-011.02F**

17. Applicant presents the following to demonstrate it has the operational and financial capability to obtain and deliver the services it proposes to offer.

- a. Financial capability. A balance sheet, statement of income, statement of cash flow, and if applicable, a statement of shareholders' equity and the Applicant's debt structure, including bond rating are attached as Exhibit Number 4.

***NOTE: A request for confidential treatment of these materials may be filed with the Commission pursuant to 291 Neb. Admin. Code § 9-006.***

- b. Operational ability. A roster of officers and directors, a description of the professional backgrounds of the

**NOTE: THIS DOCUMENT IS FOR REFERENCE PURPOSES ONLY AND IS NOT INTENDED TO BE FILED WITHOUT ADDITIONAL EDITING.**

Applicant's principal managerial and technical personnel, and an operational flow chart are attached to this application as Exhibit Number 5-6.

18. The Applicant sets forth the following description of the Applicant's facilities and services it intends to render in Nebraska:

**See Exhibit 7 for services**

**No facilities**

**NOTE: THIS DOCUMENT IS FOR REFERENCE PURPOSES ONLY AND IS NOT INTENDED TO BE FILED WITHOUT ADDITIONAL EDITING.**

**ATTESTATIONS**

19. Applicant hereby commits to comply with all applicable statutes, regulations, and orders in its provision of CNGP and aggregation services within the State of Nebraska. Applicant understands that if granted CNGP or aggregator authority, it will be required to file an annual report with the Commission.
20. Applicant hereby acknowledges that any inaccuracies, misstatements of fact, or falsehoods within this application may result in the denial and/or revocation of CNGP or aggregator authority by the Commission.
21. Applicant acknowledges that if it is granted CNGP or aggregator authority, a failure to comply with applicable statutes, regulations, and orders may result in fines and/or the revocation of the authority granted.

The Applicant respectfully requests that the Commission grant its Application for authority to provide CNGP services within the State of Nebraska.

Respectfully submitted,



Signature

Printed Name: C. Alan Zang

Title: Partner

Mailing Address: 4550 Montgomery Ave. Suite 48

**Bethesda, MD 20814**

Phone Number: 202-471-2130

Email Address: Alan.Zang@erm.com

Date: 6/12/2020

**NOTE: THIS DOCUMENT IS FOR REFERENCE PURPOSES ONLY AND IS NOT INTENDED TO BE FILED WITHOUT ADDITIONAL EDITING.**

STATE OF Maryland )  
 ) SS.  
COUNTY OF Montgomery )

I, Alexandra Sias, a notary duly commissioned in  
Montgomery County, Maryland, hereby swear  
and acknowledge that on the 12<sup>th</sup> day of June, 2026,  
C. Alan Zang, who  
is personally known to me and who provided satisfactory  
identification pursuant to Neb. Rev. Stat. § 64-105, came  
under oath and signed the foregoing document in my presence.

SUBSCRIBED AND SWORN to before me this 12<sup>th</sup> day of  
June, 2026.

  
\_\_\_\_\_  
Notary Public

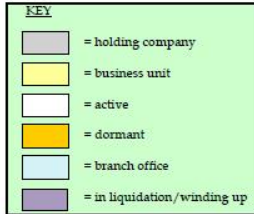
[Seal]

ALEXANDRA N SIAS  
Notary Public-Maryland  
Montgomery County  
My Commission Expires  
June 11, 2028

NOTE: THIS DOCUMENT IS FOR REFERENCE PURPOSES ONLY AND IS NOT  
INTENDED TO BE FILED WITHOUT ADDITIONAL EDITING.

“Corporate Structure”

ERM Americas - North America Entities Structure Chart



**North America Entity Notes**

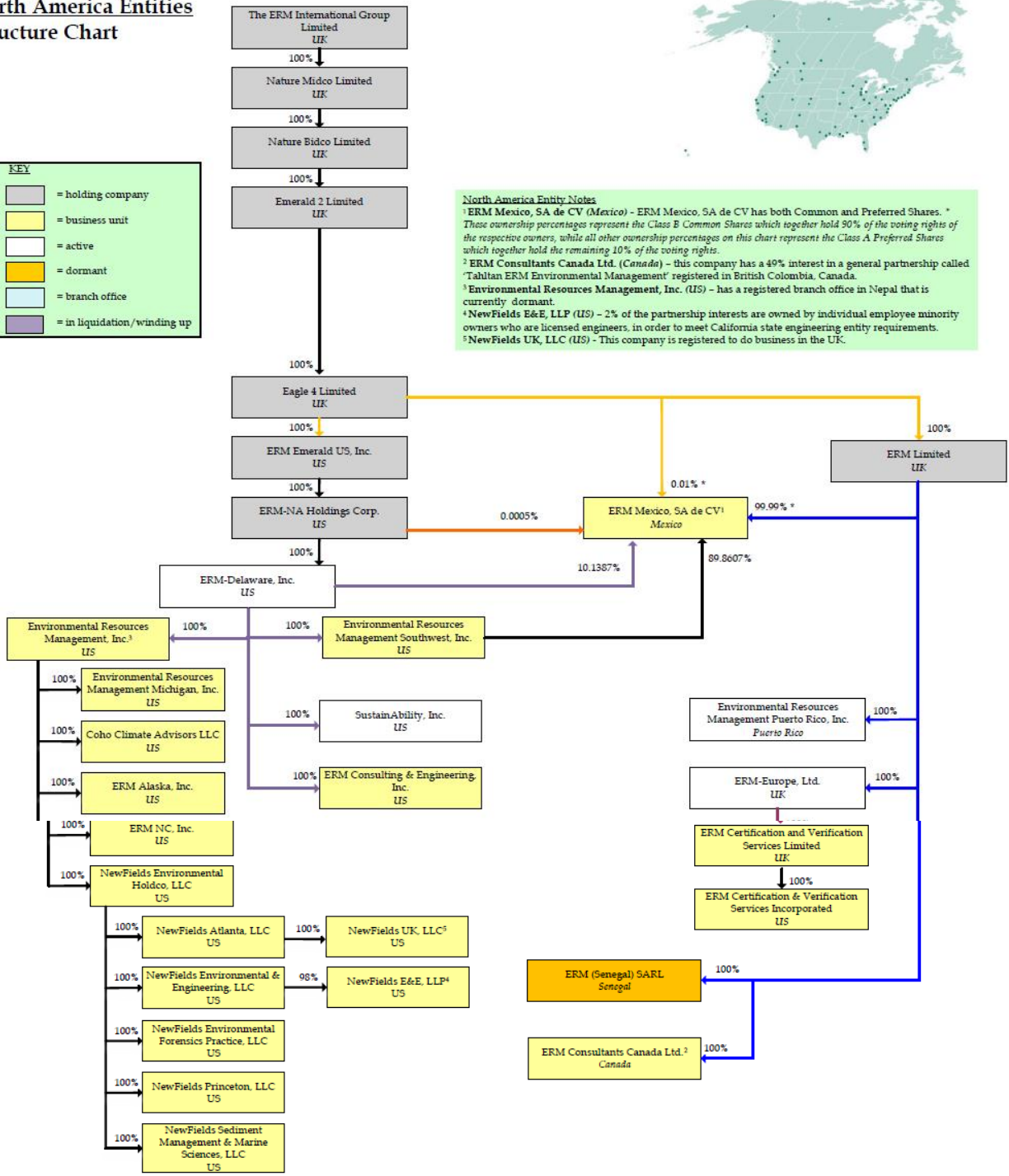
<sup>1</sup>ERM Mexico, SA de CV (Mexico) - ERM Mexico, SA de CV has both Common and Preferred Shares. \* These ownership percentages represent the Class B Common Shares which together hold 90% of the voting rights of the respective owners, while all other ownership percentages on this chart represent the Class A Preferred Shares which together hold the remaining 10% of the voting rights.

<sup>2</sup>ERM Consultants Canada Ltd. (Canada) - this company has a 49% interest in a general partnership called 'Tahltan ERM Environmental Management' registered in British Columbia, Canada.

<sup>3</sup>Environmental Resources Management, Inc. (US) - has a registered branch office in Nepal that is currently dormant.

<sup>4</sup>NewFields E&E, LLP (US) - 2% of the partnership interests are owned by individual employee minority owners who are licensed engineers, in order to meet California state engineering entity requirements.

<sup>5</sup>NewFields UK, LLC (US) - This company is registered to do business in the UK.



NG-134

DocuSign Envelope ID: C0A15C3A-661B-893D-8352-C5E1D98242C2

## APPLICATION FOR CERTIFICATE OF AUTHORITY FOREIGN LIMITED LIABILITY COMPANY

Robert B. Evnen, Secretary of State  
P.O. Box 94608  
Lincoln, NE 68509  
[www.sos.nebraska.gov](http://www.sos.nebraska.gov)

An original certificate of existence from the appropriate authority in the jurisdiction or state under whose laws the limited liability company was organized must be filed with this document. NOTE: A certified copy of the company's certificate of organization may not be filed in lieu of a certificate of existence.

Name of Limited Liability Company COHO CLIMATE ADVISORS LLC

Alternate Name \_\_\_\_\_  
(complete only if actual name is unavailable for use or does not comply with Nebraska law)

Name and address of registered agent in Nebraska:

Registered Agent Name: C T Corporation System

Registered Agent Address:

5601 South 59th Street Lincoln NE 68516  
Street and Mailing Address City State Zip

Address of Principal Office:

4550 Montgomery Avenue, Suite 480 Bethesda MD 20814  
Street and Mailing Address City State Zip

If required by state or jurisdiction of organization, office maintained in that jurisdiction:

Street and Mailing Address City State Zip


Organized under the laws of the State or Jurisdiction of Delaware

Nature of the Business, purposes to be conducted or promoted in this state or professional services being rendered:

environmental consulting activities

Effective date if other than the date filed \_\_\_\_\_

Date 06/05/2026

  
Joanne DellaValle

Signature of Authorized Representative

Joanne DellaValle, Manager & Treasurer

Printed Name of Authorized Representative

FILING FEE: \$110.00 (In-Office) / \$100.00 (Online) + \$10 for Certificate  
Revised 07/01/2021

Neb. Rev. Stat. §21-156

# Delaware

The First State

Page 1

I, CHARUNI PATIBANDA-SANCHEZ, SECRETARY OF STATE OF THE STATE OF DELAWARE, DO HEREBY CERTIFY "COHO CLIMATE ADVISORS LLC" IS DULY FORMED UNDER THE LAWS OF THE STATE OF DELAWARE AND IS IN GOOD STANDING AND HAS A LEGAL EXISTENCE SO FAR AS THE RECORDS OF THIS OFFICE SHOW, AS OF THE EIGHTH DAY OF JUNE, A.D. 2026.

AND I DO HEREBY FURTHER CERTIFY THAT THE ANNUAL TAXES HAVE BEEN PAID TO DATE.



4852047 8300

SR# 20263314203

You may verify this certificate online at [corp.delaware.gov/authver.shtml](http://corp.delaware.gov/authver.shtml)

A handwritten signature in black ink, reading "C. P. Sanchez".

Charuni Patibanda-Sanchez, Secretary of State

Authentication: 204157950

Date: 06-08-26

# STATE OF NEBRASKA

United States of America  
State of Nebraska

}ss.  
}

Secretary of State  
State Capitol  
Lincoln, Nebraska

**I, Robert B. Evnen, Secretary of State of the  
State of Nebraska, do here by certify that**

## COHO CLIMATE ADVISORS LLC

**a(n) Delaware Limited Liability Company, filed an Application for Certificate of  
Authority on June 8, 2026 and is hereby authorized to transact business in the state  
of Nebraska as of the date of this certificate.**

*This certificate is not to be construed as an  
endorsement, recommendation, or notice of approval of the entity's  
financial condition or business activities and practices.*

In Testimony Whereof,



I have hereunto set my hand and  
affixed the Great Seal of the  
State of Nebraska on this date of

June 8, 2026

A handwritten signature in blue ink that reads "Robert B. Evnen".

Secretary of State

JoAnne DellaValle-Partner, Regional Director, Finance Operations, NA

NG-134

JoAnne.DellaValle@erm.com

484-913-0351

Steve Maaseide - Global Chief Operating Officer

Steve.Maaseide@erm.com

202-471-2113

Adam Shahin - Finance Director

Adam.Shahin@erm.com

+442032065078

Gary Farha - Partner, Global Head of ERM Coho

Gary.Farha@erm.com

202-780-0096

Cory Santos - Corporate Counsel

Cory.Santos@erm.com

917-386-6990

Gavin Ahern - Partner, VP Client Services

Gavin.Ahern@erm.com

847-238-8595

Walid Norris - Consulting Partner

Walid.Norris@erm.com

+442032065252

C. Alan Zang - Partner, Global Commercial Director

Alan.Zang@erm.com

202-471-2130

NG-134

4550 Montgomery Ave., Suite 480  
Bethesda, MD 20814

**Entity: Coho USA****Period: Dec25****Currency: USD**

	<b>Dec</b>
<b>Non current assets</b>	<b>126,026.45</b>
<b>Current assets</b>	<b>5,757,211.61</b>
<b>Current liabilities</b>	<b>-7,442,936.20</b>
<b>Net current assets/(liabilities)</b>	<b>-1,685,724.59</b>
<b>Total assets / (liabilities)</b>	<b>-1,559,698.14</b>
<b>Shareholders equity</b>	<b>1,559,698.14</b>

# **Coho Climate Advisors LLC**

Corporate Officers — Professional Backgrounds

## Corporate Officers

### 1. Gary A. Farha — President

**ERM directory:** Global Head of ERM Coho; Partner (Bethesda).

- Coho Climate Advisors (formerly CustomerFirst Renewables): Founder & CEO, 2010–2023; Global Head of ERM Coho, 2023–present. Built the firm from a startup and led its February 2023 merger with ERM. Recruited a 60+ person team serving 100+ Fortune 500 clients; closed 4+ GW of renewable energy deals representing \$7B+ in investment.
- Danaher Corporation: Vice President, Growth and Innovation; member of the Danaher Leadership Team (2006–2009).
- McKinsey & Company: Associate / Engagement Manager (1987–1994), Principal (1994–2000), Director / Senior Partner (2000–2006). Co-leader of the energy and chemical practices; founded the firm's global Innovation Practice.
- Kansas Gas & Electric (a Westar Energy subsidiary): Manager of Finance and other financial positions (1982–1987).
- Boeing, Wichita: Buyer, Outside Production (1980).
- Education: B.S. in Economics & Finance, Wichita State University (1979); MBA, Michigan State University (1982); CFA charterholder (1985).
- Boards: EverSafe; National Advisory Council, Wichita State University; advisory board, MSU College of Agriculture & Natural Resources.

### 2. C. Alan Zang — Vice President & CTA Partner

**ERM directory:** Partner; Global Commercial Director (Bethesda).

**Governance role:** Managing Partner of Coho; CTA Designated Supervisory Principal; authorized signatory on the filing.

- Coho Climate Advisors: Managing Partner, February 2023–present; CFO & COO, July 2010–February 2023. Co-built the firm from a startup through its sale to ERM. Led the strategic financing and sale and the post-acquisition integration; implemented systems supporting >20% annual revenue growth. Appointed Global Commercial Director by ERM's global COO.
- DaVita Inc.: Manager, Corporate Development / M&A (2012–2014); Senior Financial Analyst, Corporate Development / M&A (2008–2012). Deal lead or co-lead on 82 transactions.
- EY: Senior Associate (2005–2008); assurance and valuation work for private-equity clients.
- Education: M.S. in Accounting, University of Virginia, McIntire School of Commerce (2006); B.S. in Finance, University of Maryland, R.H. Smith School of Business (2005); CPA (California, inactive).

### 3. Steve Maaseide — Chief Operating Officer

**ERM directory:** Global Chief Operating Officer (Washington).

- Coho Climate Advisors (d/b/a ERM Coho): Global Chief Operating Officer; member of the firm's executive committee. Leads firm-wide operations, delivery, and internal systems.
- Education: MBA, Northwestern University, Kellogg School of Management.

### 4. Gavin Ahern — Vice President, CTA Principal

**ERM directory:** Vice President, Client Services (Rolling Meadows).

**Governance role:** CTA Designated Supervisory Principal.

- Coho Climate Advisors (d/b/a ERM Coho): Vice President / Partner, 2023–present; with the firm since approximately 2015, progressing through senior client-service roles to Clean Energy Service Line Leader. Leads client engagements on renewable energy procurement and clean-energy strategy.
- Exelon Corporation: prior role in energy/utility strategy and operations.
- Deloitte: prior management-consulting role.
- Education: MBA, University of Chicago Booth School of Business; dual B.S., University of Illinois at Urbana–Champaign. CPA (Illinois).

## 5. Walid Norris — Vice President, CTA Principal

**ERM directory:** Consulting Partner (London).

**Governance role:** CTA Principal; reviewer of the CTA Compliance Manual.

- Coho Climate Advisors (d/b/a ERM Coho): Vice President / Partner, Client Solutions. Advises corporate clients on renewable energy procurement and decarbonization strategy.
- SolarCity: prior role in renewable energy / solar project development.
- The World Bank: prior role in international energy and development work.
- Education: M.S. in Engineering Management (MSEM), Harvard University; B.Com., University of Birmingham (UK). LEED Green Associate. Speaks French and Italian.

## 6. Joanne DellaValle — Treasurer

**ERM directory:** Partner; Regional Director, Finance Operations, North America (Philadelphia).

- Environmental Resources Management (ERM): with the firm since approximately 2009, advancing through North America finance leadership roles (including Finance Controller, North America) to Partner and Regional Director, Finance Operations, North America. Oversees regional financial operations, controllership, and reporting.

## 7. Adam Shahin — Assistant Treasurer

**ERM directory:** Finance Director — Coho (London).

**Note:** The filing roster spells the surname “Shain”; the ERM directory spells it “Shahin.” Confirm the correct spelling before submission.

- Environmental Resources Management (ERM): Finance Director, Coho; previously Global Finance Director — Acquisitions and Interim Regional Finance Director, North America. Leads finance for the Coho business and has supported ERM's M&A finance integration.
- Education: Business Studies, Kingston University (UK). Qualified management accountant (ACMA / CIMA).

## 8. Cory Santos — Secretary

**ERM directory:** Corporate Counsel (Manhattan).

**Governance role:** Serves as Corporate Secretary, maintaining governance and ownership records per the CTA Compliance Manual.

- Environmental Resources Management (ERM): Corporate Counsel, supporting corporate, transactional, and governance matters; serves as Corporate Secretary for the Coho entity.
- Earlier practice: began career in a corporate mergers & acquisitions practice group before moving in-house.

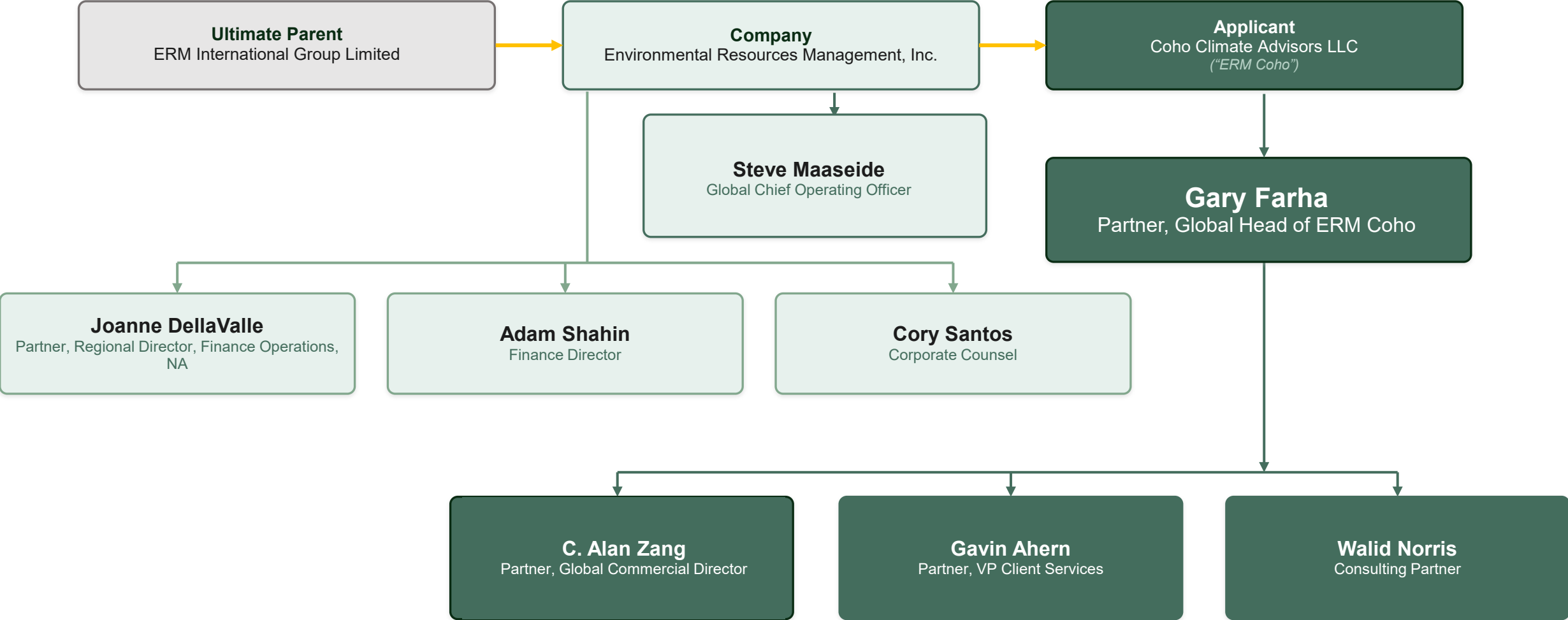
- Education: J.D., Columbia Law School (2013).



# Coho Climate Advisors LLC

## Corporate Officer Structure

NG-134



# Power & Gas Procurement

Coho's Power & Gas Procurement team can help capture cost savings, manage risks, provide budget certainty, align energy portfolio strategy, and integrate clean energy opportunities by supporting your energy supply management over time

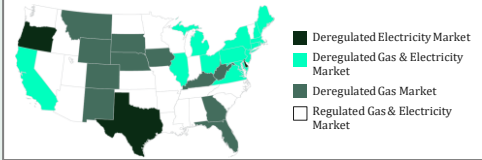
## Service Overview

We are a licensed retail energy advisor that helps clients:

- Optimize energy purchasing to reduce cost and risk on their facility's energy bills in retail choice regions (see right)
- Integrate clean energy into existing energy portfolio approach

We work with energy/facility managers to review, competitively procure, and negotiate retail energy contracts to lock in supply that can yield significant financial savings and/or reduce financial risk.

## Retail Choice Regions



## Common Inefficiencies we Correct

<b>1. Broker or Supplier markups</b>	A lack of transparency on broker and/or supplier fees can lead to overpaying for energy
<b>2. Poor integration of solutions</b>	Suppliers are offering new and creative solutions that can be difficult to understand or align with existing solutions
<b>3. Product structure &amp; goal mismatch</b>	Costs & risks vary by product; tradeoffs between limiting volatility and reducing costs may not reflect organizational goals
<b>4. Failure to capture portfolio value</b>	Solution procurements are often handled ad hoc or in isolation leading to a failure to capture scale across a portfolio

## Actionable Steps we'll Take

Taking a fresh look at your retail supply to uncover market inefficiencies and new opportunities to capture cost savings	Running a competitive bid process with transparent advisory fees to reduce overall retail service fees (i.e., broker and supplier markups)	Exploring different product structures available to help integrate solutions that align with your organization's goals (i.e., risk mitigation, cost savings, etc.)	Managing energy supply at the portfolio level to enable you to maximize value capture and run a more efficient and manageable process
--	--	--	---

Rates are unpredictable and volatile – risk managing over time leads to best outcomes



1

# Coho's Power and Gas Procurement Services



- |   |   |   |   |
|---|---|---|---|
| <p><b>1</b> Perform diagnostic</p> <p><i>2 weeks</i></p> <ul style="list-style-type: none"> <li>&gt; <b>Review current energy situation (BAU)</b></li> <li>&gt; <b>Consider changes to:</b> <ul style="list-style-type: none"> <li>&gt; Adjust product structure</li> <li>&gt; Centralize purchases</li> <li>&gt; Align with organizational goals</li> </ul> </li> <li>&gt; <b>Recommend</b> continuing with BAU or running an RFP to implement change</li> <li>&gt; <b>If green or environmental products are of interest to customer:</b> <ul style="list-style-type: none"> <li>&gt; Perform education sessions on types of available products and sustainability claims associated with each</li> </ul> </li> </ul> | <p><b>2</b> Initiate Pricing Request</p> <p><i>4-6 weeks</i></p> <ul style="list-style-type: none"> <li>&gt; <b>Determine</b> ideal product structure</li> <li>&gt; Coho can help customers execute and manage <b>all products offered by suppliers</b>, such as:                     <ul style="list-style-type: none"> <li>&gt; Fixed</li> <li>&gt; Block + Index</li> <li>&gt; Green products (retail-delivered green energy, bundled and unbundled EACs)</li> </ul> </li> <li>&gt; Engage and educate internal stakeholders early</li> <li>&gt; <b>Develop pricing request</b> to achieve competitive bids tailored to clients' needs</li> <li>&gt; <b>Recommend</b> list of qualified suppliers to include</li> <li>&gt; <b>Issue pricing request</b> on behalf of client and <b>act as liaison</b> between suppliers and client throughout process</li> </ul> | <p><b>3</b> Present recommendation</p> <p><i>4-6 weeks</i></p> <ul style="list-style-type: none"> <li>&gt; <b>Assess</b> items such as: term length, supplier premiums, RE capabilities and contract terms and conditions</li> <li>&gt; <b>Recommend</b> supplier based on results</li> <li>&gt; <b>Present</b> to stakeholders and assist with change management and approval processes</li> </ul> | <p><b>4</b> Facilitate procurement</p> <p><i>8-10 weeks</i></p> <ul style="list-style-type: none"> <li>&gt; <b>Lead contract negotiation</b> with finalist supplier</li> <li>&gt; Pricing is volatile and changes daily –<b>coordinate necessary logistics</b> on execution day</li> <li>&gt; <b>Manage post close activities</b> – ensure timely enrollment, accurate invoicing, manage account adds and deletes, manage open positions, if any</li> </ul> |
|---|---|---|---|



2