

NC
FILE
CUSTOMER ACQUISITION SPECIALISTS OF AMERICA INC.



NORTH
AMERICAN
ENERGY
ADVISORY

1315 Cleveland Street
Clearwater, FL 33755

15-1250-GA-AGG

July 01, 2015

Public Utilities Commission of Ohio
Docketing Division
180 East Broad Street
Columbus Ohio 43215-3793

RECEIVED-DOCKETING DIV
2015 JUL -6 PM 2:20
PUCO

RE: **Customer Acquisition Specialists of America Inc. / State of Ohio Certificate-2321981**
Foreign Corporation License Doc#201423901182 / Effective Date 08/25/2014

North American Energy Advisory / State of Ohio Certificate - 2398858
Trade Name Registration Doc #201514801049 / Effective Date 05/28/2015

Dear Sir or Madam,

Please find the enclosed Competitive Retail Natural Gas Broker Certification Application. The purpose of this submission is to request that the Ohio Public Utilities Commission review and approve the Applicants request for an Ohio Natural Gas Broker/Marketer License.

Customer Acquisition Specialists of America, Inc., dba North American Energy Advisory intends to service both commercial and industrial customers throughout the State of Ohio immediately upon receipt of the PUC's approval to do so.

As a Natural Gas Broker/Marketer, we take a proactive role in ensuring the highest level of professionalism with regard to our activities as well as the service we provide to both our Suppliers and Customers.

In addition, we agree to fully comply with all applicable PUC Rules and Service Regulations including all Local, State and Federal Laws.

Thank you in advance for your assistance. Should you have any questions or require additional information, please feel free to contact me directly. I can be reached by phone at (727) 278-9020 or by email, Jeannie@NAEA.TODAY

Best Regards,

Jeannie Mastorides

Jeannie Mastorides
Sr. Vice President of Administration
Corporation Legal & Regulatory Director

Mobile: (727) 278-9020
Direct: (727) 865-4165

This is to certify that the images appearing are an accurate and complete reproduction of a case file document delivered in the regular course of business.
Technician A Date Processed 7/6/15



CERTIFICATION FILING INSTRUCTIONS COMPETITIVE RETAIL NATURAL GAS BROKERS/AGGREGATORS

I. Where to File: Applications should be sent to: Public Utilities Commission of Ohio, Docketing Division, 180 East Broad Street, Columbus Ohio 43215-3793.

II. What to File: Applicant must submit one original notarized application signed by a principal officer and three copies including all exhibits, affidavits, and other attachments. All attachments, affidavits, and exhibits should be clearly identified. For example, Exhibit A-12 should be marked "Exhibit A-12 'Corporate Structure.'" All pages should be numbered and attached in a sequential order.

III. Which Forms to File: Entities, other than governmental aggregators, that will aggregate customers or suppliers to provide competitive retail natural gas services must file a "**Certification Application for Retail Natural Gas Brokers/Aggregators**" form. Governmental aggregators must file a "**Certification Application for Governmental Aggregators**" form and retail natural gas suppliers must file a "**Certification Application for Retail Natural Gas Suppliers**" form. If a broker/aggregator will provide competitive retail natural gas marketer services, in addition to broker and aggregator services, it must file a "**Certification Application for Retail Natural Gas Suppliers**" form. Checkboxes are provided on the form to indicate desired status.

A summary of CRNGS definitions (from the Commission's certification rules) is provided below to help applicants determine which application form to use. Three separate application forms are provided, one each for the following services.

- ☐ **Competitive Retail Natural Gas Supplier (Marketer, Broker, Aggregator)**
- ☐ **Competitive Retail Natural Gas Broker/Aggregator**
- ☐ **Ohio Natural Gas Governmental Aggregator**

IV. Certified Entity Service Definitions:

Competitive Retail Natural Gas Service - any retail natural gas service that may be competitively offered to consumers in this state.

Competitive Retail Natural Gas Supplier - a person that is engaged in a for-profit or not for-profit basis in the business of supplying or arranging for the supply of a CRNGS to consumers in this state that are not mercantile customers. "Retail natural gas supplier" includes a marketer, broker, or aggregator, but excludes a natural gas company, a governmental aggregator, a billing or collection agent, and a producer or gatherer of gas that is not a natural gas company.

Competitive Retail Natural Gas Marketing Service - assuming the contractual and legal responsibility for the sale and provision of CRNGS to a retail natural gas customer in this state and having title to natural gas at some point during the transaction.

Competitive Retail Natural Gas Brokerage Service – assuming the contractual and legal responsibility for the sale and/or arrangement for the supply of CRNGS to a retail customer in this state without taking title to the natural gas.

Competitive Retail Natural Gas Broker - a person who provides retail natural gas brokerage service.

Competitive Retail Natural Gas Aggregation Service - combining the natural gas load of multiple retail residential customers or small commercial customers via an agreement with the customers for the purpose of purchasing retail natural gas service on an aggregated basis.

Competitive Retail Natural Gas Aggregator - a person who contracts with customers to combine the customers' natural gas load for the purposes of purchasing CRNGS on an aggregated basis.

Natural Gas Governmental Aggregator - The legislative authority of a municipal corporation, the board of township trustees, or a board of county commissioners acting exclusively under Section 4929.26 or 4929.27 of the Revised Code as an aggregator for the provision of CRNGS. For the purposes of this definition, "governmental aggregator" specifically excludes a municipal corporation acting exclusively under Section 4 of Article XVIII, Ohio Constitution, as an aggregator for the provision of CRNGS.

V. Application Form: The application is available on the Commission's web site, www.puco.ohio.gov or directly from the Commission at: Public Utilities Commission of Ohio, Docketing Division, 180 East Broad Street, Columbus Ohio 43215-3793.

VI. Confidentiality: An applicant may file financial statements, financial arrangements, and forecasted financial statements under seal. If these exhibits are filed under seal, they will be afforded protective treatment for a period of six years from the date of the certificate for which the information is being provided.

An applicant may file a motion for a protective order for other information not filed under seal per the previous paragraph. If the motion is filed in conformance with rule 4901:1-27-07 of the Administrative Code, it shall be automatically approved on the thirty-first day after the date of filing and the information shall be afforded protective treatment for a period of six years from the date of the certificate for which the information is being provided, unless the commission or an attorney examiner appointed by the commission rules otherwise.

At the expiration of the six-year period provided for in the previous paragraphs, the information will be automatically released into the open record. An applicant wishing to extend a protective order beyond the six-year time period must comply with paragraph (F) of rule 4901-1-24 of the Administrative Code.

VII. Commission Process for Approval: An application for certification shall be made on forms approved and supplied by the Commission. The applicant shall complete the appropriate application form in its entirety and supply all required attachments, affidavits, and evidence of capability specified by the form at the time an application is filed. The Commission certification process begins when the Commission's Docketing Division receives and time/date stamps the application. An incomplete application may be suspended or rejected. An application that has been suspended as incomplete may cause delay in certification.

The Commission may approve, suspend, or deny an application within 30 days. If the Commission does not act within 30 days, the application is deemed automatically approved on the 31st day after the official filing date. If the Commission suspends the application, the Commission shall notify the applicant of the reasons for such suspension and may direct the applicant to furnish additional information.

The Commission shall act to approve or deny a suspended application within 90 days of the date that the application was suspended. Upon Commission approval, the applicant shall receive notification of approval and a numbered certificate that specifies the service(s) for which the applicant is certified and the dates for which the certificate is valid.

Unless otherwise specified by the Commission, a competitive retail natural gas service provider's certificate is valid for a period of two years, beginning and ending on the dates specified on the certificate. The applicant may renew its certificate in accordance with Rule 4901:1-27-09 of the Ohio Administrative Code.

CRNGS(competitive retail natural gas service) providers shall inform the Commission of any material change to the information supplied in a certification application within thirty days of such material change in accordance with Rule 4901:1-27-11 of the Ohio Administrative Code.

VIII. Contractual Arrangements for Capability Standards: If the applicant is relying upon contractual arrangements with a third-party, to meet any of the certification requirements, the applicant must provide with its application all of the following:

- ☐ The legal name of any contracted entity;
- ☐ A statement that a valid contract exists between the applicant and the third-party;
- ☐ A detailed summary of the contract(s), including all services provided thereunder; and
- ☐ The documentation and evidence to demonstrate the contracting entity's capability to meet the requirements as if the contracting entity was the applicant.

IX. Questions: Questions regarding filing procedures should be directed to CRNGS@puc.state.oh.us

X. Governing Law: The certification/renewal of CRNGS suppliers is governed by Chapters 4901:1-27 and 4901:1-29 of the Ohio Administrative Code, and Section 4929.20 of the Ohio Revised Code.



Public Utilities Commission

PUCO USE ONLY - Version 1.07		
Date Received	Case Number	Certification Number
15-1250	- GA-AGG	

CERTIFICATION APPLICATION COMPETITIVE RETAIL NATURAL GAS BROKERS /AGGREGATORS

Please type or print all required information. Identify all attachments with an exhibit label and title (*Example: Exhibit A-16 - Company History*). All attachments should bear the legal name of the Applicant. Applicants should file completed applications and all related correspondence with the Public Utilities Commission of Ohio, Docketing Division, 180 East Broad Street, Columbus, Ohio 43215-3793.

This PDF form is designed so that you may directly input information onto the form. You may also download the form by saving it to your local disk.

SECTION A - APPLICANT INFORMATION AND SERVICES

A-1 Applicant intends to be certified as: (check all that apply)

☐ Retail Natural Gas Aggregator ☒ Retail Natural Gas Broker

A-2 Applicant information:

Legal Name CUSTOMER ACQUISITION SPECIALISTS OF AMERICA, INC.
Address 1315 CLEVELAND STREET, CLEARWATER FLORIDA 33755
Telephone No. (800) 920-4631 Web site Address NORTHAMERICANENERGYADVISORY.COM
WWW.NORTHAMERICANENERGYADVISORY.COM

A-3 Applicant information under which applicant will do business in Ohio:

Name NORTH AMERICAN ENERGY ADVISORY
Address 1315 CLEVELAND STREET, CLEARWATER FLORIDA 33755
Web site Address NORHTAMERICANENERGYADVISORY Telephone No. (800) 920-4631

A-4 List all names under which the applicant does business in North America:

CUSTOMER ACQUISITION SPECIALIST OF AMERICA, INC
NORTH AMERICAN ENERGY ADVISORY

A-5 Contact person for regulatory or emergency matters:

Name JEANNIE MASTORIDES Title SR. VICE PRESIDENT ADMINISTRATION
Business Address 1315 CLEVELAND STREET, CLEARWATER FLORIDA 33755
Telephone No. (727) 865-4165 Fax No. Email Address JEANNIE@NAEA.TODAY

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A-6 Contact person for Commission Staff use in investigating customer complaints:

Name MATT HELLAND Title SR VICE PRES CLIENT & CUST RELATIONS
Business address 1315 CLEVELAND STREET, CLEARWATER FLORIDA 33755
Telephone No. (855) 396-8870 Fax No. (866) 602-2791 Email Address MATT@NAEA.TODAY

A-7 Applicant's address and toll-free number for customer service and complaints

Customer service address 1315 CLEVELAND STREET, CLEARWATER FLORIDA 33755
Toll-Free Telephone No. (844) 674-5465 Fax No. (866) 602-2791 Email Address CUSTOMERSERVICE@NAEA
CustomerService@NAEA.Today

A-8 Provide "Proof of an Ohio Office and Employee," in accordance with Section 4929.22 of the Ohio Revised Code, by listing name, Ohio office address, telephone number, and Web site address of the designated Ohio Employee

Name CT CORPORATION SYSTEM Title REGISTERED AGENT
Business address 1300 EAST NINTH STREET, CLEVELAND, OHIO 44114
Telephone No. (216) 802-2121 Fax No. Email Address sandy.Daggett@wolterskluwer.com

A-9 Applicant's federal employer identification number 59-3600275

A-10 Applicant's form of ownership: (Check one)

- | | |
|--|--|
| <input type="checkbox"/> Sole Proprietorship | <input type="checkbox"/> Partnership |
| <input type="checkbox"/> Limited Liability Partnership (LLP) | <input type="checkbox"/> Limited Liability Company (LLC) |
| <input type="checkbox"/> Corporation | <input checked="" type="checkbox"/> Other S-CORP |

A-11 (Check all that apply) Identify each natural gas company service area in which the applicant is currently providing service or intends to provide service, including identification of each customer class that the applicant is currently serving or intends to serve, for example: *residential, small commercial, and/or large commercial/industrial (mercantile) customers*. (A mercantile customer, as defined in Section 4929.01(L)(1) of the Ohio Revised Code, means a customer that consumes, other than for residential use, more than 500,000 cubic feet of natural gas per year at a single location within the state or consumes natural gas, other than for residential use, as part of an undertaking having more than three locations within or outside of this state. In accordance with Section 4929.01(L)(2) of the Ohio Revised Code, "Mercantile customer" excludes a not-for-profit customer that consumes, other than for residential use, more than 500,000 cubic feet of natural gas per year at a single location within this state or consumes natural gas, other than for residential use, as part of an undertaking having more than three locations within or outside this state that has filed the necessary declaration with the Public Utilities Commission.)

<input checked="" type="checkbox"/> Columbia Gas of Ohio	<input type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Dominion East Ohio	<input type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Duke Energy Ohio	<input type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/> Vectren Energy Delivery of Ohio	<input type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial

A-12 If applicant or an affiliated interest previously participated in any of Ohio's Natural Gas Choice Programs, for each service area and customer class, provide approximate start date(s) and/or end date(s) that the applicant began delivering and/or ended services.

☐ Columbia Gas of Ohio

<input type="checkbox"/> Residential	Beginning Date of Service	End Date
<input type="checkbox"/> Small Commercial	Beginning Date of Service	End Date
<input type="checkbox"/> Large Commercial	Beginning Date of Service	End Date
<input type="checkbox"/> Industrial	Beginning Date of Service	End Date

☐ Dominion East Ohio

<input type="checkbox"/> Residential	Beginning Date of Service	End Date
<input type="checkbox"/> Small Commercial	Beginning Date of Service	End Date
<input type="checkbox"/> Large Commercial	Beginning Date of Service	End Date
<input type="checkbox"/> Industrial	Beginning Date of Service	End Date

☐ Duke Energy Ohio

<input type="checkbox"/> Residential	Beginning Date of Service	End Date
<input type="checkbox"/> Small Commercial	Beginning Date of Service	End Date
<input type="checkbox"/> Large Commercial	Beginning Date of Service	End Date
<input type="checkbox"/> Industrial	Beginning Date of Service	End Date

☐ Vectren Energy Delivery of Ohio

<input type="checkbox"/> Residential	Beginning Date of Service	End Date
<input type="checkbox"/> Small Commercial	Beginning Date of Service	End Date
<input type="checkbox"/> Large Commercial	Beginning Date of Service	End Date
<input type="checkbox"/> Industrial	Beginning Date of Service	End Date

A-13 If not currently participating in any of Ohio's four Natural Gas Choice Programs, provide the approximate start date that the applicant proposes to begin delivering services:

<input checked="" type="checkbox"/>	Columbia Gas of Ohio	Intended Start Date	July 15, 2015
<input checked="" type="checkbox"/>	Dominion East Ohio	Intended Start Date	July 15, 2015
<input checked="" type="checkbox"/>	Duke Energy Ohio	Intended Start Date	July 15, 2015
<input checked="" type="checkbox"/>	Vectren Energy Delivery of Ohio	Intended Start Date	July 15, 2015

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

- A-14 **Exhibit A-14 "Principal Officers, Directors & Partners,"** provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.
- A-15 **Exhibit A-15 "Corporate Structure,"** provide a description of the applicant's corporate structure, including a graphical depiction of such structure, and a list of all affiliate and subsidiary companies that supply retail or wholesale natural gas or electricity to customers in North America.
- A-16 **Exhibit A-16 "Company History,"** provide a concise description of the applicant's company history and principal business interests.
- A-17 **Exhibit A-17 "Articles of Incorporation and Bylaws,"** if applicable, provide the articles of incorporation filed with the state or jurisdiction in which the applicant is incorporated and any amendments thereto.
- A-18 **Exhibit A-18 "Secretary of State,"** provide evidence that the applicant is currently registered with the Ohio Secretary of the State.

SECTION B - APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED

- B-1 **Exhibit B-1 "Jurisdictions of Operation,"** provide a current list of all jurisdictions in which the applicant or any affiliated interest of the applicant is, at the date of filing the application, certified, licensed, registered, or otherwise authorized to provide retail natural gas service, or retail/wholesale electric services.
- B-2 **Exhibit B-2 "Experience & Plans,"** provide a current description of the applicant's experience and plan for contracting with customers, providing contracted services, providing billing statements, and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4929.22 of the Revised Code and contained in Chapter 4901:1-29 of the Ohio Administrative Code.
- B-3 **Exhibit B-3 "Summary of Experience,"** provide a concise and current summary of the applicant's experience in providing the service(s) for which it is seeking to be certified to provide (e.g., number and types of customers served, utility service areas, volume of gas supplied, etc.).
- B-4 **Exhibit B-4 "Disclosure of Liabilities and Investigations,"** provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocations of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational

status or ability to provide the services it is seeking to be certified to provide.

- B-5 Exhibit B-5 "Disclosure of Consumer Protection Violations,"** disclose whether the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant has been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years.

☒ No ☐ Yes

If Yes, provide a separate attachment labeled as Exhibit B-5 "Disclosure of Consumer Protection Violations," detailing such violation(s) and providing all relevant documents.

- B-6 Exhibit B-6 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation,"** disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail natural gas or retail/wholesale electric service denied, curtailed, suspended, or revoked, or whether the applicant or predecessor has been terminated from any of Ohio's Natural Gas Choice programs, or been in default for failure to deliver natural gas.

☒ No ☐ Yes

If Yes, provide a separate attachment, labeled as Exhibit B-6 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation," detailing such action(s) and providing all relevant documents.

SECTION C - APPLICANT FINANCIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED

- C-1 Exhibit C-1 "Annual Reports,"** provide the two most recent Annual Reports to Shareholders. If applicant does not have annual reports, the applicant should provide similar information, labeled as Exhibit C-1, or indicate that Exhibit C-1 is not applicable and why.
- C-2 Exhibit C-2 "SEC Filings,"** provide the most recent 10-K/8-K Filings with the SEC. If applicant does not have such filings, it may submit those of its parent company. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 whether the applicant is not required to file with the SEC and why.
- C-3 Exhibit C-3 "Financial Statements,"** provide copies of the applicant's two most recent years of audited financial statements (balance sheet, income statement, and cash flow statement). If audited financial statements are not available, provide officer-certified financial statements. If the applicant has not been in business long enough to satisfy this requirement, it shall file audited or officer-certified financial statements covering the life of the business.
- C-4 Exhibit C-4 "Financial Arrangements,"** provide copies of the applicant's current financial arrangements to conduct competitive retail natural gas service (CRNGS) as a business activity (e.g., guarantees, bank commitments, contractual arrangements, credit agreements, etc.)
- C-5 Exhibit C-5 "Forecasted Financial Statements,"** provide two years of forecasted financial statements (balance sheet, income statement, and cash flow statement) for the applicant's CRNGS operation, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer.

- C-6 **Exhibit C-6 "Credit Rating,"** provide a statement disclosing the applicant's current credit rating as reported by two of the following organizations: Duff & Phelps, Dun and Bradstreet Information Services, Fitch IBCA, Moody's Investors Service, Standard & Poors, or a similar organization. In instances where an applicant does not have its own credit ratings, it may substitute the credit ratings of a parent or affiliate organization, provided the applicant submits a statement signed by a principal officer of the applicant's parent or affiliate organization that guarantees the obligations of the applicant.
- C-7 **Exhibit C-7 "Credit Report,"** provide a copy of the applicant's current credit report from Experian, Dun and Bradstreet, or a similar organization.
- C-8 **Exhibit C-8 "Bankruptcy Information,"** provide a list and description of any reorganizations, protection from creditors, or any other form of bankruptcy filings made by the applicant, a parent or affiliate organization that guarantees the obligations of the applicant or any officer of the applicant in the current year or since applicant last filed for certification.
- C-9 **Exhibit C-9 "Merger Information,"** provide a statement describing any dissolution or merger or acquisition of the applicant since applicant last filed for certification.

SECTION D – APPLICANT TECHNICAL CAPABILITY

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

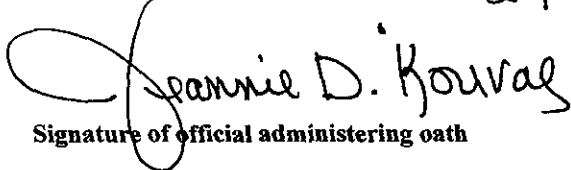
- D-1 **Exhibit D-1 "Operations,"** provide a current written description of the operational nature of the applicant's business functions.
- D-2 **Exhibit D-2 "Operations Expertise,"** given the operational nature of the applicant's business, provide evidence of the applicant's current experience and technical expertise in performing such operations.
- D-3 **Exhibit D-3 "Key Technical Personnel,"** provide the names, titles, email addresses, telephone numbers, and background of key personnel involved in the operational aspects of the applicant's current business.

Applicant Signature and Title

 Albert James Mathers
CEO/President

Sworn and subscribed before me this 24th day of June Month 2015 Year

Signature of official administering oath

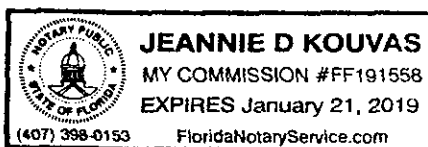


Print Name and Title

Jeannie D. Kouvas

My commission expires on

January 21, 2019





The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service
Affidavit Form
(Version 1.07)

In the Matter of the Application of)

Customer Acquisition Specialist of America, Inc., ~~DBA~~
~~NORTH AMERICAN ENERGY ADVISORY~~
for a Certificate or Renewal Certificate to Provide)
Competitive Retail Natural Gas Service in Ohio.)

Case No. - -GA-AGG

County of PINELLAS
State of OHIO

ALBERT JAMES MATHERS

[Affiant], being duly sworn/affirmed, hereby states that:

- (1) The information provided within the certification or certification renewal application and supporting information is complete, true, and accurate to the best knowledge of affiant.
- (2) The applicant will timely file an annual report of its intrastate gross receipts and sales of hundred cubic feet of natural gas pursuant to Sections 4905.10(A), 4911.18(A), and 4929.23(B), Ohio Revised Code.
- (3) The applicant will timely pay any assessment made pursuant to Section 4905.10 or Section 4911.18(A), Ohio Revised Code.
- (4) Applicant will comply with all applicable rules and orders adopted by the Public Utilities Commission of Ohio pursuant to Title 49, Ohio Revised Code.
- (5) Applicant will cooperate with the Public Utilities Commission of Ohio and its staff in the investigation of any consumer complaint regarding any service offered or provided by the applicant.
- (6) Applicant will comply with Section 4929.21, Ohio Revised Code, regarding consent to the jurisdiction of the Ohio courts and the service of process.
- (7) Applicant will inform the Public Utilities Commission of Ohio of any material change to the information supplied in the certification or certification renewal application within 30 days of such material change, including any change in contact person for regulatory or emergency purposes or contact person for Staff use in investigating customer complaints.
- (8) Affiant further sayeth naught.

Affiant Signature & Title

[Signature]

Albert James Mathers
CEO/President

Sworn and subscribed before me this

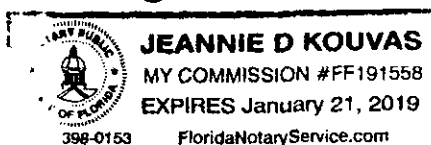
24th day of June

Month 2015 Year

Signature of Official Administering Oath

[Signature]
Jeannie D. Kouvas

Jeannie D. Kouvas (Mastorides)
Print Name and Title SR Vice President Admin
Notary



My commission expires on January 21, 2019

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Exhibit A-14
Principal Officers, Directors & Partners

Provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.

Albert James Mathers, CEO/President (Director)

1315 Cleveland Street
Clearwater, Florida 33755
(727) 692-8871

FuMei Mathers, CFO -Chief Financial Officer (Director)

1315 Cleveland Street
Clearwater, Florida 33755
(727) 643-5398

EXECUTIVE STAFF

Mark Hoover – Sr. Vice President of Operations

Matt Helland- Sr. Vice President of Customer & Client Relations

Jeannie Mastorides – Sr. Vice President of Administration / Legal & Regulatory

TJ Leesley – Chief Marketing Officer

Colin Murphy – Chief Technology Officer

Ray Franklin – Sr. Commodity Analyst

Chris Griffin – Sr. Energy Analyst

Ollie Baldwin – VP of Quality Control

1315 Cleveland Street
Clearwater, Florida 33755
800-920-4631

11/82

Exhibit A-15
Corporate Structure

Provide a description of the applicant's corporate structure, including a graphical depiction of such structure, and a list of all affiliate and subsidiary companies that supply retail or wholesale natural gas or electricity to customers in North America.

Customer Acquisition Specialists of America, Inc., has no affiliate or subsidiary companies.

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Customer Acquisition Specialists of America, Inc.
d.b.a. North American Energy Advisory

CUSTOMER ACQUISITION SPECIALISTS OF AMERICA, INC.
North American Energy Advisory

1315 Cleveland Street
Clearwater, Florida 33755

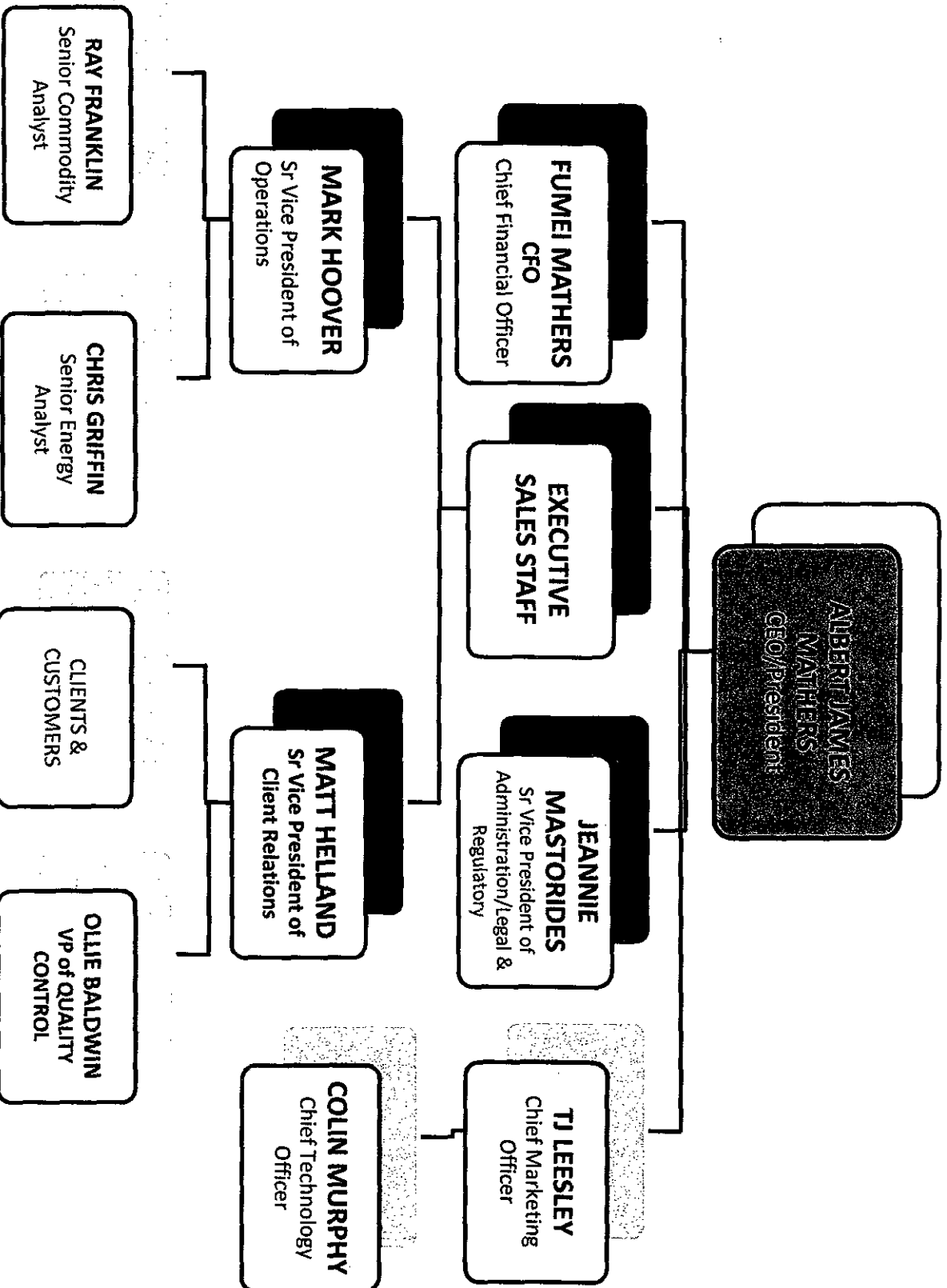


Exhibit A-16
Company History

Provide a concise description of the applicant's company history and principal business interests.

OUR MISSION

Our mission is to be the most effective Brokering agent available to the energy marketing industry and to help the consumer manage their energy costs through effective energy purchasing strategies in small retail, commercial into and including industrial, large commercial and renewable energy resources as they become available.

OVERVIEW

Since 1999, CASA has acquired more than 2 million residential and commercial energy customers in Ohio, Pennsylvania, New York, New Jersey, Illinois, Michigan, Kentucky, Texas, California, Connecticut, Florida, Maine, New Hampshire, Massachusetts, Ontario and Georgia.

CASA has operated in more than 30 major utilities, representing over 125 million customers

Exhibit A-17
Articles of Incorporation and Bylaws

If applicable, provide the articles of incorporation filed with the state or jurisdiction in which the applicant is incorporated and any amendments thereto.

CERTIFICATE DESIGNATING PLACE OF BUSINESS OR DOMICILE FOR THE SERVICE OF PROCESS WITHIN THIS STATE, NAMING AGENT UPON WHOM PROCESS MAY BE SERVED.

In pursuance of Chapter 48.091, Florida Statutes, the following is submitted, in compliance with said Act.

First--That CUSTOMER ACQUISITION SPECIALISTS OF AMERICA, INC., desiring to organize under the laws of the State of Florida with its principal office, as indicated in the Articles of Incorporation at City of Clearwater, County of Pinellas, State of Florida, has named R. Carlton Ward located at 1253 Park Street, City of Clearwater, County of Pinellas, State of Florida, as its agent to accept service of process within this state.

ACKNOWLEDGMENT: (MUST BE SIGNED BY DESIGNATED AGENT)

Having been named to accept service of process for the above stated corporation, at place designated in this certificate, I hereby accept to act in this capacity, and agree to comply with the provision of said Act relative to keeping open said office.

By 
R. CARLTON WARD, ESQ.
REGISTERED AGENT

FILED
99 SEP - 8 AM
SECRETARY OF ST
TALLAHASSEE, FL

VIII.

INCORPORATOR

The name and address of the person signing these Articles is:

R. Carlton Ward, Esq.
1253 Park Street
Clearwater, Florida 33757

IX.

INDEMNIFICATION

The corporation shall indemnify any officer or director, of any former officer or director, to the full extent permitted by law.

X.

AMENDMENT

The corporation reserves the right to amend or repeal any provisions contained in these Articles of Incorporation, or any amendment hereto, and any right conferred upon the shareholders is subject to this reservation.

IN WITNESS WHEREOF, the undersigned subscriber has executed these Articles of Incorporation this 31st day of August, 1999.


R. Carlton Ward, Esquire

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deposited with the Secretary. In all cases of transfer, the former certificate must be surrendered up and cancelled before a new certificate is issued. No transfer shall be made upon the books of the Corporation within ten days next preceding the annual meeting of the shareholders.

Article VI.

DIVIDENDS

Sec. 1. WHEN DECLARED. The Board of Directors shall by vote declare dividends from the surplus profits of the Corporation whenever, in their opinion, the condition of the Corporation's affairs will render it expedient for such dividends to be declared.

Article VII.

BILLS, NOTES, ETC.

Sec. 1. HOW MADE. All bills payable, notes, checks or other negotiable instruments of the Corporation shall be made in the name of the Corporation, and shall be signed by such officers as may be designated by the Board of Directors from time to time. No officer or agent of the Corporation, either singularly or jointly with others, shall have the power to make any bill payable, note, checks, draft or warrant or other negotiable instrument, or endorse the same in the name of the Corporation, or contract or cause to be contracted any debt or liability in the name or in behalf of the Corporation, except as herein expressly prescribed and provided.

Article VIII.

AMENDMENTS

Sec. 1. HOW AMENDED. These Bylaws may be altered, amended, repealed or added to by an affirmative vote of the stockholders representing a majority of the whole capital stock, at an annual meeting or at a special meeting called for that purpose. If, however, all the stockholders shall be present at any regular or special meeting, these Bylaws may be amended by a unanimous vote, without any previous notice.

f:\realest\pb\corp2\bylaws.cus

**UNANIMOUS WRITTEN CONSENT OF INCORPORATOR AND DIRECTORS OF
CUSTOMER ACQUISITION SPECIALISTS OF AMERICA, INC.
IN LIEU OF ORGANIZATIONAL MEETING**

Pursuant to Section 607.0205, Florida Statutes, the undersigned being the incorporator and all the directors of CUSTOMER ACQUISITION SPECIALISTS OF AMERICA, INC., a Florida corporation ("the Corporation"), hereby takes the following action in lieu of holding a meeting:

1. The following persons, whose addresses are designated opposite his or her name, are elected to serve as directors of the corporation until the next annual meeting of shareholders and his or her successors is elected and qualified or until his or her earlier resignation, removal, or death:

<u>Name</u>	<u>Address</u>
Patrick J. Clouden	11596-94th Street North Largo, Florida 33773

2. The Articles of Incorporation of the Corporation as filed by the Florida Department of State are hereby approved, ratified, and confirmed in every respect and shall be filed in the Corporation's book.

3. The Bylaws attached hereto are adopted as the Bylaws of the Corporation.

4. Each of the following persons is elected to serve in the office of the Corporation designated opposite his or her name until the next annual meeting of directors and his or her successor is elected and qualified or until his or her earlier resignation, removal from office, or death:

<u>Name</u>	<u>Office</u>
Patrick J. Clouden	President
Patrick J. Clouden	Secretary
Patrick J. Clouden	Treasurer

5. The seal impressed on the margin of this page is adopted as the official seal of the Corporation.

6. The form of stock certificate attached to this Written Consent and marked "Specimen" is approved for use in issuing stock in the Corporation.

7. It is deemed advisable by the Board of Directors that this Corporation offer for sale and issue 100 shares of the common stock authorized by its Articles of Incorporation to Patrick J. Clouden.

20/82

It is further deemed advisable that the offer, sale and issue of such shares be effectuated in such manner that qualified stockholders may receive the benefits of Section 1244 of the Internal Revenue Code; and

It is RESOLVED that this Corporation adopt the following plan for the sale of its stock and that the President of this Corporation, and such other officers as he may designate, be, and they are hereby authorized and directed to offer for sale and to sell and issue up to 7,500 shares of the Common Stock of this Corporation, in the total dollar amount of not more than \$999,000.00, in cash or other property.

There is not now outstanding any offering, or portion thereof, of this Corporation to sell or issue any of its stock, and

This Corporation is a small business corporation as defined in Section 1244(c)(3) of the Internal Revenue Code; and

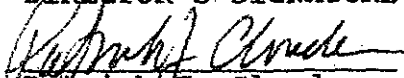
8. The President of the Corporation is authorized to designate from time to time depositories for the Corporation's use. The President and Treasurer of the Corporation are authorized to sign on the Corporation's account at any such depositories. The officers of the Corporation are authorized to execute and deliver the necessary bank resolution forms.

9. The Secretary of the Corporation shall procure the books of account and other books necessary or appropriate for carrying on the Corporation's business.

10. The Corporation authorizes the payment or reimbursement of all charges and expenditures incident to or arising out of the organization of the Corporation and elects to amortize over a 60-month period all of such expenses which may be amortized under Section 248 of the Internal Revenue Code of 1986, as amended.

Dated this 29 day of October, 1999.


DIRECTOR'S SIGNATURE


Patrick J. Clouden

DATE OF SIGNATURE

10/16/99

INCORPORATOR:


R. Carlton Ward

DATE OF SIGNATURE

10/29/99

**UNANIMOUS WRITTEN CONSENT OF INCORPORATOR AND DIRECTORS OF
CUSTOMER ACQUISITION SPECIALISTS OF AMERICA, INC.
IN LIEU OF ORGANIZATIONAL MEETING**

Pursuant to Section 607.0205, Florida Statutes, the undersigned being the incorporator and all the directors of CUSTOMER ACQUISITION SPECIALISTS OF AMERICA, INC., a Florida corporation ("the Corporation"), hereby takes the following action in lieu of holding a meeting:

1. The following persons, whose addresses are designated opposite his or her name, are elected to serve as directors of the corporation until the next annual meeting of shareholders and his or her successors is elected and qualified or until his or her earlier resignation, removal, or death:

<u>Name</u>	<u>Address</u>
Patrick J. Clouden	11596-94th Street North Largo, Florida 33773

2. The Articles of Incorporation of the Corporation as filed by the Florida Department of State are hereby approved, ratified, and confirmed in every respect and shall be filed in the Corporation's book.

3. The Bylaws attached hereto are adopted as the Bylaws of the Corporation.

4. Each of the following persons is elected to serve in the office of the Corporation designated opposite his or her name until the next annual meeting of directors and his or her successor is elected and qualified or until his or her earlier resignation, removal from office, or death:

<u>Name</u>	<u>Office</u>
Patrick J. Clouden	President
Patrick J. Clouden	Secretary
Patrick J. Clouden	Treasurer

5. The seal impressed on the margin of this page is adopted as the official seal of the Corporation.

6. The form of stock certificate attached to this Written Consent and marked "Specimen" is approved for use in issuing stock in the Corporation.

7. It is deemed advisable by the Board of Directors that this Corporation offer for sale and issue 100 shares of the common stock authorized by its Articles of Incorporation to Patrick J. Clouden.

It is further deemed advisable that the offer, sale and issue of such shares be effectuated in such manner that qualified stockholders may receive the benefits of Section 1244 of the Internal Revenue Code; and

It is RESOLVED that this Corporation adopt the following plan for the sale of its stock and that the President of this corporation, and such other officers as he may designate, be, and they are hereby authorized and directed to offer for sale and to sell and issue up to 7,500 shares of the Common Stock of this Corporation, in the total dollar amount of not more than \$999,000.00, in cash or other property.

There is not now outstanding any offering, or portion thereof, of this Corporation to sell or issue any of its stock; and

This Corporation is a small business corporation as defined in Section 1244(c) (3) of the Internal Revenue Code; and

8. The President of the Corporation is authorized to designate from time to time depositories for the corporation's use. The President and Treasurer of the Corporation are authorized to sign on the Corporation's account at any such depositories. The officers of the Corporation are authorized to execute and deliver the necessary bank resolution forms.

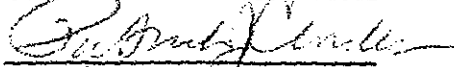
9. The Secretary of the Corporation shall procure the books of account and other books necessary or appropriate for carrying on the Corporation's business.

10. The Corporation authorizes the payment or reimbursement of all charges and expenditures incident to or arising out of the organization of the Corporation and elects to amortize over a 60-month period all of such expenses which may be amortized under Section 248 of the Internal Revenue Code of 1986, as amended.

11. The Corporation elects to have a fiscal year beginning November 1 and ending October 31.

Dated this 29th day of October, 1999.

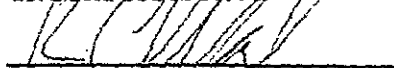
DIRECTOR'S SIGNATURE


Patrick J. Clouden

DATE OF SIGNATURE

Oct 29, 1999

INCORPORATOR:


R. Carlton Ward

DATE OF SIGNATURE

October 29, 1999

RESIGNATION FROM BOARD OF DIRECTORS
AND
RESIGNATION AS AN OFFICER

The undersigned, Patrick J. Clouden, hereby resigns as an officer and director of CUSTOMER ACQUISITION SPECIALIST OF AMERICA, INC., a Florida corporation, this 1st day of July, 2014.


PATRICK J. CLOUDEN

FILED
NOV -7 AM 9:15
CLERK OF DISTRICT COURT
JANUARY 2015
TALLAHASSEE, FLORIDA

**ACTION OF DIRECTORS IN LIEU OF MEETING
CUSTOMER ACQUISITION SPECIALISTS OF AMERICA, INC.**

The undersigned being all the Directors of CUSTOMER ACQUISITION SPECIALISTS OF AMERICA, INC., a Florida corporation ("Corporation"), do hereby take the following action in lieu of a meeting this 1 day of July, 2014, Section 607.0821, Florida Statutes.

1. James Mathers is hereby elected as President, Secretary and Treasure or until his death or his successor is elected and qualified.


JAMES MATHERS

P 99000081385

11/07/2014 15:38 FAX 7274478830

Richard Gilkey

01/0003

Division of Corporations

Page 1 of 1

Florida Department of State
Division of Corporations
Electronic Filing Cover Sheet

Note: Please print this page and use it as a cover sheet. Type the fax audit number (shown below) on the top and bottom of all pages of the document.

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To:

Division of Corporations
Fax Number : (850) 617-6380

From:

Account Name : RICHARDS, GILKEY, FITE, SLAUGHTER, PRATESI & WARD, P.A.
Account Number : 075350000244
Phone : (727) 443-3281
Fax Number : (727) 447-8830

Enter the email address for this business entity to be used for future annual report mailings. Enter only one email address please.

Email Address: Cward@richardsgilkey.com

COR AMND/RESTATE/CORRECT OR O/D RESIGN
CUSTOMER ACQUISITION SPECIALISTS OF AMERICA, INC.

Certificate of Status	0
Certified Copy	0
Page Count	01
Estimated Charge	\$35.00

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TALLAHASSEE, FLORIDA

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26/82

11/6/2014

Exhibit A-18
Secretary of State

Provide evidence that the applicant is currently registered with the Ohio Secretary of the State.

- State of Ohio Certificate-2321981- Customer Acquisition Specialists of America, Inc.
Foreign Corporation License Doc#201423901182 / Effective Date 08/25/2014
- State of Ohio Certificate – 2398858 – North American Energy Advisory
Trade Name Registration Doc #201514801049 / Effective Date 05/28/2015
- State of Florida – Customer Acquisition Specialists of America, Inc.
Certificate of Good Standing – June 2015
Corporation Organized September 8, 1999 / Doc#P99000081385
- Customer Acquisition Specialists of America, Inc. – State of Florida Detail Data page
- North American Energy Advisory – State of Florida Data page & Fictitious Name Filing.

DATE
08/28/2014

DOCUMENT ID
201423901182

DESCRIPTION
FOREIGN LICENSE/FOR-PROFIT (FLF)

FILING
125.00

EXPED
0.00

PENALTY
0.00

CERT
0.00

COPY
0.00

Receipt

This is not a bill. Please do not remit payment.

CUSTOMER ACQUISITION SPECIALISTS OF AMERICA, INC.
ATTN: EVE WITTER, REG DIRECTOR
601 CLEVELAND ST, STE 320
CLEARWATER, FL 33755

**STATE OF OHIO
CERTIFICATE**

Ohio Secretary of State, Jon Husted
2321981

It is hereby certified that the Secretary of State of Ohio has custody of the business records for
CUSTOMER ACQUISITION SPECIALISTS OF AMERICA, INC.

and, that said business records show the filing and recording of:

Document(s)

FOREIGN LICENSE/FOR-PROFIT

Effective Date: 08/25/2014

Document No(s):

201423901182

Authorization to transact business in Ohio is hereby given, until surrender, expiration or cancellation of this license.



United States of America
State of Ohio
Office of the Secretary of State

Witness my hand and the seal of the
Secretary of State at Columbus, Ohio this
28th day of August, A.D. 2014.

Jon Husted
Ohio Secretary of State

28/82



DATE	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
06/04/2015	201514801049	TRADE NAME REGISTRATION (RNO)	50.00	0.00	0.00	0.00	0.00

Receipt

This is not a bill. Please do not remit payment.

CUSTOMER ACQUISITION SPECIALISTS OF AMERICA, INC.
1315 CLEVELAND STREET
CLEARWATER, OH 33755

**STATE OF OHIO
CERTIFICATE**

**Ohio Secretary of State, Jon Husted
2398858**

It is hereby certified that the Secretary of State of Ohio has custody of the business records for
NORTH AMERICAN ENERGY ADVISORY

and, that said business records show the filing and recording of:

Document(s)

TRADE NAME REGISTRATION

Effective Date: **05/28/2015**

Document No(s):

201514801049

Date of First Use: **03/02/2015**

Expiration Date: **05/28/2020**

CUSTOMER ACQUISITION SPECIALISTS OF AMERICA, INC.
1315 CLEVELAND STREET
CLEARWATER, FL 33755



United States of America
State of Ohio
Office of the Secretary of State

Witness my hand and the seal of the
Secretary of State at Columbus, Ohio this
4th day of June, A.D. 2015.

Jon Husted

Ohio Secretary of State



JON HUSTED
OHIO SECRETARY OF STATE

180 East Broad Street, Suite 103 (ground floor) • Columbus, Ohio 43215
Toll Free: (877) SOS-FILE (767-3453) Central Ohio: (614) 466-3910
www.OhioSecretaryofState.gov • busserv@OhioSecretaryofState.gov

Invoice No: 3000146424

Invoice Date: 05/28/2015 02:05:02 PM

Billing Information:

CUSTOMER ACQUISITION SPECIALISTS OF AMERICA, INC.
1315 CLEVELAND STREET
CLEARWATER, OH 33755

Filing Name	Document Id	Charter Number	Business Name	Amount
Trade Name Registration	201514801049	2398858	NORTH AMERICAN ENERGY ADVISORY	\$50.00

Payment Type: Credit Card Payment

Invoice Total: \$50.00

30/82

State of Florida

Department of State

I certify from the records of this office that CUSTOMER ACQUISITION SPECIALISTS OF AMERICA, INC. is a corporation organized under the laws of the State of Florida, filed on September 8, 1999.

The document number of this corporation is P99000081385.

I further certify that said corporation has paid all fees due this office through December 31, 2015, that its most recent annual report/uniform business report was filed on March 18, 2015, and that its status is active.

I further certify that said corporation has not filed Articles of Dissolution.

*Given under my hand and the
Great Seal of the State of Florida
at Tallahassee, the Capital, this
the Nineteenth day of June, 2015*



Ken Detzner
Secretary of State

Tracking Number: CU6529597908

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<https://services.sunbiz.org/Filings/CertificateOfStatus/CertificateAuthentication>

FLORIDA DEPARTMENT OF STATE
DIVISION OF CORPORATIONS**Detail by Entity Name****Florida Profit Corporation**

CUSTOMER ACQUISITION SPECIALISTS OF AMERICA, INC.

Filing Information

Document Number	P99000081385
FEI/EIN Number	593600275
Date Filed	09/08/1999
State	FL
Status	ACTIVE
Last Event	REINSTATEMENT
Event Date Filed	03/02/2001

Principal Address1315 CLEVELAND STREET
CLEARWATER, FL 33755

Changed: 03/18/2015

Mailing AddressP.O. BOX 2574
CLEARWATER, FL 33757

Changed: 03/18/2015

Registered Agent Name & AddressWARD, R. CARLTON
1253 PARK ST.
CLEARWATER, FL 33756

Address Changed: 03/02/2001

Officer/Director Detail**Name & Address**

Title .PRES, Secretary, President

MATHERS, JIM
8 EVONAIRE CIRCLE
CLEARWATER, FL 33756**Annual Reports**

32/82

Report Year	Filed Date
2013	03/27/2013
2014	03/31/2014
2015	03/18/2015

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<u>03/02/2001 -- REINSTATEMENT</u>	View image in PDF format
<u>09/08/1999 -- Domestic Profit</u>	View image in PDF format

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State of Florida, Department of State

33/82

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Fictitious Name Detail					
<u>Fictitious Name</u>					
NORTH AMERICAN ENERGY ADVISORY					
<u>Filing Information</u>					
Registration Number G14000127446					
Status ACTIVE					
Filed Date 12/18/2014					
Expiration Date 12/31/2019					
Current Owners 1					
County MULTIPLE					
Total Pages 1					
Events Filed NONE					
FEI/EIN Number NONE					
<u>Mailing Address</u>					
8 EVONAIRE CIRCLE BELLEAIR, FL 33756					
<u>Owner Information</u>					
CUSTOMER AQUISITION SPECIALISTS OF AMERICA, INC. 8 EVONAIRE CIRCLE BELLEAIR, FL 33756 FEI/EIN Number: 59-3800275 Document Number: P99000081385					
<u>Document Images</u>					
12/18/2014 -- Fictitious Name Filing <div>View image in PDF format</div>					
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34/82

APPLICATION FOR REGISTRATION OF FICTITIOUS NAME

REGISTRATION# G14000127446

Fictitious Name to be Registered: NORTH AMERICAN ENERGY ADVISORY

Mailing Address of Business: 8 EVONAIRE CIRCLE
BELLEAIR, FL 33756

Florida County of Principal Place of Business: MULTIPLE

FEI Number:

FILED
Dec 18, 2014
Secretary of State

Owner(s) of Fictitious Name:

CUSTOMER AQUISITION SPECIALISTS OF AMERICA, INC.
8 EVONAIRE CIRCLE
BELLEAIR, FL 33756 US
Florida Document Number: P99000081385
FEI Number: 59-3600275

I the undersigned, being an owner in the above fictitious name, certify that the information indicated on this form is true and accurate. I further certify that the fictitious name to be registered has been advertised at least once in a newspaper as defined in Chapter 50, Florida Statutes, in the county where the principal place of business is located. I understand that the electronic signature below shall have the same legal effect as if made under oath and I am aware that false information submitted in a document to the Department of State constitutes a third degree felony as provided for in s. 817.155, Florida Statutes.

ALBERT MATHERS

12/18/2014

Electronic Signature(s)

Date

Certificate of Status Requested ()

Certified Copy Requested ()

35/82

SECTION B

**APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE
PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS
INDICATED**

Exhibit B-1
Jurisdictions of Operation

Provide a current list of all jurisdictions in which the applicant or any affiliated interest of the applicant is, at the date of filing the application, certified, licensed, registered, or otherwise authorized to provide retail natural gas service, or retail/wholesale electric services.

37/82

Customer Acquisition Specialists of America, Inc.
d.b.a. North American Energy Advisory

CUSTOMER ACQUISITION SPECIALIST OF AMERICA INC / NORTH AMERICAN ENERGY ADVISORY

STATE	SECRETARY OF STATE REGISTRATION	DATE	BROKER LICENSE/REGISTRATION	LICENSE/REGISTRATION NUMBER	EFFECTIVE DATE
FLORIDA	P9900001385	09.08.1999	TELEMARKETER LICENSE	TC-2957	09.22.14
CONNECTICUT	BUSINESS ID# 115493 CERTIF OF AUTH #2014-204138-001 / Filing ID 5185961	10.24.2014	BROKER LICENSE not required	X	
DELAWARE	FILE #5570634 ON 09.12.14 REQUEST #141166367 AUTHENTICATION # 1694477	09.12.14	ELECTRIC SUPPLIER CERTIFICATE	PSC Docket # 14-0241 - Order # 8674	12.04.14
DISTRICT of COLUMBIA - Elec	FILE # C00004984163	06.27.14		PENDING Case# EA 2014-16	
DISTRICT of COLUMBIA - Gas	" " "	"		PENDING Case# EA 2014-16	
ILLINOIS	FILE # 6974-858-9	09.17.2014	ENERGY BROKER CONSULTANT LICENSE	14-0462	10.07.14
MAINE - Elec	FILE# 20150076 F / DCN 2142122300031	07.31.14	ELECTRIC BROKER LICENSE	2014-00226	08.14.14
MAINE - Gas	" " "	"	GAS LICENSE not required - REGISTERED WITH STATE	99-334	08.14.14
MARYLAND - Elec	R 9171975	10.10.14	ELECTRIC BROKER LICENSE	IR-33-65	12.03.14
MARYLAND - Gas	" " "	"	NATURAL GAS BROKER LICENSE	IR-33-66	12.03.14
MASSACHUSETTS - Elec	CERTIFICATE # 14109704410	10.02.14	ELECTRIC BROKER LICENSE	EB-308	02.19.15
MASSACHUSETTS - Gas	" " "	"	NATURAL GAS BROKER LICENSE	RA-124	11.13.14
MICHIGAN	60741-J (19861498-1)	09.26.14	BROKER LICENSE not required	X	
NEW HAMPSHIRE - Elec	Registration # not provided	09.19.14	ELECTRIC BROKER LICENSE	DM 14-192	10.06.14
NEW HAMPSHIRE - Gas	Registration # not provided	"	NATURAL GAS BROKER LICENSE	DM 14-193	10.06.14
NEW JERSEY - Elec	100982853	08.03.07	STATE ENERGY CONSULTING LICENSE	EC-0099	02.11.15
NEW JERSEY - Gas	" " "	"	STATE ENERGY AGENT LICENSE	EA-0313	02.11.15
NEW YORK	DOS ID# 4616830	08.05.14	TELEMARKETER LICENSE	Control #693764 / 14273-17	09.22.14
OHIO-Elec	CASA Certf Lic ID 2321981 /DOC # 201423901182	08.25.14	ELECTRIC BROKER LICENSE	PENDING	
OHIO-Gas	Trade Name Reg Effec 05.28.2015 ID# 2398858 Doc#201514801049 First use 03.02.15 Exp 05/28/2020	"	NATURAL GAS BROKER LICENSE	PENDING	
PENNSYLVANIA-Elec	BUSINESS ENTITY # 3896886	07.30.09	ELECTRIC BROKER LICENSE	A-2009-2132064/Renewal 001848	01.14.10
PENNSYLVANIA -Gas	" " "	"	NATURAL GAS BROKER LICENSE	PENDING	
RHODE ISLAND - Elec	CERTIFICATION # 14100081360	07.17.14	ELECTRIC BROKER LICENSE	D 96-6 (Y6)	10.03.14
RHODE ISLAND - Gas	" " "	"	NATURAL GAS BROKER LICENSE	D 2379 (J3)	11.14.14
TEXAS	FILE # 802081632	10.08.14	BROKER LICENSE not required	X	

Exhibit B-2

Experience & Plans

Provide a current description of the applicant's experience and plan for contracting with customers, providing contracted services, providing billing statements, and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4929.22 of the Revised Code and contained in Chapter 4901:1-29 of the Ohio Administrative Code.

CUSTOMER ACQUISITION SPECIALISTS OF AMERICA, INC., ("CASA") established in 2001 and in conjunction with its then sister company Consumer Energy Solutions, Inc., has a successful 14 year track record in the industry as an agent for Supplies and as a Broker/Marketer licensed in and serving the Energy Supplier Markets in Pennsylvania, Maryland, Maine, New Hampshire, Rhode Island, New Jersey, Massachusetts, Connecticut, Ohio, Illinois and Texas.

Neither CASA, nor any of its affiliated interests have been denied approval by a Stat Commission to sell electricity to Retail Electric Consumers or has had its authority revoked in the Gas and Electric markets it serves.

Customer Acquisition Specialists of America, Inc. has established the successful patterns necessary in the industry to monitor and control the entire business life cycle and the quality of its outreach to fulfill its duties in servicing the Suppliers and in keeping with the industry's Stat Regulatory Rules and important issues in the following ways:

1. CASA maintains a Customer Service Department dedicated to quickly resolve any customer questions or complaints that may occur with its own dedicated call lines and customer service representatives.
2. Company disciplinary procedures and implementation of those procedures are also keyed to the industry and designed from the view of complete professionalism on the part of every company employee.
3. CASA's operating procedures comply to regulations through recorded calls, and through routine and daily call monitoring from its Quality Control Department, in maintaining an assurance of Supplier related and industry standards in its marketing activities.
4. In addition to the above, CASA has used a third party verification company to verify all its offers and acceptances of offers from the customer who wish to take advantage of the energy programs they are informed of. The verification service employs recorded verification procedures which are then proved to CASA for its obligations in record keeping management of all marketing calls.
5. CASA maintains an advanced IT Department to enable it to effectively reach, monitor and maintain its internal record keeping obligations, as well as customer designed programs to monitor and track all aspects of the business life cycle involved.
6. Lastly CASA retains a dedicated Corporate Regulatory Assistant, who in liaison with the company Attorney, monitors, tracks and keeps its licensing and other obligations as an industry supplier current in each of the states it operates in, as well as assists and coordinated with company Executives and Managers regarding the internal procedures to track and ensure correct handling of marketing related regulations and rules applicable to such items as Do Not Call lists, Slamming prohibitions and any other items related to regulations and offers, as the various individual programs offers from suppliers are implemented and presented to the consumer.

Exhibit B-3
Summary of Experience

Provide a concise and current summary of the applicant's experience in providing the service(s) for which it is seeking to be certified to provide (e.g., number and types of customers served, utility service areas, volume of gas supplied, etc.).

Customer Acquisition Specialists of America Inc., dba North American Energy Advisory is an Energy Broker/Marketer, therefore does not provide aggregation services.

40/82

Customer Acquisition Specialists of America, Inc.
d.b.a. North American Energy Advisory

Exhibit B-4
Disclosure of Liabilities and Investigations

Provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocations of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational status or ability to provide the services it is seeking to be certified to provide.

There are no existing, pending or past rulings, judgments, contingent liabilities, revocations, of authority, regulatory investigations or any other matter that could adversely impact the applicant, Customer Acquisition Specialists of America, Inc., financial or operational status or ability to provide the services it is seeking to be certified to provide.

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Exhibit B-5
Disclosure of Consumer Protection Violations

Disclose whether the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant has been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years.

X No ☐ Yes

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Customer Acquisition Specialists of America, Inc.
d.b.a. North American Energy Advisory

Exhibit B-6

Disclosure of Certification Denial, Curtailment, Suspension, or Revocation

Disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail natural gas or retail/wholesale electric service denied, curtailed, suspended, or revoked, or whether the applicant or predecessor has been terminated from any of Ohio's Natural Gas Choice programs, or been in default for failure to deliver natural gas.

X No ☐ Yes

SECTION C

**APPLICANT FINANCIAL CAPABILITY AND EXPERIENCE
PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND
LABEL AS INDICATED**

Exhibit C-1
Annual Reports

Provide the two most recent Annual Reports to Shareholders. If applicant does not have annual reports, the applicant should provide similar information, labeled as Exhibit C-1, or indicate that Exhibit C-1 is not applicable and why.

**CUSTOMER ACQUISITION SPECIALISTS OF AMERICA, INC.
d.b.a., NORTH AMERICAN ENERGY ADVISORY**

Exhibit C-1

Annual reports to shareholders

Not applicable - the company is privately held

Exhibit C-2
SEC Filings

Provide the most recent 10-K/8-K Filings with the SEC. If applicant does not have such filings, it may submit those of its parent company. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 whether the applicant is not required to file with the SEC and why.

**CUSTOMER ACQUISITION SPECIALISTS OF AMERICA, INC.
d.b.a., NORTH AMERICAN ENERGY ADVISORY**

Exhibit C-2

10-K/8-K filings

Not applicable - the company is privately held

Exhibit C-3
Financial Statements

Provide copies of the applicant's two most recent years of audited financial statements (balance sheet, income statement, and cash flow statement). If audited financial statements are not available, provide officer-certified financial statements. If the applicant has not been in business long enough to satisfy this requirement, it shall file audited or officer-certified financial statements covering the life of the business.

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Customer Acquisition Specialists of America, Inc.
d.b.a. North American Energy Advisory

**CUSTOMER ACQUISITION SPECIALISTS OF AMERICA, INC.
d.b.a., NORTH AMERICAN ENERGY ADVISORY**

Exhibit C-3

FINANCIAL STATEMENTS

And

ACCOUNTANT'S COMPILATION REPORT

Year ended October 31, 2014

Year ended October 31, 2013

**CUSTOMER ACQUISITION SPECIALISTS OF AMERICA, INC.
d.b.a., NORTH AMERICAN ENERGY ADVISORY**

FINANCIAL STATEMENTS

And

ACCOUNTANT'S COMPILATION REPORT

Year ended October 31, 2013

Henson & Company, CPA's, Inc.
2045 Huntington Drive, Suite B
South Pasadena, CA 91030

Accountant's Compilation Report

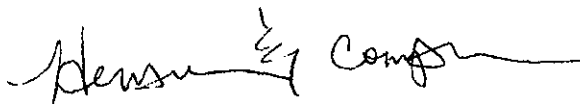
To the Board of Directors
Consumer Energy Solutions, Inc.

We have compiled the accompanying financial statements of Customer Acquisition Specialists of America, Inc (a Florida corporation), as of October 31, 2013 in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants.

A compilation is limited to presenting in the form of financial statements, information that is the representation of the Company's management. We have not audited the accompanying financial statements and accordingly do not express an opinion or any other form of assurance on them.

Management has elected to omit substantially all of the disclosures and the statement of cash flows required by generally accepted accounting principles in the United States. If the omitted disclosures were included in the financial statement they might influence the user's conclusions about the companies' financial position, changes in member's equity and cash flows.

Accordingly, these financial statements are not designed for those who are not informed about such matters.

A handwritten signature in black ink that reads "Henson & Company". The signature is stylized and cursive.

South Pasadena, California
May 28, 2015

CUSTOMER ACQUISITION SPECIALISTS OF AMERICA, INC.

BALANCE SHEET

October 31, 2013

ASSETS

Cash	\$ 2,658
Accounts receivable	142,877
Loans to shareholders	<u>4,033,794</u>
Total current assets	<u>4,179,330</u>
Total assets	<u>\$ 4,179,330</u>

LIABILITIES AND SHAREHOLDERS' EQUITY

Current liabilities:	
Deferred revenue	\$ 3,864,896
Revolving line of credit	<u>294,493</u>
Total current liabilities	4,159,389
Shareholders' equity:	
Common stock, no par value, 1,000 shares authorized, issued, and outstanding	1,000
Accumulated deficit	<u>18,941</u>
Total shareholders' equity	<u>19,941</u>
Total liabilities and shareholders' equity	<u>\$ 4,179,330</u>

See accountant's compilation report

CUSTOMER ACQUISITION SPECIALISTS OF AMERICA, INC.
STATEMENT OF INCOME AND RETAINED EARNINGS
October 31, 2013

Revenues:

Sales	\$ 6,170,817
Cost of sales – Sub-contracted staffing service	<u>4,756,815</u>
Gross profit	1,414,002

Operating expenses:

Accounting fees	64,900
Bank charges	6,828
Interest	31,930
Legal and professional fees	272,014
Office expenses	6,269
Taxes and license, net	150
Officer compensation	<u>111,708</u>
Total operating expenses	<u>493,799</u>
Operating income	920,203
Interest income	<u>105,910</u>
Net income	1,026,113
Shareholder distributions	(1,007,172)
Retained earnings – beginning of year	<u>-</u>
Retained earnings – end of year	<u>\$ 18,941</u>

See accountant's compilation report

**CUSTOMER ACQUISITION SPECIALISTS OF AMERICA, INC.
d.b.a., NORTH AMERICAN ENERGY ADVISORY**

FINANCIAL STATEMENTS

And

ACCOUNTANT'S COMPILATION REPORT

Year ended October 31, 2014

Henson & Company, CPA's, Inc.
2045 Huntington Drive, Suite B
South Pasadena, CA 91030

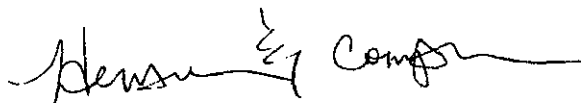
Accountant's compilation report

To the Board of Directors
Consumer Energy Solutions, Inc.

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A handwritten signature in black ink that reads "Henson & Company". The signature is stylized with a large, sweeping "H" and a cursive "Company".

South Pasadena, California
May 28, 2015

CUSTOMER ACQUISITION SPECIALISTS OF AMERICA, INC.
BALANCE SHEET
October 31, 2014

ASSETS

Cash	\$ 2,658
Accounts receivable	142,877
Loans to shareholders	<u>4,033,794</u>
Total current assets	<u>4,179,330</u>
Total assets	<u>\$ 4,179,330</u>

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Deferred revenue	\$ 3,864,896
Revolving line of credit	<u>294,493</u>
Total current liabilities	4,159,389
Shareholders' equity:	
Common stock, no par value, 1,000 shares authorized, issued, and outstanding	1,000
Accumulated deficit	<u>18,941</u>
Total shareholders' equity	<u>19,941</u>
Total liabilities and shareholders' equity	<u>\$ 4,179,330</u>

See accountant's compilation report

CUSTOMER ACQUISITION SPECIALISTS OF AMERICA, INC.
STATEMENT OF INCOME AND RETAINED EARNINGS
October 31, 2014

Revenues:

Sales \$ 5,554,065

Cost of sales 3,705,801

Gross profit 1,848,264

Operating expenses:

Accounting fees 612,648

Office salaries 3,210

Bank charges 15,908

Interest 14,595

Legal and professional fees 45,035

Office expenses 26,648

Taxes and license, net 73,770

Officer compensation 791,814

Total operating expenses 791,814

Operating income 1,056,450

Interest income 60,058

Net income 1,116,508

Shareholder distributions (1,116,508)

Retained earnings – beginning of year -

Retained earnings – end of year \$ -

See accountant's compilation report

Exhibit C-4
Financial Arrangements

Provide copies of the applicant's current financial arrangements to conduct competitive retail natural gas service (CRNGS) as a business activity (e.g., guarantees, bank commitments, contractual arrangements, credit agreements, etc.)

Exhibit C-5
Forecasted Financial Statements

Provide two years of forecasted financial statements (balance sheet, income statement, and cash flow statement) for the applicant's CRNGS operation, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer. (CRNGS Broker/Aggregator -Version 1.07) Page 5 of 7 (CRNGS Broker/Aggregator -Version 1.07) Page 6 of 7

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**CUSTOMER ACQUISITION SPECIALISTS OF AMERICA, INC.
d.b.a., NORTH AMERICAN ENERGY ADVISORY**

Exhibit C-5

Forecasted financial statements

**Customer Acquisition Specialists of America, Inc. dba North American
Energy Advisory
C-5 Forecasted Financial Statements**

Ohio Electric Sales

	2015	2016
Total Revenues	\$ 225,000	\$ 275,000
Operating Expenses	\$ 115,000	\$ 130,000
Net Income	\$ 110,000	\$ 144,000

Should you have any questions or comments, please contact me at the number below.

Prepared by:
Stephen Henson, CPA
Henson & Company, CPA's

2045 Huntington Drive, Suite B
South Pasadena, CA 91030
(626) 403.4410

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Customer Acquisition Specialists of America, Inc.
C-5 Forecasted Financial Statements

Exhibit C-5 provides two years of forecasted income for the applicant's CRNGS operation, along with the contact information of the preparer.

Ohio Gas Sales

	2015	2016
Total Revenues	\$ 85,000	\$ 108,000
Operating Expenses	\$ 52,570	\$ 68,000
Net Income	\$ 32,430	\$ 40,000

Should you have any questions or comments, please contact me at the number below.

Prepared by:
Stephen Henson, CPA
Henson & Company, CPA's

2045 Huntington Drive, Suite B
South Pasadena, CA 91030
(626) 403.4410

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Exhibit C-6
Credit Rating

Provide a statement disclosing the applicant's current credit rating as reported by two of the following organizations: Duff & Phelps, Dun and Bradstreet Information Services, Fitch IBCA, Moody's Investors Service, Standard & Poors, or a similar organization. In instances where an applicant does not have its own credit ratings, it may substitute the credit ratings of a parent or affiliate organization, provided the applicant submits a statement signed by a principal officer of the applicant's parent or affiliate organization that guarantees the obligations of the applicant.

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**CUSTOMER ACQUISITION SPECIALISTS OF AMERICA, INC.
d.b.a., NORTH AMERICAN ENERGY ADVISORY**

Exhibit C-6

Credit rating

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Exhibit C-6
Credit Rating

Provide a statement disclosing the applicant's current credit rating as reported by two of the following organizations: Duff & Phelps, Dun and Bradstreet Information Services, Fitch IBCA, Moody's Investors Service, Standard & Poors, or a similar organization. In instances where an applicant does not have its own credit ratings, it may substitute the credit ratings of a parent or affiliate organization, provided the applicant submits a statement signed by a principal officer of the applicant's parent or affiliate organization that guarantees the obligations of the applicant.

Not applicable - the company is privately held that provides Brokerage Services without taking title to the natural gas and/or electricity

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Customer Acquisition Specialists of America, Inc.
d.b.a. North American Energy Advisory

**CUSTOMER ACQUISITION SPECIALISTS OF AMERICA, INC.
d.b.a., NORTH AMERICAN ENERGY ADVISORY**

Exhibit C-7

Credit report

67/82

Exhibit C-7
Credit Report

Provide a copy of the applicant's current credit report from Experian, Dun and Bradstreet, or a similar organization.

Not applicable - the company is privately held that provides Brokerage Services without taking title to the natural gas and/or electricity

68/82

Exhibit C-8
Bankruptcy Information

Provide a list and description of any reorganizations, protection from creditors, or any other form of bankruptcy filings made by the applicant, a parent or affiliate organization that guarantees the obligations of the applicant or any officer of the applicant in the current year or since applicant last filed for certification.

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**CUSTOMER ACQUISITION SPECIALISTS OF AMERICA, INC.
d.b.a., NORTH AMERICAN ENERGY ADVISORY**

Exhibit C-8

Bankruptcy information

Not applicable - the company has never gone bankrupt

70/82

Exhibit C-9
Merger Information

Provide a statement describing any dissolution or merger or acquisition of the applicant since applicant last filed for certification.

There has been no dissolution or merger or acquisition of the applicant, Customer Acquisition Specialists of America, Inc., /North American Energy Advisory, since the applicant last filed for certification.

**CUSTOMER ACQUISITION SPECIALISTS OF AMERICA, INC.
d.b.a., NORTH AMERICAN ENERGY ADVISORY**

Exhibit C-9

Merger information

Not applicable - the company there has never been a merger or dissolution of the applicant

SECTION D

APPLICANT TECHNICAL CAPABILITY PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

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Customer Acquisition Specialists of America, Inc.
d.b.a. North American Energy Advisory

Exhibit D-1
Operations

Provide a current written description of the operational nature of the applicant's business functions.

We market to prospective energy supply customers by telephone. We contact the prospect, acquire account information, and gather pricing from multiple energy providers to present to customers.

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Customer Acquisition Specialists of America, Inc.
d.b.a. North American Energy Advisory

Exhibit D-2
Operations Expertise

Given the operational nature of the applicant's business, provide evidence of the applicant's current experience and technical expertise in performing such operations.

We have a collective experience of over 100 years providing energy procurement services for prospective clients. We have been channel partners to many of the major energy providers for more than 10 years. We are well versed in supplier contract language, state regulatory statutes and PUC/ ISO switching rules.

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Exhibit D-3
Key Technical Personnel

Provide the names, titles, email addresses, telephone numbers, and background of key personnel involved in the operational aspects of the applicant's current business.

Albert James Mathers, CEO/President (Director)

1315 Cleveland Street
Clearwater, Florida 33755
(727) 692-8871

FuMei Mathers, CFO -Chief Financial Officer (Director)

1315 Cleveland Street
Clearwater, Florida 33755
(727) 643-5398

EXECUTIVE STAFF

**1315 Cleveland Street
Clearwater, Florida 33755
800-920-4631**

Mark Hoover -Sr. Vice President of Operations

Mark@NAEA.TODAY
800-608-4043 / 727-278-6955

**Matt Helland - Sr. Vice President of Customer &
Client Relations**

Matt@NAEA.TODAY
855-396-8870
727-219-0988

**Jeannie Mastorides - Sr. Vice President of
Administration**

Legal & Regulatory Director
Jeannie@NAEA.TODAY
727-865-4165
727-278-9020

TJ Leesley - Chief Marketing Officer

TJ@NAEA.TODAY
727-369-9860

Colin Murphy - Chief Technology Officer

Colin@NAEA.TODAY
727-369-9859

Ray Franklin – Sr. Commodity Analyst

Ray@NAEA.TODAY
727-400-3170

Chris Griffin – Sr. Energy Analyst

Chris@NAEA.TODAY
844-211-6745

Ollie Baldwin – VP of Quality Control

Ollie@NAEA.TODAY
727-369-9861

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Jim Mathers

Founder and CEO



After receiving his Nuclear Engineering degree from the U.S. Naval Academy in 1983, Jim served as a Nuclear Engineering Officer aboard U.S. fast attack submarines until 1988. He was licensed as a Professional Engineer in the state of Maryland in 1989. Jim worked for Booz-Allen as a Nuclear Engineering Consultant and then the US Government Naval Sea Systems Command managing the US Navy's Trident Submarine new construction program until the end of 1990.

Jim Co-Founded CASA, Inc & Consumer Energy Solutions, Inc (CES) in 1999 and helped build one of the most respected and successful energy consulting companies with over two hundred thousand commercial energy customers across the United States and Canada. On July 1, 2014, Jim acquired sole ownership of CASA, Inc. Today, CASA, d.b.a. North American Energy Advisory (NAEA), and its team of outstanding commercial energy consultants are known as one of the top energy-consulting firms in North America. NAEA's Retail Energy Suppliers include Direct Energy, Constellation New Energy, Suez Energy, Liberty Power, Hudson Energy and other fortune 500 retail energy corporations.

Jim has utilized his experience in energy efficiency, alternative energy choices, energy portfolio management, manufacturing, government, leadership, customer service and mechanical engineering to create a team of professional energy consultants who understand the unique needs of commercial, industrial and governmental energy customers, and who provide our customers with the exact information needed to give them control over their energy usage and costs.

For the past several years, Jim has been invited to speak internationally on the subjects of business management, leadership and sales motivation to groups as large as two thousand attendees in Russia, Taiwan, Ukraine, New Zealand, United Kingdom, South America, South Africa and the USA.

You can contact Jim directly via email: Jim@KnowledgeIsPower.Today

Jim Mathers



After receiving his Nuclear Engineering degree from the U.S. Naval Academy in 1983, Jim served as a Nuclear Engineering Officer aboard U.S. fast attack submarines until 1988. He was licensed as a Professional Engineer in the state of Maryland in 1989. Jim worked for Booz-Allen as a Nuclear Engineering Consultant and then the US Government Naval Sea Systems Command managing the US Navy's Trident Submarine new construction program until the end of 1990.

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You can contact Jim directly via email: Jim@KnowledgeIsPower.Today

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Mark Hoover – Senior Vice President of Operations

Mark is the Operations executive of Customer Acquisition Specialist of America, Inc., / NAEA in charge of developing and maintaining successful energy management strategies for large commercial organizations. Mark has over 30 years of marketing and management experience to include developing the organizational team in 2004 that has transformed into the North American Energy Advisory. His primary responsibilities include maintaining NAEA's existing clientele through continued development of our staff utilizing his extensive industry knowledge and experience.

Over the past decade Mark developed successful strategies for clients based on client needs, market conditions and competitive opportunities. He has also developed multiple pricing and product strategies for numerous Energy Service Companies that NAEA works with. He has a Bachelor's degree in Business Administration with over 20 years experience in marketing and consulting with various financial institutions prior to joining NAEA.

"I am extremely excited about the future of the North American Energy Advisory. The US and global energy dynamic is constantly changing. With today's economic and political challenges facing commercial institutions it is vital that we remain on the cutting edge of this highly volatile industry, to continue to successfully assist our clients make informed decisions regarding energy management."



Matt Helland – Senior Vice President of Client Relations

Matt is the Client Relations executive of Customer Acquisition Specialists of America Inc., / NAEA focused on providing advice and guidance to large commercial organizations. Matt is a sales executive with 16 years of consulting and management experience in the field of energy deregulation and risk assessment. Matt's primary responsibilities include utilizing his leadership, industry knowledge and unique set of skills to excel at client acquisition and retention. Matt's innovative ideas and result-oriented approach help him in the successful recruitment and development of others who excel in the Energy Advisory industry.

Prior to becoming part of the North American Energy Advisory team, Matt's experience includes working for various financial institutions such as Equifax and Republic Bank and holding various responsibilities within the United Way. Matt track record of networking with clients, prospects and previous associates provides a caliber of leadership that inspires others.

"Our goal is to balance our client's desire for short-term savings, with their need to manage risk long term. Our 'customer first' approach has allowed us to build mutually beneficial, long-term relationships with our clients."

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TJ Leesley – COO

TJ is the Chief Operating Officer of Customer Acquisition Specialists of America Inc., / NAEA.

TJ turned professional as a golfer in 1995. From there he played competitively until 2007.

After his professional golfing career, TJ began brokering electricity and natural gas for CASA / CES in late 2007. As an energy consultant, he became the top prospector for new business within the first year. From there TJ was promoted to a Sr. Energy Consultant for the Large Commercial division.

In 2010, TJ Co-Founded Workware LLC. There he helped build, expand and managing the IT and marketing services for many multi-million dollar corporations.

In 2013, TJ Co-Founded EnergyLink LLC putting him back into the energy consulting industry. From there he helped establish one of the fastest growing bi-lingual energy firms in the Dominican Republic.

“There are some very exciting things happening in the energy sector and I look forward to helping CASA continue as one of the top energy consulting firms in the United States.”



James Colin Murphy – CTO

As the Chief Technology Officer of Customer Acquisition Specialists of America, Inc., /NAEA, Colin Murphy has worked in the Energy and Private Equity industry for the past 13 years. During that time he has specialized in building scalable infrastructures that meet the security and availability requirements of the respective industry.

Colin has developed solutions while partnering with the top technology leaders in the virtualization, telecommunications, data storage, and security sectors. These systems have supported thousands of employees within multiple interconnected organizations.

The past 5 years he has been focused on creating solutions specific to the energy industry. Leaving behind the traditional data center infrastructure he has created systems that are accessible regardless of geographical location that maintain a consistent user experience.

In 2010, Colin Co-Founded Workware LLC. He helped to build and expand that IT Company, managing the IT services for many multi-million dollar corporations.

In 2013, Colin Co-Founded EnergyLink LLC putting him back into the energy industry. From there he helped establish one of the fastest growing bi-lingual energy firms in the Dominican Republic.



Chris Griffin – Senior Energy Analyst

Chris started in the mortgage industry in 2001 with the Home Saving Mortgage Corporation. He became the top producing loan officer from 2003-2007 by actively communicating with clients to assess their financial goals and custom tailoring various options to meet those objectives. After educating the customer on the options available they determined what vehicle would work best to get them to their financial destination.

In 2008 Christopher Left Home Savings and found Consumer Energy Solutions. He carried over the philosophies of open communication with customers in order strike the balance between a client's desires for short term savings with long term stability. He found himself as CES's top consultant and was promoted to the Large Commercial/Industrial Division in 2011 and was awarded CES's Top Consultant of the Year award from 2011-2013.

In June of 2014 Christopher Griffin was invited by CASA inc. to help establish the North American Energy Advisory as the Senior Advisor. Chris's industry knowledge and dedication help him to successfully counsel clients, and assist them with their energy strategy.



Ray Franklin – Senior Commodity Analyst

Ray has over 30 years of experience as a commodities analyst and trader. He joined the North America Energy Advisory (a CASA Inc company) in 2005 with the primary responsibilities of analyzing markets, developing hedging strategies, and writing insightful reports for our industry.

Prior to joining North American Energy Advisory, Ray managed the Veterinary Diagnostic Laboratory & Department of Preventive Medicine at Cornell University, worked as an Account Executive with EF Hutton and served as a Principle of a Commodity firm.

He has a Bachelor's degree in Medical Computer Science from Downstate Medical Center and an MBA in Finance from Cornell University. Ray's goal is to utilize his diverse business and trading experience to help clients develop hedging strategies suitable for their business.

"I am looking forward to providing North America Energy Advisory the necessary interactive models so clients can make honest, unbiased and informed energy decisions. Given we are entering a period of great volatility in the natural gas and electricity markets, having appropriate safeguards in place is a vital necessity for our customer's economic health."

82/82