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# **license**logi**x**

17-0064-6A-AGG

January 6, 2017

Public Utilities Commission of Ohio Docketing Division 180 East Broad St. Columbus, OH 43215

Re: National Utilities Refund, LLC dba National Energy Initial Certification Filing Instructions Competitive Retail Natural Gas Brokers/Aggregators

To Whom It May Concern:

Enclosed please find an Initial Certification Filing Instructions Competitive Retail Natural Gas Brokers/Aggregators for our client, National Utilities Refund, LLC dba National Energy. Once the application has been processed, please forward evidence of approval to the mailing address on the application. If there is any issue, or if you require any further information, please do not hesitate to contact us.

Thank you, LicenseLogix 140 Grand Street, Suite 300 White Plains, NY 10601 service@licenselogix.

ORIGINAL



PUCO USE ONLY - Version 1.08 May 2016					
Date Received	Case Number	Certification Number			
17-0064	- GA-AGG				

# INITIAL 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-15 - 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 inte	nds to be certified	as: (check all that	t apply)			
	Retail Natur	al Gas Aggregator	✓ Retail Natural	Gas Bro	oker		
A-2	Applicant info	rmation:					
	Legal Name	National Utilities Refu	nd LLC				
	Address	PO BOX 332, Fogelsv	rille PA 18051				
	Telephone No.	800.687.1968		Web site	Address	vince(	@nationalutilityItd.com
A-3	Applicant info	rmation under wl	nich applicant will	do busii	ness in C	)hio:	
	Name	National Energy					
	Address	PO BOX 332, Fogels	ville PA 18051				
	Web site Address	www.nationalenergy.	us	Telephoi	ne No.	800.6	87.1968
A-4	List all names	under which the a	applicant does busi	ness in ]	North A	merio	ea:
	National Energy						
	National-wireless.n	et					
A-5	Contact perso	n for regulatory o	r emergency matte	rs:			
	Name Vince [	DiMaio		Title	Presiden	t	
	Business Address	6216 Vista Terrace O	refield, PA 18069				
	Telephone No. 80	0.687.1968	Fax No. 800.687.1968	;	Email Ad	ldress	vince@nationutilityltd.com

A-6	Contact person for Commission Staff use in inv	estigating customer complaints:
	Name Vince DiMaio	Title President
	Business address 6216 Vista Terrace, Orefield, PA 18069	
	Telephone No. 800.687.1968 Fax No. 800.687.19	Email Address vince@nationalutilityltd.com
A-7	Applicant's address and toll-free number for cu	stomer service and complaints
	Customer service address 6216 Vista Terrace, Orefield, P	A 18069
	Toll-Free Telephone No. 800.687.1968 Fax No. 800	0.687.1968 Email Address vince@nationalutilityltd.com
A-8	_ ·	," in accordance with Section 4929.22 of the Ohio ess, telephone number, and Web site address of the
	Name Corporate Creations Network Inc	Title
	Business address 119 E. Court Street, Cincinnati, OH 4	5202
	Telephone No. 513-268-0326 Fax No. 561-694-1639	Email Address contactus@corpcreations.com
A-9	Applicant's federal employer identification num	ber 45-3825531
A-10	Applicant's form of ownership: (Check one)	
	Sole Proprietorship	Partnership
	Limited Liability Partnership (LLP)	✓ Limited Liability Company (LLC)
	Corporation	Other
A-11	currently providing service or intends to provid class that the applicant is currently serving o commercial, and/or large commercial/industrial	as company service area in which the applicant is e service, including identification of each customer intends to serve, for example: residential, small (mercantile) customers. (A mercantile customer, as defined a customer that consumes other than for residential use, more

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.)

✓ Vectren Energy Delive		Commercial   Large Commercial / Indus
rograms, for each servi	ice area and customer class, pr	oated in any of Ohio's Natural Gas ovide approximate start date(s) and
	t began delivering and/or endec	l services.
Columbia Gas of Ohio	TO SECURITION OF THE PROPERTY	
Residential	Beginning Date of Service	End Date
	l Beginning Date of Service	End Date
Large Commercia	I Beginning Date of Service	End Date
Industrial	Beginning Date of Service	End Date
Dominion East Ohio		
Residential	Beginning Date of Service	End Date
Small Commercia	l Beginning Date of Service	End Date
Large Commercia	al Beginning Date of Service	End:Date
Industrial	Beginning Date of Service	End Date
Duke Energy Ohio		
Residential	Beginning Date of Service	End Date
Small Commercia	l Beginning Date of Service	End Date
Large Commercia	il Beginning Date of Service	End Date
Industrial	Beginning Date of Service	End Date
	of Ohio	
Residential	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:

	<b>√</b>	Columbia Gas of Ohio	Intended Start Date	Upon Broker Licensure
	1	Dominion East Ohio	Intended Start Date	Upon Broker Licensure
	✓	Dûkê Energy Ohio	Intended Start:Date	Upon Broker Licensure
Ī	✓	Vectren Energy Delivery of Ohio	Intended Start Date	Upon Broker Licensure

#### PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

- A-14 <u>Exhibit A-14 "Principal Officers, Directors & Partners,"</u> provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.
- A-15 <u>Exhibit A-15 "Company History,"</u> provide a concise description of the applicant's company history and principal business interests.
- A-16 Exhibit A-16 "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-17 <u>Exhibit A-17 "Secretary of State,"</u> 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 <u>Exhibit B-2 "Experience & Plans,"</u> 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 <u>Exhibit B-4 "Disclosure of Liabilities and Investigations,"</u> 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>B-6</b>	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 <u>Exhibit C-1 "Annual Reports,"</u> provide the two most recent Annual Reports to Shareholders. If the applicant does not produce annual reports, the applicant should indicate that Exhibit C-1 is not applicable and why.

(This is generally only applicable to publicly traded companies who publish annual reports.)

- C-2 <u>Exhibit C-2 "SEC Filings</u>," 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. An applicant may submit a current link to the filings or provide them in paper form. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 that 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. If the applicant does not have a balance sheet, income statement, and cash flow statement, the applicant may provide a copy of its two most recent years of tax returns (with social security numbers and account numbers redacted).

C-4 <u>Exhibit C-4 "Financial Arrangements,"</u> provide copies of the applicant's current financial arrangements to satisfy collateral requirements to conduct retail electric/gas business activity (e.g., parental or third party guarantees, contractual arrangements, credit agreements, etc.,).

Renewal applicants can fulfill the requirements of Exhibit C-4 by providing a current statement from an Ohio local distribution utility (LDU) that shows that the applicant meets the LDU's collateral requirements.

First time applicants or applicants whose certificate has expired as well as renewal applicants can meet the requirement by one of the following methods:

- 1. The applicant itself stating that it is investment grade rated by Moody's, Standard & Poor's or Fitch and provide evidence of rating from the rating agencies.
- 2. Have a parent company or third party that is investment grade rated by Moody's, Standard & Poor's or Fitch guarantee the financial obligations of the applicant to the LDU(s).
- 3. Have a parent company or third party that is not investment grade rated by Moody's, Standard & Poor's or Fitch but has substantial financial wherewithal in the opinion of the Staff reviewer to guarantee the financial obligations of the applicant to the LDU(s). The guarantor company's financials must be included in the application if the applicant is relying on this option.
- 4. Posting a Letter of Credit with the LDU(s) as the beneficiary.

If the applicant is not taking title to the electricity or natural gas, enter "N/A" in Exhibit C-4. An N/A response is only applicable for applicants seeking to be certified as an aggregator or broker.

- C-5 Exhibit C-5 "Forecasted Financial Statements," provide two years of forecasted income statements for the applicant's NATURAL GAS related business activities in the state of Ohio Only, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer. The forecasts should be in an annualized format for the two years succeeding the Application year.
- 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, Fitch IBCA, Moody's Investors Service, Standard & Poor's, 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 an 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. If an applicant or its parent does not have such a credit rating, enter "N/A" in Exhibit C-6.
- C-7 <u>Exhibit C-7 "Credit Report,"</u> provide a copy of the applicant's current credit report from Experion, Dun and Bradstreet, or a similar organization. An applicant that provides an investment grade credit rating for Exhibit C-6 may enter "N/A" for Exhibit C-7.

- 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 within the two most recent years preceding the application.
- C-9 Exhibit C-9 "Merger Information," provide a statement describing any dissolution or merger or acquisition of the applicant within the two most recent years preceding the application.
- C-10 Exhibit C-10 "Corporate Structure," provide a description of the applicant's corporate structure, not an internal organizational chart, including a graphical depiction of such structure, and a list of all affiliate and subsidiary companies that supply retail or wholesale electricity or natural gas to customers in North America. If the applicant is a stand-alone entity, then no graphical depiction is required and applicant may respond by stating that they are a stand-alone entity with no affiliate or subsidiary companies.

### SECTION D - APPLICANT TECHNICAL CAPABILITY

#### PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

- Exhibit D-1 "Operations," provide a current written description of the operational nature of the applicant's business functions.
- Exhibit D-2 "Operations Expertise," given the operational nature of the applicant's business, provide D-2 evidence of the applicant's current experience and technical expertise in performing such operations.
- 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

Sworn and subscribed before me this 3vd day of January Sworn and subscribed before me this 3vd day of January Month 2016 Year Andrea Hemphill Notary
Signature of official administering onth

Signature of official administering oath

COMMONWEALTH OF PENNSYLVANIA

NOTARIAL SEAL Andrea Hemphili, Notary Public Lower Macungie Twp., Lehigh County My Commission Expires Aug. 12, 2020 MEMBER, PENNSYLVANIA ASSOCIATION OF NOTARIES

My commission expires on Aug 12, 2020



# The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service Affidavit Form (Version 1.07)

In	the Matter of the Application of
Nat	tional Utilities Refund LLC  Case NoGA-AGG
for	a Certificate or Renewal Certificate to Provide
Co	mpetitive Retail Natural Gas Service in Ohio.
	unty of Lehigh ite of PA
	Vincent DiMaio [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 / // President
	Sworn and subscribed before me this 3rd day of January Month 2017 Year
	Signature of Official Administering Oath  Andrea Hemph, 11 Notary  Print Name and Title
	COMMONWEALTH OF PENNSYLVANIA
	NOTARIAL SEAL  Andrea Hemphill, Notary Public  Lower Macungle Twp., Lehigh County  My commission expires on  Aug 12, 2020  My commission expires on
ľ	MEMBER, PENNSYLVANIA ASSOCIATION OF NOTARIES  (CRNGS Broker/Aggregator Ver. 1.08, Revised May 2016) Page 8 of 8

14-17

# Natural Gas Power Broker Application

National Utilities Refund **DBA National Energy** 

# TABLE OF CONTENTS

A-14   Principal Officers, Directors & Partners	. 1
A-15   Company History	. 2
A-16   Articles of Incorporation and By Laws	. 3
A-17   Secretary of State	. 4

#### Principal Officers, Directors & Partners

National Utilities Refund LLC DBA National Energy www.nationalenergy.us

#### Contact

Main: 1.800.687.1968 Fax: 1.800.687.1968

#### Office

6216 Vista Terrace Orefield PA 18069

#### Main office

1717 Main Street 2nd floor Northampton PA 18067

#### Mailing

National Energy LLC PO BOX 332 Fogelsville PA 18051

#### PARTNER 1

Name:

Vincent DiMaio

Address:

143 Susquehanna Trail Allentown PA 18104

Title:

President

Contact:

vince@nationalutilityltd.com

610.462.9818

Ownership

Owner's Equity > 50%

#### PARTNER 2

Name:

Ralph DiMaio

Address:

6216 Vista Terrace Orefield Pa 18069

Title:

Vice President

Contact:

Ralph@nationalutilityltd.com

610.440.2300

Ownership

Owner's Equity < 50%

#### **Company History**

National Utilities Refund LLC, "NUR", DBA National Energy, is a utility bill auditing firm that uncovers billing discrepancies within the utility invoices for commercial organizations. NUR was formed in 2011 by Ralph DiMaio and Vincent DiMaio and has grown to service over 250 active customers across the country. In 2012, NUR created the DBA National Energy and contracted with an established energy broker in Texas in order to offer energy procurement services to current customers. The DBA National Energy was created and is used when procuring energy rates for customers in order to eliminate any potential customer confusion between our other utility auditing services.

National Energy is seeking an energy broker license in order to better service its customers. Over the years, National Energy contracted with several licensed energy brokers and found that the majority of them had very little knowledge in the industry. With an energy broker license, National Energy can have direct communication with the suppliers which will result in a faster turnaround for customer requests and questions. In addition, a license will allow National Energy to have control over which suppliers we represent and recommend to our customers, which is key since some suppliers are more error prone than others.

# **Articles of Incorporation and By Laws**

Entity #: 4153205 Date Filed: 12/17/2012 Carol Aichele Secretary of the Commonwealth

		NIA DEPARTM RPORATION BU				
ntity Number	Application	on for Registration 54 Pa.C.S. §		us Name	<b>;</b>	
				5	wealth of Pennsy	 Ivania
Name Vincent DiMaio				FICTIT	IOUS NAME 2 Page	(s)
Address 6216 Vista Terrace						
City Orefield	State PA	Zip Code 18069	—   ]]]]]] ———		T1235411082	 
\$70		Filed in the Departm	nent of State on			
		Sec	retary of the Com	monwealth		
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5. Each entity, other than an individual, i	nterested in such business is (are):	
National Utilities Refund LLC	LLC-Partnerhship	PA
Name	Form of Organization	Organizing Jurisdiction
6216 Vista Terrace, Orefield P	A 18069	
Principal Office Address		
PA Registered Office, if any		
Name	Form of Organization	Organizing Jurisdiction
-		
Principal Office Address		
_		
PA Registered Office, if any		<del>,                                      </del>
		<u> </u>
<ol> <li>The applicant is familiar with the proviunderstands that filing under the Fictiti fictitious name.</li> </ol>	isions of 54 Pa.C.S. § 332 (relating ous Names Act does not create any	to effect of registration) and exclusive or other right in the
withdrawals from or cancellation of this (are): Vincent DiMaio	s registration in behalf of all then ex	isting parties to the registration, is
IN TESTIMONY WHEREOF, the unders Name to be executed this  18 day of December, 2012.	igned have caused this Application	for Registration of Fictitious
Individual Signature	Indi	vidual Signature
Individual Signature	Ind	ividual Signature
Nietonal Unitees Rohind LLC LLC Partneshship PA		-
Entity Name		Entity Name
Juny William		
Signature		Signature
President		
Title		Title

Entity #: 4153205 Dale Filed: 12/17/2012 Carol Aichele Secretary of the Commonwealth

	PENNSYLVAN CORP	ORATION BU				
artity Number	Application	for Registrati 54 Pa.C.S. §	on of Fictitio	us Name		
Name Vincent DiMaio				Common	vealth of Pennsylv OUS NAME 2 Page(	vania s)
Address 6216 Vista Terrace		<del></del>				
City Orefield	State PA	Zip Code 18069			T1235411082	DIPF (BILL 1194 1294)
\$70		Filed in the Departs	ment of State on			
		no bopana				
	-	Se	cretary of the Com	monwealth		
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	nterested in such business is (are):	
National Utilities Refund LLC	LLC-Partnerhship	PA
Name	Form of Organization	Organizing Jurisdiction
6216 Vista Terrace, Orefield PA	A 18069	
Principal Office Address	·	
-		
PA Registered Office, if any		
Name	Form of Organization	Organizing Jurisdiction
_		
Principal Office Address		
_		
PA Registered Office, if any		
<ol> <li>The applicant is familiar with the provi- understands that filing under the Fictition fictitious name.</li> </ol>	sions of 54 Pa.C.S. § 332 (relating to ous Names Act does not create any	o effect of registration) and exclusive or other right in the
withdrawals from or cancellation of this (are): Vincent DiMaio		
IN TESTIMONY WHEREOF, the undersite Name to be executed this  18 day of December, 2012	gned have caused this Application	for Registration of Fictitious
Name to be executed this		for Registration of Fictitious
Name to be executed this  18 day of December, 2012  June 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1		
Name to be executed this  18 day of December, 2012  June 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Indiv	
Name to be executed this  18 day of December, 2012  Individual Signature	Indiv	ridual Signature
Name to be executed this  18 day of December, 2012  Individual Signature  Individual Signature  Individual Signature	Indi	ridual Signature
Name to be executed this  18 day of December, 2012    June   June	Indi	vidual Signature
Name to be executed this  18 day of December, 2012    June   June	Indiv Indi	vidual Signature
Name to be executed this  18 day of December, 2012    June   June	Indiv Indi	vidual Signature vidual Signature

# COMMONWEALTH OF PENNSYLVANIA DEPARTMENT OF STATE BUREAU OF CORPORATIONS AND CHARITABLE ORGANIZATIONS 401 NORTH STREET, ROOM 206 P.O. BOX 8722 HARRISBURG, PA 17105-8722 WWW.CORPORATIONS.STATE.PA.US/CORP

National-Wireless.net

THE BUREAU OF CORPORATIONS AND CHARITABLE ORGANIZATIONS IS HAPPY TO SEND YOU YOUR FILED DOCUMENT. THE BUREAU IS HERE TO SERVE YOU AND WANTS TO THANK YOU FOR DOING BUSINESS IN PENNSYLVANIA.

IF YOU HAVE ANY QUESTIONS PERTAINING TO THE BUREAU, PLEASE VISIT OUR WEB SITE LOCATED AT <u>WWW.CORPORATIONS.STATE.PA.US/CORP</u> OR PLEASE CALL OUR MAIN INFORMATION TELEPHONE NUMBER (717)787-1057. FOR ADDITIONAL INFORMATION REGARDING BUSINESS AND / OR UCC FILINGS, PLEASE VISIT OUR ONLINE "SEARCHABLE DATABASE" LOCATED ON OUR WEB SITE.

ENTITY NUMBER: 4252274

Dimaio, Vincent 6216 Vista Terrace Orefield, PA 18069

Page -2 -0

Entity #: 4252274
Date Filed: 02/18/2014
Carol Aichele
Secretary of the Commonwealth

# PENNSYLVANIA DEPARTMENT OF STATE BUREAU OF CORPORATIONS AND CHARITABLE ORGANIZATIONS

# Application for Registration of Fictitious Name 54 Pa.C.S. § 311

Name Vincent DiMa	Name Vincent DiMaio		Document will be returned to the name and address you enter to the left.  Commonwealth of Pennsylvania	
Address 6216 Vista Terrace				
City Orefield	State	Zip Code	FICTITIOUS NAME 2 Page(s)	
Orefield PA 18069		18069	T1407042016	
	Pa.C.S. Ch. 3 (re	of 54 Pa.C.S. § 311 (relating to fictitious name	ating to registration), the undersigned entity(ies) desiring to register a	

 A brief statement of the character or nature of the business or other activity to be carried on under or through the fictitious name is: Consulting businesses on commercial wireless plans.

The address, including number and street, if any, of the principal place of business (P.O. Box alone is not acceptable):

1717 Main Street Northampton PA 18067 Northampton Number and street City State Zip County

4. The name and address, including number and street, if any, of each individual interested in the business is:

Name Number and Street City State Zip

Vincent DiMaio 567 Ponds Edge Lane Allentown PA 18104

Ralph DiMaio 6216 Vista Terrace Orefield PA 18069

PA DEPT. OF STATE FEB 1 8 2014

2014 MAR 10 AM 8: 16

PA. DEPT. OF STATE

#### DSCB:54-311-2

5. Each entity, other than an individual, intereste	ed in such business is (are)	
National Utilities Refund しし	LLC	PA
Name	Form of Organization	Organizing Jurisdiction
6216 Vista Terrace, Orefield, PA	18069	
Principal Office Address		
PA Registered Office, if any		
Name	Form of Organization	Organizing Jurisdiction
Principal Office Address		
PA Registered Office, if any		
		······································
<ol><li>The applicant is familiar with the provisions of understands that filing under the Fictitious Na</li></ol>	f 54 Pa.C.S. § 332 (relating mes Act does not create an	g to effect of registration) and w exclusive or other right in the
fictitious name.		•
		· · · · · · · · · · · · · · · · · · ·
7. Optional): The name(s) of the agent(s), if any,	any one of whom is autho	rized to execute amendments to,
withdrawals from or cancellation of this registr (are):	ation in Densii oi ali inen	existing parties to the registration, is
Vincent DiMalo		
IN TESTIMONY WHEREOF, the undersigned I Name to be executed this	nave caused this Application	on for Registration of Fictitious
day of February , 2014		
11/1/1/2	, , ,	1
Individual Signature	- In-	dividual Signature
Water De Drus		
Individual Signature	În	dividual Signature
National Utilities Refund LLC	,	
Putional Utilities Ketunu LLU Entity Name	<del> </del>	Entity Name
11/1/20		
Signature	· · <del></del>	Signature
resident		
Title		Title

#### **Secretary of State**

# \*201635004048\*

DATE: 12/16/2016

DOCUMENT ID 201635004048

DESCRIPTION REG. OF FOR. PROFIT LIM. LIAB. CO. (LFP) FILING 99.00 EXPED

PENALTY

CERT

COPY .00

#### Receipt

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

NATIONAL UTILITIES REFUND LLC ATTN V DIMAIO P O BOX 332 FOGELSVILLE, PA 18051

# STATE OF OHIO CERTIFICATE

#### Ohio Secretary of State, Jon Husted

3968726

It is hereby certified that the Secretary of State of Ohio has custody of the business records for

#### NATIONAL UTILITIES REFUND LLC

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

Document(s)

Document No(s):

REG. OF FOR. PROFIT LIM. LIAB. CO.

201635004048

Effective Date: 12/12/2016



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 16th day of December, A.D. 2016.

Ohio Secretary of State

Jon Husted

1 - 4

# APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE

Natural Gas Power Broker Application

National Utilities Refund **DBA National Energy** 

#### **TABLE OF CONTENTS**

B-1   Jurisdiction of Operations	1
B-2   Experience & Plans	2
B-3   Summary of Experience	4
B-4   Disclosure of Liabilities and Investigations	5
B-5   Application	See Application
B-6   Application	See Application

#### Jurisdiction of Operation

National Utilities Refund LLC DBA National Energy is not currently licensed in any State to procure natural gas. National Energy currently procures energy through a licensed energy broker. However, National Energy filed an electric and natural gas broker application in 2016 for Pennsylvania, which is currently in the process of being approved by the Pennsylvania Public Utility Commission.

#### **Experience and Plans**

#### Sales, Marketing, and Customer Service Plans

The majority of NUR's new business is derived from word of mouth and customer referrals. In return, customer satisfaction is our number one priority. And, as our client's utility advocate, we are fully aware of the importance of delivering on our promises – it's key to maintaining our reputation as an industry leader in customer satisfaction. We strive to develop longstanding business relationships and our vision is to consistently meet the evolving needs of our customer's.

Once National Utilities Refund LLC, "NUR", DBA National Energy becomes a licensed energy broker, we will offer electric and gas supply contracts to our current clientele and prospect new customers through our established marketing techniques. We currently acquire new clients through face-to-face direct marketing and we will continue to prospect customers through the same means once a licensed broker. Currently, Ralph DiMaio and Vincent DiMaio actively pursue new customers by attending trade shows, industry associations, and local networking events. In addition, we have four independent sales contractors that perform the same sales techniques in the tristate area.

Ralph DiMaio is in charge of sales and marketing training for the company as well as the independent sales contractors. In order to ensure that all marketing is performed in an ethical manner, Ralph developed a sales system and training manual for our independent contractors. In addition, he continually educates them by hosting bi-weekly sales training calls. Ralph also performs follow-up calls with each customer and asks about their experience working with us to see if there is anything we can improve on.

#### **Customer Complaints**

In order to limit customer complaints, National Energy will use a systematic sales approach to promote transparency and ensure customer satisfaction. In addition, several checks and balances will be established in order to prevent errors. For example, if the customer is unsure of their contract end date with their current supplier, National Energy can assist the customer by reviewing their current supply agreement.

Customer Complaints can be filed via mail, phone, and/or fax. All customer complaints will promptly be addressed by Ralph DiMaio and/or Vincent DiMaio within 24 hours. In the event a customer's complaint involves an error billed by the energy supplier we recommended, we will resolve the issue with the supplier for the customer.

#### Experience and Plans (cont.)

#### **Business Operational Plans**

#### Prospecting

- New Customers: Direct Marketing Techniques IE: Networking events, referrals, and trade shows. No mass marketing techniques or mailers, only direct forms of communication through phone and email. Schedule meeting for a sales presentation.
- Current Clients: Inform current clientele that National Energy is now a licensed broker and request an appointment to go over the client's current energy procurement needs.

#### Sales Presentation

- Introduce National Energy, understand customer's needs, and go over various energy rate options; variable, fixed, block & index.
- Identify customer's current contract end date or obtain a copy of the customer's current agreement if the customer is unsure.
- Present a letter of authorization for the customer to grant National Energy permission to obtain pricing from various energy suppliers.
- Obtain a copy of the customer's energy bills and/or list of accounts to submit for pricing.
- Schedule an appointment on a future date to go over the rates with the customer.

#### Procure Energy Rates

- Compile the customer's accounts and billing information into an excel document and note any specific pricing requests.
- Send the customer's account data to various energy suppliers who can fulfill the customer's specific needs and rate requests.
- Compile the supplier's rates into a proposal as we receive them.
- Verify whether or not each supplier's rate can be compared apples-to-apples. If not, note the difference between the rates; does not include pass-through charges, GRT, and/or etc.
- Obtain a copy of the supplier's energy agreement for the customer to review.

#### Present Supplier Rates

- Present a report to the customer that compares all of the supplier rate options so they can make an informed decision.
- If the customer chooses to move forward with an energy rate, help the customer complete the supplier's agreement.
- Send the supplier a copy of the executed agreement and any other required documents.
- If the customer declines the rates, inform the suppliers and schedule a date to refresh the rates for the customer, unless they chose another supplier.

#### Post-procurement Review (Optional)

- Per the customer's request, obtain a copy of their supplier bill to verify that it is being billed in accordance with the supplier agreement and make sure the tax exemption certificates properly transferred over, where applicable.
- If a billing error is uncovered on the supply charges, notify the supplier and perform the necessary follow-up work to get the error corrected and credited on the customer's invoice.
- Note the customer's contract end date and update CRM for renewal follow-up.

#### **Summary of Experience**

National Utilities Refund LLC, "NUR", DBA National Energy, is a utility bill auditing firm that uncovers billing discrepancies within the utility invoices for commercial organizations all over the country. NUR has experience verifying electric and natural gas tariffs/rate schedules in deregulated and regulated energy markets. Our utility bill audit will verify the most cost efficient rate schedule for a business, determine the accuracy of their historical meter reads, confirm whether or not a meter was properly installed, and uncover sales tax exemptions for eligible organizations. In addition, NUR verifies the accuracy of 3rd party energy supplier bills and agreements. We can verify if an energy supplier met the contracted start/end dates, audit the contract supply rate versus the actual billed rate, uncover hidden pass-through charges, and rectify sales tax billed to exempt organizations. Having this type of knowledge is crucial to be a successful energy broker. However, in our experience, having worked with several energy brokers throughout the years, very few are truly able to verify if a customer is being incorrectly billed by a supplier.

In 2012, NUR created the DBA National Energy and contracted with an established energy broker in Texas in order to offer energy procurement services to our current customers. The DBA National Energy was created and is used when procuring energy rates for customers in order to eliminate any potential customer confusion between our other utility services. The energy broker that National Energy contracted with is licensed in 10+ states, including Ohio, so National Energy is experienced in the Ohio energy procurement market and familiar with all of the electric and gas utility tariffs. The majority of National Energy's customers are medium to large businesses less than 10,000 MCF and none of the customers have been aggregated to combined loads. This is due to the difficulty of arranging multiple customers to agree to one agreement. In return, National Energy does not intend to aggregate customers and/or accounts that are unrelated to each other. Overall, National Energy submitted over 30 energy contracts to licensed energy brokers for customers in Ohio.

When National Energy submits customer contracts to the energy broker for processing, National Energy also performs a complimentary review for our customers after they receive their first supply bill from the supplier they chose. The "post procurement review" helps ensure that the customer's bill coincides with the supplier agreement. Unfortunately, some energy suppliers seem to be more error prone than others, which is another reason why National Energy is seeking an energy broker license. With an energy broker license, National Energy can have control over which suppliers we represent and recommend to our customers which will increase customer satisfaction and eliminate customer complaints.

\*Resumes listing industry experience for Ralph DiMaio and Vincent DiMaio are located in Section D.

#### **Disclosure of Liabilities and Investigations**

"Provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocation 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."

Response: None. Not applicable

1-10

# APPLICANT FINANCIAL CAPABILITY AND EXPERIENCE

Natural Gas Broker Application

National Utilities Refund **DBA National Energy** 

#### TABLE OF CONTENTS

C-1   Annual Reports
C-2   SEC Filings
C-3   Financial Statements
C-4   Financial Arrangements
C-5   Forecasted Financial Statements
C-6   Credit Rating6
C-7   Credit Report
C-8   Bankruptcy Information6
C-9   Merger Information6
C-10   Corporate Structure

#### **Annual Reports**

National Utilities Refund DBA National Energy is a private company and is not required to issue Annual Reports.

#### **SEC Filings**

National Utilities Refund DBA National Energy is a private company and not required to file with the SEC.

#### Financial Statements

See attached for the 2015 and 2014 tax returns.

#### Financial Arrangements

NOT APPLICABLE (N/A)

National Utilities Refund DBA National Energy is NOT taking title to the electricity or natural gas.

# EXHIBIT C-5 Forecasted Financial Statement

# National Utilities Refund LLC **DBA National Energy**

Three-year Forecasted Ohio Natural Gas Procurement Income Statement

Preparer	
Name	Vincent DiMaio
Address	143 Susquehanna Trail
Address	Allentown, PA 18104
Phone	610-462-9818

Assumptions	
Sales Growth Rate	35%
Tax Rate	25%
Sales Contractor Commissions	40% of Revenue

	Dec. 31, 2017	Dec. 31, 2018	Dec. 31, 2019
REVENUE:		•	•
OH Natural Gas Procurement Sales	\$35,000	\$47,250	\$63,788
OPERATING EXPENSES:			
Marketing & Promotions	\$800	\$1,000	\$1,500
Telephone Expense	\$1,560	\$1,607	\$1,655
Trade Shows	\$1,200	\$1,300	\$2,800
Travel & Maintenance Expense	\$800	\$850	\$900
Insurance Expenses	\$850	\$870	\$890
Web Development	\$1,294	\$300	\$305
Licensing	\$1,230	\$200	\$200
Sales Contractor Commissions	\$14,000	\$18,900	\$25,515
TOTAL OPERATING EXPENSES	\$21,734	\$25,027	\$33,765
NET INCOME (before tax)	\$13,266	\$22,223	\$30,022
Taxes (25%)	\$3,317	<u>\$5,556</u>	\$7,506

#### **Credit Rating**

NOT APPLICABLE (N/A)

#### **EXHIBIT C-7**

#### Credit Report

NOT APPLICABLE (N/A)

#### **EXHIBIT C-8**

#### **Bankruptcy Information**

NONE. NOT APPLICABLE (N/A)

#### **EXHIBIT C-9**

#### Merger Information

NONE. NOT APPLICABLE (N/A)

#### **EXHIBIT C-10**

#### Corporate Structure

National Utilities Refund Dba National Energy is a stand-alone entity with no affiliate or subsidiary companies.

#### **EXHIBIT D**

1-3

# APPLICANT TECHINICAL CAPABILITY

Natural Gas Power Broker Application

National Utilities Refund **DBA National Energy** 

#### **EXHIBIT D**

# TABLE OF CONTENTS

D-1   Operations	1
D-2   Operational Expertise	2
D-3  Key Techinical Personnel	
Biographies	4

#### **EXHIBIT D-1**

#### **Operations**

National Utilities Refund LLC, "NUR", DBA National Energy, is a utility bill auditing firm that uncovers billing discrepancies within the utility invoices for commercial organizations all over the country. NUR has experience verifying electric and natural gas tariffs/rate schedules in deregulated and regulated energy markets. Our utility bill audit will verify the most cost efficient rate schedule for a business, determine the accuracy of their historical meter reads, confirm whether or not a meter was properly installed, and uncover sales tax exemptions for eligible organizations. In addition, NUR offers similar cost reduction audits for commercial wireless/cellular bills but NUR markets the services under the DBA National-wireless.net.

In 2012, NUR created the DBA National Energy and contracted with an established energy broker in Texas in order to offer energy procurement services to our current customers. The DBA National Energy was created and is used when procuring energy rates for customers in order to eliminate any potential customer confusion between our other utility services.

#### **EXHIBIT D-2**

#### **Operational Expertise**

National Utilities Refund LLC, "NUR", DBA National Energy performed over 3,500 utility bill audits for organizations across the country. Through performing utility bill audits, NUR has untangled complex billing issues within the utility tariffs and verified 3<sup>rd</sup> party energy supplier contract discrepancies. Having this type of knowledge will result in an accurate representation of the customer's energy rate options. With a clear, concise natural gas rate proposal, the customer will be able to make an informed decision with confidence. Moreover, in the event that a natural gas supplier erroneously charges a customer under the contract we presented to them, National Energy has the knowledge and experience to rectify the discrepancy for the customer at no charge.

In addition, the energy broker that National Energy contracted with is licensed in 10+ states, including Ohio, and National Energy submitted over 30 energy supply contracts to the broker for customers located in Ohio. As a result, National Energy is experienced in the Ohio energy procurement market and familiar with all of the electric and gas utility tariffs.

#### **Key Technical Personnel**

National Energy's owners, Ralph DiMaio and Vincent DiMaio, founded the company in 2011 and they each brought several key attributes to the table to ensure success as an energy broker, such as a strong background in business, cost management, sales, and experience within the utility and construction industry. Attached are the biographies for Ralph DiMaio and Vincent DiMaio.

#### Vincent A. DiMaio

143 Susquehanna Trail • Allentown, PA 18104 Phone: 610.462.9818 Email: vince@nationalutilityltd.com

#### **SUMMARY**

President and lead utility bill auditor at National Utilities Refund, LLC, DBA National Energy, performed hundreds of utility audits for a wide range of businesses, including fortune 500 companies and local government entities. He holds a BSBA in Entrepreneurship and Marketing from John L Grove School of Business at Shippensburg University. Vincent is experienced in analyzing and verifying electric and gas tariffs in over 40 states including Canada. Vincent has experience working with public, private, and municipally owned utilities, and he has uncovered errors billed by some of the largest utility companies in the country as well as the fly-bynight ESCOs. Vincent has a proven track record auditing commercial customers and he untangled extremely complex energy billing errors, resulting in high five-figure recoveries for our clients.

#### PROFESSIONAL EXPERIENCE

#### National Utilities Refund LLC - President

Nov 2011 - Present 1717 Main Street, 2<sup>nd</sup> Floor, Northampton PA 18067 6216 Vista Terrace, Orefield PA 18069

#### > Operations

- Identify the most cost efficient electric, natural gas, and water/sewer rate classification
- Determine whether or not a time-of-use rate schedule is advantageous for a business
- Verify historical meter reads for demand errors, skipped meters, and additional overcharges
- Implement and present findings to the utility and customer
- File state sales tax overpayments with the State for exempt organizations

#### > Sales & Marketing

Increased Sales by 49% from 2014 to 2015 through direct-to-consumer online marketing

#### > Product Development

Developed and programmed an in-house platform for utility bill auditing and rate schedule verification

#### ➤ Audit Abilities

- Solid understanding of electric and gas tariffs
- Experienced verifying energy supplier agreements, assuring proper contract start and end dates
- Thoroughly educated on the state sales tax exemption requirements for qualified government, nonprofit, and educational institutions.
- Knowledgeable on the various 3<sup>rd</sup> party supplier contracts: fixed, variable, index, and block & index

#### > Key Accomplishments

- 100% success rate filing refunds through the State for utility state sales tax exemptions
- Uncovered, \$60,000 in LG&E electric rate schedule errors for a large insurance company in 2015
- Identified errors and recovered funds for 80% of the municipalities NUR audited in Pennsylvania
- Implemented a time-of-use rate schedule for Little Caesar's restaurants.