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

## 17-0065-EC-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

Certification Application for Electric Aggregators/Power Brokers

To Whom It May Concern:

Enclosed please find a Certification Application for Electric Aggregators/Power Brokers 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.

> rais is to certify that the images appearing are an accurate and complete reproduction of a case file Date Processed JAN 1 0 2017

ORIGINAL



P	UCO USE ONLY	
Date Received.	Case Number	Version
17-0065	EL-AGG	May 2016

## INITIAL CERTIFICATION APPLICATION FOR ELECTRIC

AGGREGATORS/ POWER BROKERS

Please print or type all required information. Identify all attachments with an exhibit label and title (Example: Exhibit A-12 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 input information directly onto the form. You may also download the form, by saving it to your local disk, for later use.

Rower Broker   Aggregator	
Applicant's legal name, address, telephone number and web si	te address
Legal Name National Utilities Refund LLC	
Address 6216 Vista Terrace Orefield, PA 18069	
Telephone # (800) 687-1968 Web site address (if any) www.nationalene	rgy.us
Address 6216 Vista Terrace Orefield, PA 18069  Felephone # (800) 687-1968 Web site address (if any) www.nationalenergy.us	<del></del>
List all names under which the applicant does business in Nort	th America
DBA National-wireless.net	

	Telephone # (800) 687-1968	rax#	(800) 687-1968		
	E-mail address info@national				
A-6	Contact person for Commis	ssion Staff us	e in investigati	ng customer c	omplaints
	Name Vincent DiMaio				
	Title President				
	Business address 6216 Vista Terrace.	Orefield, PA 18069	···-		
	Telephone # (800) 687-1968		(800) 687-1968		
		tionalutilityltd.com		_	
<b>A-</b> 7	Applicant's address and tol	l-free numbe	r for customer	service and co	omplaints
	Customer Service address 6216 V	ista Terrace			
	Toll-free Telephone # (800) 687-	1968	Fax # (800) 687-1	968	
		tionalutilityltd.com			
<b>A-</b> 9	Applicant's form of owners	hin (check or	ıe)		
A-)	Applicant s form of owners	mp (check of	(C)		
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A-11 Provide the approximate start date that the applicant proposes to begin delivering services
February 1, 2017

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

- A-12 <u>Exhibit A-12 "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-13 <u>Exhibit A-13 "Company History,"</u> provide a concise description of the applicant's company history and principal business interests.
- A-14 Exhibit A-14 "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-15 <u>Exhibit A-15 "Secretary of State,"</u> provide evidence that the applicant has registered with the Ohio Secretary of the State.

#### 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 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 or wholesale electric services including aggregation services.
- B-2 Exhibit B-2 "Experience & Plans," provide a 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 4928.10 of the Revised Code.

- B-3 Exhibit B-3 "Summary of Experience," provide a concise summary of the applicant's experience in providing aggregation service(s) including contracting with customers to combine electric load and representing customers in the purchase of retail electric services. (e.g. number and types of customers served, utility service areas, amount of load, etc.).
- B-4 Exhibit B-4 "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.

  None
- **B-5** Disclose whether the applicant, a predecessor of the applicant, or any principal officer of the applicant have ever 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 <u>Exhibit B-5</u> "<u>Disclosure of Consumer Protection Violations</u>" detailing such violation(s) and providing all relevant documents.

- **B-6** Disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail or wholesale electric service including aggregation service denied, curtailed, suspended, revoked, or cancelled within the past two years.
  - ☑ 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.

#### C. <u>APPLICANT FINANCIAL CAPABILITY AND EXPERIENCE</u>

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 applicant does not have annual reports, the applicant should provide similar information in Exhibit C-1 or 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 the 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 financial 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 guaranter 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 <u>Exhibit C-5 "Forecasted Financial Statements,"</u> provide two years of forecasted income statements for the applicant's **ELECTRIC 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 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. 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 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 <u>Exhibit C-8 "Bankruptcy Information,"</u> 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 <u>Exhibit C-9 "Merger Information,"</u> 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.

COMMONWEALTH OF PENNSYLVANIA

NOTARIAL SEAL

Andrea Hemphill, Notary Public
Lower Macungle Twp., Lehigh County
My Commission Expires Aug. 12, 2020

MEMBER, PENNSYLVANIA ASSOC 2- ON OF NOTARIES

Sworn and subscribed before me this 3rd day of January, 2017

Month Year

mature of official administering oath Print Name and Title

My commission expires on Aug 12, 2020

## <u>AFFIDAVIT</u>

State of <u>PA</u> :	Trexlectown ss. (Town)	
County of <u>Lehigh</u> :	(Town)	
Vince DiMaio, A:	ffiant, being duly sworn/affirmed according	to law, deposes and says that:
He/She is the President	National Utilit (Office of Affiant) of	ties Refund LLC (Name of Applicant);

That he/she is authorized to and does make this affidavit for said Applicant,

- 1. The Applicant herein, attests under penalty of false statement that all statements made in the application for certification are true and complete and that it will amend its application while the application is pending if any substantial changes occur regarding the information provided in the application.
- 2. The Applicant herein, attests it will timely file an annual report with the Public Utilities Commission of Ohio of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Division (A) of Section 4905.10, Division (A) of Section 4911.18, and Division (F) of Section 4928.06 of the Revised Code.
- 3. The Applicant herein, attests that it will timely pay any assessments made pursuant to Sections 4905.10, 4911.18, or Division F of Section 4928.06 of the Revised Code.
- 4. The Applicant herein, attests that it will comply with all Public Utilities Commission of Ohio rules or orders as adopted pursuant to Chapter 4928 of the Revised Code.
- 5. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, and its Staff on any utility matter including the investigation of any consumer complaint regarding any service offered or provided by the Applicant.
- 6. The Applicant herein, attests that it will fully comply with Section 4928.09 of the Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
- 7. The Applicant herein, attests that it will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
- 8. The Applicant herein, attests that it will use its best efforts to verify that any entity with whom it has a contractual relationship to purchase power is in compliance with all applicable licensing requirements of the Federal Energy Regulatory Commission and the Public Utilities Commission of Ohio.
- 9. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, the electric distribution companies, the regional transmission entities, and other electric suppliers in the event of an emergency condition that may jeopardize the safety and reliability of the electric service in accordance with the emergency plans and other procedures as may be determined appropriate by the Commission.
- 10. If applicable to the service(s) the Applicant will provide, the Applicant herein, attests that it will adhere to the reliability standards of (1) the North American Electric Reliability Council (NERC), (2) the appropriate regional reliability council(s), and (3) the Public Utilities Commission of Ohio. (Only applicable if pertains to the services the Applicant is offering)

11. The Applicant herein, attests that it will inform the Commission of any material change to the information supplied in the application within 30 days of such material change, including any change in contact person for regulatory purposes or contact person for Staff use in investigating customer complaints.

That the facts above set forth are true and correct to the best of his/her knowledge, information, and belief and that he/she expects said Applicant to be able to prove the same at any hearing hereof.

Signature of Affiant & Title

Sworn and subscribed before me this 3rd day of January, 2012.

Month Year

Signature of official administering oath

Linkea Hemph. 11 Notary
Print Name and Title

COMMONWEALTH OF PENNSYLVANIA

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

My commission expires on Ava 12, 2020

12-15

## Electric Power Broker Application

National Utilities Refund **DBA National Energy** 

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#### 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

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

NATIONAL UTILITIES REFUND, LLC

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

IF YOU HAVE ANY QUESTIONS PERTAINING TO THE CORPORATION 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: 4062654

National Utilities Refund LLC 6216 Vista Terrace Orefield, PA 18069

## PENNSYLVANIA DEPARTMENT OF STATE CORPORATION BUREAU

	t of Change of Recomment Business Corporates Business Corporates Business Corporates Business Corporates Nonprofit Corporates Nonprofit Corporates Business Comments Corporates Business Busines	ration (§ 1507) tion (§ 4144) oration (§ 5507) ation (§ 6144) ship (§ 8506)	e (15 Pa.C.S.)	runed to the	
Name National Utilities R	efund, LLC		and address yo		
Address 6216 Vista Terrace	)	<b>=</b>			
City State Orefield Pa	Zip Code 18069	DOMEST	Commonwea	Ith of Pennsylvania REGISTERED OFFICE 2 P	age(s)
e: \$70			T122	6847050	
In compliance with the requir ociations), the undersigned corporation					
1. The name is: National Util	ities Refund, LLC				
	40.000.000				-
The (a) address of its initial regions office provider and the county of the coun		monwealth or (b) na	me of its com	mercial registered	
(a) Number and street	City	State	Zip	County	
(b) Name of Commercial Regi- c/o: Corporation serv	stered Office Provider ices company 9	504998-001 jys	D	County auphin	
3. Complete part (a) or (b):					_ 
(a) The address to which the reg to be changed is:	gistered office of the corp	oration or limited pa	utnership in th	is Commonwealth is	
6216 Vista Terrace	Orefield	Pa. 18	0 <del>6</del> 9 le	ehigh	
Number and street	City	State	Zip	County	'
(b) The registered office of the	corporation or limited pa	rtnership shall be pro	vided by:		
c/o: Name of Commercial Regist	and Office Provider		Ca	unty	

PA DEPT. OF STATE

SEP 2 1 2012

4. Strike out if a limited partnership:

Such change was authorized by the Board of Directors of the corporation:

	IN TESTIMONY WHEREOF, the undersigned has caused this Statement of Change of Registered Office to be signed by a duly authorized officer thereof this
	30 day of August 300. National Utilities Return
	Name of Corporation/Limited Partnership  Signature
İ	Title

BUREAU OF CORPORATION TAXES PO BOX 280705 HARRISBURG PA 17128-0705



NATIONAL UTILITIES REF 6216 VISTA TER OREFIELD PA 18069 CAPITAL STOCK LOANS CORPORATE NET INCOME

#### Dear Taxpayer,

Welcome to Pennsylvania's business community. The Department of Revenue has been advised that you are authorized to conduct business in Pennsylvania.

The above Corporate Account ID number has been assigned to your business for tax reporting purposes. Please reference this number on all correspondence with the department. The taxes you are required to report annually are also listed. Carefully review this information and make sure your name, address and other tax information is complete and accurate.

If no federal employer identification number (EIN) is indicated above, please provide this number as soon as it is available to you from the federal government. Write the federal EIN in the top right-hand corner in the blank space and return this letter to us.

If there are changes or additions to be made regarding your account, make the appropriate adjustments on a copy of this letter and return it promptly to:

PA DEPARTMENT OF REVENUE PO BOX 280705 HARRISBURG PA 17128-0705

PLEASE NOTE: Section 601 of the Tax Reform Code of 1971 includes limited liability companies and business trusts in the definition of a corporation for capital stock/foreign franchise tax purposes, regardless of how an entity files with the Internal Revenue Service (IRS). Under Section 401, any entity that elects to file as a corporation with the IRS is subject to corporate net income tax. In the case of limited liability companies and business trusts, this determination will be made upon review of the PA Corporation Tax Report.

Pay particular attention to the month your business or fiscal year ends for the following reasons:

- For most taxes, the annual report must be filed within 105 days after the close of the tax year.
- For capital stock/foreign franchise, corporate net income and mutual thrift taxes, the first quarterly estimated payments are due within 75 days following the incorporation/authority date.
- A federal sub-chapter S corporation desiring not to be taxed as a PA S corporation is required to file form REV-976 on or before the due date or extended due date of the first tax period for which it is to be in effect. REV-976 is available at www.revenue.state.pa.us.

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

	C	VANIA DEPARTM ORPORATION BU				
Entity Number	Applicat	tion for Registration for Registration 54 Pa.C.S. §		us Name	•	
Name Vincent DiMaio			_	Common FICT!T	wealth of Pennsy TOUS NAME 2 Pag	ylvania e(s)
Address 6216 Vista Tema	ace					
City Orefield	State PA	Zip Code 18069	<del></del>		T1235411082	[ 
\$70		Filed in the Departm	nent of State on			
		Sec	cretary of the Com	monwealth		
		of 54 Pa.C.S. § 311 (relating to fictitious names			rsigned entity(ies)	) desiring to
	Pa.C.S. Ch. 3 (re				rsigned entity(ics)	desiring to
ous name under 54  1. The fictitious na National Energy	Pa.C.S. Ch. 3 (reame is:	lating to fictitious names	), heroby state(s) the	nat:		
The fictitious na National Energy      A brief stateme the fictitious na Energy procurement	Pa.C.S. Ch. 3 (re ame is:  Int of the character ine is: It services and con-	lating to fictitious names	ss or other activity	to be carrie	ed on under or thr	rough
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National Utilities Refund LLC	LLC-Partnerhship	PA
Name	Form of Organization	Organizing Jurisdiction
6216 Vista Terrace, Orefield F	PA 18069	
Principal Office Address	<del></del>	
PA Registered Office, if any		
Name	Form of Organization	Organizing Jurisdiction
-n	·	
Principal Office Address		
_		
PA Registered Office, if any		
Tregories office, if any		
<ol><li>The applicant is familiar with the pro- understands that filing under the Fiction fictitious name.</li></ol>	visions of 54 Pa.C.S. § 332 (relating titious Names Act does not create any	to effect of registration) and exclusive or other right in the
7. Optional): The name(s) of the agent(s)	), if any, any one of whom is authorize	zed to execute amendments to,
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# 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 To:

Fax: +1 (717) 783-2244

.Page -2 -of

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

	Namo Vincent DiMa	iio		Bocument will be returned to the name and address you enter to the left.
	6216 Vista T	errace State	Zig Code	Commonwealth of Pennsylvania FICTITIOUS NAME 2 Page(s)
	Orefield	PA	18069	CHARGE SECTION CAREELING TOTAL TERM THE FACE THE REST TING THE
Foe	: \$70			T1407042016

In compliance with the requirements of 54 Pa.C.S. § 311 (relating to registration), the undersigned entity(ies) desiring to register a fictitious name under 54 Pa.C.S. Ch. 3 (relating to fictitious names), hereby state(s) that:

- 1. The fictitious name is: National-Wireless.net 2. 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. 3. The address, including number and street, if any, of the principal place of business (P.O. Box alone is not acceptable): Northampton 1717 Main Street 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, interested in such b	ousiness is (are);
National Utilities Refund LLC LLC	PA
Name Form of C	rganization Organizing Jurisdiction
6216 Vista Terrace, Orefield, PA 18069	
Principal Office Address	· · · · · · · · · · · · · · · · · · ·
PA Registered Office, if any	
Name Form of C	Organization. Organizing Jurisdiction
Principal Office Address	
PA Registered Office, if any	
6. The applicant is familiar with the provisions of 54 Pa.C.S	5. § 332 (relating to effect of registration) and
understands that filing under the Fictitious Names Act do fictitious name.	es not create any exclusive or other right in the
teatrous naute.	· · · · · · · · · · · · · · · · · · ·
<ol> <li>Optional): The narre(s) of the agent(s), if any, any one of withdrawals from or cancellation of this registration in be</li> </ol>	half of all then existing parties to the registration, is
(are): Vincent DiMalo	
Allicell Dividio	
IN TESTIMONY WHEREOF, the undersigned have caused Name to be executed this	I this Application for Registration of Fictitious
0044	
day of February 2014	
Ward 1	
Individual Signature	Individual Signature
Wale De Drus	
Individual Signature	Individual Signature
Notional Utilities Return LLC	
Entity Name	Entity Name
Dennis Manie	Limity student
Signature	Signature
Possible	
Title	Title
1110	

To:

**Secretary of State** 

## \*201635004048\*

DATE: 12/16/2016

DOCUMENT ID 201635004048

DESCRIPTION REG. OF FOR. PROFIT LIM. LIAB. CO. (LFP) FILING 99.00 EXPED .00 PENALTY

CERT

COPY

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.

Jon Hustel

Ohio Secretary of State

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#### APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE

Electric Power Broker Application

National Utilities Refund

**DBA National Energy** 

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B-2   Experience & Plans	2
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B-4   Disclosure of Liabilities and Investigations	5
B-5   Application	Application
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#### Jurisdiction of Operation

National Utilities Refund LLC DBA National Energy is not currently licensed in any State to procure electricity. 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 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 electric 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 electric 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 electric 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 Electric 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 electric 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 electric 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 electric 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 2,000,000 kWh and none of the customers have been aggregated to combined electric 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 have also been attached.

#### 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-by-night 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 DBA National Energy- 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.

#### Ralph R. DiMaio

6216 Vista Terrace • Orefield, PA 18069
Phone: 610.440.2300 Email: Ralph@nationalutilityltd.com

#### **Company Biography**

Member of National Utilities Refund, LLC, DBA National Energy, and lead auditor on energy efficiency, bringing over 30+ years as a consultant within the utility and construction industry. Ralph has a thorough background in water, sewer, and energy tariffs and he has broken down and redesigned some of the most complex manufacturing and waste water energy projects in the Northeast. With this experience, Ralph is able to bridge a connection between a client's energy consumption and the most cost efficient rate option by analyzing their run hours and machine use. In most states, a manufacturer may be entitled to sales tax exemption on their electric and natural gas; Ralph is experienced in calculating and filing the necessary documentation for a manufacturer to properly claim a partial or full state tax exemption on the utilities.

#### **Company Experience**

#### National Utilities Refund LLC DBA National Energy- Partner

Nov 2011 - Present

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

#### **➤** Operations

- Designing new sales and marketing material to expand into new markets
- Onsite customer visits to collect data on energy consumption
- Develop and engineer manufacturing energy tax exemptions

#### ➤ Sales & Marketing

- Track and Record sales results
- Post audit follow-up for customer satisfaction
- Develop new customer relationships and expand sales through trade associations

#### > Product Development

• Capable of performing onsite visits to analyze energy consumption for lighting efficiency

#### ➤ Audit Abilities

- Engineer detailed energy consumption reports in order to show the electric or gas usage attributable to a plant's manufacturing process.
- Experienced verifying 3rd party energy supplier agreements to compare contractual rates to billed rates.
- Thoroughly educated on the state sales tax exemptions requirements for manufacturers in over 20 States, including Pennsylvania.
- Analyzes energy consumption at a facility to determine the best supply contract for the customer: fixed, variable, index, and block & index.

#### ➤ Key Accomplishments

- Audit with **Ultrasep** on water filtration technologies on separating contaminants from manufacturing processes.
- Designed drainage systems to handle drillings and steel scale for **Carpenter** technologies- reclassified rate schedule.
- Implemented digestion tanks for **Armstrong Flooring** to dispose toxins created from their manufacturing process.
- Consulting The H&K Group on controlling costs within their manufacturing processes.
- Identified a major rate schedule error on a 3M modified Ink plant.

#### **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

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#### APPLICANT FINANCIAL CAPABILITY AND EXPERIENCE

Electric Power Broker Application

National Utilities Refund **DBA National Energy** 

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#### **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 Electric Procurement Income Statement

Preparer	
Name	Vincent DiMaio
Address	143 Susquehanna Trail
	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:			<u></u>
OH Electric Procurement Sales	\$52,500	\$70,875	\$95,681
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	\$21,000	\$28,350	\$38,273
TOTAL OPERATING EXPENSES	\$28,734	\$34,477	\$46,523
NET INCOME (before tax)	\$23,766	\$36,398	\$49,159
Taxes (25%)	\$5,942	\$9,100	\$12,290
NET INCOME (after tax)	\$17,825	\$27,299	\$36,869
* Numbers are rounded to the neares	st dollar.		

#### **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.