DM12-138

### NORTH AMERICAN POWER AND GAS, LLC

## APPLICATION FOR NEW HAMPSHIRE COMPETITIVE ELECTRIC POWER SUPPLIER REGISTRATION

**Re: Initial Registration of Competitive Electric Power Suppliers** 



1. The legal name: North American Power and Gas, LLC

www.napower.com (Corporate Website)

#### 2. Address: telephone number, email address and website address:

1 Marshall Street, Suite 205, Norwalk, CT 06854 Phone: 203.939.1155 Email: info@napower.com www.napower.com

#### 3. The applicant's place of incorporation:

The State of Delaware attachment A

4. The names, titles, business addresses, telephone numbers and email addresses of the applicant's principal officers;

Attachment B

5. The following regarding any affiliate and/or subsidiary of the applicant that is conducting business in New Hampshire:

No affiliate and/or subsidiary of American Power and Gas, LLC is conducting business in New Hampshire.

6. Name, Title, Telephone number, email address of customer service manager.

Lisa Janniello - 203-663-9721 - ljanniello@napower.com

## 7. Name, Telephone number, Email address of regulatory contact person:

Michael D'Angelo – 203-663-9736 mdangelo@napower.com

## 8. Name and address of registered agent for service of process:

National Registered Agents, Inc. 63 Pleasant Street Concord, NH 03301 (Merrimack County)

9. A Copy of the applicant's authorization to do business in New Hampshire from the New Hampshire secretary of state, if anything other than an individual:

Attachment C

10. A listing of the utility franchise areas in which the applicant intends to operate.

NGrid Public Service of New Hampshire (NE Utilities) Unitil

11. A description of the types of customers the applicant intends to serve:

Residential only

12. A listing of the States that the applicant currently conducts business relating to the sale of electricity

Attachment D

13. A listing disclosing the number and type of customer complaints concerning the applicant or its principals, if any, filed with a state licensing/registration agency, attorney general's office or other government consumer protection agency for the most recent calendar year in every state in which the applicant has conducted business relating to the sale of electricity:

## Attachment E

14. A statement as to whether the applicant or any of the applicant's principals, as listed in a. through c. below, have ever been convicted of any felony that has not been annulled by a court:

- a) For partnerships, any of the general partners
- b) For corporations, any of the officers, directors or controlling stockholders
- c) For limited liability companies, any of the managers or members

No director, officer, principal or other similar official of North American Power and Gas, LLC has ever been convicted of any felony.

15. A statement as to whether the applicant or any of the applicant's principals:

a. Has, within the 10 years immediately prior to registration, had any civil, criminal or regulatory sanctions or penalties imposed against them pursuant to any state or federal consumer protection law or regulation at any time.

b. Has, within the 10 years immediately prior to registration, settled any civil, criminal or regulatory investigation or complaint involving any state or federal consumer protection law or regulation:

16. If an affirmative answer is given to any item in (14) or (15) above, an explanation of the event;

17. For those applicants intending to telemarket, a statement that the applicant shall:

a) Maintain a list of consumers who request being placed on the applicant's do not call list for the purposes of telemarketing.

North American Power and Gas, LLC shall maintain a list of consumers who request being placed on the company's (PPG) do not call list for the purpose of telemarketing.

b) Obtain monthly updated do not call lists from the National do not call registry.

North American Power and Gas, LLC shall obtain monthly updated do not all lists from the National do not call registry.

c) Not initiate calls to New Hampshire customers who have either requested being placed on the applicant's do not call list(s) or customers who are listed on the National do not call registry.

North American Power and Gas, LLC shall not initiate calls to New Hampshire customers who have either requested being placed on the company's (PPG) do not call list or customers who are listed on the National do not call registry.

18. For those applicants that intend not to telemarket, a statement to that effect.

N/A

19. A Sample of the bill form(s) the applicant intends to use or a statement that the applicant intends to use the utilities billing service.

North American Power and Gas, LLC intends to use the utilities consolidated billing service.

20. A copy of each contract to be used for residential and small commercial customers.

On-line registration available with electronic signature

21. A statement certifying that the applicant has the authority to file the application on behalf of CEPS and that its contents are truthful, accurate and complete.

Attached affidavit

22. The signature of the applicant or its representative:

Signature:

Name: Chris Sattler

Title: Chief Operating Officer

Dated: <u>This 17<sup>th</sup> day of May, 2012</u>

#### ATTACHMENT A

## NORTH AMERICAN POWER AND GAS, LLC

Delaware

PAGE 1

The First State

I, JEFFREY W. BULLOCK, SECRETARY OF STATE OF THE STATE OF DELAWARE, DO HEREBY CERTIFY THE ATTACHED IS A TRUE AND CORRECT COPY OF THE CERTIFICATE OF FORMATION OF "NORTH AMERICAN POWER AND GAS, LLC", FILED IN THIS OFFICE ON THE SEVENTH DAY OF OCTOBER, A.D. 2009, AT 5:41 O'CLOCK P.M.



Jeffrey W. Bullock, Secretary of State AUTHENTICATION: 7572194

DATE: 10-08-09

4739634 8100

090918792 You may verify this certificate online at corp.delaware.gov/authver.shtml

State of Delaware Secretary of State Division of Corporations Delivered 05:53 FM 10/07/2009 FILED 05:41 PM 10/07/2009 SRV 090918792 - 4739634 FILE

#### CERTIFICATE OF FORMATION

#### OF

#### NORTH AMERICAN POWER AND GAS, LLC

1. The name of the limited liability company is NORTH AMERICAN POWER AND GAS, LLC

2. The address of its registered office in the State of Delaware is: Corporation Trust Center, 1209 Orange Street, in the City of Wilmington, Delaware 19801. The name of its registered agent at such address is The Corporation Trust Company.

3. (Insert any other matters the members determine to include herein. For example, if the LLC is to have a specific effective date of dissolution, set forth as an additional item: "The latest date on which the limited liability company is to dissolve is \_\_\_\_\_\_."

If a later effective date is desirable, set forth as an additional item: "This Certificate of Formation shall be effective on \_\_\_\_\_.")

IN WITNESS W of Formation of NORTH of October	HEREOF, the undersigned have a second definition of the second definiti		e executed	this Certificate
	×.	$\langle$		
	Carey	Turnbull	Member	

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#### ATTACHMENT B NORTH AMERICAN POWER AND GAS, LLC

Kerry Breitbart Chief Executive Officer Kerry@napower.com Cell: 203.858.0055

Carey Turnbull Chairman

Chris Sattler Chief Operating Officer Chris@napower.com Work: 203.663.9703 Cell: 203.500.9905

Bill Kinneary President bkinneary@napower.com Work: 203.663.9730 Cell: 732.598.4756

Taff Tschamler Senior Vice President taff@napower.com Work: 203.663.9733 Cell: 860.792.1425

Brad Tayles Vice President of Operations btayles@napower.com Work: 203.663.2718 Cell: 248.605.1011

Michael D'Angelo General Counsel mdangelo@napwoer.com Work: 203.663.9736 Cell: 201.736.6247

Paul Rossi Vice President North American Gas prossi@napower.com Work: 203.663.9756 Cell: 203.215.4958

Matthew Redett Chief Financial Officer mredett@napower.com Work: 203.663.9703

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#### ATTACHMENT C

### NORTH AMERICAN POWER AND GAS, LLC.

# Evidence of Authorization from the New Hampshire Secretary of State to do Business in New Hampshire.

# State of New Hampshire Bepartment of State

## CERTIFICATE OF REGISTERED TRADE NAME

OF

North American Power and Gas Delaware

This is to certify that North American Power and Gas, LLC registered in this office as doing business under the Trade Name North American Power and Gas Delaware, at One Marshall Street Suite 205 Norwalk, CT 06854 on May 14, 2012.

The nature of business is electric supply company.

Expiration Date: May 14, 2017

Business ID#: 670760



IN TESTIMONY WHEREOF, I hereto set my hand and cause to be affixed the Seal of the State of New Hampshire, this 14th day of May, 2012 A.D.

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William M. Gardner Secretary of State

#### ATTACHMENT D

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## NORTH AMERICAN POWER AND GAS, LLC.

A listing of the States that the applicant currently conducts business relating to the sale of electricity

CT	Docket # 09-10-21	
MD	IR-1983	<b>Miller</b>
NY		
NJ	ESL-0104	
PA	A-2010-2176743	
ОН	11-410E (1)	

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STATE OF NEW YORK DEPARTMENT OF PUBLIC SERVICE THREE EMPIRE STATE PLAZA, ALBANY, NY 12223-1350 Internet Address: http://www.dps.state.ny.us

PUBLIC SERVICE COMMISSION

GARRY A. BROWN Chairman PATRICIA L. ACAMPORA MAUREEN F. HARRIS ROBERT E. CURRY JR. JAMES L. LAROCCA Commissioners



PETER McGOWAN General Counsel

JACLYN A. BRILLING Secretary

January 20, 2011

Mr. Chris Sattler North American Power & Gas LLC One Marshall St., Suite 205 Norwalk, CT 06854

#### RE: North American Power & Gas, LLC - ESCO Code NAPG

Dear Mr. Sattler:

Thank you for submitting your Retail Access Application Package to become an Energy Services Company (ESCO) serving residential and nonresidential electric customers in New York State. This letter is to inform you that documentation submitted in your application package has been reviewed by Staff and established to be in compliance with the New York State Public Service Commission's ESCO eligibility requirements that are implemented by codes and regulations found in the Uniform Business Practices, the Home Energy Fair Practices and other applicable regulations.

I am also pleased to notify you that North American Power & Gas LLC has successfully met the Commission's EDI Phase I certification requirements for Core, Utility Rate and Bill Ready Transactions effective December 13, 2010. All requirements therefore, for this initial stage of your eligibility determination have been satisfied.

Please be advised that you may now continue with the utility approval stage of the eligibility process by contacting those companies in whose service territories you intend to participate. The utility stage normally consists of a creditworthiness determination, completion of Phase III EDI testing and the execution of any operating or billing service agreements. Please note that each utility's eligibility requirements pertain to only their retail access programs.

Once you have satisfactorily completed the utility eligibility stage, Staff will be notified by the utility of your success. It would be helpful if North American Power & Gas LLC notified Staff of the actual production date in the utility service territories you intend to enroll customers. At that point I will confirm that your final eligibility requirements have been satisfied. Be advised that to maintain your ESCO eligibility, you must notify Staff of any substantive legal, financial or business related changes to your company as they occur. If your business plan changes and you decide to expand your service offerings by choosing to participate in any of the ESCO referral programs or move into other utility service territories, you must immediately submit the appropriate documentation for Staff review and determination of how it affects your current eligibility.

If you are using vendors to provide ESCO related services (<u>e.g.</u>, EDI), the ESCO remains fully responsible for any activities the vendors perform. If you have not already done so, or if you have changed vendors since last reporting them to us, please provide Staff a list with contact information for all vendors that you are now using. *Finally, you must submit a statement annually, by January 31<sup>st</sup>, indicating that the information in your original or most recent updated Retail Access Application (RAAF) remains current, or submit a revised RAAF with statement identifying revisions. Upon completion of our review of new eligibility information, Staff will then update your eligibility status as necessary.* 

We will only post your company's contact information on our Website once you have completed the eligibility process and are ready to begin enrolling customers. Please do not hesitate to contact me if you have any further questions or concerns at (518) 486-2432 or Christine\_Bosy@dps.state.ny.us.

Sincerely,

Christine a. Bosy

Christine A. Bosy Retail Access Section Office of Consumer Policy

### ATTACHMENT E

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NORTH AMERICAN POWER AND GAS, LLC.

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	Slamming	Rate/Billing Dispute	Do Not Call	Deceptive Sales/Advertising	TOTAL
Maryland	1	0	0	0	1
Pennsylvania	1	7	0	5	13
Connecticut	2	4	4	3	13
New York	0	1	0	1	2
New Jersey	0	1	0	0	1
TOTAL:	4	13	4	9	<u>30</u>

#### ATTACHMENT F

NORTH AMERICAN POWER AND GAS, LLC.

RESPONSE TO QUESTION'S 15 (A) (B) AND 16

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#### 15a.

Excluding the one Maryland issue described below, North American Power and Gas, LLC and its principals have had no civil, criminal, or regulatory sanctions or penalties imposed against them pursuant to any state or federal consumer protection law.

#### Maryland

In early 2011 The Maryland PSC did initiate an investigation against North American Power and Gas, LLC ("NAP") and eventually imposed a \$100,000 penalty against NAP which NAP immediately paid. The Maryland Commission recognized that NAP fully cooperated with the Maryland Staff and Commission investigation. The Maryland Commission also specifically found that NAP did not intentionally violate any Maryland provision, but rather that the violations resulted from issues created by rapid expansion into Maryland's electricity supply market. NAP has learned from its Maryland experience and has implemented numerous measures to ensure full compliance in all states of operation, including:

Hiring additional executives with lengthy experience in the energy business to provider additional depth and oversight of marketing and related competitive supply operations. NAP hired Bill Kinneary, President and Chief Compliance Officer, who has over 38 years of experience in the energy industry, including specific experience with both the technical and managerial requirements of operating an alternative electric supplier. NAP also hired Michael D'Angelo, Esq., as General Counsel, who has over 19 years of compliance experience with 10 years of compliance experience in the energy industry.

Additionally, NAP engaged local Maryland counsel (two law firms) to assist with review and approval of all Maryland-specific marketing materials and operations and NAP created a compliance Department dedicated toward ensuring full compliance with all federal, state, and local laws, regulations policies and procedures. NAP also implemented a zero tolerance anti-slamming policy.

# Currently all Maryland issues have been resolved and there are no pending formal complaints and/or investigations.

All of NAP's above-referenced resources and protocols are designed to minimize potential customer problems associated with marketing which will apply equally to all states of operation.

15b.

Excluding the one Maryland issue described above, North American Power and Gas, LLC and its principals have not settled any civil, criminal, or regulatory sanctions or penalties imposed against them pursuant to any state or federal consumer protection law.

15c.

Not withstanding NAP's above response related to item 13, North American Power and Gas, LLC and its principals are not currently the subject of any pending civil, criminal, or regulatory investigations or complaints involving any state or federal consumer protection law.

# **AFFIDAVIT**

State of Connecticut

: Norwalk

County of Fairfield

Chris Sattler\_\_\_\_, Affiant, being duly sworn/affirmed according to law, deposes and says that:

:

He is the Chief Operating Officer (Office of Affiant) of North American Power and Gas, LLC. (Name of Applicant);

That he is authorized to and does make this affidavit for said Applicant;

I swear or affirm that the Affiant/Applicant will comply with the New Hampshire general laws and all rules and regulations promulgated by New Hampshire Public Utilities Commission and/or the Division of Public Utilities and Carriers.

Chris Sattler, Signature of Affiant **Chief Operating Officer** 

Sworn and subscribed before me this  $\beta$  day of  $M_{0}$  , 2012

Corris Watary

Signature of official administering oath

Print name and title

My commission expires

**DEANNE M. CORRIS** NOTARY PUBLIC OF CONNECTICUT My Commission Expires 6/30/2016