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August 10, 2016



Pennsylvania Public Utility Commission Rosemary Chiavetta, Secretary 400 North Street Harrisburg, PA 17120 AUG 1 0 2016

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

#### Re: Nania Energy Incorporated Approval to Offer, Render, Furnish or Supple Electric Generation Services

To Whom It May Concern:

Enclosed please find a **Approval to Offer, Render, Furnish or Supple Electric Generation Services** for our client, **Nania Energy Incorporated**. 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.com (800) 292-0909

140 Grand Street, Suite 300 | White Plains, NY 10601 | 800.292.0909 | www.licenselogix.com

### BEFORE THE PENNSYLVANIA PUBLIC UTILITY COMMISSION

Application of <u>Nania Energy Incorporated</u>, d/b/a \_\_\_\_\_, for approval to offer, render, furnish, or supply electricity or electric generation services as a(n) <u>[as specified in item #4b below]</u> to the public in the Commonwealth of Pennsylvania (Pennsylvania).

To the Pennsylvania Public Utility Commission:

#### 1. IDENTIFICATION AND CONTACT INFORMATION

a. IDENTITY OF THE APPLICANT: Provide name (including any fictitious name or d/b/a), primary address, web address, and telephone number of Applicant:

Nania Energy Incorporated 4200 Cantera Drive, Suite 219 Warrenville, IL 60555 www.naniaenergy.com P: 630-416-8300

b. PENNSYLVANIA ADDRESS / REGISTERED AGENT: If the Applicant maintains a primary address outside of Pennsylvania, provide the name, address, telephone number, and fax number of the Applicant's secondary office within Pennsylvania. If the Applicant does not maintain a physical logition within Pennsylvania, provide the name, address, telephone number, and fax number of the Applicant's Registered Agent within by Pennsylvania.

Paracorp Incorporated 600 North Second Street Harrisburg, PA 17101 P: 888.272.3725

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PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

c. **REGULATORY CONTACT**: Provide the name, title, address, telephone number, fax number, and e-mail address of the person to whom questions about this Application should be addressed.

Chris LoCascio, Controller 4200 Cantera Drive, Suite 219 Warrenville, IL 60555 P: 630-416-8300 F: 630-604-7778

 ATTORNEY: Provide the name, address, telephone number, fax number, and e-mail address of the Applicant's attorney. If the Applicant is not using an attorney, explicitly state so. Applicant is not using an attorney to file this application. Applicant is using a third party licensing company: Megan Rooney
 Applicant of the Derite 200

140 Grand St., Suite 300 White Plains, NY 10601 P: 800.292.0909 x 335 F:212.672.1105

e. CONTACTS FOR CONSUMER SERVICE AND COMPLAINTS: (Required of ALL Applicants) Provide the name, title, address, telephone number, FAX number, and e-mail <u>OF THE PERSON AND AN ALTERNATE PERSON (2 REQUIRED)</u> responsible for addressing customer complaints. These persons will ordinarily be the initial point(s) of contact for resolving complaints filed with the Applicant, the Electric Distribution Company, the Pennsylvania Public Utility Commission, or other agencies. The main contact's information will be listed on the Commission website list of licensed EGSs.

Michael DeCaluwe, VP C&I Sales 4200 Cantera Drive, Suite 219 Warrenville, IL 60555 P: 630-416-8300 F: 630-604-7778 mdecaluwe@naniaenergy.com Chris LoCascio, Controller 4200 Cantera Drive, Suite 219 Warrenville, IL 60555 P: 630-416-8300 F: 630-604-7778

#### 2. BUSINESS ENTITY FILINGS AND REGISTRATION

a. FICTITIOUS NAME: (Select appropriate statement and provide supporting documentation as listed.)

The Applicant will be using a fictitious name or doing business as ("d/b/a")

Provide a copy of the Applicant's filing with Pennsylvania's Department of State pursuant to 54 Pa. C.S. §311, Form PA-953.

or

The Applicant will not be using a fictitious name.

#### b. BUSINESS ENTITY AND DEPARTMENT OF STATE FILINGS:

(Select appropriate statement and provide supporting documentation. As well, understand that Domestic means being formed within Pennsylvania and foreign means being formed outside Pennsylvania.)

The Applicant is a sole proprietor.

- If the Applicant is located outside the Commonwealth, provide proof of compliance with 15 Pa. C.S. §4124 relating to Department of State filing requirements.

or



domestic general partnership (\*)

domestic limited partnership (15 Pa. C.S. §8511)

foreign general or limited partnership (15 Pa. C.S. §4124)

domestic limited liability partnership (15 Pa. C.S. §8201)

foreign limited liability general partnership (15 Pa. C.S. §8211)

foreign limited liability limited partnership (15 Pa. C.S. §8211)

- Provide proof of compliance with appropriate Department of State filing requirements as indicated above.
- Give name, d/b/a, and address of partners. If any partner is not an individual, identify the business nature of the partner entity and identify its partners or officers.
- Provide the state in which the business is organized/formed and provide a copy of the Applicant's charter documentation.
- \* If a corporate partner in the Applicant's domestic partnership is not domiciled in Pennsylvania, attach a copy of the Applicant's Department of State filing pursuant to 15 Pa. C.S. §4124.

or

The Applicant is a:



domestic corporation (15 Pa. C.S. §1308)

foreign corporation (15 Pa. C.S. §4124)

domestic limited liability company (15 Pa. C.S. §8913)

foreign limited liability company (15 Pa. C.S. §8981)

Other (Describe):

- Provide proof of compliance with appropriate Department of State filing requirements as indicated above. Please see Exhibit "A"
- Provide the state in which the business is incorporated/organized/formed and provide a copy of the Applicant's charter documentation. Please see Exhibit "A"
- Give name and address of officers. Please see Exhibit "B"

#### 3. AFFILIATES AND PREDECESSORS

(both in state and out of state)

a. AFFILIATES: Give name and address of any affiliate(s) currently doing business and state whether the affiliate(s) are jurisdictional public utilities. If the Applicant does not have any affiliates doing business, explicitly state so. Also, state whether the applicant has any affiliates that are currently applying to do business in Pennsylvania.

Applicant has no affiliates that are jurisdictional public utilities, both in and out of state

**b. PREDECESSORS**: Identify the predecessor(s) of the Applicant and provide the name(s) under which the Applicant has operated within the preceding five (5) years, including address, web address, and telephone number, if applicable. If the Applicant does not have any predecessors that have done business, explicitly state so.

The applicant does not have any predecessors.

#### 4. OPERATIONS

#### a. APPLICANT'S PRESENT OPERATIONS: (select and complete the appropriate statement)

#### **Definitions**

- Supplier an entity that sells electricity to end-use customers utilizing the jurisdictional transmission and distribution facilities of an EDC.
- Aggregator an entity that purchases electric energy and <u>takes title to electric energy</u> as an intermediary for sale to retail customers.
- Broker/Marketer an entity that acts as an intermediary in the sale and purchase of electric energy but does not take title to electric energy.

The Applicant is presently doing business in Pennsylvania as a

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municipal electric corporation

- electric cooperative
- local gas distribution company
- provider of electric generation, transmission or distribution services
- broker/marketer engaged in the business of supplying electricity services

Other; Identify the nature of service being rendered.

#### or

The Applicant is not presently doing business in Pennsylvania.

#### b. APPLICANT'S PROPOSED OPERATIONS: The Applicant proposes to operate as a (may check multiple):

- Generator of electricity
- Supplier of electricity
- Aggregator engaged in the business of supplying electricity
- Broker/Marketer engaged in the business of supplying electricity services
  - Check here to verify that your organization will not be taking title to the electricity nor will you be making payments for customers.
- Electric Cooperative and supplier of electric power
- Other (Describe):

c. PROPOSED SERVICES: Describe in detail the electric services or the electric generation services which the Applicant proposes to offer.

Customized energy purchasing solutions for natural gas and electricity clients

d. PROPOSED SERVICE AREA: Check the box of each Electric Distribution Company for which the Applicant proposes to provide service.

Citizens' Electric	🖵 Pike
Duquesne Light	PPL
Met-Ed	🔲 UGI Utilities
PECO	🖵 Wellsboro
Penelec	🛄 West Penn
Penn Power	
	Entire Commonwealth of PA

- e. CUSTOMERS: Applicant proposes to provide services to:
  - **Residential Customers**
  - Small Commercial Customers (25 kW and Under)
  - Residential and Small Commercial as Mixed Meter ONLY (CANNOT BE TAKEN WITH **RESIDENTIAL AND/OR SMALL COMMERCIAL ABOVE)**
  - Large Commercial Customers (Over 25 kW)
  - Industrial Customers
  - **Governmental Customers**
  - All of above (Except Mixed Meter)
  - Other (Describe):
- f. START DATE: Provide the approximate date the Applicant proposes to actively market within the Commonwealth.

**Upon Licensure** 

#### 5. <u>COMPLIANCE</u>

a. CRIMINAL/CIVIL PROCEEDINGS: State specifically whether the Applicant, an affiliate, a predecessor of either, or a person identified in this Application, has been or is currently the defendant of a criminal or civil proceeding within the last five (5) years.

Identify all such proceedings (active or closed), by name, subject and citation; whether before an administrative body or in a judicial forum. If the Applicant has no proceedings to list, explicitly state such.

Neither the applicant, nor owner or officer of Nania Energy, Inc has ever been a defendant of a criminal or civil proceeding in the last 5 years.

**b.** SUMMARY: If applicable; provide a statement as to the resolution or present status of any such proceedings listed above.

c. CUSTOMER/REGULATORY/PROSECUTORY ACTIONS: Identify all formal or escalated actions or complaints filed with or by a customer, regulatory agency, or prosecutory agency against the Applicant, an affiliate, a predecessor of either, or a person identified in this Application, for the prior five (5) years, including but not limited to customers, Utility Commissions, and Consumer Protection Agencies such as the Offices of Attorney General. If the Applicant has no actions or complaints to list, explicitly state such.

There are no formal or escalated actions or complaints filed with or by a customer, regulatory agency, or prosecutory

agency against the Applicant, an affiliate, a predecessor of either, or a person identified in this Application, for the prior

five (5) years, including

but not limited to customers,

d. SUMMARY: If applicable; provide a statement as to the resolution or present status of any actions listed above.

#### 6. PROOF OF SERVICE

Required of ALL Applicants regardless of operating as a supplier, broker, marketer, or aggregator. (Example Certificate of Service is attached at Appendix C)

a. STATUTORY AGENCIES: Pursuant to Section 5.14 of the Commission's Regulations, 52 Pa. Code §5.14, provide proof of service of a signed and verified Application with attachments on the following:

Bureau of Investigation & Enforcement Pennsylvania Public Utility Commission Commonwealth Keystone Building 400 North Street, 2 West Harrisburg, PA 17120

Office of Consumer Advocate 5th Floor, Forum Place 555 Walnut Street Harrisburg, PA 17120 Office of the Attorney General Bureau of Consumer Protection Strawberry Square, 14th Floor Harrisburg, PA 17120

Commonwealth of Pennsylvania Department of Revenue Bureau of Compliance Harrisburg, PA 17128-0946

Office of the Small Business Advocate Commerce Building, Suite 1102 300 North Second Street Harrisburg, PA 17101

b. EDCs: Pursuant to Sections 1.57 and 1.58 of the Commission's Regulations, 52 Pa. Code §§1.57 and 1.58, provide Proof of Service of the Application and attachments upon each of the Electric Distribution Companies the Applicant proposed to provide service in. Upon review of the Application, further notice may be required pursuant to Section 5.14 of the Commission's Regulations, 52 Pa. Code §5.14. Contact information for each EDC is as follows.

#### Pike County Light & Power Company:

Director of Customer Energy Services Orange and Rockland Company 390 West Route 59 Spring Valley, NY 10977-5300

#### PECO:

Manager Energy Acquisition PECO Energy Company 2301 Market Street Philadelphia, PA 19101-8699

#### PPL:

Legal Department Attn: Paul Russell PPL Two North Ninth Street Allentown, PA 18108-1179

#### West Penn:

Legal Department West Penn Power d/b/a Allegheny Power 800 Cabin Hill Drive Greensburg, PA 15601-1689

#### **Duquesne Light:**

Regulatory Affairs Duquesne Light Company 411 Seventh Street, MD 16-4 Pittsburgh, PA 15219 Met-Ed, Penelec, and Penn Power: Legal Department First Energy 2800 Pottsville Pike Reading PA, 19612

#### Citizens' Electric Company:

Citizens' Electric Company Attn: EGS Coordination 1775 Industrial Boulevard Lewisburg, PA 17837

Please see Exhibit C

UGI: UGI Utilities, Inc. Attn: Rates Dept. – Choice Coordinator 2525 N. 12th Street, Suite 360 Post Office Box 12677 Reading, Pa 19612-2677

#### Wellsboro Electric Company:

Wellsboro Electric Company Attn: EGS Coordination 33 Austin Street P. O. Box 138 Wellsboro, PA 16901

#### 7. FINANCIAL FITNESS

- a. BONDING: In accordance with 66 Pa. C.S. Section 2809(c)(1)(i), the Applicant is required to file a bond or other instrument to ensure its financial responsibilities and obligations as an EGS. Therefore, the Applicant is...
  - Furnishing the <u>ORIGINAL</u> of an initial bond, letter of credit or proof of bonding to the Commission in the amount of \$250,000.
  - Furnishing the <u>ORIGINAL</u> of another initial security for Commission approval, to ensure financial responsibility.
  - For Marketers and Brokers Filing for a modification to the \$250,000 requirement and furnishing the ORIGINAL of an initial bond, letter of credit or proof of bonding to the Commission in the amount of \$10,000. Applicant is required to provide information supporting an amount less than \$250,000. Such supporting information must include indication that the Applicant will not take title to electricity and will not pay electricity bills on behalf of its customers. Further details for modification may be described as well.
    - At the conclusion of Applicant's first year of operation it is the intention of the Commission to tie security bonds to a percentage of Applicant's gross receipts resulting from the sale of generated electricity consumed in Pennsylvania. The amount of the security bond will be reviewed and adjusted on an annual basis.
    - Example version of a bond and letter of credit are attached at Appendix D & E, Applicant's security must follow language from these examples.
    - Any deviation from these examples must be identified in the application and may not be acceptable to the Commission.

Please see Exhibit D.

- b. FINANCIAL RECORDS, STATEMENTS, AND RATINGS: Applicant must provide sufficient information to demonstrate financial fitness commensurate with the service proposed to be provided. Examples of such information which may be submitted include the following:
  - Actual (or proposed) organizational structure including parent, affiliated or subsidiary companies.
  - Published Applicant or parent company financial and credit information (i.e. 10Q or 10K). (SEC/EDGAR web addresses are sufficient)
  - Applicant's accounting statements, including balance sheet and income statements for the past two years.
  - Evidence of Applicant's credit rating. Applicant may provide a copy of its Dun and Bradstreet Credit Report and Robert Morris and Associates financial form, evidence of Moody's, S&P, or Fitch ratings, and/or other independent financial service reports.
  - A description of the types and amounts of insurance carried by Applicant which are specifically intended to provide for or support its financial fitness to perform its obligations as a licensee.
  - Audited financial statements exhibiting accounts over a minimum two year period.
  - Bank account statement, tax returns from the previous two years, or any other information that demonstrates Applicant's financial fitness.

Please see Exhibit "E"

c. SUPPLIER FUNDING METHOD: If Applicant is operating as anything other than Broker/Marketer only, explain how Applicant will fund its operations. Provide all credit agreements, lines of credit, etc., and elaborate on how much is available on each item.

N/A

d. BROKER PAYMENT STRUCTURE: If applicant is a broker/marketer, explain how your organization will be collecting your fees.

In a majority of cases and for all transactions in the foreseable future, our fees will be paid by the selected supplier on

each deal.

e. ACCOUNTING RECORDS CUSTODIAN: Provide the name, title, address, telephone number, FAX number, and e-mail address of Applicant's custodian for its accounting records.

Chris LoCascio, Controller 4200 Cantera Drive, Suite 219 Warrenville, IL 60555 P: 630-416-8300 F: 630-604-7778 Email: clocascio@naniaenergy.com

f. TAXATION: Complete the TAX CERTIFICATION STATEMENT attached as Appendix F to this application.

All sections of the Tax Certification Statement must be completed. Absence (submitting N/A) of any of the TAX identifications numbers (items 7A through 7C) shall be accompanied by supporting documentation or an explanation validating the absence of such information.

Items 7A and 7C on the Tax Certification Statement are designated by the Pennsylvania Department of Revenue. Item 7B on the Tax Certification Statement is designated by the Internal Revenue Service. Please see Exhibit F.

#### 8. **TECHNICAL FITNESS:**

To ensure that the present quality and availability of service provided by electric utilities does not deteriorate, the Applicant shall provide sufficient information to demonstrate technical fitness commensurate with the service proposed to be provided.

#### a. EXPERIENCE, PLAN, STRUCTURE: such information may include:

- Applicant's previous experience in the electricity industry. ...
- Summary and proof of licenses as a supplier of electric services in other states or jurisdictions.
- Type of customers and number of customers Applicant currently serves in other jurisdictions.
- Staffing structure and numbers as well as employee training commitments.
- Business plans for operations within the Commonwealth.
- Documentation of membership in PJM, ECAR, MAAC, other regional reliability councils, or any other membership or certification that is deemed appropriate to justify competency to operate as an EGS within the Commonwealth.
- Any other information appropriate to ensure the technical capabilities of the Applicant.

Please see Exhibit G.

#### b. **PROPOSED MARKETING METHOD** (check all that apply)

- X Internal – Applicant will use its own internal resources/employees for marketing
  - External EGS Applicant will contract with a PUC LICENSED EGS broker/marketer
  - Affiliate Applicant will use a NON-EGS affiliate marketing company and or individuals.
  - External Third-Party Applicant will contract with a NON-EGS third party marketing company and or individuals
- $\square$ Other (Describe):

#### c. DOOR TO DOOR SALES: Will the Applicant be implementing door to door sales activities?

	Yes
X	No

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If yes, will the Applicant be using verification procedures?

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Yes No

If yes, describe the Applicant's verification procedures.

d. OVERSIGHT OF MARKETING: Explain all methods Applicant will use to ensure all marketing is performed in an ethical manner, for both employees and subcontractors.

Nania Energy has been in business since 1999, and has provided thousands of Commericial and Industrial organizations with customized energy solutions to meet their natural gas and electricity needs. All reps undergo extensive training on product knowledge and ethical behavior. Ethical behaviors is ingrained in our culture and through our contact with customers and prospects.

e. OFFICERS: Identify Applicant's chief officers, and include the professional resumes for any officers directly responsible for operations. All resumes should include date ranges and job descriptions containing actual work experience.

See Exhibit B

- f. FERC FILING: Applicant has:
  - Filed an Application with the Federal Energy Regulatory Commission to be a Power Marketer.



- Received approval from FERC to be a Power Marketer at Docket or Case Number
- Not applicable

#### 9. DISCLOSURE STATEMENTS:

**Disclosure Statements:** If proposing to serve Residential and/or Small Commercial (under 25 kW) Customers, provide a Residential and/or Small Commercial disclosure statement. A sample disclosure statement is provided as Appendix G to this Application.

- Electricity should be priced in clearly stated terms to the extent possible. Common definitions should be used. All consumer contracts or sales agreements should be written in plain language with any exclusions, exceptions, add-ons, package offers, limited time offers or other deadlines prominently communicated. Penalties and procedures for ending contracts should be clearly communicated.

Not applicable for an applicant applying for a license exclusively as a broker/marketer.

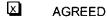
#### 10. VERIFICATIONS, ACKNOWLEDGEMENTS, AND AGREEMENTS

- a. PJM LOAD SERVING ENTITY REQUIREMENT: As a prospective EGS, the applicant understands that those EGSs which provide retail electric supply service (i.e. takes title to electricity) must provide either:
  - proof of registration as a PJM Load Serving Entity (LSE), or
  - proof of a contractual arrangement with a registered PJM LSE that facilitates the retail electricity services of the EGS.

The Applicant understands that compliance with this requirement must be filed within 120 days of the Applicant receiving a license. As well, the Applicant understands that compliance with this requirement may be filed with this instant application.

(Select only one of the following)

- AGREED Applicant has included compliance with this requirement in the instant application, labeled in correspondence with this section (10).
- AGREED Applicant will provide compliance with this requirement within 120 days of receiving its license
- ACKNOWLEDGED Applicant is not proposing to provide retail electric supply service at this time, and therefore is not presently obligated to provide such information
- b. STANDARDS OF CONDUCT AND DISCLOSURE: As a condition of receiving a license, Applicant agrees to conform to any Uniform Standards of Conduct and Disclosure as set forth by the Commission. Further, the Applicant agrees that it must comply with and ensure that its employees, agents, representatives, and independent contractors comply with the standards of conduct and disclosure set out in Commission regulations at 52 Pa. Code § 54.43, as well as any future amendments.



- c. **REPORTING REQUIREMENTS**: Applicant agrees to provide the following information to the Commission or the Department of Revenue, as appropriate:
  - Retail Electricity Choice Activity Reports: The regulations at 52 Pa. Code §§ 54.201--54.204 require that all active EGSs report sales activity information. An EGS will file an annual report reporting for customer groups defined by annual usage. Reports must be filed using the appropriate report form that may be obtained from the PUC's Secretary's Bureau or the forms officer, or may be down-loaded from the PUC's internet web site.
  - Reports of Gross Receipts: Applicant shall report its Pennsylvania intrastate gross receipts to the Commission on a quarterly and year to date basis no later than 30 days following the end of the quarter.
  - The Treasurer or other appropriate officer of Applicant shall transmit to the Department of Revenue by March 15, an annual report, and under oath or affirmation, of the amount of gross receipts received by Applicant during the prior calendar year.
  - Net Metering Reports: Applicant shall be responsible to report any Net Metering per the Standards on <a href="http://www.puc.pa.gov/consumer-info/electricity/alternative\_energy.aspx">http://www.puc.pa.gov/consumer-info/electricity/alternative\_energy.aspx</a>. Scroll down to the Net Metering Standards Section.
  - Applicant shall report to the Commission the percentages of total electricity supplied by each fuel source on an annual basis per 52 Pa. Code § 54.39(d).
  - Applicant will be required to meet periodic reporting requirements as may be issued by the Commission to fulfill the Commission's duty under Chapter 28 pertaining to reliability and to inform the Governor and Legislature of the progress of the transition to a fully competitive electric market.

AGREED

d. TRANSFER OF LICENSE: The Applicant understands that if it plans to transfer its license to another entity, it is required to request authority from the Commission for permission prior to transferring the license. See 66 Pa. C.S. Section 2809(D). Transferee will be required to file the appropriate licensing application.



e. ANNUAL FEES: The Public Utility Code authorizes the PUC to collect an annual fee of \$350 from suppliers, brokers, marketers, and aggregators selling electricity in the Commonwealth of PA, and an annual supplemental fee based on annual gross intrastate revenues, applicable to suppliers only.



ACKNOWLEDGED

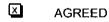
f. FURTHER DEVELOPMENTS: Applicant is under a continuing obligation to amend its application if substantial changes occur to the information upon which the Commission relied in approving the original filing. See 52 Pa. Code § 54.34.



g. FALSIFICATION: The Applicant understands that the making of false statement(s) herein may be grounds for denying the Application or, if later discovered, for revoking any authority granted pursuant to the Application. This Application is subject to 18 Pa. C.S. §§4903 and 4904, relating to perjury and falsification in official matters.



h. NOTIFICATION OF CHANGE: If your answer to any of these items changes during the pendency of your application or if the information relative to any item herein changes while you are operating within the Commonwealth of Pennsylvania, you are under a duty to so inform the Commission, within twenty (20) days, as to the specifics of any changes which have a significant impact on the conduct of business in Pennsylvania. See 52 Pa. Code § 54.34.



i. CEASING OF OPERATIONS: Applicant is also required to officially notify the Commission if it plans to cease doing business in Pennsylvania, 90 days prior to ceasing operations.



j. Electronic Data Interchange: The Applicant acknowledges the Electronic Data Interchange (EDI) requirements and the relevant contacts for each EDC, as listed at Appendix J.



k. FILING FEE: The Applicant has enclosed or paid the required, non-refundable filing fee by CERTIFIED CHECK OR MONEY ORDER in the amount of \$350.00 payable to the Commonwealth of Pennsylvania. The Commission does not accept corporate or personal checks for filing fees.



PAYMENT ENCLOSED

#### 11. AFFIDAVITS

#### Must be notarized before filing.

- a. APPLICATION AFFIDAVIT: Complete and submit with your filing an officially notarized Application Affidavit stating that all the information submitted in this application is truthful and correct. An example copy of this Affidavit can be found at Appendix A.
- b. OPERATIONS AFFIDAVIT: Provide an officially notarized affidavit stating that you will adhere to the reliability protocols of the North American Electric Reliability Council, the appropriate regional reliability council(s), and the Commission, and that you agree to comply with the operational requirements of the control area(s) within which you provide retail service. An example copy of this Affidavit can be found at Appendix B.

Please see Exhibit H

#### 12. NEWSPAPER PUBLICATIONS

#### Required of ALL Applicants regardless of operating as a supplier, broker, marketer, or aggregator.

Notice of filing of this Application must be published in newspapers of general circulation covering each county in which the applicant intends to provide service. Below is a list of newspapers which cover the publication requirements for Electric Generation Suppliers looking to do business in Pennsylvania.

The newspapers in which proof of publication is required is dependent on the service territories the applicant is proposing to serve. The chart below dictates which newspapers are necessary for each EDC. If the applicant is proposing to serve the entire Commonwealth, please file proof of publication in all seven newspapers.

Please file with the Commission the Certification of Publication, along with a photostatic copy of the notice to complete the notice requirements.

Proof of newspaper publications must be filed with the initial application. Applicants **do not** need a docket number in their publication. Docket numbers will be issued when all criteria on the item 14 checklist (see below) are satisfied.

	Erie	Harrisburg		Pittsburgh	Scranton		Johnstown
	Times-	Patriot-	Philadelphia	Post-	Times-	Williamsport	Tribune-
	News	News	Daily News	Gazette	Tribune	Sun-Gazette	Democrat
Citizens' Electric						x	
Duquesne				X			
Met Ed		x	x		X		
PECO			x				
Penelec	X	X			X	x	X
Penn Power	x			х		e	
Pike					X		
PPL		Х	X		X	X	
UGI					X		
Wellsboro						X	
West Penn		x		x		x	x
Entire							
Commonwealth	X	x	x	x	x	x	x

(Example Publications are provided at Appendices H and I)

Please see Exhibit I

13. <u>SIGNATURE</u>

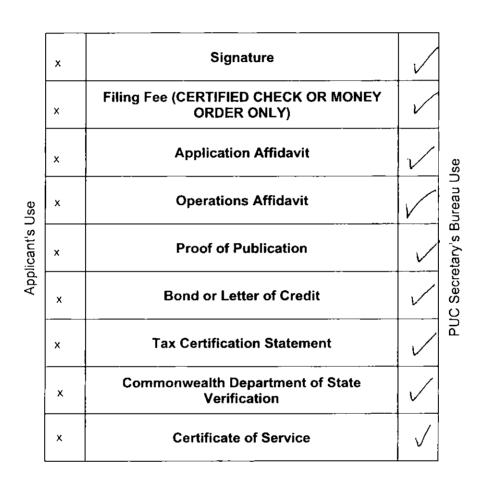
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Applicant:: Nania Energy theo PA PUBLIC When Some SION SECRETARY'S DUNCHU By: President Title

#### 14. CHECKLIST

For the applicant's convenience, please use the following checklist to ensure all relevant sections are complete. The Commission Secretary's Bureau will not accept an application unless each of the following sections are complete.



#### Applicant: Nania Energy Incorporated

\_ ...

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### Exhibit A

Secretary of State

# RECEIVED

AUG 1.0 2016

PA PUBLIC UTILITY TO MISSION SECRETARY'S BUREAU

#### COMMONWEALTH OF PENNSYLVANIA

#### DEPARTMENT OF STATE

08/10/2016

#### TO ALL WHOM THESE PRESENTS SHALL COME, GREETING:

I DO HEREBY CERTIFY THAT,

#### Nania Energy Incorporated

is duly registered to do business under the laws of the Commonwealth of Pennsylvania and remains a registered Foreign Business Corporation so far as the records of this office show, as of the date herein.

I DO FURTHER CERTIFY THAT this Certificate of Registration shall not imply that all fees, taxes and penalties owed to the Commonwealth of Pennsylvania are paid.



IN TESTIMONY WHEREOF, I have hereunto set my hand and caused the Seal of the Secretary's Office to be affixed, the day and year above written

ro G. Contés

Secretary of the Commonwealth

Certification Number: TSC160810100272-1

Verify this certificate online at http://www.corporations.pa.gov/orders/verify.aspx



OFFICE OF THE SECRETARY OF STATE

SPRINGFIELD, ILLINDIS 62756

GEORGE H. RYAN SECRETARY OF STATE

JANUARY 5, 1999

6028-572-1

PHILIP K. AKALP 26500 W AGOURA RD STE 361 CALABASAS, CA 91302

**RE NANIA ENERGY INCORPORATED** 

#### DEAR SIR OR MADAM:

IT HAS BEEN OUR PLEASURE TO APPROVE AND PLACE ON RECORD THE ARTICLES OF INCORPORATION THAT CREATED YOUR CORPORATION. WE EXTEND OUR BEST WISHES FOR SUCCESS IN YOUR NEW VENTURE.

THESE DOCUMENTS MUST BE RECORDED IN THE OFFICE OF THE RECORDER OF THE COUNTY IN WHICH THE REGISTERED OFFICE OF THE CORPORATION IS LOCATED, AS PROVIDED BY SECTION 1.10 OF THE BUSINESS CORPORATION ACT OF THIS STATE. FOR FURTHER INFORMATION CONTACT YOUR RECORDER OF DEEDS OFFICE.

THE CORPORATION MUST FILE AN ANNUAL REPORT AND PAY FRANCHISE TAXES PRIOR TO THE FIRST DAY OF ITS ANNIVERSARY MONTH (MONTH OF INCORPORATION) NEXT YEAR. A PRE-PRINTED ANNUAL REPORT FORM WILL BE SENT TO THE REGISTERED AGENT AT THE ADDRESS SHOWN ON THE RECORDS OF THIS OFFICE APPROXIMATELY 60 DAYS PRIOR TO ITS ANNIVERSARY MONTH.

SECURITIES CANNOT BE ISSUED OR SOLD EXCEPT IN COMPLIANCE WITH THE ILLINOIS SECURITIES LAW OF 1953, 815 ILLINOIS COMPILED STATUTES, 5/1 ET SEQ. FOR FURTHER INFORMATION CONTACT THE OFFICE OF THE SECRETARY OF STATE, SECURITIES DEPARTMENT AT (217) 782-2256 OR (312) 793-3384.

SINCERELY YOURS,

rge & Olyan

GEORGE H. RYAN SECRETARY OF STATE

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DEPARTMENT OF BUSINESS SERVICES CORPORATION DIVISION TELEPHONE (217) 782-6961 File Number 6028-572-1

## State of Allinois Office of The Secretary of State

Whereas, ARTICLES OF INCORPORATION OF NANIA ENERGY INCORPORATED INCORPORATED UNDER THE LAWS OF THE STATE OF ILLINOIS HAVE BEEN FILED IN THE OFFICE OF THE SECRETARY OF STATE AS PROVIDED BY THE BUSINESS CORPORATION ACT OF ILLINOIS, IN FORCE JULY 1, A.D. 1984.

Now Therefore, I, George H. Ryan, Secretary of State of the State of Illinois, by virtue of the powers vested in me by law, do hereby issue this certificate and attach hereto a copy of the Application of the aforesaid corporation.

In Testimony Whereof, I hereto set my hand and cause to be



affixed the Great Seal of the State of Illinois, at the City of Springfield, this 5TH

day of  $_{JANUARY}$  A.D. 19  $_{99}$  and of the Independence of the United States the two hundred and  $_{23RD}$ .

Kyan

Secretary of State

C-212,2

Form BCA-2.1 0	ARTICLES OF INCORPORATION	
(Rev. Jan. 1985) George H. Ryan Secretary of State Department of Business Services	This space for use by Secretary of State	
Payment must be made by certi- fied check, cashier's check, Illi- nois attorney's check, Illinois C.P.A's check or money order, payable to "Secretary of State."	JAN 5 1999 GEORGE H. RYAN SECRETARY OF STATE	This space for use by Secretary of State Date 1-5-99 Franchise Tax \$ 25,00 Filing Fee \$ -15,00 Approved: Re

1. CORPORATE NAME: Nania Energy Incorporated

( )

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( )

(The corporate name must contain the word "corporation", "company," incorporated," "limited" or an abbreviation thereof.)

2	2. Initial Registered Agent:	John Nania		
۷.	nintai Negiatarea Agent.	First Name	Middle Initial	Last name
	Initlal Registered Office:	2408 Nottingham Lane		
		Number	Street	Suite #
		Naperville	<u> </u>	Du Page County
		City	Zip Code	County

 Purpose or purposes for which the corporation is organized: (If not sufficient space to cover this point, add one or more sheets of this size.)

The purpose of the corporation is the transaction of any or all lawful purposes for which corporations may be incorporated under the Illinois Business Corporation Act of 1983.

4 Paragraph 1 - Authorized Shares, Issued Shares and Consideration Received:

Class			Number of Shares Proposed to be Issued			
Common S No Par Value		1,500	1,500	\$ 150		
				······································		

TOTAL = \$150

Paragraph 2- The preferences, qualifications, limitations, restrictions and special or relative rights in respectof theshares of each class are:

(If not sufficient space to cover this point, add one or more sheets of this size.)

None

5. OPTIONAL:

(a) Number of directors constituting the initial board of directors of the corporation:\_\_\_\_\_

(b) Names and addresses of the persons who are to serve as directors until the first annual meeting of sharsholders or until their successors are elected and qualify:

	Name	Residential Address	City, State, ZIP
6. OPTIONAL:	(d) It is estimated that the gross	ear wherever located will be: \$ the property to be located within following year will be: \$ amount of business that will be during the following year will be: \$	

#### 7. OPTIONAL: OTHER PROVISIONS

Attach a separate sheet of this size for any other provision to be included in the Articles of Incorporation, e.g., authorizing preemptive rights, denying cumulative voting, regulating internal affairs, voting majority requirements, fixing a duration other than perpetual, etc.

8.

#### NAME(S) & ADDRESS(ES) OF INCORPORATOR(S)

The undersigned incorporator(s) hereby declare(s), under penalties of perjury, that the statements made in the foregoing Articles of Incorporation are true.

Dated	December 23	'19 <u>98</u>			
1.	n.J. Signature and Name		1. 26500 West Agours	Address Road, #361	
	Signatura Philip K. Akaip, Incorporator		Street Calabasas	California	91302
	(Type or Print Name)		CitylTown	Slate	Zip Code
2.	Signature		2Street		• <b>•••••</b> •••
	(Type or Print Name)		City/Town	State	Zip Code
3.	Signature		Street		
	(Type or Print Name)		City/Town	State	Zip Code

(Signatures must be in BLACK INK on original document. Carbon copy, photocopy or rubber stamp signatures may only be used on conformed copies.)

NOTE: If a corporation acts as incorporator, the name of the corporation and the state of incorporation shall be shown and the execution shall be by its president or vice president and verified by him, and attested by its secretary or assistant secretary.

#### FEE SCHEDULE

- The initial franchise tax is assessed at the rate of 15/100 of 1 percent (\$1.50 per \$1,000) on the paid-in capital represented in this state, with a minimum of \$25.
- The filing fee is \$75.
- The minimum total due (franchise tax + filing fee) is \$100.
- (Applies when the Consideration to be Received as set forth in item 4 does not exceed \$16,667)

• The Department of Business Services in Springfield will provide assistance in calculating the total fees if necessary. Illinois Secretary of State Springfield, IL 62766

Department of Business Services Telephone (217) 782-9522 or 782-9523

File Number

6028-572-1



## To all to whom these Presents Shall Come, Greeting:

*I, Jesse White, Secretary of State of the State of Illinois, do hereby certify that I am the keeper of the records of the Department of* 

### Business Services. I certify that

NANIA ENERGY INCORPORATED, A DOMESTIC CORPORATION, INCORPORATED UNDER THE LAWS OF THIS STATE ON JANUARY 05, 1999, APPEARS TO HAVE COMPLIED WITH ALL THE PROVISIONS OF THE BUSINESS CORPORATION ACT OF THIS STATE RELATING TO THE PAYMENT OF FRANCHISE TAXES, AND AS OF THIS DATE, IS IN GOOD STANDING AS A DOMESTIC CORPORATION IN THE STATE OF ILLINOIS.



# In Testimony Whereof, I hereto set

my hand and cause to be affixed the Great Seal of the State of Illinois, this 12TH day of FEBRUARY A.D. 2016 .

Authentication #: 1604301396 verifiable until 02/12/2017 Authenticate at: http://www.cyberdriveillinois.com

esse

SECRETARY OF STATE

### Exhibit **B**

Officers and Owners

RECEIVED

AUG 1.0 2016 PA PUBLIC UTLESSION SECRETARY'S SUREAU

#### LIST OF OFFICERS AND OWNERS

Name		Title		Address			
John Nania		President		4200 Cantera Drive, Suite 219 Warrenville, IL 60555			
-	-	-					

### Exhibit C

Proof of Service

# RECEIVED

AUG 1.0 2016

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

#### Appendix C

Required of ALL Applicants regardless of operating as a supplier, broker, marketer, or aggregator.

#### Example CERTIFICATE OF SERVICE

On this the 22 day of 300 = 20, l certify that a true and correct copy of the foregoing application form for licensing within the Commonwealth of Pennsylvania as an Electric Generation Supplier and all **NON-CONFIDENTIAL** attachments have been served, as either a hardcopy or a searchable PDF version on a cd-rom, upon the following:

Bureau of Investigation & Enforcement Pennsylvania Public Utility Commission Commonwealth Keystone Building 400 North Street, 2 West Harrisburg, PA 17120

Office of Consumer Advocate 5th Floor, Forum Place 555 Walnut Street Harrisburg, PA 17120

Small Business Advocate Commerce Building, Suite 1102 300 North Second Street Harrisburg, PA 17101

Legal Department West Penn Power d/b/a Allegheny Power 800 Cabin Hill Drive Greensburg, PA 15601-1689

Regulatory Affairs Duquesne Light Company 411 Seventh Street, MD 16-4 Pittsburgh, PA 15219

Legal Department First Energy 2800 Pottsville Pike Reading PA, 19612

Citizens' Electric Company Attn: EGS Coordination 1775 Industrial Boulevard Lewisburg, PA Raz CEIVED

AUG 1.0 2016

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU Office of the Attorney General Bureau of Consumer Protection Strawberry Square, 14th Floor Harrisburg, PA 17120

Commonwealth of Pennsylvania Department of Revenue Bureau of Compliance Harrisburg, PA 17128-0946

Director of Customer Energy Services Orange and Rockland Company 390 West Route 59 Spring Valley, NY 10977-5300

Manager Energy Acquisition PECO Energy Company 2301 Market Street Philadelphia, PA 19101-8699

Legal Department Attn: Paul Russell PPL Two North Ninth Street Allentown, PA 18108-1179

UGI Utilities, Inc. Attn: Rates Dept. – Choice Coordinator 2525 N. 12th Street, Suite 360 Post Office Box 12677 Reading, Pa 19612-2677

Wellsboro Electric Company Attn: EGS Coordination 33 Austin Street P. O. Box 138 Wellsboro, PA 16901

John Nance President, Wallia Erwigy Incorporated

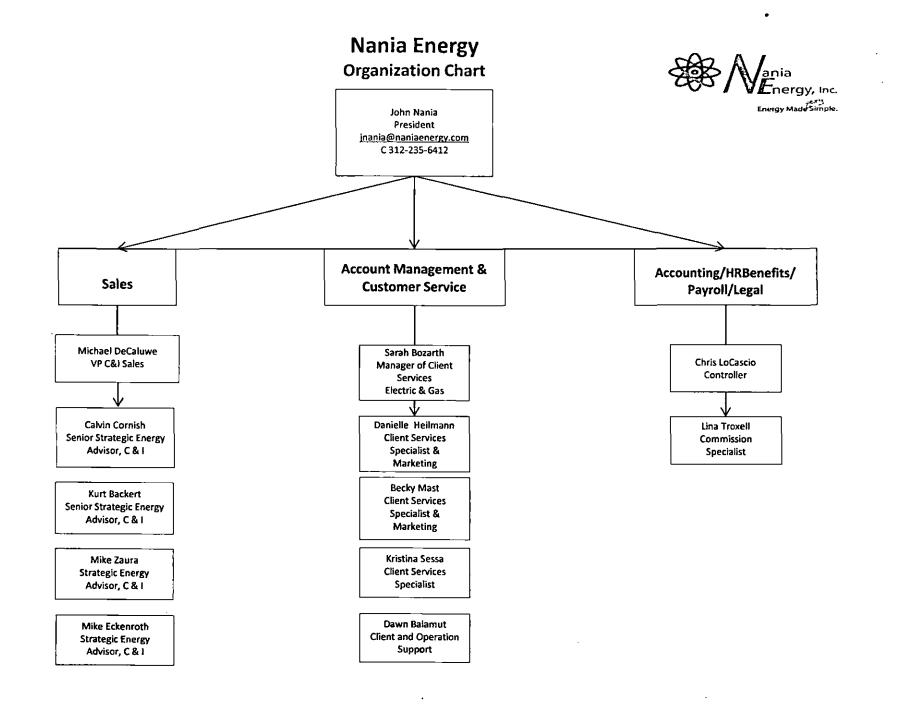
23

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### Exhibit G

**Technical Fitness Documents** 

RECEIVED PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU





Peter Franchot Comptroller

Sandra Zinck Director General Accounting Division

05/10/16

NANIA ENERGY 4200 CANTERA DRIVE STE 219 WARRENVILLE

IL 60555

Dear Sir/Madam:

The following Good Standing Certificate is being issued by the Maryland State Comptroller as requested:

This is to certify that all taxes and charges known to be due to the State of Maryland, as reflected in the records of the Comptroller of the Treasury, General Accounting Division, as of this date, payable through the State Comptroller's Office or the Department of Labor, Licensing and Regulation Division of Contributions by

NANIA ENERGY

have been paid.

We make no representation as to the payment of any tax or charge that may be determined to be due from

NANIA ENERGY

to the State of Maryland, but which is not reflected in the records of the Comptroller of the Treasury, General Accounting Division, as of this date.

Witness my hand and official seal this 10th day of May 2016.

and in Z

deputy comptroller Comptroller of Maryland

COT/GAD-409A

COMMISSIONERS

DOUGLAS R. M. NAZARIAN CHAIRMAN

HAROLD D. WILLIAMS SUSANNE BROGAN LAWRENCE BRENNER THERESE M. GOLDSMITH STATE OF MARYLAND



PUBLIC SERVICE COMMISSION

#### #28, 6/30/10 AM; ML#s 121834, 123398 and 123799 License Reference No.: IR-1857

June 30, 2010

David Pearsall Public Power & Utility of Maryland, LLC 39 Old Ridgebury Road, Suite 14 Danburay, CT 06810

Dear Mr. Pearsall:

On March 10, 2010, Nania Energy, Inc. filed an Application for a license to supply electricity or electric generation services in Maryland under COMAR 20.51. Additional information was filed on May 27, 2010 and June 21, 2010. The Company proposes to provide electricity broker services in Maryland for commercial and industrial customers without restrictions on the number and size of end use customers as described in the application.

After considering this matter at the June 30, 2010 Administrative Meeting, the Commission granted Nania Energy, Inc. a license to supply electricity or electric generation services in Maryland in accordance with its Application (License Reference Number IR-1857). The license granted by the Commission under this Letter Order is limited solely to electricity broker services to commercial and industrial customers.

Finally, Nania Energy, Inc. is reminded that it is under a continuing obligation to notify the Commission of any substantial changes to the information upon which the Commission relied in granting this license. A copy of the supplemental or updated information is required to be filed concurrently with the Office of People's Counsel.

By Direction of the Commission,

/s/ Torry J. Romine

Terry J. Romine Executive Secretary

TJR/gjd c: Phil VanderHeyden, Electricity Division

 WILLIAM DONALD SCHAEFER TOWER
 6 ST. PAUL STREET
 BALTIMORE, MARYLAND 21202-6806

 410-767-8000
 Toll Free:
 1-800-492-0474
 FAX:
 410-333-6495

 MDRS:
 1-800-735-2258 (TTY/Voice)
 Website:
 www.psc.state.md.us

#### STATE OF ILLINOIS

#### ILLINOIS COMMERCE COMMISSION

Nania Energy, Inc.	:	
	:	
Application for Licensure of	:	
Agents, Brokers and Consultants	:	12-0171
under Section 16-115C of the	:	
Public Utilities Act.	:	

ORDER

By the Commission:

#### I. INTRODUCTION

On March 5, 2012, Nania Energy, Inc. ("Applicant") filed a verified application with the Illinois Commerce Commission ("Commission") requesting a certificate of service authority to operate as an agent, broker, or consultant ("ABC") in Illinois pursuant to Section 16-115C of the Public Utilities Act ("Act"), 220 ILCS 5/1-101 et seq., and 83 Ill. Adm. Code 454, "Licensure of Retail Electric Agents, Brokers and Consultants" ("Part 454"). Applicant requests authority to offer services as an ABC for the procurement or sale of retail electricity supply for third parties in the State of Illinois. The Administrative Law Judge requested additional information and clarification of certain matters contained in the application. Applicant filed a verified response on March 16, 2012.

## II. REQUIREMENTS FOR ALL APPLICANTS UNDER SECTION 16-115C OF THE ACT

Applicant is a business organized under the laws of Illinois and licensed to transact business in Illinois. Applicant has certified that it will comply with all applicable regulations; that it will comply with informational and reporting requirements established by Commission rule; that it will comply with informational and reporting requirements pursuant to Section 16-115C of the Act; and that it will comply with all other applicable laws, regulations, terms, and conditions required to the extent they have application to the services being offered by an ABC. Applicant has agreed to ensure that any person who acts on its behalf will comply with all applicable sections of Part 454. Applicant agrees that it will remain in compliance with the provisions of the Act and Part 454, and will ensure that authorizations received from customers, and all other applicable records are retained for a period of not less than three calendar years after the calendar year in which they were created. Applicant has agreed to adopt and follow rules and procedures to preserve the confidentiality of its customers' data. Applicant states that it has an active license to engage in the retail sale of electricity or natural gas in

Maryland. Applicant reports that there have been no complaints filed against it. Applicant indicates that it also operates under the assumed name of EverBright Energy.

# III. FINANCIAL, TECHNICAL, AND MANAGERIAL REQUIREMENTS OF SECTION 16-115C

Applicant is required by Section 454.60 to demonstrate that it meets the managerial qualifications necessary to provide services as an ABC. Applicant must further provide an organizational chart that indicates the position of persons which satisfy the managerial qualification. Applicant has demonstrated that it meets the managerial qualifications set forth in Section 454.60. Attachment B to the application and the revised Attachment B submitted in response to the Administrative Law Judge ruling contain a corporate organizational chart and identify the occupational background information of the person being used to meet the requirements of Section 454.60(a).

Applicant is required by Section 454.70 to demonstrate that it meets the technical qualifications necessary to provide services as an ABC. Applicant has demonstrated that it meets the technical qualifications set forth in Section 454.70 with the information provided, including the information included in Attachment C. Attachment C contains occupational background information on the person being used to meet the requirements of Section 454.70(a).

Pursuant to the requirements of Section 454.80 of Part 454, Applicant provided a surety bond in the amount of \$5,000 issued by a qualifying surety authorized to transact business in Illinois. Applicant further agrees to comply with the Code of Conduct for ABCs contained in Section 454.90.

#### IV. COMMISSION CONCLUSION AND CERTIFICATE OF SERVICE AUTHORITY

The Commission has reviewed the application and attachments along with the supplementary information provided by Applicant regarding the technical, managerial, and financial requirements and all other requirements of the Act and Part 454 and finds that the Applicant sufficiently demonstrates compliance with the requirements. The Commission concludes, therefore, that Applicant's request for a certificate of service authority to operate as an ABC in Illinois should be granted and should include the following authority:

#### CERTIFICATE OF SERVICE AUTHORITY

IT IS CERTIFIED that Nania Energy, Inc. is granted service authority to operate as an agent, broker, or consultant for the procurement or sale of retail electricity supply for third parties in the State of Illinois.

#### V. FINDINGS AND ORDERING PARAGRAPHS

The Commission, having reviewed the entire record, is of the opinion and finds that:

- Applicant, a business organized under the laws of Illinois, seeks a certificate of service authority to operate as an ABC under Section 16-115C of the Act;
- (2) the Commission has jurisdiction over the party hereto and the subject matter hereof;
- (3) the recitals of fact and conclusions reached in the prefatory portion of this Order are supported by the record and are hereby adopted as findings of fact;
- (4) Applicant has demonstrated that it possesses sufficient financial, managerial, and technical resources and abilities to provide services as an ABC for the procurement or sale of retail electricity supply to third parties in the State of Illinois;
- (5) Applicant has complied with Section 16-115C of the Act and Part 454; and
- (6) Applicant should be granted a certificate of service authority to operate as an ABC as specified in this Order.

IT IS THEREFORE ORDERED by the Illinois Commerce Commission that Nania Energy, Inc. is hereby granted a Certificate of Service Authority authorizing it to operate as an agent, broker, or consultant; said Certificate of Service Authority shall read as that set forth in Section IV of this Order.

IT IS FURTHER ORDERED that Nania Energy, Inc. shall comply with all applicable Commission rules and orders now and as hereafter amended.

IT IS FURTHER ORDERED that, subject to the provisions of Section 10-113 of the Public Utilities Act and 83 III. Adm. Code 200.880, this Order is final; it is not subject to the Administrative Review Law.

By order of the Commission this 4th day of April, 2012.

(SIGNED) DOUGLAS P. SCOTT

Chairman

### John Nania - President and CEO

John began his energy career at Torco Energy in 1990 marketing heavy oils and commercial natural gas to Illinois industrials. As Executive Vice President, John oversaw most of the major functions of the business and facilitated business growth from \$2 million in annual sales to \$58 million in 1998. His contributions to the energy industry, which are now common industry practices, include offering long term fixed rates and "full service" products so clients do not have to nominate their own gas or take on any more penalty risk.

Peoples Energy Services acquired Torco in 1999 and John became an exclusive independent sales advisor. As an independent sales advisor, John created Nania Energy and has become one of the largest independent agencies of its kind. John continues to service many of his clients directly while also developing a team of highly skilled associates. John is a founding member of the Illinois Energy Professional Association (ILEPA), a not for profit that ensures the Agent, Broker, Consultant community works together to promote consumer choice and that fair and ethical standards are adhered to in all our transactions. John is an active member of the ILEPA Executive Board.

The Nania Energy team based in Warrenville, Illinois has grown its market presence under John's guidance because of its ability to provide extraordinary value, service and creative products. John is a frequent speaker and a market strategist who regularly consults with many large clients on risk management who spend millions of dollars on annual energy expenditures. He holds a Bachelor's degree in Marketing/Management from Illinois State University and Master's degree from DePaul.

### Michael DeCaluwe - Vice-President, Commercial and Industrial Sales

Michael joined the Nania Energy team in 2007 as a Strategic Energy Advisor. After several years of dedicated sales and service to his diverse customer portfolio, Michael was promoted to his current role as Vice-President of Commercial and Industrial Sales.

Michael has lead the sales team to consistent double-digit annual growth. Through his efforts, Michael has earned the trust and confidence of energy consumers ranging from small manufacturers to Fortune 100 corporations. Michael continues to maintain a large sales portfolio while coaching and directing the day-to-day sales activities of his team.

Michael earned a Bachelor's degree from Hamline University in St. Paul, Minnesota where he graduated Magna Cum Laude and was elected to membership in Phi Beta Kappa



ريني Energy Made Simple. Michael DeCaluwe Nania Energy Job Description

Job Title: Vice President of Commercial & Industrial Sales Reports To: CEO FLSA Status: Exempt

Summary: Responsible for overall C&I sales activities at Nania. Responsibilities include leading by example, consistently demonstrating leadership by pursuing and closing business, maintaining an existing book, keeping abreast of industry changes, supplier products and processes, developing relationships with key supplier contacts, and reaching into new markets. Another key component of the position is the continuous development of sales personnel so that their skills and industry knowledge become industry benchmarks for excellence enabling them to grow and develop their book of business. Coordination, monitoring, and mentoring of C&I sales team members activities to assist them in meeting their goals is also required.

Duties and Responsibilities of VP of C&I Sales: Responsible for training, developing and retaining staff within C&I sales team. Involvement in the development of annual company business plan and establishing individual goals for direct reports, and perform quarterly reviews of such goals for all sales team members as well as annual review. Providing recommendations relating to compensation changes/rewards for C&I sales team. Also, directs and coordinates the marketing efforts of the sales team working with the Nania Marketing Manager. Administration of human resource policy as appropriate.

- 1. Work with the Controller and CEO to establish the yearly annual net sales goal for C&I as well as the individual annual sales target for C&I compensation with management.
- 2. Help create and present the annual company marketing plan.
- 3. As part of the management team, provide input and involvement into creating, executing, and leading company strategic direction, goals, personnel issues, and overall company policies.
- 4. Act as a liaison between sales staff and the management team of Constellation (or relevant supplier) to both communicate supplier policies, products, and processes to the sales team and also to bring pertinent issues and feedback from the sales team to the supplier.
- 5. Evaluate sales team members on a "tri-annual" basis against goals developed as part of their GRIP.
- 6. Attend client visits with each C&I sales team member when practical.
- 7. Hold weekly sales huddle for team to provide competitive information as well as product updates.
- 8. Responsible for overseeing calling days, implementation of individual and team C&I marketing campaigns, and reviewing pipeline reports with sales team.
- 9. Delegate leads to sales team.
- 10. Responsible for developing and implementing training for the sales team, utilizing both internal and external resources.

- 11. Involved in the hiring of new sales staff.
- 12. Mentoring/training of new sales staff.
- 13. Develops sales strategies, training and tools to assist sales team members.

Duties and Responsibilities of Senior Strategic Energy Advisor include the following. Other duties may be assigned.

- 1. Responsible for developing and executing individual marketing plan while using Salesforce to maintain and manage information and progress of this plan.
- 2. Performs cold calling to generate sales leads including participation in cold calling days.
- 3. Qualifies new leads.
- 4. Responsible for leads generated through individual marketing plan and meeting goals within the plan.
- 5. Meet with account management and appropriate personnel to review status of pipeline report.
- 6. Work with account management to request pricing, contracts, and execute signed agreements along with resolving customer issues.
- 7. Close new sales, manage existing client base, renew/retain existing business.

#### Qualifications:

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

#### Education/Experience:

Bachelor's degree (B. A.) from four-year college or university; or one year related experience and/or training; or equivalent combination of education and experience.

#### Language Ability:

Ability to read and interpret documents such as safety rules, operating and maintenance instructions, and procedure manuals. Ability to write routine reports and correspondence. Ability to speak effectively before groups of customers or employees of organization.

#### Math Ability:

Ability to calculate figures and amounts such as discounts, interest, commissions, proportions, percentages, area, circumference, and volume. Ability to apply concepts of basic algebra and geometry.

#### **Reasoning Ability:**

Ability to solve practical problems and deal with a variety of concrete variables in situations where only limited standardization exists. Ability to interpret a variety of instructions furnished in written, oral, diagram, or schedule form.

#### **Computer Skills:**

To perform this job successfully, an individual should have knowledge of word processing software; spreadsheet software; Powerpath; Ameren; SalesForce; On Contact; pricing system software and be able to perform web site maintenance.

# Work Environment:

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

The noise level in the work environment is usually very quiet.

# **Physical Demands:**

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

The employee must occasionally lift and/or move up to five pounds. While performing the duties of this job, the employee is regularly required to sit; use hands and talk or hear. The employee is occasionally required to walk; reach with hands and arms; stoop, kneel, crouch, or crawl and taste or smell.

# John Nania - President and CEO

John began his energy career at Torco Energy in 1990 marketing heavy oils and commercial natural gas to Illinois industrials. As Executive Vice President, John oversaw most of the major functions of the business and facilitated business growth from \$2 million in annual sales to \$58 million in 1998. His contributions to the energy industry, which are now common industry practices, include offering long term fixed rates and "full service" products so clients do not have to nominate their own gas or take on any more penalty risk.



Peoples Energy Services acquired Torco in 1999 and John became an

exclusive independent sales advisor. As an independent sales advisor, John created Nania Energy and has become one of the largest independent agencies of its kind. Today, Nania Energy sells to and services clients nationally. John continues to service many of his clients directly while also developing a team of highly skilled associates. John is a founding member of the Illinois Energy Professional Association (ILEPA), a not for profit that ensures the Agent, Broker, Consultant community works together to promote consumer choice and that fair and ethical standards are adhered to in all our transactions. John is an active member of the ILEPA Executive Board.

The Nania Energy team based in Warrenville, Illinois has grown its market presence under John's guidance because of its ability to provide extraordinary value, service and creative products. John is a frequent speaker and a market strategist who regularly consults with many large clients on risk management who spend millions of dollars on annual energy expenditures. He holds a Bachelor's degree in Marketing/Management from Illinois State University and Master's degree from DePaul.

# Michael DeCaluwe – Vice President of Commercial and Industrial Sales



Michael joined the Nania Energy team in 2007 as a Strategic Energy Advisor. After several years of dedicated sales and service to his diverse customer portfolio, Michael was promoted to his current role as Director of Commercial and Industrial Sales.

Michael has lead the sales team to consistent double-digit annual growth while helping the organization expand geographically to the Atlantic Coast and New England. Through his efforts, Michael has earned the trust and confidence of energy consumers ranging from small manufacturers to Fortune 100 corporations. Michael continues to maintain a large sales portfolio while coaching and directing the day-to-day sales activities of his team. His leadership and management ability has been key to the company's growth.

He remains focused on Nania Energy's current strategy and future opportunities by understanding the customer and maintaining high customer satisfaction levels.

Michael earned a Bachelor's degree from Hamline University in St. Paul, Minnesota where he graduated magna cum laude and was elected to membership in Phi Beta Kappa.

# **MICHAEL DECALUWE**

3131 Aviara Court Naperville, IL 60564 | mldecaluwe@yahoo.com | 630-453-1068

- **OBJECTIVE** | To utilize my talents to enhance a growing company in an industry with challenging opportunities.
- SKILLS & ABILITIES | I have both technical and personal skills including management, sales, computer, and analysis skills.

#### EXPERIENCE | VICE PRESIDENT (PREVIOUSLY DIRECTOR) OF SALES, NANIA ENERGY AUGUST 2012-PRESENT

Lead a sales team of up to 5 people that were responsible for over \$400 million a year in energy commodity transactions (promoted to VP in February 2016).

#### SENIOR ENERGY ADVISOR, NANIA ENERGY

MARCH 2007-AUGUST 2013

Secured new and serviced current client base of commercial clients, providing them solutions to help manage their energy expense, consistently exceeding sales goals and showing growth in my customer base every year.

#### DIRECTOR OF COMMERCIAL RELOCATION SALES, ACE WORLDWIDE MARCH 2006-MARCH 2007

Created the commercial relation department at Ace's Elgin, IL, facility, hitting my sales goals in year 1 and being intimately involved in the operational creation of the department.

EDUCATION | HAMLINE UNIVERSITY, ST. PAUL, MN

HISTORY MAJOR

Graduated magna cum laude with a 3.83 GPA and elected membership into the Phi Beta Kappa Honors Society, also completed an honor's thesis that was published.

**REFERENCES** | References available upon request.

Application for: Nania Energy Incorporated

# Exhibit H

Affidavits

RECEIVED

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AUG 1.0 2016

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

# Appendix A

# **APPLICATION AFFIDAVIT**

[Commonwealth/State] c	ILLINOIS :	
	: \$\$.	
County of	:	
John Nania	, Affiant, being duly [sworn/affirmed] according to law, deposes and says that:	
[He/she is the Presiden	(Office of Affiant) of Nania Energy Incorporated (Name of Applicant);]	
[That he/she is authorize	d to and does make this affidavit for said Applicant;]	
That the Applicant herein demonstrating its technical 2809 (B).	Nania Energy Incorporated has the burden of producing information and supporting documentati and financial fitness to be licensed as an electric generation supplier pursuant to 66 Pa. C.S Nania Energy	
That the Applicant herein		nd
That the Applicant herein answer to questions on this	<u>Incorporated</u> acknowledges that it is under a duty to update information provided application and contained in supporting documents.	in
That the Applicant herein	Nania Energy ncorporated acknowledges that it is under a duty to supplement information provid is application and contained in supporting documents as requested by the Commission.	ed
expects said Applicant to b	s able to prove the same at hearing. Signature of Affiant	
Sworn and subscribed b	fore me this $22$ day of $30NE$ , $2017$ .	
	Signature of official administering oath	
My commission expires	RECEIVED OFFICIAL SEAL CHRISTINE M. LOCASCIO NOTARY PUBLIC, STATE OF ILLINOIS My Commission Expires March 19, 2017	
	AUG 1.0 2016	
	PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU	

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# Appendix B

# **OPERATIONS AFFIDAVIT**

[Commonwealth/State] of <u>ILLINONS</u>: ss. County of <u>レハント</u>: ss. <u>John Nania</u>, Affiant, being duly [sworn/affirmed] according to law, deposes and says that:

[He/she is the <u>President</u> (Office of Affiant) of <u>Nania Energy Incorporated</u> (Name of Applicant);]

[That he/she is authorized to and does make this affidavit for said Applicant;]

That <u>Nania Energy Incorporated</u>, the Applicant herein, acknowledges that [Applicant] may have obligations pursuant to this Application consistent with the Public Utility Code of the Commonwealth of Pennsylvania, Title 66 of the Pennsylvania Consolidated Statutes; or with other applicable statutes or regulations including Emergency Orders which may be issued verbally or in writing during any emergency situations that may unexpectedly develop from time to time in the course of doing business in Pennsylvania.

That <u>Nania Energy Incorporated</u>, the Applicant herein, asserts that [he/she/it] possesses the requisite technical, managerial, and financial fitness to render electric service within the Commonwealth of Pennsylvania and that the Applicant will abide by all applicable federal and state laws and regulations and by the decisions of the Pennsylvania Public Utility Commission.

That <u>Nania Energy Incorporate</u> the Applicant herein, certifies to the Commission that it is subject to , will pay, and in the past has paid, the full amount of taxes imposed by Articles II and XI of the Act of March 4, 1971 (P.L. 6, No. 2), known as the Tax Reform Act of 1971 and any tax imposed by Chapter 28 of Title 66. The Applicant acknowledges that failure to pay such taxes or otherwise comply with the taxation requirements of Chapter 28, shall be cause for the Commission to revoke the license of the Applicant. The Applicant acknowledges that it shall report to the Commission its jurisdictional Gross Receipts and power sales for ultimate consumption, for the previous year or as otherwise required by the Commission. The Applicant also acknowledges that it is subject to 66 Pa. C.S. §506 (relating to the inspection of facilities and records).

As provided by 66 Pa. C.S. §2810 (C)(6)(iv), Applicant, by filing of this application waives confidentiality with respect to its state tax information in the possession of the Department of Revenue, regardless of the source of the information, and shall consent to the Department of Revenue providing that information to the Pennsylvania Public Utility Commission.

RECEIVED

AUG 1.0 2016

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

## Appendix B (Continued)

That <u>Nania Energy Incorporated</u>, the Applicant herein, acknowledges that it has a statutory obligation to conform with 66 Pa. C.S. §506, §2807 (C), §2807(D)(2), §2809(B) and the standards and billing practices of 52 PA. Code Chapter 56.

That the Applicant agrees to provide all consumer education materials and information in a timely manner as requested by the Bureau of Public Liaison or other Commission bureaus. Materials and information requested may be analyzed by the Commission to meet obligations under applicable sections of the law.

That the facts above set forth are true and correct/true and correct to the best of his/her knowledge, information, and belief.

Signature of Affiant

Sworn and subscribed before me this  $22^{ND}$  day of <u>JUNE</u>, 2016.

Signature of official administering oath

My commission expires MARCH 19, 2017.

Application for: Nania Energy Incorporated

# Exhibit I

Publications



AUG 1.0 2016

PA PUBLIC UTILITY COMMISSION SECRETARY'S BUREAU

## No.

Term,

# **Proof of Publication of Notice in Pittsburgh Post-Gazette**

Under Act No 587, Approved May 16, 1929, PL 1784, as last amended by Act No 409 of September 29, 1951

Commonwealth of Pennsylvania, County of Allegheny, ss P. Reed , being duly sworn, deposes and says that the Pittsburgh Post-Gazette, a newspaper of general circulation published in the City of Pittsburgh, County and Commonwealth aforesaid, was established in 1993 by the merging of the Pittsburgh Post-Gazette and Sun-Telegraph and The Pittsburgh Press and the Pittsburgh Post-Gazette and Sun-Telegraph was established in 1960 and the Pittsburgh Post-Gazette was established in 1927 by the merging of the Pittsburgh Gazette established in 1786 and the Pittsburgh Post, established in 1842, since which date the said Pittsburgh Post-Gazette has been regularly issued in said County and that a copy of said printed notice or publication is attached hereto exactly as the same was printed and published in the editions and issues of the said Pittsburgh Post-Gazette a regular newspaper of general circulation on the following dates, viz:

#### 19 of April, 2016

Affiant further deposes that he/she is an agent for the PG Publishing Company, a corporation and publisher of the Pittsburgh Post-Gazette, that, as such agent, affiant is duly authorized to verify the foregoing statement under oath, that affiant is not interested in the subject matter of the afore said notice or publication, and that all allegations in the foregoing statement as to time, place and character of publication are true.

1 lee

PG Publishing Company Sworn to and subscribed before me this day of: April 19, 2016

DMMONWEALTH OF PENNSYLVANIA

NOTARIAL SEAL Linda M. Gaertner, Notary Public City of Pittsburgh, Allegheny County My Commission Expires Jan. 31, 2019 MEMSER, PENNSYLVANIA ASSOCIATION OF NOTARIES

#### STATEMENT OF ADVERTISING COSTS

LicenseLogix LLC 140 GRAND ST STE 300 Attn: Danilo Bandovic WHITE PLAINS NY 10601-4840

To PG Publishing Company

Total ----- \$540.00

# **Publisher's Receipt for Advertising Costs**

PG PUBLISHING COMPANY, publisher of the Pittsburgh Post-Gazette, a newspaper of general circulation, hereby acknowledges receipt of the aforsaid advertising and publication costs and certifies that the same have been fully paid.

Office 34 Boulevard of the Allies PITTSBURGH, PA 15222 Phone 412-263-1338

PG Publishing Company, a Corporation, Publisher of Pittsburgh Post-Gazette, a Newspaper of General Circulation

By

I hereby certify that the foregoing is the original Proof of Publication and receipt for the Advertising costs in the subject matter of said notice.

#### COPY OF NOTICE **OR PUBLICATION**

PENNSYLVANIA PUBLIC UTILITY COMMISSION NOTICE Applications of Nania Energy Incorporated For Approval to Offer, Render, or Furnish Services as a Supplier, Aggregator, and Marketer:Bioker Engaged In The Business Of Supplying Natural Gas Supply Services and Electricity Supply or Electric Generation Services. To The Public in The Commonwealth Of Pennsylvania. Nania Energy Incorporated will be filing an appli-cation with the Peransylva-nia Public Utrlity Commission ("PUC") for a license to provide natural gas supply services as (1) a supplier of natural gas, and (2) a broker/marketer en-gaged in the business of providing natural gas services Nănia Energy Incor-porated will also be filing an application with the PUC for a license to supply electricity or electric gen-eration services as (1) a generator and supplier of electric power, (2) a bro-ker/marketer engaged in the business of supplying electricity, and (3) an ag-gregator engaged in the business of supplying elec-tricity. Nania Energy in-corporated proposes to sell electricity, natural gas, and related services throughout all of Pennsylvania under the provisions of the new Natural Gas Choice and Competition Act and the Electricity Generation Customer Choice and Competition Áci.

The PUC may consider this application without a hearing Protests directed to the technical or financial fitness of Nania Energy incorporated may be filed within 15 days of the need within 15 days of the date of this notice with the Secretary of the PUC, P.O. Box 3265, Harrisburg, PA 17105-3265, You should send copies of any protest to Mont Exercise Incomp to Nania Energy incorpo-rated at the address listed below

Delow. Nania Energy Incorpo-rated, 4200 Cantera Drive Suite 219, Warrenville, IL 60555, 630-416-8300, 630-604-7778

No.

SS:

# PROOF OF PUBLICATION OF NOTICE IN THE WILLIAMSPORT SUN-GAZETTE UNDER ACT NO. 587, APPROVED MAY 16, 1929

# STATE OF PENNSYLVANIA COUNTY OF LYCOMING

Bernard A. Oravec

Publisher of the Sun-Gazette Company, publishers of the Williamsport, Sun-Gazette, successor to the Williamsport Sun and the Gazette & Bulletin, both daily newspapers of general circulation, published at 252 West Fourth Street. Williamsport, Pennsvlvania, being duly sworn, deposes and says that the Williamsport Sun was established in 1870 and the Gazette & PENNSYLVANIA 1801, since which dates said successor, the Williamsport Sun-Gazette, has been regularly issued and pub-PUBLIC UTILITY COMMISSION ming aforesaid, and that a copy of the printed notice is attached hereto exactly as the same was printed and NOTICE Applications of Nania

Energy Incorporated For Approval To Offer, Render, or Furnish Services as a Supplier, Aggregator, and Marketer/Broker Engaged In The Business Of Supplying Natural Gas Supply Services and Electricity Supply or Electric Genera-Affia tion Services, To The Public In The Com-Public In The Com-monwealth Of Pennsylvato ve

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Nania Energy Incorporated will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to provide natural gas supply services as (1) a supplier of natural gas, and (2) a broker/marketer engaged in the business of providing natural gas services. <u>Nania Energy</u> <u>Incorporated</u> will also be filing an application with the PUC for a license to supply electricity or electric generation services as (1) a generator and sup-plier of electric power (2) broker/marketer aaaed in the business of (3) an aggregator en-gaged in the business of supplying electricity. Nania Energy Incor-porated proposes to sell electricity, natural gas, and related services and related services throughout all of Pennsyl-vania under the provisions of the new Natural Gas Choice and Competition Act and the Electricity Generation Customer Choice and Competition

The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Nania Energy filed within 15 days of the date of this notice with the Secretary of the PUC, P.O. Box 3265, Harris-burg, PA 17105-3265. You should send copies of any protest to <u>Nania En-</u> ergy incorporated at the address listed below.

> Nania Energy Incorporated 4200 Cantera Drive Suite 219 Warrenville, IL 60555 630-416-8300 630-604-7778

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and d

tions of said Williamsport Sun-Gazette on the following dates, viz:

> 20, 2016

he is an officer daily authorized by the Sun-Gazette Company, publisher of the Williamsport Sun-Gazette, nent under oath and also declares that affiant is not interested in the subject matter of the aforesaid notice ne allegations in the foregoing statement as to time, place and character of publication are true.

Bent A.

SUN-GAZETTE COMPANY Sworn to and subscribed before me the  $\frac{5t}{dav}$  day of 0016 Notary Public NUTARIAL BEAL CATHY A. BILLEY, Notary Public Oby of Williamsport, Lycoming Courty By Considering Dather May 15, 2019 STATEMENT OF ADVERTISING COSTS

To the Sun-Gazette Company, Dr.:	
For publishing the notice attached	11000
hereto on the above state dates	\$517.84
	<u> </u>
Probated same Total	\$317.89

# PUBLISHER'S RECEIPT FOR ADVERTISING COSTS

MPANY hereby acknowledges receipt of the aforesaid advertising and publication costs ne have been fully paid.

# SUN-GAZETTE COMPANY

BY Bernard A. Oravec

## Proof of Publication in The Philadelphia Daily News Under Act. No 587, Approved May 16, 1929

#### STATE OF PENNSYLVANIA COUNTY OF PHILADELPHIA

Florence Devlin being duly sworn, deposes and says that **The Philadelphia Daily News** is a newspaper published daily, except Sunday, at Philadelphia, Pennsylvania, and was established in said city in 1925, since which date said newspaper has been regularly issued in said County, and that a copy of the printed notice of publication is attached hereto exactly as the same was printed and published in the regular editions and issues of the said newspaper on the following dates:

#### April 18, 2016

Affiant further deposes and says that she is an employee of the publisher of said newspaper and has been authorized to verify the foregoing statement and that she is not interested in the subject matter of the aforesaid notice of publication, and that all allegations in the foregoing statement as to time, place and character of publication are true.

PENNAYLVANIA PUBLC UTILITY COMMISSION NOTICE Applications of Namie Energy incorporated For Approval To Offer, Render, or Furnish Services as a Supplier, Aggregator, and Marketer/Broker Engaged in The Business of Supplying Natural Gas Supply Services and Electricity Supply or Electric Generation Services, To The Public In The Commonwealth Of Pennsylvania. Mania Energy Incorporated will be filling an ap-plication with the Pennsylvania Public Utility Commission ("PUC") for a license to provide natural gas supply services as (1) a supplier of natural gas application with the PUC for a license to supply electricity or electric generation serv-loes. Namia Energy Incorporated will also be filling an application with the PUC for a license to supply electricity or electric generation serv-loes as (1) a generator and supplier of electric busings of supplying electricity, and (3) an ap-glectricity, Mania Energy Incorporated propos-es to reall elericity, natural gas, and related services throughding interformation act. The PUC may consider this publication without a provisions of the all of Pennsylvania under the provisions of the all of Pennsylvania conser-tion Customer Choice and Competition Act The PUC may consider this sphication without a hearing. Protests directed septication without a hearing. Protests directed is appropriated may be filed within 15 deys of the dis of the financia fitness of Namia Energy incorporated proporated may be filed within 15 deys of the dis of the PUC may consumption of the technic aring. Protests directed to the technic total fitness of Nania Energy incorpor-be filed within 15 days of the date of swith the Secretary of the PUC, P.O. 5, Harrisburg, PA 17105-3265. You et 1 copies of any protest to Nania Energy isorated at the address listed below. Nania Energy theorporated Nania Energy theorporated thia Box uld Energy incorporated Intera Drive Suite 219 630-416-8300 630-604-777

**Copy of Notice of Publication** 

France Derlin

Sworn to and subscribed before me this 18<sup>th</sup> day of April, 2016.

Mary anal Notary Public

My Commission Expires:

OTARIAL SEAL NOTARIAL SEAL MARY ANNE LOGAN, Notary Public City of Philadelphia, Phila. County My Commission Expires March 30, 2017

#### The Scranton Times (Under act P.L. 877 No 160. July 9,1976) Commonwealth of Pennsylvania, County of Lackawanna

LICENSELOGIX SHAYNA DESAI 140 GRAND ST. STE. 300 WHITE PLAINS NY 10601

Account # 570967 Order # 81918853 Ad Price: 260.25

#### LEGAL NOTICE PENNSYLVANI

Gina Krushinski

Being duly sworn according to law deposes and says that (s)he is Billing clerk for The Scranton Times, owner and publisher of The Scranton Times, a newspaper of general circulation, established in 1870, published in the city of Scranton, county and state aforesaid, and that the printed notice or publication hereto attached is exactly as printed in the regular editions of the said newspaper on the following dates:

#### 04/18/2016

Affiant further deposes and says that neither the affiant nor The Scranton Times is interested in the subject matter of the aforesaid notice or advertisement and that all allegations in the foregoing statement as time, place and character or publication are true KAA Winner.

Sworn and subscribed to before me this 18th day of April A.D., 2016

ALON

(Notary Public)

COMMONWEALTH OF PENNSYLVANIA Notarial Seal Sharon Venturi, Notary Public City of Scranton, Luckawanna County My Commission Expires Feb. 12, 2018 MEMGER, PENNSYLVANIA ASSOCIATION OF MOTARIES

#### LEGAL NOTICE

# PENNSYLVANIA PUBLIC UTILITY COMMISSION NOTICE

COMMISSION NOTICE Applications of Nanie Energy Incor-porated For Approval To Offer, Ren-der, or Furnish Services as a Supplier, Aggregator, and Markster/Broker En-gaged In The Business Of Supplying Natural Gas Supply Services and Elec-tricity Supply or Electric Generation Services, To The Public In The Commonwealth Of Pennsylvania.

Nania Energy Incorporated will be filing an application with the Pennsyl-vania Public Utility Commission ("PUC") for a license to provide natural gas supply services as (1) a supplier of natural gas, and (2) a broker/mar-keter engaged in the business of pro-viding natural gas services. **Nania En**viding natural gas services. Mania En-ergy Incorporated will also be filing an application with the PUC for a li-cense to supply electricity or electric generation services as (1) a generator and supplier of electric power, (2) a broker/marketer engaged in the busi-ness of supplying electricity, and (3) an aggregator engaged in the business of supplying electricity. Mania Energy Incorporated proposes to sell elec-tricity, natural gas, and related services throughout all of Pennsylvania under the provisions of the new Natural Gas Choice and Competition Act and the Electricity Generation Customer Choice and Competition Act.

The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Na the technical of financial fitness of war-nia Energy Incorporated may be filed within 15 days of the date of this notice with the Secretary of the PUC, P.O. Box 3265, Harrisburg, PA 17105-3265. You should send copies of any protest to Nania Energy Incorporat-ed at the address listed below.

Nania Energy Incorporated 4200 Cantera Drive Suite 219 Warrenville, IL 60553 630-416-8300 630-604-7778

# COMMONWEALTH OF PENNSYLVANIA County of Cambria

#### PENNSYLVANIA PUBLIC UTILITY COMMISSION NOTICE Applications of Nanla Energy Incorporated For Approval To Offer, Render, or Furnish Services as a Supplier, Aggregator, and Marketer/Broker Engaged In The Business Of Supplying Natural Gas Supply Services and Electricity Supply or Electric Generation Services, To The Public In The Commonwealth Of Pennsylvania. <u>Mania Energy Incorporated</u> will be filing an application with the Pennsylvania Public Utility Commission (\*PUC') for a license to provide natural gas supply services as (1) a supplier of natural gas, and (2) a brokker/marketer engaged in the business of providing natural gas services. <u>Mania Energy Incorporated</u> will also be filing an application with the PUC for a license to supply electricity or electric generation services as (1) a generator and supplier of electric power, (2) a broker/marketer engaged in the business of supplying electricity, and (3) an aggregator engaged in the business of supplying electricity. <u>Mania Energy</u> <u>Incorporated</u> proposes to sell electricity, natural gas, and related services throughout all of Pennsylvania under the provisions of the new Natural Gas Choice and Competition Act and the Electricity Generation Customer Choice and Competition Act. The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of <u>Mania Energy Incorporated</u> may be filed within 15 days of the date of this notice with the Secretary of the PUC, P.O. Box 3265, Harrisburg, PA 17105-3265. You should send copies of any protest to <u>Mania Energy Incorporated</u> 4200 Cantera Drive Suite 219 <u>Warrenville, IL 60555</u> 630-416-8300 630-604-7778

published o that the ar of The Joh in the subjof said pul

Sworn and

21st day of

Junan COMMONWEALTH OF PENNSYLVANIA

Notarial Seal Vivian Ohs, Notary Public City of Johnstown, Cambria County My Commission Expires Dec. 6, 2016 MEMBER, PENNSYLVANIA ASSOCIATION OF NOTARIES ≥ SS

On this 21st day of April A.D. 2016, before me, the subscriber, a Notary Public in and for said County and State, personally appeared Christine Marhefka, who being duly sworn according to law, deposes and says as Classified Advertising Manager of the Tribune-Democrat, Johnstown, PA, a newspaper of general circulation as defined by the "Newspaper Advertising Act", a merger September 8, 1952, of the Johnstown Tribune, established December 7, 1853; and of the Johnstown Democrat, established March 5, 1863,

of Cambria, and Commonwealth of Pennsylvania and matter published in said publication in the regular issues on April 19, 2016; and that the Affiant is not interested that all of the allegations as to time, place and character

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# STATEMENT OF ADVERTISING COSTS

0.00 Lines @ \$2.50 per line	0.00
8 Inches @ \$25.00 per inch	200.00
Notary Fee	5.00
Clerical Fee	2.50
Total Cost	207.50

To The Tribune-Democrat, Johnstown, PA For publishing the notice or publication attached hereto on the above stated dates.

# PUBLISHER'S RECEIPT FOR ADVERTISING COSTS

for publisher of \_

a newspaper of general circulation, hereby acknowledges receipt of the aforesaid and publication costs and certifies that the same has been duly paid.

(Name of Newspaper)

By\_\_\_\_\_

# PROOF OF PUBLICATION In THE ERIE TIMES-NEWS

# COMBINATION EDITION

# LICENSE LOGIX 140 GRAND ST SUITE 300 WHITE PLAINS NY 10601

REFERENCE: 122994 196287 PUC Notice

STATE OF PENNSYLVANIA) COUNTY OF ERIE ) SS: Tom Mezler, being duly sworn, deposes and says that: (1) he/she is a designated agent of the Times Publishing Company (TPC) to execute Proofs of Publication on behalf of the TPC; (2) the TPC, whose principal place of business is at 205 W. 12th Street, Erie, Pennsylvania, owns and publishes the Erie Times-News, established October 2, 2000, a daily newspaper of general circulation, and published at Erie, Erie County Pennsylvania; (3) the subject notice or advertisement, a true and correct copy of which is attached, was published in the regular edition(s) of said newspaper on the date(s) referred to below. Affiant further deposes that he/she is duly authorized by the TPC, owner and publisher of the Erie Times-News, to verify the foregoing statement

under oath, and affiant is not interested in the subject matter of the aforesaid notice or advertisement, and that all allegations in the foregoing statement as to time, place and character of publication are true.

PUBLISHED ON: 04/20/16

TOTAL COST: \$409.00

AD SPACE: 0 Lines

FILED ON: 04/20/16

Sworn to and subscribed before me this 20th day of April
Affiant:
NOTARY: Rabina Mare

PENNSYLVANIA PUBLIC UTILITY COMMISSION NOTICE Applications of <u>Nania Energy Incorporated</u> For Approval To Offer, Render, or Furnish Services as a Supplier, Aggregator, and Marketer/Broker Engaged in The Business Of Supplying Natural Gas Supply Services and Electricity Supply or Electric Generation Services, To The Public In The Commonwealth Of Pennsylvania	
Nania Energy Incorporated will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to provide natural gas supply services as (1) a supplier of natural gas, and (2) a broker/marketer engaged in the business of providing natural gas services. Nania Energy Incorporated will also be tiling an application with the PUC for a license to supply electricity or electric generation services as (1) a generator and supplier of electric power. (2) a broker/ marketer engaged in the business of supplying electricity, and (3) an aggregator engaged in the business of supplying electricity. Nania Energy Incorporated proposes to sell electricity, natural gas, and related services throughout all of Pennsylvania under the provisions of the new Natural Gas Choice and Competition Act and the Electricity Generation Customer Choice and Competition Act.	3
The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of <b>Nania Energy Incorporated</b> may be filed within 15 days of the date of this notice with the Secretary of the PUC, P.O. Box 3265, Harrisburg, PA 17105-3265. You should send copies of any protest to <b>Nania</b> <b>Energy Incorporated</b> at the address listed below. <b>Nania Energy Incorporated</b> 4200 Cantera Drive Suite 219 Warrenville, IL 60555 630-416-8300 630-604-7778	adno=196287

2016 COMMONWEALTH OF PENNSYLVANIA NOTARIAL SEAL Barbara J. Moore, Notary Public City of Erie, Erie County My Commission Expires March 23, 2020 MENBER, PENNSYLVANIA ASSOCIATION OF NOTARIES

#### Ad Content Proof

#### PENNSYLVANIA PUBLIC UTILITY COMMISSION NOTICE

Applications of **Nania Energy** Incorporated For Approval To Offer, Render, or Furnish Services as a Supplier, Aggregator, and Marketer/Broker Engaged In The Business Of Supplying Natural Gas Supply Services and Electricity Supply or Electric Generation Services, To The Public In The Commonwealth Of Pennsylvania.

Nania Energy Incorporated will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to provide natural gas supply services as a broker/marketer engaged in the business of providing natural gas services. Nania Energy Incorporated will also be filing an application with the PUC for a license to supply electricity or electric generation services as a (1) broker/marketer engaged in the business of supplying electricity, and an (2) aggregator engaged in the business of supplying electricity. Nania Energy Incorporated proposes to sell electricity, natural gas, and related services throughout all of Pennsylvania under the provisions of the new Natural Gas Choice and **Competition Act and the Electricity Generation Customer Choice and** Competition Act.

The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of **Nania Energy Incorporated** may be filed within 15 days of the date of this notice with the Secretary of the PUC, P.O. Box 3265, Harrisburg, PA 17105-3265. You should send copies of any protest to **Nania Energy Incorporated** at the address listed below.

Nania Energy Incorporated 4200 Cantera Drive Suite 219 Warrenville, 1L 60555 630-416-8300 630-604-7778

Confidentiality Notice: This facsimile is intended only for its addressee and may contain information that is privileged, confidential or otherwise protected from disclosure. Dissemination, distribution or copying of this facsimile or the information by anyone other than the intended recipient is prohibited. If you have received this facsimile in error, please notify us immediately and return the facsimile by mail





After printing this labet: 1. Use the 'Print' button on this page to print your label to your laser or inkjet printer. 2. Fold the printed page along the horizontal line. 3. Place label in shipping pouch and affix it to vour shimment on that the harmonic on

Place label in shipping pouch and affix it to your shipment so that the barcode portion of the label can be read and scanned

Warning: Use only the printed original label for shipping. Using a photocopy of this label for shipping purposes is fraudulent and could result in additional billing charges, along with the cancellation of your FedEx account number.

Use of this system constitutes your agreement to the service conditions in the current FedEx Service Guide, available on fedex com FedEx will not be unless you declare a higher value, pay an additional charge, document your actual loss and file a timely claim Limitations found in the current FedEx precious metals, negotiable instruments and other items listed in our ServiceGuide. Written claims must be filed within strict time limits, see current FedEx Service Guide. Service Guide apply. Your right to recover from FedEx for any loss, including intrinsic value of the package, loss of sales, income interest, profit, responsible for any claim in excess of \$100 per package, whether the result of loss, damage, delay, non-delivery,misdelivery,or misinformation, authorized declared value. Recovery cannot exceed actual documented loss. Maximum for items of extraordinary value is \$1,000, e.g. jew etry. attorney's fees, costs, and other forms of damage whether direct, incidental consequential, or special is limited to the greater of \$100 or the