



Enel X Advisory Services USA, LLC
100 Brickstone Square, Suite 300 - Andover, MA 01810 - USA
T +1 888 363 7662

DATE OF DEPOSIT **RE: Docket No. TA-2025-3055178**
Utility Code: 1127428

JUN 11 2025

Date 6/11/2025

PA Public Utility Commission
Secretary's Bureau

To whom it may concern,

We were notified that the application for Enel X Advisory Services USA, LLC Natural Gas Supply Services as Broker was missing required documentation.

Please find these documents within this packet as noted in the attached letter received from the Commission.

Thank you for your consideration and please reach out if there should be any questions.

Regards,

Ursula Botic
Operations Specialist II
Enel X Advisory Services USA, LLC
ursula.botic@enel.com
(240) 517-4749

Attachments:

- 2b - Business Entity Filings and Registration
 - as a Foreign limited liability company (15 Pa.C.S. §§ 411 and 412)
 - Provide proof of compliance with appropriate Department of State filing requirements
 - Provide the State in which the business is incorporated/organized/formed and provide a copy of the Applicant's charter documentation.
 - Give name and address of officers.
- 7d - Broker Payment Structure - Explain how your organization will be collecting fees
- 7f - Taxation: Complete the Tax Certification Statement attached in Appendix D

- e. **CONTACTS FOR CONSUMER SERVICE AND COMPLAINTS:** Provide the name, title, address, telephone number, fax number, and e-mail **OF THE PERSON AND AN ALTERNATE PERSON (2 REQUIRED)** responsible for addressing customer complaints. These persons will ordinarily be the initial point(s) of contact for resolving complaints filed with the Applicant, the Natural Gas 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 NGSs.

Primary:
Drew Munk
Manager of Customer Support Operations
100 Brickstone Square
Suite 300
Andover, MA 01810
T: 208-863-6369
F: N/A
drew.munk@enel.com

Alternate:
Jamie Carena
Senior Analyst, Customer Operations
100 Brickstone Square
Andover, MA 01810
Suite 300
T: 1 978 729 6934
F: N/A
Jamie.carena@enel.com

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 DSCB: 54-311.

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. § 412 relating to Department of State filing requirements.

or

The Applicant is a:

- domestic general partnership (*)
- domestic limited partnership (15 Pa.C.S. § 8621)
- foreign general or limited partnership (15 Pa.C.S. §§ 411 and 412)
- domestic limited liability partnership (15 Pa.C.S. §§ 8201 and 8221)
- foreign limited liability general partnership (15 Pa.C.S. §§ 411 and 412)
- foreign limited liability limited partnership (15 Pa.C.S. §§ 411 and 412)

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. §§ 411 and 412.

or

The Applicant is a:

- domestic corporation (15 Pa.C.S. § 1308)
- foreign corporation (15 Pa.C.S. §§ 411 and 412)
- domestic limited liability company (15 Pa.C.S. § 8821)
- foreign limited liability company (15 Pa.C.S. §§ 411 and 412)
- Other (Describe):

- Provide proof of compliance with appropriate Department of State filing requirements as indicated above.

- § 411. Registration to do business in this Commonwealth; attached
- § 412. Foreign registration statement; attached

- Provide the state in which the business is incorporated/organized/formed and provide a copy of the Applicant's charter documentation.

- Delaware

- Give name and address of officers.

- Andrew Thomas, CEO, 100 Brickstone Square, Suite 300, Andover MA 01810

3. AFFILIATES AND PREDECESSORS

(both in state and out of state)

7. FINANCIAL FITNESS

- a. **BONDING:** In accordance with 66 Pa.C.S. § 2208(c), no natural gas supplier license shall be issued or remain in force unless the applicant or holder furnishes a bond or other security in a form and amount to ensure the financial responsibility of the natural gas supplier. The criteria used to determine the amount and form of such bond or other security shall be set by each NGDC. Provide documentation that the applicant has met the security requirement of each NGDC by submitting the letters sent by the NGDCs stating what bonding amounts they require. The contact information is located in Section 6.b.

Enel X Advisory Services USA LLC will serve as a broker in the PA and not as a Natural gas supplier and therefore will not take title to Natural Gas. As such, there would be no applicable bonding requirements and Enel X Advisory Services USA LLC does not currently have a surety bond in place.

- 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 statements (3-12 recent consecutive months), tax returns from the previous two years, or any other information that demonstrates Applicant's financial fitness.
- 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.

Not applicable

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

Within our energy advisory services offering, we utilize the Exchange platform where energy suppliers and buyers can trade electricity/natural gas. Our customers generally pay one of two ways: via a fixed monthly rate, inclusive of all services we provide or via a 'per kwh/dth' unitary fee that is included in any contract prices for any agreement that we facilitate to a third-party supplier. In this case, we would receive payments directly from the supplier after the contract starts.

A supplier contracts with Enel X to participate in the exchange auction process. There is no fee collected unless a customer chooses to award a contract to that supplier. During the bidding process a supplier is asked to post their offered price including a 'per Kwh/Dth' fee to Enel X or with no fee, depending on the customer payment terms.

- 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.

Adam Taranto, Sr Manager
100 Brickstone Square
Suite 300
Andover, MA 01810
adam.taranto@enel.com
T: +1978-502-3236
F: N/A

- f. **TAXATION:** Complete the TAX CERTIFICATION STATEMENT attached as Appendix D to this application.

All sections of the Tax Certification Statement must be completed. Submitting N/A on either the Sales Tax License Number or the Employer ID Number (items 7A and 7B) shall be accompanied by supporting documentation or an explanation validating the absence of such information.

Item 7A on the Tax Certification Statement is designated by the Pennsylvania Department of Revenue. Item 7B on the Tax Certification Statement is designated by the Internal Revenue Service.

- Attached

8. TECHNICAL FITNESS:

To ensure that the present quality and availability of service provided by natural gas distribution companies 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:

Enel X North America, Inc. (f.k.a. EnerNOC, Inc.) was founded as a New Hampshire Limited Liability Company (LLC) in December 2001 and subsequently incorporated as a Delaware corporation in June 2003. In August 2017, Enel X North America, Inc. was acquired by Enel Green Power North America, Inc., a subsidiary of Enel SpA, an Italian company. In January 2018, the ownership of Enel X North America, Inc. was transferred to Enel X International Srl, an Italian subsidiary of Enel SpA. In May of 2020, Enel X NA was transferred to Enel North America, Inc., a US subsidiary of Enel SpA. In November of 2022, Enel X North America's Advisory and UBM product lines were transferred to Enel X Advisory Services USA, LLC. Enel X Advisory Services USA LLC is a leading provider of energy procurement, utility bill management, and energy advisory services to commercial, industrial, and institutional customers.

Enel X Advisory Services is engaged in providing consulting services to commercial, industrial, and institutional customers to help them select the most appropriate natural gas and electricity purchasing strategy for their organization. In addition, Enel X Advisory Services provides its customers with a variety of analyses to inform their traditional and renewable procurement strategies as well as their management of utility bill services.

Enel X Advisory Services' agreement with its customers clearly states Enel X Advisory Services' Scope of Work for the customer, Enel X Advisory Services fees, and required notice, procedures, and fees associated with early termination. Enel X Advisory Services assigns each customer an account manager who is responsible for delivering services to the customer in accordance with the customer's contract. All customers will have full communication access to their Enel X Advisory Services account manager as well as Enel X Advisory Services' toll free 1-800 number if they need to speak with a manager regarding a complaint. All dually executed contracts are entered into Enel X Advisory Services Customer Relationship Management (CRM) system where key pieces of

Delaware

Page 1

The First State

I, JEFFREY W. BULLOCK, SECRETARY OF STATE OF THE STATE OF DELAWARE, DO HEREBY CERTIFY THE ATTACHED IS A TRUE AND CORRECT COPY OF THE CERTIFICATE OF FORMATION OF "ENEL X ADVISORY SERVICES USA, LLC", FILED IN THIS OFFICE ON THE SECOND DAY OF AUGUST, A.D. 2022, AT 9:23 O`CLOCK A.M.




Jeffrey W. Bullock, Secretary of State

6945411 8100
SR# 20223148972

Authentication: 204078514
Date: 08-03-22

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

STATE OF DELAWARE
CERTIFICATE OF FORMATION
OF LIMITED LIABILITY COMPANY

The undersigned authorized person, desiring to form a limited liability company pursuant to the Limited Liability Company Act of the State of Delaware, hereby certifies as follows:

1. The name of the limited liability company is _____
Enel X Advisory Services USA, LLC

2. The Registered Office of the limited liability company in the State of Delaware is located at _____ 850 New Burton Road, Suite 201 _____ (street),
in the City of _____ Dover _____, Zip Code _____ 19904 _____. The
name of the Registered Agent at such address upon whom process against this limited
liability company may be served is _____
COGENCY GLOBAL INC.

By: _____ /s/ Enrico Viale
Authorized Person

Name: _____ Enrico Viale, CEO and President
Print or Type

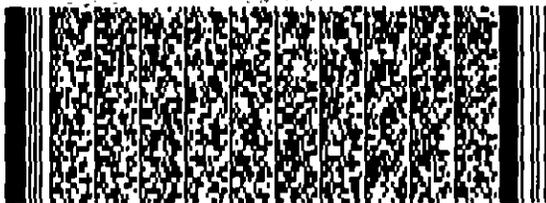
ORIGIN ID:ZFEA (978) 681-1900
URSULA BOSIC
ENEL NORTH AMERICA INC
7209 OLD FRIENDSHIP WAY
SUITE 300
ELKRIDGE, MD 21075
UNITED STATES US

SHIP DATE: 11JUN25
ACTWGT: 1.00 LB
CAD: 106679724/NET4535
BILL SENDER

TO PA PUC SECRETARY'S BUREAU
COMMONWEALTH KEYSTONE
400 NORTH STREET
BUILDING 2ND FLOOR
HARRISBURG PA 17120

58QJ5J0E7459F2

(240) 517-4749 REF:
INV: DEPT:
PO:

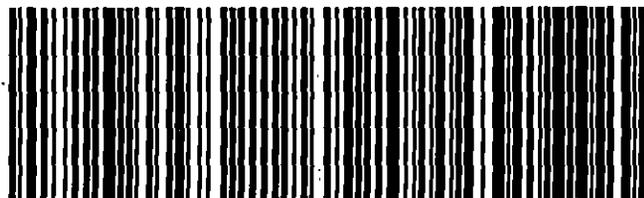


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JUN 12 2025

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

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