

DM 12-066



450 Old Peachtree Road  
Suite 103  
Atlanta, Georgia 30024  
Phone 404-321-6677  
Fax 404-321-6785

March 14, 2012

New Hampshire Public Utilities Commission  
Debra Howland, Executive Director  
21 South Fruit Street, Suite 10  
Concord, N.H. 033301-2429



Dear Ms. Howland:

The following is the initial application of Utilities Analyses, Inc. to register as an Electric Power Aggregator with the State of New Hampshire.

Enclosed please find our completed registration application and check payable to the State of New Hampshire for our registration fee. We respectfully request that you expedite our application as much as possible.

Following is a brief description of our company ("the applicant"), our relevant experience and other information we hope you find useful in considering your application.

**Applicant Description**

Utilities Analyses, Inc., (UAI) headquartered in Atlanta, is a utilities consulting firm that has been serving clients since 1972. UAI remains privately owned and has no interests other than to serve our clients with the greatest amount of measurable results (utility costs savings) possible. UAI has grown from a small consulting company to employ 25 employees.

**Past Work Experience**

UAI manages over \$1.5 Billion in annual utility expenditures at over 13,000 facilities nationally. UAI's clients include states, municipalities and school systems as well as many Fortune 500 firms. Our clientele consists of commercial and industrial users including movie cinemas, retailers, office buildings, cable companies, and industrial manufacturers.

**Current Operations**

UAI analyzes current and available electric utility tariffs available to our clients in regulated supply areas to ensure they are on the lowest cost rate available. UAI also reviews historical consumption and billing to ensure bills were rendered correctly. UAI has also been assisting our clients obtain competitive costs available in deregulated supply areas by comparing electricity supplier pricing with default supply or price-to-compare.

Utilities Analyses, Inc. has been providing energy procurement consulting services since the early 2000's for our clients in California, Connecticut, Illinois, New York, New Jersey, New Hampshire, Maine, Maryland, Massachusetts, Ohio, Pennsylvania, Rhode Island, and Texas. The predominant share of our procurement business has been performed under a consulting fee basis.

We are currently licensed as "brokers" in Illinois, Pennsylvania, and Texas. We have or are in the process of applying for "broker" licenses in Maine, Maryland, Massachusetts, New Jersey, New York and Rhode Island as well as New Hampshire.

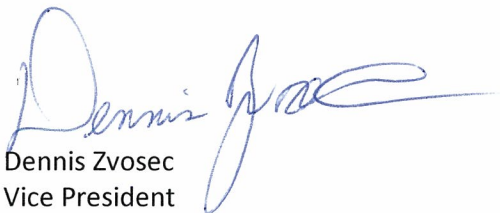
**Business Plans**

Utilities Analyses, Inc is planning on providing broker services for clients that prefer a aggregator fee type of arrangement rather than paying a management fee for our rate review and pricing services.

Should you have any questions, please contact me at either (404) 321-6677 ext. 307 or (678) 429-2456 or via email at [dzvosec@uaiservices.com](mailto:dzvosec@uaiservices.com).

Thank you for your consideration of our application.

Sincerely,



Dennis Zvosec  
Vice President  
Utilities Analyses, Inc.

Encls.

**Application of Utilities Analyses, Inc. to the State of New Hampshire to register as an Electric Power Aggregator**

**(1) The legal name of the applicant as well as any trade name(s) under which it intends to operate in this state;**

Utilities Analyses, Inc.

**(2) The applicant's business address, telephone number, e-mail address and website address, as applicable;**

Business Address: 450 Old Peachtree Road, Suite 103, Suwanee GA 30024

Telephone number: (404) 321-6677 ext. 307

Applicant's Primary Contact Email address: [dzvosec@uaiservices.com](mailto:dzvosec@uaiservices.com)

Website address: [www.uaiservices.com](http://www.uaiservices.com)

**(3) The name(s), title(s), business address(es), telephone number(s), and e-mail address(es) of the applicant if an individual or of the applicant's principal(s), if the applicant is anything other than an individual;**

(Applicant is a "C" Corporation, incorporated in the state of Georgia)

Principal's name: Kevin D. Shaw

Principal's title: President

Business address: 450 Old Peachtree Road, Suite 103, Suwanee GA 30024

Principal's telephone number: (404) 321-6677 ext. 230

Principal's email address: [kdshaw@uaiservices.com](mailto:kdshaw@uaiservices.com)

**(4) The telephone number of the customer service department or the name, title, telephone number and e-mail address of the customer service contact person of the applicant, including toll free telephone numbers if available**

Customer service contact person name: Dennis J. Zvosec

Customer service contact person title: Vice President

Customer service contact person telephone number(s): (404) 321-6677 ext. 301 (office);  
(678) 429-2456 (mobile phone)

Applicant's toll-free telephone number: (800) 942-0016

Customer service contact person email address: [dzvosec@uaiservices.com](mailto:dzvosec@uaiservices.com)

**(5) A copy of the applicant's authorization to do business in New Hampshire from the Secretary of State, if anything other than an individual;**

Please see attached authorization.

**(6) Description of the geographic areas of New Hampshire in which the applicant intends to provide service, consistent with Puc 2006.01(a)(10) above;**

Applicant intends to provide service throughout the geographic area of the state of New Hampshire.

**(7) A statement that the applicant is not representing any supplier interest or a listing of any supplier interest the applicant intends to represent; and**

The applicant, Utilities Analyses, Inc., is applying for this broker license to obtain the lowest power costs possible for our clients. In order to be unbiased, we will apply the same broker fee to any suppliers chosen. Following is a list of those suppliers from whom we intend to obtain pricing quotes in order to obtain the lowest costs:

Con Ed Solutions  
Constellation New Energy  
Hess Corporation  
Integrus Energy  
Next Era Energy  
Noble Americas  
Reliant Energy

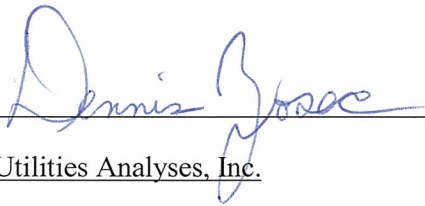
**(8) Except as provided in 2003.04(e), payment of the required filing fee; and**

Required \$250 initial power aggregator filing fee payable to the State of New Hampshire is enclosed.

**(9) The signature of the applicant or its representative.**

Required signature follows:

Signature: \_\_\_\_\_



Applicant: Utilities Analyses, Inc.

Representative Name: Dennis Zvosec

Title: Vice President



## FILING STATUS REPORT

Date: March 13, 2012

Janet Hodges  
Utilities Analyses, Inc.  
450 Old Peachtree Road, Suite 103  
Suwanee, GA 30024

NRAI Order Number: TX3756  
NRAI Service Rep: Joy Schroeder  
Service Rep E-mail: jschroeder@nrai.com  
Client Reference Number: n/a

ATTACHED PLEASE FIND EVIDENCE OF THE FOLLOWING FILING(S) REQUESTED:

1) SUBJECT NAME: <i>UTILITIES ANALYSES, INCORPORATED</i>		
TYPE OF FILING: QUALIFICATION/REGISTRATION FILING		
JURISDICTION	FILE DATE	FILE NUMBER
NEW HAMPSHIRE	03/07/2012	667329

Please Note: The Copy Count is 4

# State of New Hampshire

Filing fee: \$50.00  
Fee for Form SRA: \$50.00  
Total fees \$100.00

Form 40  
RSA 293-A:15.03

Use black print or type.

Form must be single-sided on 8½" x 11" paper;  
double sided copies will not be accepted.

## APPLICATION FOR CERTIFICATE OF AUTHORITY FOR PROFIT FOREIGN CORPORATION

TO THE SECRETARY OF STATE OF THE STATE OF NEW HAMPSHIRE

PURSUANT TO THE PROVISIONS OF THE NEW HAMPSHIRE BUSINESS CORPORATION ACT,  
THE UNDERSIGNED CORPORATION HEREBY APPLIES FOR A CERTIFICATE OF AUTHORITY  
TO TRANSACT BUSINESS IN NEW HAMPSHIRE AND FOR THAT PURPOSE SUBMITS THE  
FOLLOWING STATEMENT:

FIRST: The name of the corporation is Utilities Analyses, Incorporated

SECOND: The name which it elects to use in New Hampshire is Utilities Analyses, Incorporated

THIRD: It is incorporated under the laws of Georgia

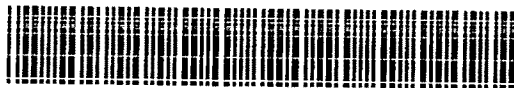
FOURTH: The date of its incorporation is 12/22/1986 and  
the period of its duration is Perpetual

FIFTH: The complete address (including zip code and post office box, if any) of its principal office is 450 Old Peachtree Road, Suite 103, Suwanee, GA 30024

SIXTH: The name of its registered agent IN NEW HAMPSHIRE is National Registered Agents, Inc.  
and the complete address (including zip code  
and post office box, if any) of its registered office IN NEW HAMPSHIRE is (agent's business address)  
63 Pleasant Street Concord, NH 03301

State of New Hampshire  
Form 40 - Application for Certificate of Authority 4 Page(s)

SEVENTH: The sale or offer  
requirements of the New Han



with the

EIGHTH: The principal purp  
New Hampshire are Energy Supply Management f business in

## APPLICATION FOR CERTIFICATE OF AUTHORITY

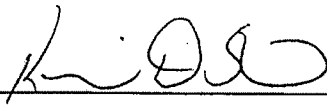
Form 40  
(Cont.)

NINTH: The names and usual business addresses of its current officers and directors are: (If there are additional officers or directors, attach additional sheet OR if the laws of the state of incorporation do not require directors, indicate below.)

<u>Name</u>	<u>Title</u>	<u>Address</u>
<b><u>OFFICERS</u></b>		
Kevin D. Shaw	President	450 Old Peachtree Road, Suite 103 Suwanee, GA 30024
Gayle A. Shaw	Secretary	450 Old Peachtree Road, Suite 103 Suwanee, GA 30024

**DIRECTORS**

Kevin D. Shaw	Director	450 Old Peachtree Road, Suite 103 Suwanee, GA 30024
Gayle A. Shaw	Director	450 Old Peachtree Road, Suite 103 Suwanee, GA 30024
Carl Shaw	Director	450 Old Peachtree Road, Suite 103 Suwanee, GA 30024

By   
Signature of its President  
Kevin D. Shaw  
Print or type name  
Date signed: 2/23/12

DISCLAIMER: All documents filed with the Corporate Division become public records and will be available for public inspection in either tangible or electronic form.

Mail fees, DATED & SIGNED ORIGINAL, ORIGINAL CERTIFICATE OF LEGAL EXISTENCE OR GOOD STANDING ISSUED BY THE STATE OR COUNTRY OF INCORPORATION AND FORM SRA to: Corporate Division, Department of State, 107 North Main Street, Concord, NH 03301-4989.

# STATE OF GEORGIA

## Secretary of State

Corporations Division  
313 West Tower  
2 Martin Luther King, Jr. Drive  
Atlanta, Georgia 30334-1530

### CERTIFICATE OF EXISTENCE

I, Brian P. Kemp, Secretary of State and the Corporations Commissioner of the state of Georgia, hereby certify under the seal of my office that

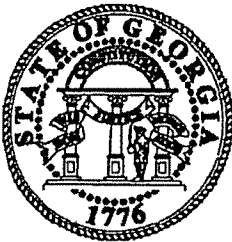
#### UTILITIES ANALYSES, INCORPORATED

##### Domestic Profit Corporation

was formed or was authorized to transact business on 12/22/1986 in Georgia. Said entity is in compliance with the applicable filing and annual registration provisions of Title 14 of the Official Code of Georgia Annotated and has not filed articles of dissolution, certificate of cancellation or any other similar document with the office of the Secretary of State.

This certificate relates only to the legal existence of the above-named entity as of the date issued. It does not certify whether or not a notice of intent to dissolve, an application for withdrawal, a statement of commencement of winding up or any other similar document has been filed or is pending with the Secretary of State.

This certificate is issued pursuant to Title 14 of the Official Code of Georgia Annotated and is prima-facie evidence that said entity is in existence or is authorized to transact business in this state.



WITNESS my hand and official seal of the City of Atlanta and the State of Georgia on 10th day of February, 2012

*B. P. Kemp*

Brian P. Kemp  
Secretary of State

**Form SRA – Addendum to Business Organization and Registration Forms**  
**Statement of Compliance with New Hampshire Securities Laws**

**Part I – Business Identification and Contact Information**

Business Name: Utilities Analyses, Incorporated

Business Address (include city, state, zip): 450 Old Peachtree Road, Suite 103, Suwanee, GA 30024

Telephone Number: (800) 862-5438 E-mail: jschroeder@nrai.com

Contact Person: Joy Schroeder c/o NRAI Corporate Services

Contact Person Address (if different): 16055 Space Center Blvd., Suite 235, Houston, TX 77062

**Part II – Check ONE of the following items in Part II. If more than one item is checked, the form will be rejected.**  
[PLEASE NOTE: Most small businesses registering in New Hampshire qualify for the exemption in Part II, Item 1 below. However, you must insure that your business meets all of the requirements spelled out in A), B), and C)]:

1. ☐ Ownership interests in this business are exempt from the registration requirements of the state of New Hampshire because the business meets ALL of the following three requirements:
  - A) This business has 10 or fewer owners; and
  - B) Advertising relating to the sale of ownership interests has not been circulated; and
  - C) Sales of ownership interests – if any – will be completed within 60 days of the formation of this business.
2. ☐ This business will offer securities in New Hampshire under another exemption from registration or will notice file for federal covered securities. Enter the citation for the exemption or notice filing claimed - \_\_\_\_\_
3. ☐ This business has registered or will register its securities for sale in New Hampshire. Enter the date the registration statement was or will be filed with the Bureau of Securities Regulation - \_\_\_\_\_
4. ☒ This business was formed in a state other than New Hampshire and will not offer or sell securities in New Hampshire.

**Part III – Check ONE of the following items in Part III:**

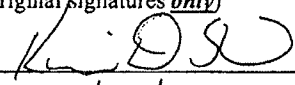
1. ☒ This business is not being formed in New Hampshire.
2. ☐ This business is being formed in New Hampshire and the registration document states that any sale or offer for sale of ownership interests in the business will comply with the requirements of the New Hampshire Uniform Securities Act.

**Part IV – Certification of Accuracy**

(NOTE: The information in Part IV must be certified by: 1) all of the incorporators of a corporation to be formed; or 2) an executive officer of an existing corporation; or 3) all of the general partners or intended general partners of a limited partnership; or 4) one or more authorized members or managers of a limited liability company; or 5) one or more authorized partners of a registered limited liability partnership or foreign registered limited liability partnership.)

I (We) certify that the information provided in this form is true and complete. (Original signatures only)

Name (print): Kevin D. Shaw, President

Signature: 

Date signed: 2/23/12

Name (print): \_\_\_\_\_

Signature: \_\_\_\_\_

Date signed: \_\_\_\_\_

Name (print): \_\_\_\_\_

Signature: \_\_\_\_\_

Date signed: \_\_\_\_\_