



NHPUC 17MAR17PM1:11

March 7, 2017

Debra Howland, Executive Director  
New Hampshire Public Utilities Commission  
21 South Fruit Street, Suite 10  
Concord, NH 03301-2429

**Subject: Renewal Registration of Competitive Electric Power Suppliers for First Point Power, LLC DM 16-221**

Dear Ms. Howland,

Pursuant to New Hampshire Code of Administrative Rules, Part Puc 2003.02, First Point Power, LLC is submitting this application for the renewal registration as Competitive Electric Power Supplier (CEPS) New Hampshire. As a requirement of the renewal registration, all information required for the initial CEPS application under Puc 2003.01 and Puc 2006.01 with noted changes from the original application are here within attached. Please note, the requirements for Puc 2003.03 will be submitted under separate cover.

Find enclosed one original and two copies of the application along with a \$250 check for the filing fee. An electronic copy in PDF format has been sent via email to [executive.director@puc.nh.gov](mailto:executive.director@puc.nh.gov)

Thank you for your time and consideration in this matter.

Sincerely,

A handwritten signature in blue ink, appearing to read "Christopher Lowe", with a long, sweeping horizontal stroke extending to the right.

Christopher Lowe  
Controller  
First Point Power, LLC



**Puc 2006.01 Form for Initial and Renewal Registration of Competitive Electric Power Suppliers with noted changes \*\***

**The legal name of the applicant as well as any trade name(s) under which it intends to operate in this state, and, if available, its website address;**

The Legal Name: First Point Power, LLC.  
Trade Name: First Point Power, LLC  
Website: [www.firstpointpower.com](http://www.firstpointpower.com).

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

Business Address: First Point Power, LLC  
300 Jefferson Blvd,  
Suite 104,  
Warwick RI 02888

Phone Number: 401-684-1443

Email: [info@firstpointpower.com](mailto:info@firstpointpower.com) or [chris@firstpointpower.com](mailto:chris@firstpointpower.com)  
Website: [www.firstpointpower.com](http://www.firstpointpower.com)

**The applicant's place of incorporation, if anything other than an individual;**

State of Rhode Island

**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;**

Christopher Lowe, Controller  
[chris@firstpointpower.com](mailto:chris@firstpointpower.com)  
First Point Power, LLC  
300 Jefferson Blvd,  
Suite 104,  
Warwick RI 02888



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

As of January 2017, First Point Power, LLC has no affiliates or subsidiary's conducting business in New Hampshire.

**The telephone number of the applicant's 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 Phone: 401-684-1443  
Toll Free Phone Number: 1-888-875-1711  
Customer Service Email: [info@firstpointpower.com](mailto:info@firstpointpower.com)

**The name, title, business address, telephone number, and e-mail address of the individual responsible for responding to commission inquiries;**

Christopher Lowe, Controller  
Email: [chris@firstpointpower.com](mailto:chris@firstpointpower.com)  
Phone: 401-267- 4481

First Point Power, LLC  
300 Jefferson Blvd,  
Suite 104,  
Warwick RI 02888

**The name, title, business address, telephone number and e-mail address of the individual who is the applicant's registered agent in New Hampshire for service of process;**

New England Agents, Inc.  
91A North State Street  
Concord, New Hampshire 03301 Merrimack County  
Phone: 508-768-2249  
Email: [info@northwestregisteredagent.com](mailto:info@northwestregisteredagent.com)  
Fax: 323- 544-4790



**A copy of the applicant's authorization to do business in New Hampshire from the New Hampshire secretary of state, if anything other than an individual;**

Please see exhibit 1.

**A listing of the utility franchise areas in which the applicant intends to operate. To the extent an applicant does not intend to provide service in the entire franchise area of a utility, this list shall delineate the cities and towns where the applicant intends to provide service;**

- PSNH -Public Service Co. of New Hampshire
- UES -Unitil Energy Systems, Inc.
- GSEC -Granite State Electric Co.
- New Hampshire Cooperative

**A description of the types of customers the applicant intends to serve, and the customer classes as identified in the applicable utility's tariff within which those customers are served;**

First Point Power intends to service all residential, small, medium and large customers.

- Public Service Co. of New Hampshire
  - First Point Power intends to offer service in all tariffs of the customers above
- Unitil Energy Services, Inc.
  - First Point Power intends to offer service in all tariffs of the customers above.
- Granite State Electric Co. (National Grid/Liberty)
  - First Point Power intends to offer service in all tariffs of the customers above.
- New Hampshire Cooperative
  - First Point Power intends to offer service in all tariffs of the customers above

**A listing of the states where the applicant currently conducts business relating to the sale of electricity;**

- Rhode Island,
- Massachusetts
- New Hampshire
- Connecticut
- Maine
- Delaware
- Pennsylvania
- Maryland
- New Jersey



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

First Point Power and the principals of FPP have not received any complaints filed with a state licensing/registration agency, attorney general's office or other governmental consumer protection agency.

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

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

First Point Power and the principals of FPP have never been convicted of any felonies.

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

- a. Has, within the 10 years immediately prior to registration, had any civil, criminal or regulatory sanctions or penalties imposed against them pursuant to any state or federal consumer protection law or regulation;**
- b. Has, within the 10 years immediately prior to registration, settled any civil, criminal or regulatory investigation or complaint involving any state or federal consumer protection law or regulation; or**
- c. Is currently the subject of any pending civil, criminal or regulatory investigation or complaint involving any state or federal consumer protection law or regulation;**

First Point Power and the principals of FPP have not had any sanctions or penalties of this nature ever.

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

Not applicable



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

- a. Maintain a list of consumers who request being placed on the applicant's do-not-call list for the purposes of telemarketing;**
- b. Obtain monthly updated do-not-call lists from the National Do Not Call Registry; and**
- c. Not initiate calls to New Hampshire customers who have either requested being placed on the applicant's do-not-call list(s) or customers who are listed on the National Do Not Call Registry;**

We do not intend to telemarket. However, if we do any telemarketing in the future FPP will abide by the above "do-not-call" list guidelines.

**For those applicants that intend not to telemarket, a statement to that effect;**

We do not intend to telemarket. However, if we do any telemarketing in the future FPP will abide by the above "do- not-call" list guidelines.

**A sample of the bill form(s) the applicant intends to use or a statement that the applicant intends to use the utility's billing service;**

First Point Power intends to use consolidated billing through the utility.

**A copy of each contract to be used for residential and small commercial customers;**

A copy of the contract is attached to this application in Exhibit 2.

**Additional Information 2003.01**

**(d) Each applicant shall provide the following in or with its application:**

**(1) Demonstration of technical ability to provide for the efficient and reliable transfer of data and electronic information between utilities and the CEPS in the form of:**

**A statement from each utility with which the CEPS intends to do business indicating that the applicant has complied with the training and testing requirements for electronic data interchange.**

Statements from National Grid, PSNH, and Unitil are attached in Exhibit 3.



**(2) Evidence that the CEPS is able to obtain supply in the New England energy market. Such evidence may include, but is not limited to, proof of membership in the New England Power Pool (NEPOOL) or any successor organization, or documentation of a contractual relationship with a NEPOOL member;**

First Point Power is a member of the New England Pool. Proof is attached in Exhibit 4  
<http://www.iso-ne.com/participate/participant-asset-listings/directory?type=customer&id=51284>

By submitting this CEPS application for registration, I, Christopher Lowe, have the authority as Controller of First Point Power, LLC to file this application and attest that the information is truthful, accurate and complete.

A handwritten signature in black ink, appearing to read "Christopher Lowe". The signature is fluid and cursive, with a long horizontal stroke extending to the right.

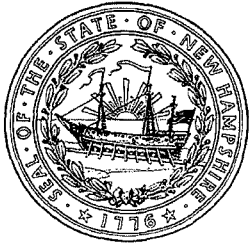
Christopher Lowe, Controller  
First Point Power, LLC



Exhibit 1

Secretary of State Filing





# State of New Hampshire

## Department of State

### 2017 ANNUAL REPORT

Filed

Date Filed: 1/17/2017

Effective Date: 1/17/2017

Business ID: 680007

William M. Gardner

Secretary of State

BUSINESS NAME: **FIRST POINT POWER, LLC**

BUSINESS TYPE: **Foreign Limited Liability Company**

BUSINESS ID: **680007**

CITIZENSHIP: **Foreign**

STATE OF FORMATION: **Rhode Island**

CURRENT PRINCIPAL OFFICE ADDRESS

**300 Jefferson Blvd., Suite 104  
Warwick, RI, 02888, USA**

CURRENT MAILING ADDRESS

**300 Jefferson Blvd., Suite 104  
Warwick, RI, 02888, USA**

REGISTERED AGENT AND OFFICE

REGISTERED AGENT: **0 New England Agents, Inc**

REGISTERED AGENT OFFICE ADDRESS: **159 Main Street S100 Nashua, NH, 03060, USA**

PRINCIPAL PURPOSE(S)

NAICS CODE

**OTHER / First Point Power is a competitive electricity  
supplier.**

NAICS SUB CODE

MANAGER / MEMBER INFORMATION

NAME

BUSINESS ADDRESS

TITLE

**Peter Schieffelin**

**300 Jefferson Blvd., Suite 104, Warwick, RI, 02888, USA**

**Member**

I, the undersigned, do hereby certify that the statements on this report are true to the best of my information, knowledge and belief.

**Christopher Lowe**

**Authorized Party**

SIGNATURE

TITLE



## Exhibit 2

### Residential and Small Commercial Contract and Terms of Service



Exhibit 3

EDI Testing Certificates



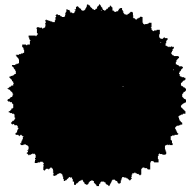
**Public Service of New Hampshire  
Certificate of Completion**

*is hereby granted to:*

**First Point Power, LLC**

*to certify that they have completed to satisfaction*

**EDI Connectivity and Certification Testing**



*Granted: 02/13/13*

*Aaron Downing*  
Aaron Downing  
PSNH Supplier Services

# FIRST POINT POWER



Public Service  
of New Hampshire

A Northeast Utilities Company

PSNH Energy Park  
730 North Commercial Street, Manchester, NH 03101

Public Service Company of New Hampshire  
P.O. Box 330  
Manchester, NH 03105-0330  
(603) 669-4000  
[www.psnh.com](http://www.psnh.com)

Date 02/13/13

First Point Power, LLC  
1485 S. County Trail  
East Greenwich, RI 02818

Dear Peter Schieffelin,

Thank you for your interest in becoming a supplier in New Hampshire and providing this service to our PSNH customers.

PSNH and First Point Power, LLC have successfully completed EDI Connectivity and Certification Testing. I have enclosed a Certificate of Completion for your files.

As soon as First Point Power, LLC is granted certification by the New Hampshire Public Utilities Commission (NH-PUC), you will be ready to contract with PSNH customers.

Thanks once again Peter for your interest and I look forward to working with you in the future.

Sincerely,

Aaron Downing  
PSNH Supplier Services



175 East Old Country Road, Hicksville, New York 11801

February 8, 2013

New Hampshire Public Utilities Commission  
21 South Fruit Street, Suite 10  
Concord, NH 03301-2420

To Whom It May Concern:

This letter is in regard to First Point Power, LLC an Energy Service Company (ESCO).

First Point Power, LLC has successfully completed all necessary requirements and technical specifications to conduct business with National Grid. They have been authorized and can conduct business within the National Grid (Granite State Electric) New Hampshire region effective February 8, 2013. They currently utilize EC Infosystems, Inc as their EDI provider.

Regards,

**Sergio Smilley**  
**Senior Analyst**  
Supplier Services Customer Choice  
175 East Old Country Road  
East Bldg. Ground Floor  
Hicksville, NY 11801  
Off: 516-545-2468  
Fax: 516-545-3250

300 Jefferson Blvd, Suite 104, Warwick RI 02888  
(401) 684 1443



# Unitil

Unitil Energy Systems, Inc.

## Electronic Data Interchange (EDI) Certification

*Unitil Energy Systems (UES)*

Issued to: First Point Power, LLC  
Represented by: Peter Schieffelin

Issued by: Unitil Energy Systems  
Represented by: Todd Bohan, Energy Analyst

Date: February 26, 2013

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This is official notification of the successful completion of Electric EDI testing between Unitil Energy Systems and First Point Power, LLC. As of February 25, 2013, Unitil Energy Systems does hereby declare First Point Power, LLC as a certified EDI trading partner capable of exchanging the following transactions:

810	Invoice
814	Change
814	Drop
814	Enrollment
814	Historical Usage Request
820	Payment Notification
867	Historical Usage
867	Monthly Usage
997	Functional Acknowledgement

First Point Power, LLC has successfully satisfied all the requirements of connectivity with Unitil Energy Systems. First Point Power, LLC has also proven through detailed transaction testing its understanding of the business rules and EDI formats required for account maintenance, and billing (dual and LDC rate-ready consolidated) as described by the New Hampshire Public Utilities Commission and using V12 version 4010 standards.

Signature

Date

Todd Bohan  
Energy Analyst II  
Unitil Service Corp.  
6 Liberty Lane West  
Hampton, NH 03842-1720  
supplierservices@unitil.com



## Exhibit 4

### Proof of NE ISO Membership



[SEARCH](#)[CALENDAR](#)[LIBRARY](#)[HELP](#)[SIGN UP](#)[SIGN IN](#)[About Us](#)[Participate](#)[Committees and Groups](#)[System Planning](#)[Markets and Operations](#)[Participate](#) > [Participant and Asset Listings](#)

# Customer Directory

Search the directory for details on and contact information for the entities registered with ISO New England, as well as on the committees and subgroups advising the ISO. For example, you can find:

- Each customer's name, address, stock symbol(s), industry sector, industry type/classification, committee membership, and NEPOOL voting status (if the customer is a member of the New England Power Pool)
- Committee and subcommittee or working group names, member lists, and the company association of members
- Download a CSV file of the Customer Directory

As you type you will be offered suggested results. Use your keyboard arrows or mouse to navigate the results.

## Company Details: First Point Power, LLC

300 Jefferson Blvd

Suite 104

Warwick, RI 02888

### Customer Details

CUSTOMER ID	SECTOR	TYPE	CLASSIFICATION	SUB-CLASSIFICATION	VOTING STATUS
51284	Supplier	Participant	Market Participant		Y

### Committee Members

COMMITTEE NAME	MEMBER NAME	TITLE	POSITION	ROLE
NEPOOL Markets Committee	Peter Schieffelin		Member	Member

COMMITTEE NAME	MEMBER NAME	TITLE	POSITION	ROLE
NEPOOL Participants Committee	Peter Schieffelin		Member	Member
NEPOOL Reliability Committee	Peter Schieffelin		Member	Member
Transmission Committee	Peter Schieffelin		Member	Member

#### Participant Related Persons

A Participant and its Related Persons (as defined in the Participants Agreement and Second Restated NEPOOL Agreement) are together entitled to join any one Sector and to have one vote in that Sector.

Votes for this company are cast by:

Self

This company also votes on behalf of:

None

#### Updating the Directory

Help keep the directory current — its accuracy is dependent on data in the ISO's Customer and Asset Management System (CAMS). To update data for your organization or committee, see:

- User guides for CAMS
- CAMS FAQs

#### Problems?

Contact Customer Support if you're having trouble with the directory.

#### APPLICATIONS

GADS Reporting

IRTT

ISO Express

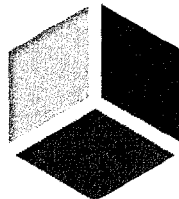
#### MARKETS AND OPERATIONS FORECASTING

Morning Report

Seven-Day Forecast

Three-Day Forecast

Power System Status



#### ABOUT US

News and Media

Careers

Legal and Privacy

#### CUSTOMER SUPPORT

Contact Us

Training