

THE COMMONWEALTH OF MASSACHUSETTS  
DEPARTMENT OF PUBLIC UTILITIES

DEVAL L. PATRICK  
GOVERNOR

TIMOTHY P. MURRAY  
LIEUTENANT GOVERNOR

RICHARD K. SULLIVAN, JR.  
SECRETARY OF ENERGY  
AND ENVIRONMENTAL AFFAIRS

ONE SOUTH STATION  
BOSTON, MA 02110  
(617) 305-3500

ANN G. BERWICK  
CHAIR

JOLETTE A. WESTBROOK  
COMMISSIONER

DAVID W. CASH  
COMMISSIONER

August 1, 2011

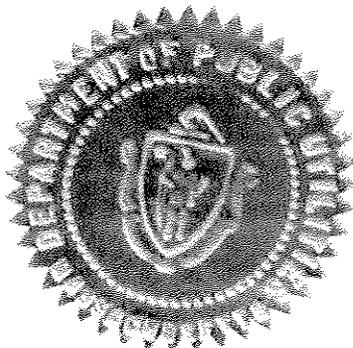
Kandi Elie, SVP Electricity Procurement Sales  
Maneri-Agraz, LLC  
1620 W. Sam Houston Parkway N.  
Houston, TX 77043

Re: Electricity Broker Application

Dear Ms. Elie,

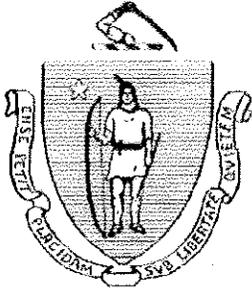
The Department of Public Utilities ("Department") has reviewed Maneri-Agraz, LLC's application for an Electricity Broker license in the Commonwealth of Massachusetts and is pleased to inform you that the Department has approved your application. Please find enclosed a copy of your approved application. Your license number is EB-202.

As a condition of maintaining this license, Maneri-Agraz, LLC must file updated information within 30 days of any material or organic change in the information required by 220 C.M.R. § 11.05(2), and must comply with all relevant requirements of G.L. c. 164 and the regulations promulgated thereunder, including 220 C.M.R. §§ 11.00, 12.00 et seq. If you decide to request renewal of your license next year, please submit your renewal application no later than September 1, 2012.



Sincerely,

Mark D. Marini, Secretary



The Commonwealth of Massachusetts

APPROVED
DATE: July 29, 2011
Commissioners, D.P.U.

DEPARTMENT OF PUBLIC UTILITIES
ONE SOUTH STATION, 2ND FLOOR
BOSTON, MA 02110
617-305-3500

COMMISSIONERS, D.P.U.

EB-202

Competitive Supplier and Electricity Broker License Application
Pursuant to 220 C.M.R. § 11.00 et seq.

REQUIRES ANNUAL FEE and ANNUAL RENEWAL

Please submit an original, two copies, and an electronic copy on diskette or CD-ROM formatted for Microsoft Word to the address above along with a \$100.00 annual fee.

Application Type:

- New
Renewal

Applying For:

- Competitive Supplier License
Electricity Broker License

1. Legal Name of Applicant: Maneri-Agraz, LLC

Doing business as (D/B/A): Maneri-Agraz, LLC

2. Business Address: 1620 W. Sam Houston Parkway N, Houston, TX 77043

3. If a corporation, association, or partnership:

- (a) Organized under the laws of which state: Texas
(b) Date of organization: 6/22/2007
(c) Attach a copy of the articles of incorporation, association, partnership agreement or other document regarding legal organization. Attached
(d) Please, attach a copy of the by-laws. Attached

4. Name, Title, and Business Address of all Officers and Directors, Partners, or other similar Officials:

John Maneri, President & CEO - 1620 W Sam Houston Pkwy N, Houston, TX 77043
Frank Agraz, Vice President - 1620 W Sam Houston Pkwy N, Houston, TX 77043

5. A statement (with appropriate citation to corporate articles or by-laws or other operative documents) that acting as a Competitive Supplier or Electricity Broker is not an ultra vires purpose (beyond the scope) of the entity: Attached.

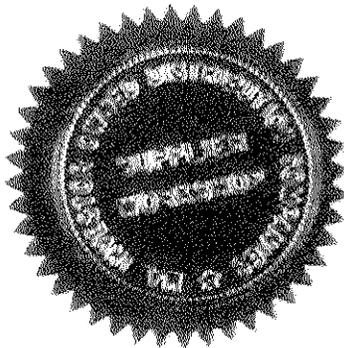
# CERTIFICATE OF COMPLETION

Awarded to:

Maneri~Agraz, LLC

*This certificate of completion acknowledges that you have completed the  
**Supplier Training Workshop**  
Given this 4th Day of May 2011*

5/17/11  
Date



*Donna Laura*  
\_\_\_\_\_  
Donna Laura

STATE OF MAINE  
PUBLIC UTILITIES COMMISSION

Docket No. 2011-318

September 16, 2011

MANERI-AGRAZ, LLC  
Application for License to Operate as a  
Competitive Electricity Provider

ORDER GRANTING LICENSE

WELCH, Chairman; VAFIADES and LITTELL, Commissioners

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## I. SUMMARY

In this Order, we license Maneri-Agraz, LLC (Maneri-Agraz) to operate as a competitive electricity provider furnishing aggregator/broker services to the medium and large non-residential customer class in the service territories of Central Maine Power Company, Bangor Hydro Electric Company and Maine Public Service Company pursuant to Chapter 305 of the Commission's Rules.

## II. APPLICATION AND DECISION

On September 14, 2011, Maneri-Agraz applied to the Commission to operate in Maine as a competitive electricity provider pursuant to Chapter 305. Maneri-Agraz proposes to provide aggregator/broker services to the medium and large non-residential class in the service territories of Central Maine Power Company, Bangor Hydro Electric Company and Maine Public Service Company. Maneri-Agraz met all the Chapter 305 filing requirements. As a licensed competitive electricity provider, Maneri-Agraz is required to comply with all applicable requirements and regulations, including all conditions of licensing, customer protection rules, and the filing of annual reports.

Pursuant to a Delegation Order dated April 23, 2008 in Docket No. 2008-185, *PUBLIC UTILITIES COMMISSION, Delegation of Authority to License Competitive Electricity Providers*, the Commission delegated to the Director of Technical Analysis the authority under 35-A M.R.S.A., § 3203 (1)(2) and Chapter 305, §2 to license competitive electricity providers. On September 12, 2009, in Docket No. 2009-260, statutory changes took effect that change the title of this position. P.L. 2009, ch. 122. The Director of Technical Analysis will be the Director of Electric and Gas Utility Industries. All existing delegation orders that delegate Commission authority to the Director of Technical Analysis will now read that we delegate our authority to the Director of Electric and Gas Utility Industries.

Accordingly, it is

ORDERED

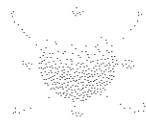
1. That Maneri-Agraz, LLC is hereby issued a license to operate as a competitive electricity provider pursuant to Chapter 305 of the Commission's Rules, to provide aggregator/broker services to the medium and large non-residential class in the service territories of Central Maine Power Company, Bangor Hydro Electric Company and Maine Public Service Company; and
2. That this license is effective on the date of this Order and valid until revoked or suspended by the Commission pursuant to section 3(A)(4) of Chapter 305, or abandoned by the licensee pursuant to sections 2(D)(10) and 2(D)(11) of Chapter 305 of the Commission's Rules.

Dated at Hallowell, Maine, this 16<sup>th</sup> day of September, 2011.

BY ORDER OF THE DIRECTOR OF ELECTRIC AND GAS UTILITY INDUSTRIES

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Faith Huntington



*Maneri~Agraz*  
*energy efficient lighting professionals*

Attachment B

## Executive Personnel

John Maneri  
President and CEO  
Maneri~Agraz, LLC  
1620 W Sam Houston Pkwy N  
Houston, TX 77043  
832-358-3901 direct  
832-358-3900 main office  
832-358-3927 fax  
281-352-2424 cell  
[john@ma-llc.net](mailto:john@ma-llc.net)  
<http://www.ma-llc.net>

Frank Agraz  
Vice President  
Maneri~Agraz, LLC  
1620 W Sam Houston Pkwy N  
Houston, TX 77043  
832-358-3902 direct  
832-358-3900 main office  
832-358-3927 fax  
281-513-7136 cell  
[frank@ma-llc.net](mailto:frank@ma-llc.net)  
<http://www.ma-llc.net>

Roger Cantu  
VP of Operations  
Maneri~Agraz, LLC  
1620 W Sam Houston Pkwy N  
Houston, TX 77043  
832-358-3903 direct  
832-358-3900 main office  
832-358-3927 fax  
281-460-4879 cell  
[roger@ma-llc.net](mailto:roger@ma-llc.net)  
<http://www.ma-llc.net>

Kandi Perry Elie  
Executive Vice President  
Maneri~Agraz, LLC  
44 Gleason Road  
Princeton, Massachusetts 01541  
978-273-7468 direct  
978-610-7468 fax  
[kandi@ma-llc.net](mailto:kandi@ma-llc.net)  
<http://www.ma-llc.net>

Stephen Grabowski  
Vice President of Design  
Maneri~Agraz, LLC  
44 Arundel Road  
Arundel, ME 04046  
207-641-3862 direct  
978-610-7468 fax  
916-996-3682 cell  
[Stephen@ma-llc.net](mailto:Stephen@ma-llc.net)  
<http://www.ma-llc.net>



**John R. Maneri, President & CEO:**

John Maneri has worked in the energy efficient lighting industry for 22 years, beginning in 1990 with RISE Engineering, based in Providence, RI. He has been involved in this industry from the very beginning, when utility companies first began providing incentives for small commercial/ industrial customers to convert their old T12, inefficient lighting systems to the new more efficient T8 systems.

John began his career in Houston in 1979 in the construction management industry managing the construction of new houses for David Weckley Homes. After five years in the residential construction business John moved into commercial construction, working for Marriott International. He project managed the construction of five *Courtyard by Marriott* hotels in New York and New England from 1985-1990.

John has a unique combination of construction management experience and design-build energy efficient lighting experience. He has utilized these two disciplines to create and develop successful design and installation processes that are not only unique to the industry, but also proven over many years.

In 1996, after six years with RISE Engineering, John accepted an opportunity with Honeywell DMC. He was hired to startup a new large commercial energy efficient lighting business for Honeywell, servicing their national ESCO team. John quickly leveraged his fast track construction experience with his recent lighting experience and put processes and people into place that grew the business to \$20 million in four years. This team's unique ability to quickly and efficiently survey, design and install large lighting projects anywhere in the country was ground breaking in the industry.

John's greatest achievement is the team of lighting professionals he has developed over the last 15 years. The original lighting team that was formed within Honeywell in the late 90's remains intact today and forms the core management team of Maneri~Agraz. Our fifteen years of experience working together on a wide variety of facilities such as institutional, commercial, industrial, retail, municipal, and military bases, has provided our team with experience unmatched in the industry.

Some of John's high profile projects include:

- Johnson Space Center (120 buildings)
- Kellogg Company (multiple sites throughout the US and Canada)
- Kirtland Air Force Base
- Little Rock Air Force Base
- Dole Packaged Foods
- CenterPoint Energy (multiple sites in Houston area)
- PepsiCo (Tropicana, Gatorade, Quaker Oats)
- JC Penney (150 stores in 17 states)

Mr. Maneri graduated from the College of the Holy Cross with a BS in Economics in 1979.



# *Maneri~Agraz*

*energy efficient lighting professionals*

Frank J. Agraz, Jr., LC  
Vice President

Frank Agraz has worked in the energy efficient lighting industry for 14 years and has delivered projects through many different positions including sales, project management, and design. He has been involved in this industry at an early stage in the game when many customers replaced the components in their existing T12 linear fluorescent fixtures with the 1st generation of T8 and electronic ballast systems.

Frank started his career with Amtech Lighting in 1993 as an account representative. He sold lighting retrofits and long-term maintenance agreements. After less than one year working at the Houston, Texas branch, he was promoted to the Fort Lauderdale, Florida branch to manage the sales effort for south Florida.

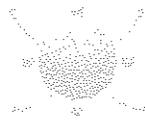
Frank's early success led him to a new opportunity in Austin, Texas working in sales and lighting design at MetalOptics, a custom lighting manufacturer of specialized high efficiency luminaires and retrofit kits.

Frank first met John Maneri at Honeywell DMC Services, an internal, turn-key, lighting retrofit contractor for Honeywell International. Frank brought sales and design experience that helped the lighting division grow to \$20 million in sales in the 1st four years of business. His responsibilities included management of lighting survey and design teams that contributed to the generation a project proposal. He was tasked with delivering a creative lighting solution that was simultaneously profitable, cost-effective, and visually pleasing.

Mr. Agraz is Lighting Certified (LC) by the National Council on Qualifications for the Lighting Professions (NCQLP). The NCQLP is a non-profit organization founded in 1991 to serve and protect the well-being of the public through effective and efficient lighting practice.

He has been invited to speak at national conferences in the food processing industry and has been published for an article he authored on advanced lighting design practices.

Mr. Agraz graduated from Texas A&M University in College Station, Texas in 1992. He received a B.S. in Industrial Distribution.



*Maneri~Agraz*  
*energy efficient lighting professionals*

**Kandi Elie:**

**Kandi is the Executive Vice President of energy sales and procurement for Maneri~Agraz. She is responsible for all aspects sales and supplier relationships for our electricity consulting and procurement division.**

**Kandi has extensive experience in retail electricity sales through her role as Regional Director for a leading electricity supply firm where she managed a sales team of 25. Ms. Elie was responsible for the development and implementation of more than a billion kWh's of electricity supply. Her knowledge of the energy industry and her desire to help clients understand the options available in the ever changing energy industry provides Maneri~Agraz with the expertise required to provide our clients with customized energy procurement solutions.**

**Kandi holds a Bachelor of Science degree from Westfield University.**



# Maneri~Agraz

*energy efficient lighting professionals*

Attachment C

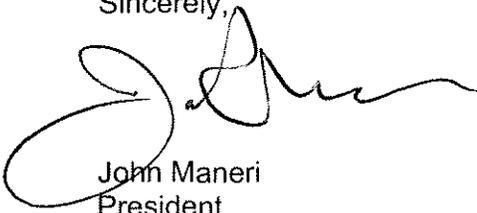
September 5, 2011

Maneri~Agraz, LLC consistently interacts with large commercial and industrial customers for purposes of energy efficiency and supply. Due to client outreach a few years ago, our typical process when engaging with a new client is to analyze their electric bill and electricity contract to determine usage, rate and bandwidth. We then develop energy saving lighting projects that will reduce energy costs. If the client is in a deregulated market we provide guidance with respect to how the energy reduction project may impact their current electricity contract.

We also educate these clients on the types of electricity products available to them and how they could potentially benefit. Maneri~Agraz has been an authorized sales representative for Glacial Energy since 2009.

Therefore, acting as an electricity broker is well within the scope of services that we currently provide.

Sincerely,



John Maneri  
President

## Design Build Energy Efficient Lighting Services

**Turn-Key:** Survey, Design, Proposal, Construction and Commissioning.

**National Reach:** We operate in all 50 states and Canada.

**Firm, Fixed Price:** No change orders, no hidden costs. Our first price is our final price unless a scope of work change is requested.

**Incentive Discovery:** Intensive research into all potential state tax incentives and utility rebate programs. Will guarantee utility rebates up-front in certain cases, allowing the client to net the rebate amount out of the purchase order value to Maneri~Agraz.

**EPACT 2005 Certification:** Our EPACT tax experts will evaluate each project for EPACT compliance. Projects meeting the required criteria will be certified and complete documentation will be provided to the end user that will detail the final calculated tax deduction.

**Independent:** Freedom to specify best-in-class products that fit the client's specific application.

**Lighting Certified credential:** All lighting projects are developed by an LC professional, administered by the National Council on Qualifications for the Lighting Professions (NCQLP).

**Detailed:** Room-by-room analysis and documentation of existing conditions, proposed solutions, and annual savings. Energy, maintenance, and interactive HVAC savings are calculated for each project. All retrofit costs, savings, rebates, and tax incentives are broken out per building providing flexibility to the client when reviewing the financials of a project.

**Quick Proposal Delivery:** Our proprietary software and Tablet PC system allows us to collect survey data and create detailed proposals very quickly. Revisions and scope changes are processed typically in less than 24 hours.

**Experienced:** The Maneri~Agraz Team has 15 years experience developing and installing large commercial & industrial projects.

**Qualified Installers:** Our installation crews have been working with us for many years and offer quality installations performed in a very timely manner. Off shifts and weekends are the rule and not the exception.

**Maintenance:** Group re-lamp and lighting maintenance plans are available.



**LICENSE OR PERMIT BOND**

**Bond No. BLD9320653**

KNOW ALL MEN BY THESE PRESENTS, That we, Maneri-Agraz, LLC, as Principal, and The Hanover Insurance Company, a New Hampshire Corporation, and authorized to do business in Illinois, as Surety, are held and firmly bound unto THE PEOPLE OF THE STATE OF ILLINOIS as Obligee, in the sum of FIVE THOUSAND AND NO/100 DOLLARS (\$5,000.00), for which sum, we bind ourselves, our heirs, executors, administrators, successors and assigns, jointly and severally, by these presents.

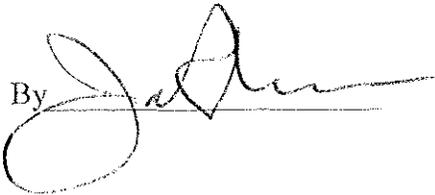
THE CONDITIONS OF THIS OBLIGATION ARE SUCH, that WHEREAS, the Principal has been or is about to be granted a license or permit to do business to operate as an ABC (Agent, Broker, or Consultant) under 220 ILCS 5/16-115C and is required to execute this bond under 83 Illinois Administrative Code Part 454.80 by the obligee.

NOW, Therefore, if the Principal fully and faithfully perform all duties and obligations of the Principal and as ABC, then this obligation to be void; otherwise to remain in full force and effect.

This bond may be terminated as to future acts of the Principal upon thirty (30) days written notice by the Surety; said notice to be sent to 527 East Capitol Avenue, Springfield, Illinois 62701, of the aforesaid State of Illinois by certified mail.

Dated this 1<sup>st</sup> day of **November, 2011**.

**Maneri-Agraz, LLC**, Principal

By 

**The Hanover Insurance Company**, Surety

By   
John Murphy, Attorney-in-Fact



THE HANOVER INSURANCE COMPANY  
MASSACHUSETTS BAY INSURANCE COMPANY  
CITIZENS INSURANCE COMPANY OF AMERICA

POWERS OF ATTORNEY  
CERTIFIED COPY

KNOW ALL MEN BY THESE PRESENTS: That THE HANOVER INSURANCE COMPANY and MASSACHUSETTS BAY INSURANCE COMPANY, both being corporations organized and existing under the laws of the State of New Hampshire, and CITIZENS INSURANCE COMPANY OF AMERICA, a corporation organized and existing under the laws of the State of Michigan, do hereby constitute and appoint

John M. Murphy

of Houston, TX

and each is a true and lawful Attorney(s)-in-fact to sign, execute, seal, acknowledge and deliver for, and on its behalf, and as its act and deed any place within the United States, or, if the following line be filled in, only within the area therein designated

any and all bonds, recognizances, undertakings, contracts of indemnity or other writings obligatory in the nature thereof, as follows:

Insurance Producer/Business Entity Bond

in the amount of \$5,000.00

and said companies hereby ratify and confirm all and whatsoever said Attorney(s)-in-fact may lawfully do in the premises by virtue of these presents. These appointments are made under and by authority of the following Resolution passed by the Board of Directors of said Companies which resolutions are still in effect:

"RESOLVED, That the President or any Vice President, in conjunction with any Vice President, be and they are hereby authorized and empowered to appoint Attorneys-in-fact of the Company, in its name and as its acts, to execute and acknowledge for and on its behalf as Surety any and all bonds, recognizances, contracts of indemnity, waivers of citation and all other writings obligatory in the nature thereof, with power to attach thereto the seal of the Company. Any such writings so executed by such Attorneys-in-fact shall be as binding upon the Company as if they had been duly executed and acknowledged by the regularly elected officers of the Company in their own proper persons." (Adopted October 7, 1981 - The Hanover Insurance Company; Adopted April 14, 1982 - Massachusetts Bay Insurance Company; Adopted September 7, 2001 - Citizens Insurance Company of America)

IN WITNESS WHEREOF, THE HANOVER INSURANCE COMPANY, MASSACHUSETTS BAY INSURANCE COMPANY and CITIZENS INSURANCE COMPANY OF AMERICA have caused these presents to be sealed with their respective corporate seals, duly attested by two Vice Presidents, day 1st of November 2011

THE HANOVER INSURANCE COMPANY  
MASSACHUSETTS BAY INSURANCE COMPANY  
CITIZENS INSURANCE COMPANY OF AMERICA



*Robert Thomas*

Robert Thomas, Vice President

*Mary Fitzgerald*

Mary Fitzgerald, Vice President

THE COMMONWEALTH OF MASSACHUSETTS )  
COUNTY OF WORCESTER ) ss.

On day 1st of November 2011, before me came the above named Vice Presidents of The Hanover Insurance Company, Massachusetts Bay Insurance Company and Citizens Insurance Company of America, to me personally known to be the individuals and officers described herein, and acknowledged that the seals affixed to the preceding instrument are the corporate seals of The Hanover Insurance Company, Massachusetts Bay Insurance Company and Citizens Insurance Company of America, respectively, and that the said corporate seals and their signatures as officers were duly affixed and subscribed to said instrument by the authority and direction of said Corporations.



*Barbara A. Garlick*

Barbara A. Garlick, Notary Public  
My Commission Expires November 3, 2011

I, the undersigned Vice President of The Hanover Insurance Company, Massachusetts Bay Insurance Company and Citizens Insurance Company of America, hereby certify that the above and foregoing is a full, true and correct copy of the Original Power of Attorney issued by said Companies, and do hereby further certify that the said Powers of Attorney are still in force and effect.

This Certificate may be signed by facsimile under and by authority of the following resolution of the Board of Directors of The Hanover Insurance Company, Massachusetts Bay Insurance Company and Citizens Insurance Company of America.

"RESOLVED, That any and all Powers of Attorney and Certified Copies of such Powers of Attorney and certification in respect thereto, granted and executed by the President or any Vice President in conjunction with any Vice President of the Company, shall be binding on the Company to the same extent as if all signatures therein were manually affixed, even though one or more of any such signatures thereon may be facsimile." (Adopted October 7, 1981 - The Hanover Insurance Company; Adopted April 14, 1982 - Massachusetts Bay Insurance Company; Adopted September 7, 2001 - Citizens Insurance Company of America)

GIVEN under my hand and the seals of said Companies, at Worcester, Massachusetts, day 1st of November 2011.

THE HANOVER INSURANCE COMPANY  
MASSACHUSETTS BAY INSURANCE COMPANY  
CITIZENS INSURANCE COMPANY OF AMERICA

*Glenn Margosian*

Glenn Margosian, Vice President