

FILE



The Public Utilities Commission of Ohio

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Date Received	Case Number	Version
	- EL-AGG	August 2004

13-1990-EL-AGG

CERTIFICATION APPLICATION FOR AGGREGATORS/POWER BROKERS

Please print or type all required information. Identify all attachments with an exhibit label and title (Example: Exhibit A-5 Experience). All attachments should bear the legal name of the Applicant. Applicants should file completed applications and all related correspondence with the Public Utilities Commission of Ohio, Docketing Division; 180 East Broad Street, Columbus, Ohio 43215-3793.

This PDF form is designed so that you may input information directly onto the form.
You may also download the form, by saving it to your local disk, for later use.

A. APPLICANT INFORMATION

A-1 Applicant's legal name, address, telephone number and web site address

Legal Name Total Energy Resources, LLC
 Address 120 Norquenie Dr. Suite 201 Cranberry Twp, PA 16066
 Telephone # 724-742-4700 Web site address (if any) www.totalenergyresources.com

A-2 List name, address, telephone number and web site address under which Applicant will do business in Ohio

Legal Name Total Energy Resources, LLC
 Address 120 Norquenie Dr. Suite 201 Cranberry Twp, PA 16066
 Telephone # 724-742-4700 Web site address (if any) www.totalenergyresources.com

A-3 List all names under which the applicant does business in North America

Total Energy Resources, LLC

A-4 Contact person for regulatory or emergency matters

Name Ryan M. Williams
 Title Director, Energy Sales

This is to certify that the images appearing are an accurate and complete reproduction of a case file document delivered in the regular course of business.
 Technician IN Date Processed SEP 26 2013

RECEIVED-DOCKETING DIV
 2013 SEP 26 PM 12:13
 PUCO

Business address 120 Marguerite Dr. Suite 201 Cranberry Twp, PA 16066
Telephone # 724-742-4700 Fax # 724-742-4703
E-mail address (if any) rwilliams@totalenergyresources.com

A-5 Contact person for Commission Staff use in investigating customer complaints

Name Ryan M. Williams
Title Director, Energy Sales
Business address Same As Above
Telephone # _____ Fax # _____
E-mail address (if any) _____

A-6 Applicant's address and toll-free number for customer service and complaints

Customer Service address 120 Marguerite Dr. Suite 201 Cranberry Twp, PA 16066
Toll-free Telephone # _____ Fax # 724-742-4703
E-mail address (if any) rwilliams@totalenergyresources.com

A-7 Applicant's federal employer identification number # 27-2361874

A-8 Applicant's form of ownership (check one)

- | | |
|--|---|
| <input type="checkbox"/> Sole Proprietorship | <input type="checkbox"/> Partnership |
| <input type="checkbox"/> Limited Liability Partnership (LLP) | <input checked="" type="checkbox"/> Limited Liability Company (LLC) |
| <input type="checkbox"/> Corporation | <input type="checkbox"/> Other _____ |

A-9 (Check all that apply) Identify each electric distribution utility certified territory in which the applicant intends to provide service, including identification of each customer class that the applicant intends to serve, for example, residential, small commercial, mercantile commercial, and industrial. (A mercantile customer, as defined in (A) (19) of Section 4928.01 of the Revised Code, is a commercial customer who consumes more than 700,000 kWh/year or is part of a national account in one or more states).

<input checked="" type="checkbox"/> First Energy				
<input checked="" type="checkbox"/> Ohio Edison	<input type="checkbox"/> Residential	<input checked="" type="checkbox"/> Commercial	<input checked="" type="checkbox"/> Mercantile	<input checked="" type="checkbox"/> Industrial
<input checked="" type="checkbox"/> Toledo Edison	<input type="checkbox"/> Residential	<input checked="" type="checkbox"/> Commercial	<input checked="" type="checkbox"/> Mercantile	<input checked="" type="checkbox"/> Industrial
<input checked="" type="checkbox"/> Cleveland Electric Illuminating	<input type="checkbox"/> Residential	<input checked="" type="checkbox"/> Commercial	<input checked="" type="checkbox"/> Mercantile	<input checked="" type="checkbox"/> Industrial
<input checked="" type="checkbox"/> Duke Energy	<input type="checkbox"/> Residential	<input checked="" type="checkbox"/> Commercial	<input checked="" type="checkbox"/> Mercantile	<input checked="" type="checkbox"/> Industrial
<input checked="" type="checkbox"/> Monongahela Power	<input type="checkbox"/> Residential	<input checked="" type="checkbox"/> Commercial	<input checked="" type="checkbox"/> Mercantile	<input checked="" type="checkbox"/> Industrial
<input checked="" type="checkbox"/> American Electric Power				
<input checked="" type="checkbox"/> Ohio Power	<input type="checkbox"/> Residential	<input checked="" type="checkbox"/> Commercial	<input checked="" type="checkbox"/> Mercantile	<input checked="" type="checkbox"/> Industrial
<input checked="" type="checkbox"/> Columbus Southern Power	<input type="checkbox"/> Residential	<input checked="" type="checkbox"/> Commercial	<input checked="" type="checkbox"/> Mercantile	<input checked="" type="checkbox"/> Industrial
<input checked="" type="checkbox"/> Dayton Power and Light	<input type="checkbox"/> Residential	<input checked="" type="checkbox"/> Commercial	<input checked="" type="checkbox"/> Mercantile	<input checked="" type="checkbox"/> Industrial

- A-10** Provide the approximate start date that the applicant proposes to begin delivering services

November 1, 2013

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- A-11** **Exhibit A-11 "Principal Officers, Directors & Partners"** provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.
- A-12** **Exhibit A-12 "Corporate Structure,"** provide a description of the applicant's corporate structure, including a graphical depiction of such structure, and a list of all affiliate and subsidiary companies that supply retail or wholesale electricity or natural gas to customers and companies that aggregate customers in North America.
- A-13** **Exhibit A-13 "Company History,"** provide a concise description of the applicant's company history and principal business interests.
- A-14** **Exhibit A-14 "Articles of Incorporation and Bylaws,"** if applicable, provide the articles of incorporation filed with the state or jurisdiction in which the Applicant is incorporated and any amendments thereto.
- A-15** **Exhibit A-15 "Secretary of State,"** provide evidence that the applicant has registered with the Ohio Secretary of the State.

B. APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- B-1** **Exhibit B-1 "Jurisdictions of Operation,"** provide a list of all jurisdictions in which the applicant or any affiliated interest of the applicant is, at the date of filing the application, certified, licensed, registered, or otherwise authorized to provide retail or wholesale electric services including aggregation services.
- B-2** **Exhibit B-2 "Experience & Plans,"** provide a description of the applicant's experience and plan for contracting with customers, providing contracted services, providing billing statements, and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4928.10 of the Revised Code.

B-3 **Exhibit B-3 "Summary of Experience,"** provide a concise summary of the applicant's experience in providing aggregation service(s) including contracting with customers to combine electric load and representing customers in the purchase of retail electric services. (e.g. number and types of customers served, utility service areas, amount of load, etc.).

B-4 **Exhibit B-4 "Disclosure of Liabilities and Investigations,"** provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational status or ability to provide the services it is seeking to be certified to provide.

B-5 Disclose whether the applicant, a predecessor of the applicant, or any principal officer of the applicant have ever been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years.

☒ No ☐ Yes

If yes, provide a separate attachment labeled as **Exhibit B-5 "Disclosure of Consumer Protection Violations"** detailing such violation(s) and providing all relevant documents.

B-6 Disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail or wholesale electric service including aggregation service denied, curtailed, suspended, revoked, or cancelled within the past two years.

☒ No ☐ Yes

If yes, provide a separate attachment labeled as **Exhibit B-6 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation"** detailing such action(s) and providing all relevant documents.

C. APPLICANT FINANCIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

C-1 **Exhibit C-1 "Annual Reports,"** provide the two most recent Annual Reports to Shareholders. If applicant does not have annual reports, the applicant should provide similar information in Exhibit C-1 or indicate that Exhibit C-1 is not applicable and why.

C-2 **Exhibit C-2 "SEC Filings,"** provide the most recent 10-K/8-K Filings with the SEC. If applicant does not have such filings, it may submit those of its parent company. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 that the applicant is not required to file with the SEC and why.

- C-3 **Exhibit C-3 “Financial Statements,”** provide copies of the applicant’s two most recent years of audited financial statements (balance sheet, income statement, and cash flow statement). If audited financial statements are not available, provide officer certified financial statements. If the applicant has not been in business long enough to satisfy this requirement, it shall file audited or officer certified financial statements covering the life of the business.
- C-4 **Exhibit C-4 “Financial Arrangements,”** provide copies of the applicant's financial arrangements to conduct CRES as a business activity (e.g., guarantees, bank commitments, contractual arrangements, credit agreements, etc.,).
- C-5 **Exhibit C-5 “Forecasted Financial Statements,”** provide two years of forecasted financial statements (balance sheet, income statement, and cash flow statement) for the applicant’s CRES operation, along with a list of assumptions, and the name, address, e-mail address, and telephone number of the preparer.
- C-6 **Exhibit C-6 “Credit Rating,”** provide a statement disclosing the applicant’s credit rating as reported by two of the following organizations: Duff & Phelps, Dun and Bradstreet Information Services, Fitch IBCA, Moody’s Investors Service, Standard & Poors, or a similar organization. In instances where an applicant does not have its own credit ratings, it may substitute the credit ratings of a parent or affiliate organization, provided the applicant submits a statement signed by a principal officer of the applicant’s parent or affiliate organization that guarantees the obligations of the applicant.
- C-7 **Exhibit C-7 “Credit Report,”** provide a copy of the applicant’s credit report from Experion, Dun and Bradstreet or a similar organization.
- C-8 **Exhibit C-8 “Bankruptcy Information,”** provide a list and description of any reorganizations, protection from creditors or any other form of bankruptcy filings made by the applicant, a parent or affiliate organization that guarantees the obligations of the applicant or any officer of the applicant in the current year or within the two most recent years preceding the application.

C-9 **Exhibit C-9 "Merger Information,"** provide a statement describing any dissolution or merger or acquisition of the applicant within the five most recent years preceding the application.

Michael Williams PRESIDENT
Signature of Applicant & Title

Sworn and subscribed before me this 24 day of September 2013.
Month Year

Eileen M. Horne
Signature of official administering oath

Eileen M. HORNE NOTARY
Print Name and Title

COMMONWEALTH OF PENNSYLVANIA

Notarial Seal

Eileen M. Horne, Notary Public
Cranberry Twp., Butler County

My Commission Expires Oct. 29, 2013

My commission expires on 10 29 2013

AFFIDAVIT

State of Pennsylvania :

Cranberry Twp.
(Town)

County of Butler :

MARK A. WILLIAMS Affiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the President (Office of Affiant) of Total Energy Resources, LLC (Name of Applicant);

That he/she is authorized to and does make this affidavit for said Applicant,

1. The Applicant herein, attests under penalty of false statement that all statements made in the application for certification are true and complete and that it will amend its application while the application is pending if any substantial changes occur regarding the information provided in the application.
2. The Applicant herein, attests it will timely file an annual report with the Public Utilities Commission of Ohio of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Division (A) of Section 4905.10, Division (A) of Section 4911.18, and Division (F) of Section 4928.06 of the Revised Code.
3. The Applicant herein, attests that it will timely pay any assessments made pursuant to Sections 4905.10, 4911.18, or Division F of Section 4928.06 of the Revised Code.
4. The Applicant herein, attests that it will comply with all Public Utilities Commission of Ohio rules or orders as adopted pursuant to Chapter 4928 of the Revised Code.
5. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, and its Staff on any utility matter including the investigation of any consumer complaint regarding any service offered or provided by the Applicant.
6. The Applicant herein, attests that it will fully comply with Section 4928.09 of the Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
7. The Applicant herein, attests that it will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
8. The Applicant herein, attests that it will use its best efforts to verify that any entity with whom it has a contractual relationship to purchase power is in compliance with all applicable licensing requirements of the Federal Energy Regulatory Commission and the Public Utilities Commission of Ohio.
9. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, the electric distribution companies, the regional transmission entities, and other electric suppliers in the event of an emergency condition that may jeopardize the safety and reliability of the electric service in accordance with the emergency plans and other procedures as may be determined appropriate by the Commission.
10. If applicable to the service(s) the Applicant will provide, the Applicant herein, attests that it will adhere to the reliability standards of (1) the North American Electric Reliability Council (NERC), (2) the appropriate regional reliability council(s), and (3) the Public Utilities Commission of Ohio. (Only applicable if pertains to the services the Applicant is offering)

11. The Applicant herein, attests that it will inform the Commission of any material change to the information supplied in the application within 30 days of such material change, including any change in contact person for regulatory purposes or contact person for Staff use in investigating customer complaints.

That the facts above set forth are true and correct to the best of his/her knowledge, information, and belief and that he/she expects said Applicant to be able to prove the same at any hearing hereof.

Mark Williams, PRESIDENT
Signature of Affiant & Title

Sworn and subscribed before me this 24 day of Sept, 2013
Month Year

Eileen M. Horne
Signature of official administering oath

Eileen M. Horne - NOTARY
Print Name and Title

My commission expires on 10 - 29 - 2013

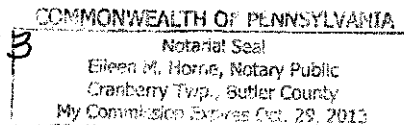


Exhibit A-11 "Principal Officers, Directors & Partners"

Mark A. Williams
President, Managing Member
120 Marguerite Drive, Suite 201
Cranberry Township, PA 16066
Phone: 724-742-4700

Daniel R. Steffy
Sr. Vice President, Managing Member
120 Marguerite Drive, Suite 201
Cranberry Township, PA 16066
Phone: 724-742-4700

Ryan M. Williams
Director, Energy Sales
120 Marguerite Drive, Suite 201
Cranberry Township, PA 16066
Phone: 724-742-4700

Exhibit A-12 "Corporate Structure"

Total Energy Resources, LLC is a privately held company located in Cranberry Township, PA and is comprised of four (4) individuals:

- 1) Mark A. Williams – President
- 2) Daniel R. Steffy – Sr. V.P.
- 3) Ryan M. Williams – Director of Energy Sales
- 4) Jackie L. West – Office Manager

Exhibit A-13 “Company History”

Total Energy Resources, LLC is a privately held company located in Cranberry Township, PA. Eighty years of combined experience and knowledge in the energy sector is the foundation of Total Energy Resources. The company was developed with the goal of assisting commercial and industrial customers with their energy requirements, natural gas companies with the management and/or sale of their production, and leaseholders with the development of their acreage.

Total Energy Resources is an approved natural gas marketing company in Pennsylvania and New York. By utilizing our employees' combined experience and knowledge, we purchase and aggregate natural gas from local producers, schedule and transport the gas across various interconnecting pipelines, and resell to commercial and industrial end users.

Total Energy Resources acts as agent for several electric suppliers of electricity in Pennsylvania, Ohio and New York. These relationships allow us to assist commercial and industrial customers with both their natural gas and electricity needs, setting us apart from much of the competition as a single energy supplier.

PENNSYLVANIA DEPARTMENT OF STATE
CORPORATION BUREAU

Certificate of Organization
Domestic Limited Liability Company
(15 Pa.C.S. § 8913)

Name Gary T. Vanasdale, Esquire		
Address 1667 Route 228 Suite 300		
City Cranberry Township	State PA	Zip Code 16066

Document will be returned to the
name and address you enter to
the left.

←

Commonwealth of Pennsylvania
CERTIFICATE OF ORGANIZATION 3 Page(s)



T1010960163

Fee: \$125

In compliance with the requirements of 15 Pa.C.S. § 8913 (relating to certificate of organization), the undersigned desiring to organize a limited liability company, hereby certifies that:

1. The name of the limited liability company (*designator is required, i.e., "company", "limited" or "limited liability company" or abbreviation*):
Total Energy Resources, LLC

2. The (a) address of the limited liability company's initial registered office in this Commonwealth or (b) name of its commercial registered office provider and the county of venue is:

(a) Number and Street	City	State	Zip	County
290 Stoup Road	Mars	PA	16046	Butler
(b) Name of Commercial Registered Office Provider				County
c/o:				

3. The name and address, including street and number, if any, of each organizer is (*all organizers must sign on page 2*):

Name	Address
Daniel R. Steffy	290 Stoup Road Mars PA 16046

PA DEPT. OF STATE

APR 19 2010

225

4. *Strike out if inapplicable term*

A member's interest in the company is to be evidenced by a certificate of membership interest.

5. *Strike out if inapplicable:*

Management of the company is vested in a manager or managers.

6. The specified effective date, if any is: Date of filing

month date year hour, if any

7. *Strike out if inapplicable:* The company is a restricted professional company organized to render the following restricted professional service(s):

8. For additional provisions of the certificate, if any, attach an 8½ x 11 sheet.

IN TESTIMONY WHEREOF, the organizer(s) has (have)
signed this Certificate of Organization this

16th day of April, 2010.



Signature

Signature

Signature

One (1) copy required

BUREAU USE ONLY:

Dept. of State Entity # _____

Dept. of Rev. Box # _____

Filing Period _____ Date 3 4 5 _____

SIC/NAICS _____ Report Code _____

Check proper box:

Pennsylvania Entities

- ☐ business stock
- ☐ business non-stock
- ☐ professional
- ☐ nonprofit stock
- ☐ nonprofit non-stock
- ☐ statutory close
- ☐ management
- ☐ cooperative
- ☐ insurance
- ☒ limited liability company
- ☐ restricted professional
- ☐ limited liability company
- ☐ business trust

Foreign Entities

State/Country _____ Date _____

- ☐ business
- ☐ nonprofit
- ☐ limited liability company
- ☐ restricted professional
- ☐ limited liability company
- ☐ business trust

Other

- ☐ domestication
- ☐ division
- ☐ consolidation

1. Entity Name:

Total Energy Resources, LLC

2. Individual name and mailing address responsible for initial tax reports:

<u>Daniel R. Steffy</u>	<u>290 Stoup Road</u>	<u>Mars,</u>	<u>PA</u>	<u>16046</u>
Name	Number and street	City	State	Zip

3. Description of business activity:

Broad - services for the energy industry

4. Specified effective date, if any:

Date of filing _____
month/day/year hour, if any

5. EIN (Employer Identification Number), if any:

27-2361874

6. Fiscal Year End:

Calendar - December 31

7. Fictitious Name (only if foreign corporation is transacting business in PA under a fictitious name):

n/a

COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF STATE
CORPORATION BUREAU
401 NORTH STREET, ROOM 206
P.O. BOX 8722
HARRISBURG, PA 17105-8722
WWW.CORPORATIONS.STATE.PA.US/CORP

Total Energy Resources, LLC

THE CORPORATION BUREAU IS HAPPY TO SEND YOU YOUR FILED DOCUMENT. THE CORPORATION BUREAU IS HERE TO SERVE YOU AND WANTS TO THANK YOU FOR DOING BUSINESS IN PENNSYLVANIA.

IF YOU HAVE ANY QUESTIONS PERTAINING TO THE CORPORATION BUREAU, PLEASE VISIT OUR WEB SITE LOCATED AT WWW.CORPORATIONS.STATE.PA.US/CORP OR PLEASE CALL OUR MAIN INFORMATION TELEPHONE NUMBER (717)787-1057. FOR ADDITIONAL INFORMATION REGARDING BUSINESS AND / OR UCC FILINGS, PLEASE VISIT OUR ONLINE "SEARCHABLE DATABASE" LOCATED ON OUR WEB SITE.

ENTITY NUMBER: 3949439

Gilliland Vanasdale Law Office, LLC
1667 Route 228, Suite 300
Cranberry Twp, PA 16066

PENNSYLVANIA DEPARTMENT OF STATE
CORPORATION BUREAU

Certificate of Change of Registered Office
Limited Liability Company
(15 Pa.C.S. § 8906)

Name		
Gilliland Vanasdale Law Office, LLC		
Address		
1667 Route 228 Suite 300		
City	State	Zip Code
Cranberry Township, PA		16066

Commonwealth of Pennsylvania
DOMESTIC - CHANGE OF REGISTERED OFFICE 2 Page(s)



Fee: \$70

In compliance with the requirements of the 15 Pa.C.S. § 8906 (relating to change of registered office) the undersigned limited liability company, desiring to effect a change of registered office, hereby states that:

1. The name of the company is: Total Energy Resources, LLC

2. The (a) address of the company's current registered office in this Commonwealth or (b) name of its commercial registered office provider and the county of venue is (the Department is hereby authorized to correct the following information to conform to the records of the Department:				
(a) Number and street	City	State	Zip	County
290 Stoup Road	Mars	PA	16046	Butler
(b) Name of Commercial Registered Office Provider				County
c/o:				

3. Complete part (a) or (b):				
(a) The address to which the registered office of the company in this Commonwealth is to be changed is:				
120 Marguerite Drive Suite 201 Cranberry Township, PA 16066 Butler				
Number and street	City	State	Zip	County
(b) The registered office of the company shall be provided by:				
c/o:				
Name of Commercial Registered Office Provider				County

PA DEPT. OF STATE

FEB 04 2011

IN TESTIMONY WHEREOF, the undersigned company
has caused this certificate to be signed by a duly
authorized member or manager thereof this

1 day of Feb, 2011

Total Energy Resources, LLC

Name of Company

[Signature]

Signature

VP

Title



DATE:	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
07/11/2013	201319200684	REG. OF FOR. PROFIT LIM. LIAB. CO. (LFP)	125.00	.00	.00	.00	.00

Receipt

This is not a bill. Please do not remit payment.

TOTAL ENERGY RESOURCES, LLC
120 MARGUERITE DRIVE, SUITE 201
CRANBERRY TOWNSHIP, PA 16066

STATE OF OHIO CERTIFICATE

Ohio Secretary of State, Jon Husted
2213931

It is hereby certified that the Secretary of State of Ohio has custody of the business records for

TOTAL ENERGY RESOURCES, LLC

and, that said business records show the filing and recording of:

Document(s)

REG. OF FOR. PROFIT LIM. LIAB. CO.

Document No(s):

201319200684

Effective Date: 07/11/2013



United States of America
State of Ohio
Office of the Secretary of State

Witness my hand and the seal of
the Secretary of State at Columbus,
Ohio this 11th day of July, A.D.
2013.

Jon Husted

Ohio Secretary of State

Exhibit B-1 "Jurisdictions of Operation"

Total Energy Resources, LLC is registered to do business in the states of Pennsylvania, New York and Ohio. Total Energy is licensed to provide electric services in Pennsylvania.

Exhibit B-2 "Experience & Plans"

Through our many years of experience in the natural gas and electricity markets, we plan to use out contacts in order to contract with customers. Total Energy acts as an agent for several electricity suppliers and therefore does not take title to the power. We simply work with customers to assist them in finding the best price and contract conditions for their electricity requirements. As an Agent, Total Energy will not be providing billing services (come from the supplier) but as always will respond to customer complaints in the appropriate manner.

Exhibit B-3 "Summary of Experience"

Total Energy Resources has been providing aggregation services to our customers for nearly four (4) years. We do not contract with customers but link customers with suppliers. We currently represents roughly 40 customers in Pennsylvania, Ohio and New York with an aggregate load of roughly 30,000,000 kwh annually.

Exhibit B-4 “Disclosure of Liabilities and Investigations”

Total Energy Resources, LLC does not have any existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that would adversely impact our financial or operational status or ability to provide the services we are seeking to be certified to provide.

Exhibit C-1 “Annual Reports”

Total Energy Resources is a privately held company and does not file annual reports. Please see section C-3 for Financial Information.

Exhibit C-2 “SEC Filings”

Total Energy Resources, LLC is a privately held company and is not required to file with the SEC.

Total Energy Resources, LLC

Cash Flow Forecast

January 1 through August 27, 2013

	Accnts Receivable	Accnts Payable	Bank Accnts	Net Inflows	Proj Balance
Beginning Balance					294,482.95
Jan 1 - 5, 13	-12.41	0.00	21,610.34	21,610.34	316,093.29
Week of Jan 6, 13	0.00	0.00	-23,468.09	-23,468.09	292,625.20
Week of Jan 13, 13	0.00	0.00	-16,236.19	-16,236.19	276,389.01
Week of Jan 20, 13	0.00	0.00	-105,068.09	-105,068.09	171,320.92
Week of Jan 27, 13	0.00	0.00	144,064.08	144,064.08	315,385.00
Week of Feb 3, 13	0.00	0.00	-5,703.17	-5,703.17	309,681.83
Week of Feb 10, 13	0.00	0.00	-168,719.77	-168,719.77	140,962.06
Week of Feb 17, 13	0.00	0.00	119,870.60	119,870.60	260,832.66
Week of Feb 24, 13	0.00	0.00	55,022.89	55,022.89	315,855.55
Week of Mar 3, 13	0.00	0.00	18,567.57	18,567.57	334,423.12
Week of Mar 10, 13	0.00	0.00	-195,976.64	-195,976.64	138,446.48
Week of Mar 17, 13	0.00	-0.01	-2,529.36	-2,529.35	135,917.13
Week of Mar 24, 13	0.00	0.00	227,807.86	227,807.86	363,724.99
Week of Mar 31, 13	0.00	0.00	-168,070.14	-168,070.14	195,654.85
Week of Apr 7, 13	0.00	0.00	-24,239.43	-24,239.43	171,415.42
Week of Apr 14, 13	0.00	0.00	17,998.49	17,998.49	189,413.91
Week of Apr 21, 13	0.00	0.00	177,648.82	177,648.82	367,062.73
Week of Apr 28, 13	0.00	0.00	-155,350.28	-155,350.28	211,712.45
Week of May 5, 13	0.00	0.00	-32,204.68	-32,204.68	179,507.77
Week of May 12, 13	0.00	0.00	-5,891.09	-5,891.09	173,616.68
Week of May 19, 13	0.00	0.00	90,699.00	90,699.00	264,315.68
Week of May 26, 13	0.00	0.00	136,150.33	136,150.33	400,466.01
Week of Jun 2, 13	0.00	0.00	-162,681.19	-162,681.19	237,784.82
Week of Jun 9, 13	1,266.50	0.00	-17,656.71	-16,390.21	221,394.61
Week of Jun 16, 13	0.00	0.00	-19,579.91	-19,579.91	201,814.70
Week of Jun 23, 13	0.00	0.00	48,038.86	48,038.86	249,853.56
Week of Jun 30, 13	846.71	0.00	161,479.96	162,326.67	412,180.23
Week of Jul 7, 13	-271.60	0.00	-231,412.27	-231,683.87	180,496.36
Week of Jul 14, 13	0.00	0.00	-51,155.20	-51,155.20	129,341.16
Week of Jul 21, 13	325.39	0.00	300,872.38	301,197.77	430,538.93
Week of Jul 28, 13	25,322.00	0.00	329,314.01	354,636.01	785,174.94
Week of Aug 4, 13	39,039.60	0.00	-238,514.67	-199,475.07	585,699.87
Week of Aug 11, 13	9,023.95	0.00	-239,083.77	-230,059.82	355,640.05
Week of Aug 18, 13	-54.54	-551.87	8,353.54	8,850.87	364,490.92
Aug 25 - 27, 13	0.00	0.00	218,023.74	218,023.74	582,514.66
Jan 1 - Aug 27, 13	75,498.01	-551.88	211,981.82	288,031.71	
Ending Balance	75,485.60	-551.88	506,477.18		582,514.66

Total Energy Resources, LLC
Statement of Cash Flows
 January through December 2012

	<u>Jan - Dec 12</u>
OPERATING ACTIVITIES	
Net Income	58,195.80
Adjustments to reconcile Net Income to net cash provided by operations:	
Accounts Receivable	66,655.77
Imbalance Gas	36,910.66
Prepayment and Deposits:Natural Gas Bought	20,000.00
Accounts Payable	-179,889.16
Accrued FICA/FWT	-2,089.59
Accrued FUTA	84.00
Accrued Local Tax - Cranberry T	-44.16
Accrued Local Tax - Mars	-50.00
Accrued LST Tax	-15.86
Accrued State W/H - PA	-263.52
Accrued SUTA	584.95
Non-Refundable Deposits	-9,300.00
Sales Tax Payable	5,877.09
Net cash provided by Operating Activities	-3,344.02
INVESTING ACTIVITIES	
Accumulated Depreciation	86,372.30
Vehicles	-110,620.50
Cash deposit of NFGS	-1,000.00
CD for LOC for Columbia Gas PA	-24.80
CD for LOC for NFGD of NY & PA	-239.40
Net cash provided by Investing Activities	-25,512.40
FINANCING ACTIVITIES	
Member's Equity - Steffy	2,941.51
Member's Equity - Steffy:Contributions- Steffy	-46,564.19
Member's Equity - Steffy:Distributions - Steffy	36,770.51
Member's Equity - Williams	125,814.02
Member's Equity - Williams:Contributions - Williams	-113,500.00
Member's Equity - Williams:Distributions - Williams	-10,446.02
Members Equity	-30,441.27
Net cash provided by Financing Activities	-35,425.44
Net cash increase for period	-64,281.86
Cash at beginning of period	358,777.22
Cash at end of period	<u>294,495.36</u>

Total Energy Resources, LLC
Statement of Cash Flows
 January through December 2011

	<u>Jan - Dec 11</u>
OPERATING ACTIVITIES	
Net Income	30,441.27
Adjustments to reconcile Net Income to net cash provided by operations:	
Accounts Receivable	-397,577.71
Employee Advance	-3,916.70
Imbalance Gas	-52,406.84
Legal Retainer	1,241.00
Prepayment and Deposits: Natural Gas Bought	-20,000.00
Security Deposit	-1,500.00
Accounts Payable	708,555.96
Accrued FICA/FWT	1,177.59
Accrued FUTA	42.00
Accrued Local Tax - Cranberry T	132.48
Accrued Local Tax - Mars	-5.16
Accrued LST Tax	15.87
Accrued State W/H - PA	121.82
Accrued SUTA	10.19
Due to Members: Daniel Steffy	390.14
Due to Members: Mark Williams	517.46
Non-Refundable Deposits	9,300.00
Sales Tax Payable	3,416.83
Net cash provided by Operating Activities	279,956.20
INVESTING ACTIVITIES	
Accumulated Depreciation	14,179.74
Furniture and Equipment	-5,647.07
Office Equipment	-8,532.67
Accumulated Amortization	-1,250.00
Cash deposit of NFGS	-15,850.00
CD for LOC for Columbia Gas PA	-66.28
CD for LOC for NFGD of NY & PA	-549.94
Organizational Costs	1,250.00
Net cash provided by Investing Activities	-16,466.22
FINANCING ACTIVITIES	
Member's Equity - Steffy	122,872.50
Member's Equity - Steffy: Contributions - Steffy	-83,516.71
Member's Equity - Steffy: Distributions - Steffy	-65,542.44
Member's Equity - Williams: Contributions - Williams	122,500.00
Member's Equity - Williams: Distributions - Williams	-11,906.62
Members Equity	13,907.53
Net cash provided by Financing Activities	98,314.26
Net cash increase for period	361,804.24
Cash at beginning of period	-3,027.02
Cash at end of period	<u>358,777.22</u>

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Accrual Basis

Total Energy Resources, LLC
Profit & Loss
 January through December 2012

	Jan - Dec 12
Ordinary Income/Expense	
Income	
Client Services	241,104.39
Electric Aggregation Fee	96,796.63
Finance Charge	610.54
Fuel Management Services	16,643.20
Land Advisement Services	774,712.94
Management Clearing Account	-878,922.94
Miscellaneous Income	761.74
Natural Gas Sold	2,962,490.22
Total Income	3,214,196.72
Cost of Goods Sold	
Natural Gas Purchased	
Contract Services	9,031.65
Natural Gas Purchased - Other	2,828,615.74
Total Natural Gas Purchased	2,837,647.39
Pipeline Transportation Fees	88,011.42
Total COGS	2,925,658.81
Gross Profit	288,537.91
Expense	
Advertising and Promotion	500.00
Amortization Expense	1,750.00
Bank Service Charges	1,725.00
Computer and Internet Expenses	817.42
Depreciation Expense	86,372.30
Dues and Subscriptions	5,080.16
Equipment Rental	241.08
FICA Expense	1,313.25
Fines and Penalties	28.01
FUTA Expense	126.00
Guaranteed Payments	
Dan Steffy	14,845.01
Mark Williams	9,547.89
Total Guaranteed Payments	24,392.90
Insurance Expense	
Healthcare Expense	22,183.17
Insurance Expense - Other	2,078.00
Total Insurance Expense	24,261.17
Legal and Accounting	10,232.04
Life Insurance Expense	2,105.28
Meals and Entertainment	2,924.68
Office Supplies and expenses	5,570.71
Rent Expense	15,400.00
Salaries and wages	17,166.64
SUTA Expense	592.48
Taxes and licenses	99.20
Telephone Expense	11,824.29
Travel Expense	9,353.32
Vehicle Expense	8,891.85
Total Expense	230,767.78
Net Ordinary Income	57,770.13

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Accrual Basis

Total Energy Resources, LLC

Profit & Loss

January through December 2012

	Jan - Dec 12
Other Income/Expense	
Other Income	
Interest Income	425.67
Total Other Income	425.67
Net Other Income	425.67
Net Income	58,195.80

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Accrual Basis

Total Energy Resources, LLC
Profit & Loss
 January through December 2011

	Jan - Dec 11
Ordinary Income/Expense	
Income	
Client Services	183,600.00
Electric Aggregation Fee	59,458.69
Finance Charge	97.78
Fuel Management Services	8,557.42
Land Advisement Services	1,900.00
Natural Gas Sold	3,145,205.07
Total Income	3,398,818.96
Cost of Goods Sold	
Imbalance Gas Adjustment	-52,406.84
Natural Gas Purchased	
Contract Services	4,583.07
Natural Gas Purchased - Other	3,130,926.79
Total Natural Gas Purchased	3,135,509.86
Pipeline Transportation Fees	
NFGD Consumption Charges	26,123.02
Pipeline Transportation Fees - Other	18,642.66
Total Pipeline Transportation Fees	44,765.68
Total COGS	3,127,868.70
Gross Profit	270,950.26
Expense	
Advertising and Promotion	297.24
Amortization Expense	1,750.00
Bank Service Charges	1,392.75
Charitable Contributions	100.00
Computer and Internet Expenses	2,421.70
Depreciation Expense	14,179.74
Dues and Subscriptions	2,511.45
Employee Benefits	134.35
Equipment Rental	21.19
FICA Expense	8,094.29
Fines and Penalties	17.38
FUTA Expense	154.00
Guaranteed Payments	
Dan Steffy	12,603.13
Mark Williams	12,603.13
Total Guaranteed Payments	25,206.26
Insurance Expense	
Dental	0.00
Healthcare Expense	19,772.16
Workers Compensation	1,380.00
Insurance Expense - Other	200.00
Total Insurance Expense	21,352.16
Legal and Accounting	10,230.50
Life Insurance Expense	1,715.14
Meals and Entertainment	1,737.23
Office Supplies and expenses	10,220.01
Rent Expense	15,600.00
Salaries and wages	105,807.60
SUTA Expense	592.48
Taxes and licenses	89.17
Telephone Expense	10,445.69
Travel Expense	6,847.07
Total Expense	240,917.40
Net Ordinary Income	30,032.86

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Accrual Basis

Total Energy Resources, LLC

Profit & Loss

January through December 2011

	Jan - Dec 11
Other Income/Expense	
Other Income	
Interest Income	836.86
Total Other Income	836.86
Other Expense	
Interest Expense	428.45
Total Other Expense	428.45
Net Other Income	408.41
Net Income	30,441.27

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Accrual Basis

Total Energy Resources, LLC
Balance Sheet
As of December 31, 2012

	Dec 31, 12
ASSETS	
Current Assets	
Checking/Savings	
PNC	255,422.65
PNC - Savings	39,072.71
Total Checking/Savings	294,495.36
Accounts Receivable	
Accounts Receivable	343,921.94
Total Accounts Receivable	343,921.94
Other Current Assets	
Employee Advance	3,916.70
Imbalance Gas	15,496.18
Legal Retainer	224.00
Security Deposit	1,500.00
Total Other Current Assets	21,136.88
Total Current Assets	659,554.18
Fixed Assets	
Accumulated Depreciation	-101,319.82
Furniture and Equipment	5,647.07
Office Equipment	9,300.45
Vehicles	110,620.50
Total Fixed Assets	24,248.20
Other Assets	
Cash deposit of NFGS	18,000.00
CD for LOC for Columbia Gas PA	10,102.93
CD for LOC for NFGD of NY & PA	100,952.76
Loan Costs, Net	1,312.51
Total Other Assets	130,368.20
TOTAL ASSETS	814,170.58
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	528,666.80
Total Accounts Payable	528,666.80
Other Current Liabilities	
Accrued FUTA	126.00
Accrued Local Tax - Cranberry T	88.32
Accrued Local Tax - Mars	83.32
Accrued LST Tax	0.01
Accrued SUTA	606.22
Due to Members	
Daniel Steffy	390.14
Mark Williams	517.46
Total Due to Members	907.60
Sales Tax Payable	9,293.92
Total Other Current Liabilities	11,105.39
Total Current Liabilities	539,772.19
Total Liabilities	539,772.19

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Accrual Basis

Total Energy Resources, LLC

Balance Sheet

As of December 31, 2012

	Dec 31, 12
Equity	
Member's Equity - Steffy	
Contributions - Steffy	14,499.56
Distributions - Steffy	-36,572.36
Member's Equity - Steffy - Other	125,814.01
Total Member's Equity - Steffy	103,741.21
Member's Equity - Williams	
Contributions - Williams	9,000.00
Distributions - Williams	-22,352.64
Member's Equity - Williams - Other	125,814.02
Total Member's Equity - Williams	112,461.38
Net Income	58,195.80
Total Equity	274,398.39
TOTAL LIABILITIES & EQUITY	814,170.58

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Accrual Basis

Total Energy Resources, LLC
Balance Sheet
As of December 31, 2011

	Dec 31, 11
ASSETS	
Current Assets	
Checking/Savings	
PNC	125,865.98
PNC - Savings	232,911.24
Total Checking/Savings	358,777.22
Accounts Receivable	
Accounts Receivable	410,577.71
Total Accounts Receivable	410,577.71
Other Current Assets	
Employee Advance	3,916.70
Imbalance Gas	52,406.84
Legal Retainer	224.00
Prepayment and Deposits	
Natural Gas Bought	20,000.00
Total Prepayment and Deposits	20,000.00
Security Deposit	1,500.00
Total Other Current Assets	78,047.54
Total Current Assets	847,402.47
Fixed Assets	
Accumulated Depreciation	-14,947.52
Furniture and Equipment	5,647.07
Office Equipment	9,300.45
Total Fixed Assets	0.00
Other Assets	
Cash deposit of NFGS	17,000.00
CD for LOC for Columbia Gas PA	10,078.13
CD for LOC for NFGD of NY & PA	100,713.36
Loan Costs, Net	1,312.51
Total Other Assets	129,104.00
TOTAL ASSETS	976,506.47
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	708,555.96
Total Accounts Payable	708,555.96
Other Current Liabilities	
Accrued FICA/FWT	2,089.59
Accrued FUTA	42.00
Accrued Local Tax - Cranberry T	132.48
Accrued Local Tax - Mars	133.32
Accrued LST Tax	15.87
Accrued State W/H - PA	263.52
Accrued SUTA	21.27
Due to Members	
Daniel Steffy	390.14
Mark Williams	517.46
Total Due to Members	907.60

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Accrual Basis

Total Energy Resources, LLC

Balance Sheet

As of December 31, 2011

	Dec 31, 11
Non-Refundable Deposits	9,300.00
Sales Tax Payable	3,416.83
Total Other Current Liabilities	16,322.48
Total Current Liabilities	724,878.44
Total Liabilities	724,878.44
Equity	
Member's Equity - Steffy	
Contributions- Steffy	61,063.75
Distributions - Steffy	-73,342.87
Member's Equity - Steffy - Other	122,872.50
Total Member's Equity - Steffy	110,593.38
Member's Equity - Williams	
Contributions - Williams	122,500.00
Distributions - Williams	-11,906.62
Total Member's Equity - Williams	110,593.38
Net Income	30,441.27
Total Equity	251,628.03
TOTAL LIABILITIES & EQUITY	976,506.47

Exhibit C-4 "Financial Arrangements"

Total Energy Resources, LLC does not take title to any electric generation, therefore are not required to have any guarantees, bank commitments, contractual arrangements, credit agreements, etc. to provide our services. Total Energy does have agreements with electric suppliers in order to provide our services but none of these agreements require any financial commitment.

TOTAL ENERGY RESOURCES, LLC

FINANCIAL PROJECTIONS

Years Ending December 31, 2014 and December 31, 2015

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Summary of significant projection assumptions and accounting policies	4-5 of 5



MALONEY
& ASSOCIATES, P. L. L. C.

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CERTIFIED PUBLIC ACCOUNTANTS

P.O. BOX 520 - 316 EAST MAIN STREET - KINGWOOD, WV 26537-0520

www.maloneycpas.com

INDEPENDENT ACCOUNTANTS' COMPILATION REPORT

To the Members
Total Energy Resources, LLC
Cranberry Township, PA

We have compiled the accompanying projected statements of assets, liabilities and members' equity-income tax basis, statements of revenue and expenses - income tax basis and cash flows for Total Energy Resources, LLC (a limited liability company) as of December, 31, 2014 and December 31, 2015, and for the years then ending, in accordance with attestation standards established by the American Institute of Certified Public Accountants. The accompanying projections were prepared for the purpose of obtaining certification from the Public Utilities Commission of Ohio for Competitive Retail Electric Service (CRES).

A compilation of projected statements is limited to presenting in the form of a projection, information that is the representation of management and does not include evaluation of the support for the assumptions underlying the projection. We have not examined the projections and, accordingly, do not express an opinion or any other form of assurance on the accompanying statements or assumptions. Furthermore, there will usually be differences between the projected and actual results because events and circumstances frequently do not occur as expected, and those differences may be material. We have no responsibility to update this report for events and circumstances occurring after the date of this report.

Management is responsible for the preparation and fair presentation of the financial statements in accordance with the income tax basis of accounting and for designing, implementing, and maintaining internal control relevant to the preparation and fair presentation of the financial statements.

Our responsibility is to conduct the compilation in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. The objective of a compilation is to assist management in presenting financial information in the form of financial statements without undertaking to obtain or provide any assurance that there are no material modifications that should be made to the financial statements.

Management has elected to omit substantially all disclosures ordinarily included in financial statements prepared in accordance with the income tax basis of accounting. If the omitted disclosures were included in the financial statements, they might influence the user's conclusions about the Company's assets, liabilities, members' equity, revenue and expenses. Accordingly, the financial statements are not designed for those who are not informed about such matters.

The accompanying projections and this report are intended solely for the information and use of the Public Utilities Commission of Ohio for CRES certification and are not intended to be and should not be used by anyone other than these specified parties.

Maloney & Associates, PLLC

Maloney & Associates, P.L.L.C.
Kingwood, West Virginia
September 9, 2013

TOTAL ENERGY RESOURCES, LLC

**PROJECTED STATEMENTS OF ASSETS, LIABILITIES AND MEMBERS' EQUITY - INCOME TAX BASIS
UNDER HYPOTHETICAL ASSUMPTIONS IN NOTES 3 - 5**

December 31, 2014 and December 31, 2015

	Projected 12-31-14	Projected 12-31-15
ASSETS		
CURRENT ASSETS		
Cash	\$ 865 108	\$ 1 623 777
Trade receivables	344 728	344 728
Prepayments and deposits	1 724	1 724
Inventory	<u>26 199</u>	<u>26 199</u>
Total current assets	<u>1 237 759</u>	<u>1 996 428</u>
PROPERTY AND EQUIPMENT		
Furniture and equipment	14 948	14 948
Vehicles	<u>110 620</u>	<u>110 620</u>
	125 568	125 568
Less accumulated depreciation	<u>116 839</u>	<u>120 331</u>
	<u>8 729</u>	<u>5 237</u>
OTHER ASSETS		
Cash deposit - NFGS	18 000	18 000
Certificate of deposit, pledged	10 153	10 178
Certificate of deposit, pledged	101 433	101 673
Loan costs, net of accumulated amortization	<u>1 312</u>	<u>1 312</u>
	<u>130 898</u>	<u>131 163</u>
	<u>\$ 1 377 386</u>	<u>\$ 2 132 828</u>

	Projected 12-31-14	Projected 12-31-15
LIABILITIES AND MEMBERS' EQUITY		
CURRENT LIABILITIES		
Accounts payable	\$ 528 667	\$ 528 667
Accrued taxes	13 984	13 984
Due to members	<u>14 925</u>	<u>14 925</u>
Total current liabilities	<u>557 576</u>	<u>557 576</u>
LONG-TERM DEBT		
	<u> </u>	<u> </u>
	<u> </u>	<u> </u>
MEMBERS' EQUITY		
Beginning members' equity	400 470	819 810
Members' contributions		
Members' distributions	(750 000)	(750 000)
Net income	<u>1 169 340</u>	<u>1 505 442</u>
	<u>819 810</u>	<u>1 575 252</u>
	<u>\$ 1 377 386</u>	<u>\$ 2 132 828</u>

See accompanying summary of significant assumptions and accounting policies and accountants' report.

TOTAL ENERGY RESOURCES, LLC

PROJECTED STATEMENTS OF REVENUES AND EXPENSES - INCOME TAX BASIS **UNDER HYPOTHETICAL ASSUMPTIONS IN NOTES 3 - 5** **Years ending December 31, 2014 and December 31, 2015**

	Projected Year Ending 12-31-14	Projected Year Ending 12-31-15
REVENUES		
Natural gas sales	\$ 3 258 739	\$ 3 584 613
Land advisement services	774 713	774 713
Client services	241 104	241 104
Electric aggregation fee	106 477	117 124
Fuel management services	16 643	16 643
Finance charges and miscellaneous	1 372	1 372
	<u>4 399 048</u>	<u>4 735 569</u>
COST OF GOODS SOLD		
Natural gas purchased	2 800 737	2 800 737
Pipeline transportation fees	88 011	88 011
Imbalance gas adjustment	26 208	26 208
	<u>2 914 956</u>	<u>2 914 956</u>
GROSS PROFIT	1 484 092	1 820 613
OPERATING EXPENSES		
Advertising and promotion	500	500
Amortization	1 750	1 750
Bank service charges	1 725	1 725
Computer and internet expenses	817	817
Depreciation	5 820	3 492
Dues and subscriptions	5 080	5 080
Equipment rental	241	241
Fines and penalties	28	28
Salaries and wages	166 535	168 132
Payroll taxes	13 265	13 387
Guaranteed payments	29 690	29 690
Insurance expense	22 261	22 261
Legal and accounting	10 232	10 232
Life insurance expense	2 105	2 105
Meals and entertainment	2 925	2 925
Office expenses	5 700	5 700
Rent expense	15 400	15 400
Taxes and licenses	99	99
Telephone expense	11 824	11 824
Travel expense	10 288	11 317
Vehicle expense	8 892	8 892
	<u>315 177</u>	<u>315 597</u>
Interest income	<u>426</u>	<u>426</u>
NET INCOME	<u>\$ 1 169 340</u>	<u>\$ 1 505 442</u>

See accompanying summary of significant assumptions and accounting policies and accountants' report.

TOTAL ENERGY RESOURCES, LLC

**PROJECTED STATEMENTS OF CASH FLOWS
UNDER HYPOTHETICAL ASSUMPTIONS IN NOTES 3, 5 AND 6
Years Ending December 31, 2014 and December 31, 2015**

	Projected 12-31-14	Projected 12-31-15
CASH FLOWS FROM OPERATING ACTIVITIES		
Net income	\$ 1 169 340	\$ 1 505 442
Adjustments needed to reconcile net income to net cash flows provided by operations:		
Depreciation	5 820	3 492
Amortization	1 750	1 750
Increase in trade receivables	(806)	
Increase in certificates of deposit	(265)	(265)
 Net cash flows provided by operations	 <u>1 175 839</u>	 <u>1 510 419</u>
 CASH FLOWS FROM FINANCING ACTIVITIES:		
Payments on long-term debt		
Payment on member loans		
Member distributions	(750 000)	(750 000)
Payment for loan and lease costs	(1 750)	(1 750)
 Net cash used by financing activities	 <u>(751 750)</u>	 <u>(751 750)</u>
 INCREASE IN CASH/CASH EQUIVALENTS	 424 089	 758 669
 BEGINNING CASH AND CASH EQUIVALENTS	 <u>441 019</u>	 <u>865 108</u>
 ENDING CASH AND CASH EQUIVALENTS	 <u>\$ 865 108</u>	 <u>\$ 1 623 777</u>

See accompanying summary of significant assumptions and accounting policies and accountants' report.

TOTAL ENERGY RESOURCES, LLC

SUMMARY OF SIGNIFICANT PROJECTION ASSUMPTIONS AND ACCOUNTING POLICIES

These financial projections present, to the best of management's knowledge and belief, the Company's expected financial position, results of operations and cash flows for the projection periods. Accordingly, the projections reflect management's judgment, as of September 9, 2013, the date of these projections, of the expected conditions and its expected course of action. The presentation is designed to assist the Public Utilities Commission of Ohio in the Competitive Retail Electric Service (CRES) certification process. The assumptions disclosed herein are those that management believes are significant to the projections. There will usually be differences between projected and actual results, because events and circumstances do not occur as expected, and those differences may be material.

Note 1. NATURE OF OPERATIONS

Total Energy Resources, LLC, located in Cranberry Township, PA, was developed with the goal of assisting commercial and industrial customers with their energy requirements, natural gas companies with the management and/or sale of their production, and leaseholders with the development of their acreage. The Company has eighty years of combined management experience and knowledge in the energy sector.

Note 2. SIGNIFICANT ACCOUNTING POLICIES

The Company's policy is to prepare its financial statements on the income tax basis of accounting. The Company's fiscal year end is December 31.

All tax effects of the Company's income or loss are passed through to the members individually; thus, this statement includes no income tax expense or benefit for the Company.

Depreciation expense is calculated using the modified accelerated cost recovery system required by the Internal Revenue Code.

Loan costs are amortized using the straight-line method over the term of the loan to which costs correspond.

Inventory consists of marketable natural gas.

Cash and cash equivalents include demand deposits, savings accounts, and investments with a maturity of three months or less.

Note 3. SALES ASSUMPTIONS

The Company expects a 10% increase in electric aggregation fee sales for the years ending December 31, 2014 and December 31, 2015 with the addition of the Ohio market area. This assumption is based on the approval of the pending CRES certification from the Public Utilities Commission of Ohio. This equates to an increase in sales of \$9,679 for year ending December 31, 2014 and \$10,648 for year ending December 31, 2015.

The Company expects a 10% increase in natural gas sales for the years ending December 31, 2014 and December 31, 2015. This assumption is based on the increase in the natural gas sales portion of the Company based on historical growth and expectations.

TOTAL ENERGY RESOURCES, LLC

**SUMMARY OF SIGNIFICANT PROJECTION ASSUMPTIONS
AND ACCOUNTING POLICIES (CONTINUED)**

Note 4. SALARIES, WAGES AND RELATED COSTS ASSUMPTIONS

For the years ending December 31, 2014 and December 31, 2015, the Company expects salaries and wages to increase for the commissions paid on the Ohio generated fees. The commission rate on electric aggregation fees is 15% and the payroll tax (FICA) rate on those commissions (FICA) is 7.65%.

Note 5. OTHER OPERATING EXPENSES ASSUMPTIONS

The Company expects travel expenses to increase by 10% due to the travel that will be required to go into the Ohio market. Depreciation has been adjusted to reflect the actual future depreciation according to the MACRS calculation. All other operating costs are expected to remain consistent for the years ending December 31, 2014 and December 31, 2015,

D&B Report for:

TOTAL ENERGY RESOURCES, LLC

D-U-N-S® Number: 03-367-3313
Location Type: Single

Registered Address: 120 Marguerite Dr Ste 201,
Cranberry Township, PA 16066

Phone: 724 742-4700

This report includes:

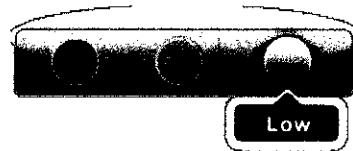
- ✓ **Core Report**
- Enhanced Data Upgrade
- Enhanced Trade Credit
- Enhanced Analysis Upgrade

Risk Summary



The Risk Summary shows the likelihood of the company paying their bills on time. It is primarily based on how a company has paid its bills in the past. The company's past payment behavior is used to predict how it may pay its bills in the future.

In D&B's view, this company's trade payment history represents a **Low** risk of future payment delinquency.



Trade Payment Data Currently in D&B's Database

# of Payment Experiences in D&B's Database	3	Average Highest Credit	\$100
% of Payments Within Terms	100%	Largest Highest Credit	\$100
% of Payments With Slow or Negative Payments	0.0%	Highest Amount Now Owing	\$0
# of Payments Placed for Collection	0	Highest Amount Past Due	\$0

Key Data



Key Data shows you how stable and well-established a company is, which can indicate its overall ability to pay its bills. Some companies are riskier than others, so review revenue, net worth, and number of employees to determine the company's general health. Look at years in business, length of management tenure, and the people involved in the company to determine how stable it is. Note whether the company is involved in a relatively high-risk industry. You can also check to see if there are any special events, such as a management or location change, that could adversely affect the company's ability to pay its bills. Click the links for more detailed information.

Key Principal	MARK WILLIAMS, MNG MBR		
Line of Business	Management consulting services (SIC: 8742)		
Number of Employees	4	Years in Business	3 Years
Overall Status	No negative information in D&B's files.		
Facilities	Leases premises on 2nd floor of a three story building.		
Location	Central business section on main street.		

Business Registration Information



Minimize your risk by understanding who you are doing business with. Determine if the company is formally incorporated, where it's incorporated, and how long it has been in business. To increase your confidence in doing business with a small, relatively new company, you can use the names of the key principals for your own online research.

Corporate and business registrations reported by the Secretary of State or other official source as of AUG 09 2013. The following data is not an official record of the Department of State or the State of PENNSYLVANIA, and D&B is not an employee or agent thereof.

Registered Name:	Total Energy Resources, LLC	Registration ID:	3949439
Business Type:	LIMITED LIABILITY COMPANY	Duration:	PERPETUAL
State of Incorporation:	PENNSYLVANIA	Status:	ACTIVE
Filing Date:	04-19-2010	Where Filed:	SECRETARY OF STATE/CORPORATIONS DIVISION, HARRISBURG, PA



D&B Report for:

TOTAL ENERGY RESOURCES, LLC

Industry Classification



When evaluating credit, it is important to consider the company's primary industry and understand the risk pertaining to that industry based on current economic or local conditions. The SIC and NAICS codes on this page identify the type of economic or industrial activity the company engages in.

SIC Codes

The 4-digit SIC numbers link to the industry classification descriptions on the Occupational Safety & Health Administration (OSHA) Web site. Links open in a new browser window. D&B adds an additional 4 digits to the end of the SIC code. This enables D&B to be more specific about a company's operations.

SIC Code	SIC Code Description
8742 0500	Business planning and organizing services

NAICS Codes

The North American Industry Classification System (NAICS) is a six-digit industry classification code. The first two digits specify the business sector, the third digit specifies the subsector, the fourth digit specifies the industry group, and the fifth digit specifies the industry. The sixth digit is designed for country specific classifications and may differ from one nation to the next.

NAICS Code	NAICS Code Description
541611	Administrative Management and General Management Consulting Services



D&B Report for:

TOTAL ENERGY RESOURCES, LLC

Company History



Review details about the company's history to learn more about the company's stability and ownership history. Examine the recent events to see if there is anything that may impact the company's ability to pay its bills.

The following information was reported on: 10/19/2012

Officer(s):

MARK WILLIAMS, MNG MBR

DANIEL STEFFY, MBR

The Pennsylvania Secretary of State's business registrations file showed that Total Energy Resources, LLC was registered as a Limited Liability Company on April 19, 2010.

Business started 2010.

MARK WILLIAMS. 2010-present active here.

DANIEL STEFFY. 2010-present active here.

Business address has changed from 290 Stoup Rd, Mars, PA, 16046 to 120 Marguerite Dr Ste 201, Cranberry Township, PA, 16066.

D&B Report for:

TOTAL ENERGY RESOURCES, LLC**Company Operations Summary**

Review the operations summary to learn more about the kinds of business the company conducts. You can also see more details about special events that may impact the company's ability to pay its bills, banking information, and government programs the company may be involved with.

Operations Summary

As on 10/19/2012

Description:

Provides management consulting services, specializing in business planning or organizing services (100%).

Terms are on a fee basis. Sells to natural gas producers. Territory : Regional.

Employees:

4.

Facilities:

Leases premises on 2nd floor of a three story building.

Location:

Central business section on main street.

Government Activity**Government Activity Summary**

Borrower (Dir/Guar)	No
Administrative Debt	No
Contractor	No
Grantee	No
Party excluded from federal program(s)	No

Possible Candidate for Socioeconomic Program Consideration

Small Business	Yes (2013)
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The details provided in the Government Activity section are as reported to Dun & Bradstreet by the federal government and other sources.

Exhibit C-8 "Bankruptcy Information"

Total Energy Resources, LLC has never reorganized or asked for protection from creditors or any other form of bankruptcy filing.

Exhibit C-9 “Merger Information”

Total Energy Resources, LLC has not merged or been acquired by/with another company in the five most recent years preceding the date of this application.