

DIS Case Number: 19-1125-EL-AGG

Section A: Application Information

Aggregator	Retail Generation Provider	☐ Power Marketer		
A-2. Applicant's legal name and contact information.				
gy Resource Solutio	ons, Country: United States			
Extension (if applicable):	Street: 4455 Transit Rd,	Suite 2C		
,	City: Williamsville	Province/State:		
	ame and contact in gy Resource Solutio Extension (if	Provider ame and contact information. gy Resource Solutions, Country: United States Extension (if Street: 4455 Transit Rd, applicable):		

A-3. Names and contact information under which the applicant will do business in Ohio

Provide the names and contact information the business entity will use for business in Ohio. This does not have to be an Ohio address and may be the same contact information given in A-2.

Postal Code: 14221

Name	Туре	Address	Active?	Proof
Varo Technologies	DBA	4455 Transit Rd, Suite 2C Williamsville, NY 14221	Yes	File

A-4. Names under which the applicant does business in North America

Provide all business names the applicant uses in North America, including the names provided in A-2 and A-3.

Name Type	Address	Active?	Proof
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A-5. Contact person for regulatory matters



Stacy Rowen 4455 Transit Rd, Suite 2C Williamsville, NY 14221 US srowen@varo1.com 7168101115

A-6. Contact person for PUCO Staff use in investigating consumer complaints

Ken Rowen 8171 Main St Williamsville, NY 14221 US krowen@varo1.com 7168101113

A-7. Applicant's address and toll-free number for customer service and complaints

Phone: 8101115 Extension (if Country: United States

applicable):

Fax: 7168101112 Extension (if applicable): Street: 4455 Transit Rd, Suite 2C

Email: srowen@varo1.com City: Williamsville Province/State: NY

Postal Code: 14221

A-8. Applicant's federal employer identification number

510443765

A-9. Applicant's form of ownership

Form of ownership: Other

Other form of Ownership: S Corporation

A-10. Identify current or proposed service areas

Identify each service area in which the applicant is currently providing service or intends to provide service and identify each customer class that the applicant is currently serving or intends to serve.

Service area selection



AEP Ohio
DP&L
Duke Energy Ohio
FirstEnergy - Cleveland Electric Illuminating
FirstEnergy - Ohio Edison
FirstEnergy - Toledo Edison

Class of customer selection

Commercial Industrial Mercantile

A-11. Start date

Indicate the approximate start date the applicant began/will begin offering services: 06-01-2019

A-12. Principal officers, directors, and partners

Please provide all contacts that should be listed as an officer, director or partner.

Name	Email	Title	Address
Ken Rowen	krowen@varo1.com		8171 Main St Williamsville, NY 14221 US
Stacy Rowen	srowen@varo1.com	CFO	4455 Transit Rd, Suite 2C Williamsville, NY 14221 US

A-13. Company history

Mr. Rowen entered the restructured telecom industry in 1985 and over nearly 20 years ventured into nearly every facet of the industry, including leadership positions in start-up and early-stage companies. His work in sales, operations, regulatory and network construction would prove to be a strong foundation for the coming venture into the world of deregulated energy in 2003.

The company was established as a small agency providing guidance to companies in the purchasing of telecom services. In 2004, the firm took notice of the emergence of energy restructuring and quickly began providing advocacy to its clients for energy procurement decisions.



Following tremendous growth of the business, the company drew the interest of PAETEC Communications, who believed the marriage of telecom and energy would be a benefit to its customers. In 2008, the company was acquired by PAETEC and began operating under the d/b/a of 'PAETEC Energy' - providing energy supply guidance to PAETEC customers across the energy-deregulated markets of the U.S.

Following PAETEC's acquisition in late 2011 by Windstream, PAETEC Energy was divested by its new parent company in 2012. Mr. Rowen reacquired the energy brokerage business and has returned to operating from its headquarters outside Buffalo, NY.

Presently, the company's principal business interest is serving commercial customers as an advocate for highly informed decisions for electric supply service.

A-14. Secretary of State

Secretary of State Link:

Section B: Applicant Managerial Capability and Experience

B-1. Jurisdiction of operations

List all jurisdictions in which the applicant or any affiliated interest of the applicant is certified, licensed, registered or otherwise authorized to provide retail natural gas service or retail/wholesale electric service as of the date of filing the application..

File Attached

B-2. Experience and plans

Describe the applicant's experience in providing the service(s) for which it is applying (e.g., number and type of customers served, utility service areas, amount of load, etc.). Include the 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 Sections 4928.10 and/or 4929.22 of the Ohio Revised Code.

File(s) attached

B-3. Disclosure of liabilities and investigations

For the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant, describe all existing, pending or past rulings, judgments, findings, contingent liabilities, revocation of authority, regulatory investigations, judicial actions, or other formal or informal notices of violations, or any other matter related to competitive services in Ohio or equivalent services in another jurisdiction..



File Attached

B-4. Disclosure of consumer protection violations

Has the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant been convicted orheld liable for fraud or for violation of any consumer protection or antitrust laws within the past five years?

No

B-5. Disclosure of certification, denial, curtailment, suspension or revocation

Has the applicant, affiliate, or a predecessor of the applicant had any certification, license, or application to provide retail natural gas or retail/wholesale electric service denied, curtailed, suspended, revoked, or cancelled or been terminated or suspended from any of Ohio's Natural Gas or Electric Utility's Choice programs within the past two years?

No

Section C: Applicant Financial Capability and Experience

C-1. Financial reporting

Provide a current link to the most recent Form 10-K filed with the Securities and Exchange Commission (SEC) or upload the form. If the applicant does not have a Form 10-K, submit the parent company's Form 10-K. If neither the applicant nor its parent is required to file Form 10-K, state that the applicant is not required to make such filings with the SEC and provide an explanation as to why it is not required.

Does not apply

C-2. Financial statements



Provide copies of the applicant's <u>two most recent years</u> of audited financial statements, including a 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, provide audited or officer certified financial statements covering the life of the business. If the applicant does not have a balance sheet, income statement, and cash flow statement, the applicant may provide a copy of its two most recent years of tax returns with **social security numbers and bank account numbers redacted.**

If the applicant is unable to meet the requirement for two years of financial statements, the Staff reviewer may request additional financial information.

Preferred to file this information confidentially

C-3. Forecasted financial statements

Provide two years of forecasted income statements based <u>solely</u> on the applicant's anticipated business activities in the state of Ohio.

Include the following information with the forecast: a list of assumptions used to generate the forecast; a statement indicating that the forecast is based solely on Ohio business activities only; and the name, address, email address, and telephone number of the preparer of the forecast.

The forecast may be in one of two acceptable formats: 1) an annual format that includes the current year and the two years succeeding the current year; or 2) a monthly format showing 24 consecutive months following the month of filing this application broken down into two 12-month periods with totals for revenues, expenses, and projected net incomes for both periods. Please show revenues, expenses, and net income (revenues minus total expenses) that is expected to be earned and incurred in **business activities only in the state of Ohio** for those periods.

If the applicant is filing for both an electric certificate and a natural gas certificate, please provide a separate and distinct forecast for revenues and expenses representing Ohio electric business activities in the application for the electric certificate and another forecast representing Ohio natural gas business activities in the application for the natural gas certificate.

Preferred to file confidentially

C-4. Credit rating



Provide a credit opinion disclosing the applicant's credit rating as reported by at least one of the following ratings agencies: Moody's Investors Service, Standard & Poor's Financial Services, Fitch Ratings or the National Association of Insurance Commissioners. If the applicant does not have its own credit ratings, substitute the credit ratings of a parent or an affiliate organization and submit a statement signed by a principal officer of the applicant's parent or affiliate organization that guarantees the obligations of the applicant. If an applicant or its parent does not have such a credit rating, enter 'Not Rated'.

This does not apply

C-5. Credit report

Provide a copy of the applicant's credit report from Experian, Equifax, TransUnion, Dun and Bradstreet or a similar credit reporting organization. If the applicant is a newly formed entity with no credit report, then provide a personal credit report for the principal owner of the entity seeking certification. At a minimum, the credit report must show summary information and an overall credit score. Bank/credit account numbers and highly sensitive identification information must be redacted. If the applicant provides an acceptable credit rating(s) in response to C-4, then the applicant may select 'This does not apply' and provide a response in the box below stating that a credit rating(s) was provided in response to C-4.

This does not apply.

C-6. Bankruptcy information

Within the previous 24 months, have any of the following filed for reorganization, protection from creditors or any other form of bankruptcy?

- Applicant
- Parent company of the applicant
- Affiliate company that guarantees the financial obligations of the applicant
- Any owner or officer of the applicant

No

C-7. Merger information

Is the applicant currently involved in any dissolution, merger or acquisition activity, or otherwise participated in such activities within the previous 24 months?

No



C-8. Corporate structure

Provide a graphical depiction of the applicant's corporate structure. Do not provide an internal organizational chart. The graphical depiction should include all parent holding companies, subsidiaries and affiliates as well as a list of all affiliate and subsidiary companies that supply retail or wholesale electricity or natural gas to customers in North America. If the applicant is a stand-alone entity, then no graphical depiction is required, and the applicant may respond by stating that it is a stand-alone entity with no affiliate or subsidiary companies.

Stand-alone entity with no affiliate or subsidiary companies

Section D: Applicant Technical Capacity

D-1. Operations

<u>Power brokers/aggregators:</u> Include details of the applicant's business operations and plans for arranging and/or aggregating for the supply of electricity to retail customers.

Operations Description: The management of Technology Resource Solutions, Inc. has been involved in the evolution of restructured enrgy markets since 2003. one of the factors that sets our company apart from many other 'Power Brokers' is that we are active in most of the deregulated states.

We enjoy a tremendous reputation among our nearly 400 clients and we have never been involved in a customer complaint.

We have active agent agreements with nearly 15 energy suppliers and are highly active in the education of our clients as we guide them to informed decisions for the procurement of their energy supply contracts.

We do not take title to any energy commodities - we serve our clients exclusively as an Agent-Broker-Consultant.



We are fully prepared to respond to any customer inquires or complaints in accordance with PUCO rules adopted pursuant to Section 4928 of Revised Code.

D-2. Operations Expertise & Key Technical Personnel

Given the operational nature of the applicant's business, provide evidence of the applicant's experience and technical expertise in performing such operations. Include the names, titles, email addresses, and background of key personnel involved in the operations of the applicant's business.

File(s) attached



Application Attachments

Articles of Incorporation and Bylaws

The following pages contain the articles of incorporation on file with the State of New York and the Bylaws of the corporation.

STATE OF NEW YORK

DEPARTMENT OF STATE

I hereby certify that the annexed copy has been compared with the original document in the custody of the Secretary of State and that the same is a true copy of said original.



WITNESS my hand and official seal of the Department of State, at the City of Albany, on January 31, 2008.

I and do ante

Paul LaPointe Special Deputy Secretary of State

CERTIFICATE OF INCORPORATION

o£

TECHNOLOGY RESOURCE SOLUTIONS, INC.

Under Section 402 of the Business Corporation Law

The undersigned, a natural person at least twenty-one (21) years of age, for the purpose of forming a corporation pursuant to the provisions of the Business Corporation Law of the State of New York, does hereby certify as follows:

FIRST: The name of the Corporation is:

TECHNOLOGY RESOURCE SOLUTIONS, INC.

SECOND: The purposes for which it is formed are as follows:

To engage in any lawful act or activity for which corporations may be organized under the Business Corporation Law.

To engage in any commercial, mercantile, industrial, manufacturing, research or franchising business not prohibited by law and any, some or all of the foregoing.

To acquire, hold, create interest in, or dispose of real or personal property, tangible or intangible, of any kind and any manner.

THIRD: The office of the Corporation is located within the County of Erie and State of New York.

FOURTH: The capital stock is to consist of two hundred shares of no par value each, all of which are to be of the same class.

of the Corporation upon whom process against it may be served. The post office address to which the Secretary of State shall mail a copy of process in any action or proceeding against the Corporation which may be served upon her is 8320 Royal Ascot Circle, East Amherst, New York 14051.

IN WITNESS WHEREOF, the undersigned has executed and acknowledged this Certificate of Incorporation this $4^{\rm th}$ day of December, 2002.

DAVID V. SANCHEY, Encorporator 1300 Main Place Bower Buffalo, New York 14202

STATE OF NEW YORK)
COUNTY OF ERIE) SS:

On this 4th day of December, 2002, before me, the subscriber, personally appeared DAVID V. SANCHEZ to me known to be the same person described in and who executed the foregoing instrument, and he duly acknowledged to me that he executed the same.

2/

LINDA L. JANISH
Notary Public, State of New York
Custified in Eric County
My Coronassion Expires Callulas

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CERTIFICATE OF INCORPORATION

OF

TECHNOLOGY RESOURCE SOLUTIONS, INC.

Under Section 402 of the Business Corporation Law

Filer

Amigone, Sanchez, Mattrey & Marshall LLP 1300 Main Place Tower Buffalo, NY 14202

Ref. 07C14915

PAN (May)

STATE OF NEW YORK
DEPARTMENT OF STATE

JAN 17 2003

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Exhibit B-1

Jurisdiction of Operations

Technology Resource Solutions, Inc. is incorporated in the State of New York and is registered to provide energy brokerage services in the following states:

- Connecticut
- Illinois
- Maine
- Maryland
- Massachusetts
- Michigan
- New Jersey
- Pennsylvania
- Texas

Exhibit B-2

Experience & Plans

The management staff of Technology Resource Solutions, Inc. has been involved in the evolution of the restructured energy markets since 2003. One of the factors that sets our company apart from many other "Power Brokers" is that we are active in most of the deregulated states.

We enjoy a tremendous reputation among our nearly 400 clients and we have never been involved in a customer complaint.

We have active agent agreements with nearly 15 energy suppliers and are highly active in the education of our clients as we guide them to informed decisions for the procurement of their energy supply contracts.

We do not take title to any energy commodities – we serve our clients exclusively as an "Agent-Broker-Consultant".

We are fully prepared to respond to any customer inquiries or complaints in accordance with PUCO rules adopted pursuant to Section 4928.10 of the Revised Code.

Technology Resource Solutions, Inc.

May 31, 2019

Public Utilities Commission of Ohio Docketing Divison 180 East Broad Street Columbus, OH 43215-3793

RE: CERTIFICATION APPLICATION FOR AGGREGATORS/POWER BROKERS

Dear sir/madam:

Enclosed please find our completed Certification Application for Aggregators/Power Brokers. We look forward to hearing from you during the process or following the approval of this application.

Warmest regards,

Kenneth Rowen

President

Technology Resource Solutions, Inc.



P	UCO USE ONLY	
Date Received	Case Number - EL-AGG	Version May 2016

INITIAL CERTIFICATION APPLICATION FOR ELECTRIC

AGGREGATORS/ POWER BROKERS

Please print or type all required information. Identify all attachments with an exhibit label and title (Example: Exhibit A-12 Company History). 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 intends to be certified as: (check all that apply) Power Broker Aggregator
A-2	Applicant's legal name, address, telephone number and web site address
	Legal Name Technology Resource Solutions, Inc. Address 4455 Transit Rd, Suite 2C Telephone (16) 810-111 Web site address (if any) www. Varol. Com
A-3	List name, address, telephone number and web site address under which Applicant will do business in Ohio
	Legal Name VARO Technologies Address 4455 Transit Rd, Suite 2C, Williamsville, NY 1422 Telephone #(116)810-1111 Web site address (if any) www. varo 1. com
A-4	List all names under which the applicant does business in North America Technology Resource Solutions, Inc VARO Technologies
A-5	Name Kenneth Rowen Title Basident

	Business address 4455 Telephone #(116)810-111 E-mail address Krov	Transitf 3 Fax venevo	Rd, Suite (716) B10- iro1. Com	20, Will 1112 7	iamsville,NY	14321
A-6	Contact person for Comm	ission Staff us	se in investigat	ing customer	complaints	
ak dagi seri ya sawa ayak	Name Ken Rower Title President Business address 4455 To Telephone # (716)816-111 E-mail address Krov	ransit Ro	d, Suite 3 (716)810- 2001. Con	汀ハろ	msville, NY 142	121
A- 7	Applicant's address and to	ll-free numbe	er for customer	service and c	complaints	
	Customer Service address 44 Toll-free Telephone # (855) E-mail address	55 Tran 463-6374 ven@va	sit Rd, S Fax# <u>(716)</u> ro1. com	uite 2C.)810-1112	Williamsulle,	100 M
A-8	Applicant's federal employ	er identificat	ion number#_	5104437	165	
A-9	Applicant's form of ownership (check one)					
	☐ Sole Proprietorship☐ Limited Liability Partnership☐ Corporation☐	(LLP) D Lim	tnership nited Liability Co er <u>3 - Corp</u> o	* * *		
A-10	(Check all that apply) Id which the applicant intends to class that the applicant intermercantile commercial, and 4928.01 of the Revised Code, is a part of a national account in one or	o provide serends to serve, industrial. (A commercial cust	vice, including for example, mercantile custom	identification or residential, snater, as defined in	of each customer nall commercial, (A) (19) of Section	
	□ First Energy □ Ohio Edison □ Toledo Edison □ Cleveland Electric Illuminating □ Duke Energy □ Monongahela Power □ American Electric Power □ Ohio Power □ Columbus Southern Power	□ Residential	Commercial Commercial Commercial Commercial Commercial Commercial Commercial Commercial Commercial	Mercantile	☐ Industrial☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐	
		_ Residential	on Commotoral	ps 171010antill	industrar	

A-11 Provide the approximate start date that the applicant proposes to begin delivering services

June 1, 2019

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- A-12 <u>Exhibit A-12 "Principal Officers, Directors & Partners"</u> provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.
- A-13 <u>Exhibit A-13 "Company History,"</u> provide a concise description of the applicant's company history and principal business interests.
- A-14 <u>Exhibit A-14 "Articles of Incorporation and Bylaws,"</u> 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 <u>Exhibit A-15 "Secretary of State,"</u> provide evidence that the applicant has registered with the Ohio Secretary of the State.

B. <u>APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE</u>

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.

- 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 <u>Exhibit B-4 "Disclosure of Liabilities and Investigations,"</u> 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. <u>APPLICANT FINANCIAL CAPABILITY AND EXPERIENCE</u>

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. (This is generally only applicable to publicly traded companies who publish annual reports)
- C-2 <u>Exhibit C-2 "SEC Filings,"</u> provide the most recent 10-K/8-K Filings with the SEC. If the applicant does not have such filings, it may submit those of its parent company. An applicant may submit a current link to the filings or provide them in paper form. 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. If the applicant does not have a balance sheet, income statement, and cash flow statement, the applicant may provide a copy of its two most recent years of tax returns (with social security numbers and account numbers redacted).
- C-4 <u>Exhibit C-4 "Financial Arrangements,"</u> provide copies of the applicant's financial to satisfy collateral requirements to conduct retail electric/gas business activity (e.g., parental or third party guarantees, contractual arrangements, credit agreements, etc.,).

Renewal applicants can fulfill the requirements of Exhibit C-4 by providing a current statement from an Ohio local distribution utility (LDU) that shows that the applicant meets the LDU's collateral requirements.

First time applicants or applicants whose certificate has expired as well as renewal applicants can meet the requirement by one of the following methods:

- 1. The applicant itself stating that it is investment grade rated by Moody's, Standard & Poor's or Fitch and provide evidence of rating from the rating agencies.
- 2. Have a parent company or third party that is investment grade rated by Moody's, Standard & Poor's or Fitch guarantee the financial obligations of the applicant to the LDU(s).
- 3. Have a parent company or third party that is not investment grade rated by Moody's, Standard & Poor's or Fitch but has substantial financial wherewithal in the opinion of the Staff reviewer to guarantee the financial obligations of the applicant to the LDU(s). The guarantor company's financials must be included in the application if the applicant is relying on this option.
- 4. Posting a Letter of Credit with the LDU(s) as the beneficiary.

If the applicant is not taking title to the electricity or natural gas, enter "N/A" in Exhibit C-4. An N/A response is only applicable for applicants seeking to be certified as an aggregator or broker.

C-5 <u>Exhibit C-5 "Forecasted Financial Statements,"</u> provide two years of forecasted income statements for the applicant's **ELECTRIC related business activities in the state of Ohio Only**, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer. The forecasts should be in an annualized format for the two years succeeding the Application year.

- 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. If an applicant or its parent does not have such a credit rating, enter "N/A" in Exhibit C-6.
- 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. An applicant that provides an investment grade credit rating for Exhibit C-6 may enter "N/A" for Exhibit C-7.
- 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 <u>Exhibit C-9 "Merger Information,"</u> provide a statement describing any dissolution or merger or acquisition of the applicant within the two most recent years preceding the application.
- C-10 Exhibit C-10 "Corporate Structure," provide a description of the applicant's corporate structure, not an internal organizational chart, 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 in North America. If the applicant is a stand-alone entity, then no graphical depiction is required and applicant may respond by stating that they are a stand-alone entity with no affiliate or subsidiary companies.

Signature of Applicant & Title

Sworn and subscribed before me this 31* day of May, 2019

Month Year

Signature of official administering oath

Print Name and Title

My commission expires on

6ABOL A MARCHEWKA <u>Lic. #01M</u>A6011386 tary Public - State of New York

Notary Public - State of New York

Qualified in Erie County COMM. EXP. 10-8-22

AFFIDAVIT Williamsville

State of New York:

County of Eric:

Roye (). Affiant, being duly sworn/affirmed according to law, deposes and says that: He/She is the Resident (Office of Affiant) of Solutions, Inc (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.
- 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.
- 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.
- 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.
- 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.
- 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.
- 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.
- 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.

Principal Officers, Directors & Partners

<u>Name</u>	<u>Title & Location</u>
Kenneth R. Rowen	President
	4455 Transit Rd.
	Suite 2C
	Williamsville, NY 14221
	716-810-1113
Stacy A. Rowen	Secretary & Treasurer
	4455 Transit Rd.
•	Suite 2C
	Williamsville, NY 14221
	716-810-1115

Company History

Technology Resource Solutions, Inc. was recently an authorized power broker under Certificate No. 10-221E(1), issued pursuant to Case Number 10-0735-EL-AGG.

Due to the recent acquisition of the company from the previous owner, Windstream Corporation (and previously PAETEC Communications Inc.), the due date for the renewal application was missed and the power broker certificate expired.

We are pleased to advise the PUCO that the founder of Technology Resource Solutions, Inc., has reacquired the company from Windstream Corporation. The company is now a single-member S-Corporation with Kenneth Rowen holding 100% of the stock. Mr. Rowen is excited to have regained control of the firm and is submitting this "new" application with the intent of submitting all required reports and renewal applications on time to the PUCO.

Mr. Rowen entered the restructured telecom industry in 1985 and over nearly 20 years ventured into nearly every facet of the industry, including leadership positions in start-up and early-stage companies. His work in sales, operations, regulatory and network construction would prove to be a strong foundation for the coming venture into the world of deregulated energy in 2003.

The company was established as a small agency providing guidance to companies in the purchasing of telecom services. In 2004, the firm took notice of the emergence of energy restructuring and quickly began providing advocacy to its clients for energy procurement decisions.

Following tremendous growth of the business, the company drew the interest of PAETEC Communications, who believed the marriage of telecom and energy would be a benefit to its customers. In 2008, the company was acquired by PAETEC and began operating under the d/b/a of "PAETEC Energy" - providing energy supply guidance to PAETEC customers across the energy-deregulated markets of the U.S.

Following PAETEC's acquisition in late 2011 by Windstream, PAETEC Energy was divested by its new parent company in 2012. Mr. Rowen reacquired the energy brokerage business and has returned to operating from its headquarters outside Buffalo, NY.

Presently, the company's principal business interest is serving commercial customers as an advocate for highly informed decisions for electric supply service.

Articles of Incorporation and Bylaws

The following pages contain the articles of incorporation on file with the State of New York and the Bylaws of the corporation.

STATE OF NEW YORK

DEPARTMENT OF STATE

I hereby certify that the annexed copy has been compared with the original document in the custody of the Secretary of State and that the same is a true copy of said original.



WITNESS my hand and official seal of the Department of State, at the City of Albany, on January 31, 2008.

I and do ante

Paul LaPointe Special Deputy Secretary of State

CERTIFICATE OF INCORPORATION

o£

TECHNOLOGY RESOURCE SOLUTIONS, INC.

Under Section 402 of the Business Corporation Law

The undersigned, a natural person at least twenty-one (21) years of age, for the purpose of forming a corporation pursuant to the provisions of the Business Corporation Law of the State of New York, does hereby certify as follows:

FIRST: The name of the Corporation is:

TECHNOLOGY RESOURCE SOLUTIONS, INC.

SECOND: The purposes for which it is formed are as follows:

To engage in any lawful act or activity for which corporations may be organized under the Business Corporation Law.

To engage in any commercial, mercantile, industrial, manufacturing, research or franchising business not prohibited by law and any, some or all of the foregoing.

To acquire, hold, create interest in, or dispose of real or personal property, tangible or intangible, of any kind and any manner.

THIRD: The office of the Corporation is located within the County of Erie and State of New York.

FOURTH: The capital stock is to consist of two hundred shares of no par value each, all of which are to be of the same class.

of the Corporation upon whom process against it may be served. The post office address to which the Secretary of State shall mail a copy of process in any action or proceeding against the Corporation which may be served upon her is 8320 Royal Ascot Circle, East Amherst, New York 14051.

IN WITNESS WHEREOF, the undersigned has executed and acknowledged this Certificate of Incorporation this $4^{\rm th}$ day of December, 2002.

DAVID V. SANCHEY, Encorporator 1300 Main Place Bower Buffalo, New York 14202

STATE OF NEW YORK)
COUNTY OF ERIE) SS:

On this 4th day of December, 2002, before me, the subscriber, personally appeared DAVID V. SANCHEZ to me known to be the same person described in and who executed the foregoing instrument, and he duly acknowledged to me that he executed the same.

2/

LINDA L. JANISH
Notary Public, State of New York
Custified in Eric County
My Coronassion Expires Callulas

F030117000zzo

CERTIFICATE OF INCORPORATION

OF

TECHNOLOGY RESOURCE SOLUTIONS, INC.

Under Section 402 of the Business Corporation Law

Filer

Amigone, Sanchez, Mattrey & Marshall LLP 1300 Main Place Tower Buffalo, NY 14202

Ref. 07C14915

PAN (May)

STATE OF NEW YORK
DEPARTMENT OF STATE

JAN 17 2003

DRAWDOWN NIS-27 TAXS Year BY:

EO. HI 30 4 91 Hal

RECEIVED

3

030117000 226

Secretary of State

The following page is a copy of the State of Ohio Certificate as evidence of the company being registered with the Ohio Secretary of the State.

200933701830

DOCUMENT ID 200933701830

DESCRIPTION

FOREIGN LICENSE/FOR-PROFIT (FLF)

FILING 125.00

CERT

COPY

Receipt

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

CT CORPORATION SYSTEM 4400 EASTON COMMONS WAY, SUITE 125 JAMES H. TANKS, III COLUMBUS, OH 43219

STATE OF OHIO

CERTIFICATE

Ohio Secretary of State, Jennifer Brunner

1897046

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

TECHNOLOGY RESOURCE SOLUTIONS, INC.

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

Document(s)

Document No(s):

FOREIGN LICENSE/FOR-PROFIT

200933701830

Authorization to transact business in Ohio is hereby given, until surrender, expiration or cancellation of this license.



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 1st day of December, A.D. 2009.

Ohio Secretary of State

Exhibit B-1

Jurisdiction of Operations

Technology Resource Solutions, Inc. is incorporated in the State of New York and is registered to provide energy brokerage services in the following states:

- Connecticut
- Illinois
- Maine
- Maryland
- Massachusetts
- Michigan
- New Jersey
- Pennsylvania
- Texas

Exhibit B-2

Experience & Plans

The management staff of Technology Resource Solutions, Inc. has been involved in the evolution of the restructured energy markets since 2003. One of the factors that sets our company apart from many other "Power Brokers" is that we are active in most of the deregulated states.

We enjoy a tremendous reputation among our nearly 400 clients and we have never been involved in a customer complaint.

We have active agent agreements with nearly 15 energy suppliers and are highly active in the education of our clients as we guide them to informed decisions for the procurement of their energy supply contracts.

We do not take title to any energy commodities – we serve our clients exclusively as an "Agent-Broker-Consultant".

We are fully prepared to respond to any customer inquiries or complaints in accordance with PUCO rules adopted pursuant to Section 4928.10 of the Revised Code.

Exhibit B-3

Summary of Experience

The experience of key personnel for Technology Resource Solutions, Inc. roots goes back to the deregulation of Telecommunications with the federal antitrust lawsuit against AT&T which resulted in the breakup of the "Ma Bell" monopoly of local and long distance communications.

Ken Rowen, president and founder of the company, entered the telecom industry in 1985 and over nearly 20 years ventured into nearly every facet of the industry, including leadership positions in start-up and early-stage companies. His work in sales, operations, regulatory and network construction would prove to be a strong foundation for the coming venture into the world of deregulated energy.

The company was established in 2003 as a small telecom agency providing guidance to companies in the purchasing and operations of telecom and datacom services. In 2004, the firm took notice of the emergence of energy restructuring and quickly began providing advocacy to its clients for energy procurement decisions.

Following tremendous growth of the business, VARO drew the interest of a major telecommunications company that believed the marriage of telecom and energy was a benefit to its telecom customer base. In 2008, VARO was acquired by PAETEC Communications and began providing energy brokered services to PAETEC customers across the energy-deregulated markets of the U.S. Throughout this transition from small agency to a growing national energy company, Ken Rowen remained with PAETEC and helped to guide the growth of the energy division.

Following PAETEC's acquisition in late 2011 by Windstream Corporation, the company was divested by the new parent company when Ken reacquired the business in June of 2012. The following pages are copies of the Stock Power letter and stock certificate which affirm Mr. Rowen's acquisition of 100% of the company.

Mr. Rowen and his team have been integral to the growth of the business and are very well positioned to resume control of all facets of the operation.

Exhibit B-4

Disclosure of Liabilities and Investigations

We have no existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations or any other matter that could adversely impact our financial or operational status, or our ability to provide the "Power Broker" services that we are 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 5 years.
X NO YES
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.
X_NOYES

Annual Reports

Technology Resource Solutions, Inc. is a privately-held company, following the owner's reacquisition of the business in June of 2012, from the prior owner: PAETEC Communications Inc.

As such, the company does not maintain or file annual reports.

SEC Filings

Technology Resource Solutions, Inc. is a privately-held company, following the owner's reacquisition of the business in June of 2012, from the prior owner: PAETEC Communications Inc.

As such, the company is not required to file a 10-K or 8-K filing with the SEC.

Financial Statements

Technology Resource Solutions, Inc. is a privately-held company, following the owner's reacquisition of the business in June of 2012, from the prior owner: PAETEC Communications Inc.

Enclosed with this application are the financial statements of the company for the period ending December 31, 2018. In addition, forecasted financial statements for 2019 and 2020 are provided, as requested, in exhibit C-5.

Financial Arrangements

Technology Resource Solutions, Inc. is a small, privately-held company that does not currently operate with any financial guarantees or bank commitments, contractual arrangements or credit agreements.

Forecasted Financial Statements

Enclosed please find forecasted financial statements for the company's operation, for 2019 and 2020.

The primary assumptions for the forecasted financials are:

- We will continue to focus on strong customer relations while building our customer base.
- 2019 revenue and 2020 revenue is forecasted to grow at 10 %.
- 2019 and 2020 expenses are projected to increase 5%.

Preparer:

Stacy Rowen
4455 Transit Rd, Suite 2C
Williamsville NY 14221
krowen@varo1.com
716-810-1113

Credit Rating

As a small, privately-held company, Technology Resource Solutions, Inc. does not maintain a credit rating by any credit rating agencies. The company does not have any parent or affiliate organization that guarantees the obligations of the company.



Section-C

Report My reports My account Products Home

Report Originally Retrieved 05/30/2019

Note: This report was requested and billed to your account within the past 7 days.

For help reading this report, please review our sample report.

Search inquiry: Technology Resource Solutions, Inc / Williamsville / NY / (My company)

BizVerifySM Report

as of: 05/30/19 14:46 ET

Technology Resource Solut

Address:

8171 Main St Ste 7

Williamsville, NY 14221-6024

United States

Experian BIN:

963748812

Experian File Established:

September 2012

Experian Years on File:

7 Years

Years in Business:

More than 7 Years

Experian Business Credit Score

Back to top

Business Credit Score

NOT SCORED Insufficient Data to Score

Business Credit Scores range from a low of 1 to high of 100 for scored locations, but this location is not yet scored due to a lack of information needed to determine the score. This score predicts the likelihood of serious credit delinquencies within the next 12 months. This score uses tradeline and collections information, public filings as well as other variables to predict future risk.

Experian Financial Stability Risk Rating

Back to top

Financial Stability Risk Rating

NOT RATED Insufficient Data to Rank

Financial Stability Risk Ratings range from a low of 1 to high of 5, but this location is not yet rated due to a lack of information needed to determine the rating. Lower ratings indicate lower risk. This rating prodicts the likelihood of payment default and/or bankruptcy within the next 12 months. This rating uses tradeline and collections Information, public filings as well as other variables to predict future risk.

Credit Summary

Back to top

This location does not yet have an estimated Days Beyond Terms (DBT), or a Payment Trend Indicator. This is often the result of too few active Payment Tradelines.

Please refer to Experian's www.BusinessCreditFacts.com website for more information on establishing Payment Tradelines.

UCC Filings:

0

Businesses Scoring Worse: ✓ Bankruptcles:

NOT SCORED

¥ Liens:

0

✓ Judgments Filed:

0

✓ Collections:

ถ

* The information herein is furnished in confidence for your exclusive use for legitimate business purposes and shall not be reproduced, disclosed, or shared to any third party per the restrictions in the Terms and Conditions that you accepted. Neither Experian nor its sources or distributors warrant such information nor shall they be flable for your use or reliance upon it. (Ref#:394198)

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Back to top

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egort My reports My account Products Business services Report Originally Retrieved 05/30/2019 Note: This report was requested and billed to your account within the past 7 days. For help reading this report, please review our sample report, Search inquiry: Technology Resource Solutions, Inc / Williamsville / NY / (My company) BizVerifysM Report es of: 05/30/19 14 46 ET Technology Resource Solut 4455 Transit Rd, Suite 20 Address: 8171 Main St Ste 7 Williamsville, NY September 2012 Experian Years on File: United States 7 Years Years in Business: Experian BIN: 963748812 More than 7 Years Experian Business Credit Score Back to top **Business Credit Score** OT SCORE Insufficient Data to Score Business Gredit Scores range from a low of 1 to high of 100 for scored locations, but this location is not yet scored due to a lack of information needed to determine the score. This score predicts the likelihood of serious credit delinquencies within the next 12 months. This score uses tradeline and collections information. **Experian Financial Stability Risk Rating** and the second Financial Stability Risk Rating Insufficient Data to Rank Financial Stability Risk Ratings range from a low of 1 to high of 5, but this location is not yet rated due to a lack of information needed to determine the rating. Lower ratings indicate lower risk. This rating predicts the likelihood of payment default and/or bankruptcy within the next 12 months. This rating uses tradeline and collections **Credit Summary** Back to top This location does not yet have an estimated Days Beyond Terms (DBT), or a UCC Filings: Payment Trend Indicator. This is often the result of too few active Payment Ü Tradelines. Businesses Scoring Worse: NOT SCORED Please refer to Experien's www.BusinessCreditFacts.com website for more √ Bankruptcles: information on establishing Payment Tradelines. Liens: 0 √ Judgments Filed: t) ✓ Collections: 0



4455Transit Rd, Suite 2C

Williamsville, NY 14221

To whom it may concern,

Please update our address on your website to the above. Our prior address was 8171 Main Street, Suite 7, Williamsville, NY 14221. We have had no prior addresses. I have enclose the first page of our lease and water bill.

Thank you for your assistance.

Best_regards,

Stacy Rowen, CPA

CFO

VARO

Office: 716.810.1115

Mobile: 716.864.8207

Fax: 716-810-1112

www.varo1.com



LEASE

Landlord:

Benchmark-Clarence Associates, LLC

Tenant:

Technology Resource Solutions, Inc.

Premises:

4455 Transit Road, 2C Williamsville, NY 14221



Upcoming Delivery Dates

June 2019 Thursday 20

July 2019 Thursday 18

August 2019 Thursday 15



We Deliver!



Bottled Water * Filtration * Coffee

From moms to grads, it is all about getting together. Guests enjoy a variety of beverages. So, take that chore off your to-do list and put it on ours. To order a variety of beverages, go to water.com/selfserve or call 1-800-4-WATERS.

Customer Account#:776596417816838

TECHNOLOGY RESOURCE SOLUTIONS

4455 TRANSIT RD STE 2C

Date

05-26-19

BUFFALO, NY 14221

Transaction #

Details

Previous Balance Payment - Thank You Remaining Balance

R1912616134650

WHITE HOT AND COLD COOLER RENTAL Sales Tax

Invoice Date: Invoice #: Purchase Order #:

Oty.

05-28-19 17816838 052819

Amount

Each

0.00

-35.38 -35.38

12.00 12.00

1.05 13.05

Rec'd By:

Did you know that in addition to the top left corner of this bill, you can also find your delivery schedule at water.com/myaccount? Online you can also easily skip or add a delivery as needed.

Previous Balance \$0.00

\$35.38

While the complete account number on your check. Detach remittance and mail with payment in the ecclesed envelope.

Total New Charges \$35,38

To day address on to wave water con-

Pay This Amount \$0.00









Mount) lympus Sierra Sparkletts STANDARD Vermont Pure

776596417816838

Crystal Rock



6750 Discovery Blvd. Mableton, GA 30126

Customer Account#:

Due By: Late Fees May Apply After: **Total Amount Due:**

\$0.00

Check here and see reverse for indidress and phone corrections.

Check here and see reverse if paying by credit card.





\$

TECHNOLOGY RESOURCE SOLUTIONS STACY ROWEN 4455 TRANSIT RD STE 2C BUFFALO, NY 14221

Mail Remittance With Payment To: \$ Naghibadaldadhallaabbaabbaalldaalld CRYSTAL ROCK PO BOX 660579 DALLAS, TX 75266-0579

Bankruptcy Information

Technology Resource Solutions, Inc. has never filed for reorganization, protection from creditors or any other form of bankruptcy filing. The company does not have any parent or affiliate organization that guarantees its obligations. The company's directors and officers have never filed any such reorganization or other bankruptcy motion.

Merger Information

The company was sold to PAETEC Communications Inc. on February 1, 2008. PAETEC Communications was acquired by Windstream Corporation on December 1, 2011. On June 29, 2012, the company was reacquired by the founder, Kenneth Rowen.

There have been no other purchases or mergers of the company.

C-10 Exhibit A=12.

Corporate Structure

Technology Resource Solutions, Inc. is a New York S-Corp, privately-held and wholly-owned by Kenneth R. Rowen.

There are no other companies affiliated to Technology Resource Solutions, Inc.

Balance Sheet As of December 31, 2018

	Dec 31, 18
ASSETS	
Current Assets Checking/Savings	
Checking	47,986.34
Total Checking/Savings	47,986.34
Total Current Assets	47,986.34
Fixed Assets	445.040.00
Customer list	115,642.00
Furniture & Fixtures	0.00
Total Fixed Assets	115,642.00
Other Assets Security Deposits	2,037.00
Total Other Assets	2,037.00
TOTAL ASSETS	165,665.34
LIABILITIES & EQUITY Equity	•
Opening Balance Equity	205,000.00
Retained Earnings	-227,203.67
Net Income	187,869.01
Total Equity	165,665.34
TOTAL LIABILITIES & EQUITY	165,665.34

Profit & Loss January through December 2018

•	Jan - Dec 18
Ordinary Income/Expense	
Income Gross Receipts	882,462.76
Total Income	
	882,462.76
Gross Profit	882,462.76
Expense Amortization Expense	13,605.00
Auto	2,653.18
Bank Charges Charitable Contributions Commissions & Fees	264.00 2,300.00 184,495.02
Continuing Education Dues & Subscriptions Insurance	354.00 839.91 6,006.65
Lease License Meals and Entertainment	2,395.05 200.00 1,409.16
Office Expenses	2,708.29
Payroll	134,890.09
Payroll - Officers	272,329.96
Payroll - Simple IRA	11,402.21
Payroli Expenses	22,440.97
Payroll M&T Postage Promotional Registration Fee	719.88 316.32 1,266.27 1,051.64
Rent Small Equipment Software Taxes & Licenses Telephone	17,712.00 247.49 1,005.78 2,389.00 5,022.97
Travel	5,811.14
Utilities	757.77
Total Expense	694,593.75
Net Ordinary Income	187,869.01
Net Income	187,869.01

Statement of Cash Flows

January through December 2018

4	Jan - Dec 18
OPERATING ACTIVITIES Net Income	187,869.01
Net cash provided by Operating Activities	187,869.01
INVESTING ACTIVITIES Customer list:Accumulated Amortization	13,605.00
Net cash provided by Investing Activities	13,605.00
FINANCING ACTIVITIES Retained Earnings	-191,000.00
Net cash provided by Financing Activities	-191,000.00
Net cash increase for period	10,474.01
Cash at beginning of period	37,512.33
Cash at end of period	47,986.34

Balance Sheet As of May 13, 2019

	May 13, 19
ASSETS Current Assets Checking/Savings Checking	72,940.95
Total Checking/Savings	72,940.95
Total Current Assets	72,940.95
Fixed Assets Customer list	115,642.00
Furniture & Fixtures	0.00
Total Fixed Assets	- 115,642.00
Other Assets Security Deposits	2,037.00
Total Other Assets	2,037.00
TOTAL ASSETS	190,619.95
LIABILITIES & EQUITY Equity Opening Balance Equity Owner Withdrawals Retained Earnings Net Income	205,000.00 -80,000.00 -39,334.66 104,954.61
Total Equity	190,619.95
TOTAL LIABILITIES & EQUITY	190,619.95

Net

Profit & Loss

January 1 through May 13, 2019

	Jan 1 - May 13, 19
Ordinary Income/Expense	*
Income Gross Receipts	360,130.06
Total Income	360,130.06
Gross Profit	360,130.06
	300,130.00
Expense Auto	, 1,212.96
Bank Charges Charitable Contributions Commissions & Fees	110.00 2,150.00 50,558.25
Dues & Subscriptions Dues and subscriptions Insurance	2,919.61 757.75 -264.31
Lease License Meals and Entertainment	917.25 2,381.50 354.05
Office Expenses	960.46
Payroll	50,244.97
Payroll - Officers	112,345.55
Payroll - Simple IRA	4,198.95
Payroll Expenses	12,588.31
Payroll M&T Postage Promotional Registration Fee	315.37 170.30 585.50 1,008.00
Rent Small Equipment Software Taxes & Licenses Telephone	5,924.00 501.43 853.54 2,568.61 1,515.10
Utilities	298.30
Total Expense	255,175.45
let Ordinary Income	104,954.61
Income	104,954.61

Statement of Cash Flows

January 1 through May 13, 2019

	Jan 1 - May 13, 19
OPERATING ACTIVITIES Net Income	104,954.61
Net cash provided by Operating Activities	104,954.61
FINANCING ACTIVITIES Owner Withdrawals	-80,000.00
Net cash provided by Financing Activities	-80,000.00
Net cash increase for period	24,954.61
Cash at beginning of period	47,986.34
Cash at end of period	72,940.95

Projected Balance Sheet As of December 31, 2019

ASSETS

269607
269607
102036
0
102036
2037
2037
373680
0
0
373680
373680

Projected Profit & Loss January through December 2019

	<u> Jan - Dec 19</u>
Ordinary Income/Expense	
Income	
Gross Receipts	970709.036
Total Income	970709.036
Gross Profit	970709.036
Expense	
Amortization Expense	13606
Auto	2918.498
Bank Charges	290.4
Charitable Contributions	2530
Commissions & Fees	202944.522
Continuing Education	389.4
Dues & Subscriptions	923.901
Insurance	6607.315
Lease	2634.555
License	220
Meals and Entertainment	1550.076
Office Expenses	2979.119
Payroll	148379.099
Payroll - Officers	299562.956
Payroll - Simple IRA	12542.431
Payroll Expenses	24685.067
Payroll M&T	791.868
Postage	347.952
Promotional	1392.897
Registration Fee	1156.804
Rent	19483.2
Small Equipment	272.239
Software	1106.358
Taxes & Licenses	2627.9
Telephone	5525.267
Travel	6392.254
Utilities	833.547
Total Expense	762693.625
Net Ordinary Income	208015.411
Net Income	208015.411

Projected Statement of Cash Flows January through December 2019

OPERATING ACTIVITIES Net Income 208015 Net cash provided by Operating Activities FINANCING ACTIVITIES Net cash provided by Financing Activities Net cash increase for period Investing activities

Furnuture & Fixtures 13606
Cash at beginning of period 47986
Cash at end of period 269607

Projected Balance Sheet As of December 31, 2020

ASSETS

ASSETS	
Current Assets	
Checking/5	513391
Total Current Assets	513391
Fixed Assets	
Customer i	88430
Furniture &	0
Total Fixed Assets	88430
Other Assets	
Security De	2037
Total Other Assets	2037
TOTAL ASSETS	603858
LIABILITIES & EQUITY	
Liabilities	
Current Lia	0
Total Current Liabilitie	0
Equity	603858
TOTAL LIABILITIES & EQUITY	603858

Projected Profit & Loss January through December 2020

	<u> Jan - Dec 20</u>
Ordinary Income/Expense	
Income	
Gross Receipts	1067780
Total Income	1067780
Gross Profit	1067780
Expense	
Amortization Expense	13606
Auto	3210
Bank Charges	319
Charitable Contributions	2783
Commissions & Fees	223239
Continuing Education	428
Dues & Subscriptions	1016
Insurance	7268
Lease	2898
License	242
Meals and Entertainment	1705
Office Expenses	3277
Payroll	163217
Payroll - Officers	329519
Payroll - Simple IRA	13797
Payroll Expenses	27154
Payroll M&T	871
Postage	383
Promotional	1532
Registration Fee	1272
Rent	21432
Small Equipment	299
Software	1217
Taxes & Licenses	2891
Telephone	6078
Travel	7031
Utilities	917
Total Expense	837602
Net Ordinary Income	230178
Net Income	230178

Projected Statement of Cash Flows January through December 2020

OPERATING ACTIVITIES

Net Income	230178
Net cash provided by Operating Activities	230178
FINANCING ACTIVITIES	
Net cash provided by Financing Activities	0
Net cash increase for period	230178
Investing activities	
Furnuture & Fixtures	13606
Cash at beginning of period	269607
Cash at end of period	513391

Stacy Rowen

From:

Stacy Rowen <srowen@varo1.com>

Sent: To: Thursday, May 30, 2019 1:29 PM melissa.scarberry@puco.ohio.gov

Subject:

RE: Technology Resource Solutions, Inc. 19-1125-EL-AGG

Hi Melissa.

I will complete the on the correct version of the forms.

Our first certificate expired when we purchased the business and learning all that needed to be completed. This certificate expiring is my mistake, I kept looking at the Ohio website and seeing that everything was in compliance not recognizing that that all the forms are not listed. I know this now and will not make the same mistake again.

We only have three customers in Ohio and have not renewed or done any work on them since our license has expired. We have not pursued any new business. Our primary business is in New York and we our licensed in other states to accommodate our primary customers.

I will forward the completed forms as soon as they are completed. Thank you for your help.

Best regards, Stacy

From: Ken Rowen [mailto:krowen@varo1.com]

Sent: Thursday, May 30, 2019 12:45 PM To: Stacy Rowen <srowen@varo1.com>

Subject: FW: Technology Resource Solutions, Inc. 19-1125-EL-AGG

Importance: High

From: melissa.scarberry@puco.ohio.gov [mailto:melissa.scarberry@puco.ohio.gov]

Sent: Thursday, May 30, 2019 9:37 AM

To: Ken Rowen

Cc: nedra.ramsey@puco.ohio.gov; james.zell@puco.ohio.gov **Subject:** Technology Resource Solutions, Inc. 19-1125-EL-AGG

Importance: High

Ken Rowen – I have been assigned to review the A and B Exhibits of this application here at the Public Utilities Commission of Ohio. Someone else may contact you with questions or comments about your C exhibits. Please answer the following questions and/or provide the following documents.

- 1. Please provide an explanation for the previous two certificates expiring without the filing of a renewal application in accordance with Ohio Administrative Code 4901:1-24-09.
- 2. Has the company conducted business in Ohio since the expiration of the previous electric broker certificate on December 11, 2018?
- 3. What is the plan for the company to remain compliant with Ohio rules and guidelines going forward?

4. The application docketed in case 19-1125-EL-AGG is an old version. The newest version can be found on the Commission's

website: https://www.puco.ohio.gov/emplibrary/files/smed/CRES/2ERCRESFormsAggregatorPowBrok.pdf

- a. Complete the application form in its entirety and attach updated exhibits for each requirement.
- b. The application form and the attached affidavit should both be signed and notarized.

Please file the updated information along with a cover letter stating that you are making a revision in <u>Case</u> <u>No. 19-1125-EL-AGG</u> by <u>Friday, June 7, 2019</u>. The responses to numbers 1-3 above should be provided by June 7, 2019 via email, and do not need to be docketed in the case. Again, keep in mind that you may receive a separate request for information from the staff member reviewing your financial exhibits and that person may give you a different deadline for those requirements. If you have any questions, please feel free to contact me.

Melissa Scarberry
Public Utilities Commission of Ohio
Service Monitoring & Enforcement Department
Utility Specialist 2
(614) 644-7960
www.PUCO.ohio.gov

This message and any response to it may constitute a public record and thus may be publicly available to anyone who requests it.

SEC Filings

Technology Resource Solutions, Inc. is a privately-held company, following the owner's reacquisition of the business in June of 2012, from the prior owner: PAETEC Communications Inc.

As such, the company is not required to file a 10-K or 8-K filing with the SEC.

Summary of Experience

The experience of key personnel for Technology Resource Solutions, Inc. roots goes back to the deregulation of Telecommunications with the federal antitrust lawsuit against AT&T which resulted in the breakup of the "Ma Bell" monopoly of local and long distance communications.

Ken Rowen, president and founder of the company, entered the telecom industry in 1985 and over nearly 20 years ventured into nearly every facet of the industry, including leadership positions in start-up and early-stage companies. His work in sales, operations, regulatory and network construction would prove to be a strong foundation for the coming venture into the world of deregulated energy.

The company was established in 2003 as a small telecom agency providing guidance to companies in the purchasing and operations of telecom and datacom services. In 2004, the firm took notice of the emergence of energy restructuring and quickly began providing advocacy to its clients for energy procurement decisions.

Following tremendous growth of the business, VARO drew the interest of a major telecommunications company that believed the marriage of telecom and energy was a benefit to its telecom customer base. In 2008, VARO was acquired by PAETEC Communications and began providing energy brokered services to PAETEC customers across the energy-deregulated markets of the U.S. Throughout this transition from small agency to a growing national energy company, Ken Rowen remained with PAETEC and helped to guide the growth of the energy division.

Following PAETEC's acquisition in late 2011 by Windstream Corporation, the company was divested by the new parent company when Ken reacquired the business in June of 2012. The following pages are copies of the Stock Power letter and stock certificate which affirm Mr. Rowen's acquisition of 100% of the company.

Mr. Rowen and his team have been integral to the growth of the business and are very well positioned to resume control of all facets of the operation.

Competitive Retail Electric Service Affidavit

County of Erie:

State of New York:

Ken R. Rowen, Affiant, being duly sworn/affirmed, hereby states that:

- 1. The information provided within the certification or certification renewal application and supporting information is complete, true, and accurate to the best knowledge of affiant, and that it will amend its application while it is pending if any substantial changes occur regarding the information provided.
- 2. The applicant will timely file an annual report of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Sections 4905.10(A), 4911.18(A), and 4928.06(F), Ohio Revised Code.
- 3. The applicant will timely pay any assessment made pursuant to Sections 4905.10, 4911.18, and 4928.06(F), Ohio Revised Code.
- 4. The applicant will comply with all applicable rules and orders adopted by the Public Utilities Commission of Ohio pursuant to Title 49, Ohio Revised Code.
- 5. The applicant 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 will fully comply with Section 4928.09, Ohio Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
- 7. The applicant will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
- 8. The applicant 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 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, 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.
- 11. The Applicant will inform the Public Utilities Commission of Ohio 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 Staffuse in investigating consumer complaints.

	12. The facts set forth above are true and accurate 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.
<i>C</i>	13. Affiant further sayeth naught. Signature of Affiant & Title
	Sworn and subscribed before me this 12 day of october, 2021 Month, Year
	Elena Kue Yan Personal Bankan Signature of official administering oath Print Name and Title
	ELENA L. KUEKER Notary Public, State of New York My commission expires on 12-10-2022 Qualified in Erie County Reg. No. 01KU6384529
	MV Commission Expires 12/10/2022

Balance Sheet As of December 31, 2019

	Dec 31, 19
ASSETS Current Assets	
Checking/Savings Checking	34,080.87
Total Checking/Savings	34,080.87
Total Current Assets	34,080.87
Fixed Assets Customer list	102,037.00
Furniture & Fixtures	0.00
Total Fixed Assets	102,037.00
Other Assets Security Deposits	2,037.00
Total Other Assets	2,037.00
TOTAL ASSETS	138,154.87
LIABILITIES & EQUITY Equity Opening Balance Equity Owner Withdrawals Retained Earnings Net Income	205,000.00 -210,000.00 -39,334.66 182,489.53
Total Equity	138,154.87
TOTAL LIABILITIES & EQUITY	138,154.87

Profit & Loss

January through December 2019

	Jan - Dec 19
Ordinary Income/Expense	
Income Gross Receipts	866,175.92
Total Income	866,175.92
Gross Profit	866,175.92
Expense Advertising Amortization Expense Auto	300.00 13,605.00 3,420.63
Bank Charges Charitable Contributions Commissions & Fees	274.00 2,500.00 152,601.13
Continuing Education Dues & Subscriptions Insurance	359.00 10,100.81 5,782.93
Lease License Meals and Entertainment	2,147.04 2,441.50 1,635.65
Office Expenses	3,482.63
Payroll	133,734.80
Payroll - Officers	272,158.31
Payroll - Simple IRA	11,381.01
Payroll Expenses	22,905.78
Payroll M&T Postage Promotional Registration Fee	800.32 430.02 2,188.63 2,538.37
Rent Small Equipment Software Supplies Taxes & Licenses Telephone	17,892.00 2,286.69 1,427.48 59.76 3,167.11 4,624.42
Travel	3,414.79
Utilities	909.42
Total Expense	678,569.23
Net Ordinary Income	187,606.69
Other Income/Expense Other Expense	5,117.16
Depreciation	
Total Other Expense	5,117.16
Net Other Income	-5,117.16
Net Income	182,489.53

Statement of Cash Flows January 1 through October 11, 2021

	Jan 1 - Oct 11, 21
OPERATING ACTIVITIES	
Net Income Adjustments to reconcile Net Income	201,167.76
to net cash provided by operations:	
Accounts Payable	6,473.04
PPP Loan	62,092.00
Net cash provided by Operating Activities	269,732.80
FINANCING ACTIVITIES Owner Withdrawals	-205,000.00
Net cash provided by Financing Activities	-205,000.00
Net cash increase for period	64,732.80
Cash at beginning of period	57,334.08
Cash at end of period	122,066.88

Balance Sheet As of December 31, 2020

	Dec 31, 20
ASSETS Current Assets Checking/Savings	
Checking	57,334.08
Total Checking/Savings	57,334.08
Total Current Assets	57,334.08
Fixed Assets Customer list	88,432.00
Furniture & Fixtures	0.00
Total Fixed Assets	88,432.00
Other Assets Security Deposits	2,037.00
Total Other Assets	2,037.00
TOTAL ASSETS	147,803.08
LIABILITIES & EQUITY Liabilities Current Liabilities Other Current Liabilities PPP Loan Simple IRA	92,245.00 1,221.54
Total Other Current Liabilities	93,466.54
Total Current Liabilities	93,466.54
Total Liabilities	93,466.54
Equity Opening Balance Equity Owner Withdrawals Retained Earnings Net Income	205,000.00 -262,500.00 -66,845.13 178,681.67
Total Equity	54,336.54
TOTAL LIABILITIES & EQUITY	147,803.08

Profit & Loss January through December 2020

	Jan - Dec 20
Ordinary Income/Expense	
Income Gross Receipts	876,005.53
Total Income	876,005.53
Gross Profit	876,005.53
	070,000.00
Expense Amortization Expense Auto	13,605.00 2,619.27
Bank Charges Charitable Contributions Commissions & Fees	284.00 1,900.00 143,079.67
Continuing Education Dues & Subscriptions Health Insurance	863.02 10,892.30 1,039.96
Insurance	6,380.91
Lease Legal & Professional Fees License Marketing Meals and Entertainment	1,925.88 1,174.43 335.45 55.46 1,605.97
Office Expenses	5,680.39
Payroll	177,042.39
Payroll - Officers	253,523.38
Payroll - Simple IRA	11,779.67
Payroll Expenses	25,955.12
Payroll M&T Postage Promotional Registration Fee	856.62 583.65 1,643.64 2,635.16
Rent Small Equipment Software Subcontractors	17,952.00 2,915.21 674.11 450.00
Taxes & Licenses Telephone	3,165.40 5,029.89
Travel	726.65
Utilities	949.26
Total Expense	697,323.86
Net Ordinary Income	178,681.67
Net Income	178,681.67

Statement of Cash Flows

January through December 2020

	Jan - Dec 20
OPERATING ACTIVITIES Net Income	178,681.67
Adjustments to reconcile Net Income to net cash provided by operations: PPP Loan Simple IRA	92,245.00 1,221.54
Net cash provided by Operating Activities	272,148.21
INVESTING ACTIVITIES Customer list:Accumulated Amortization	13,605.00
Net cash provided by Investing Activities	13,605.00
FINANCING ACTIVITIES Owner Withdrawals Retained Earnings	-52,500.00 -210,000.00
Net cash provided by Financing Activities	-262,500.00
Net cash increase for period	23,253.21
Cash at beginning of period	34,080.87
Cash at end of period	57,334.08

Balance Sheet As of September 30, 2021

	Sep 30, 21
ASSETS Current Assets Checking/Savings Checking	123,712.95
Total Checking/Savings	123,712.95
Total Current Assets	123,712.95
Fixed Assets Customer list	88,432.00
Furniture & Fixtures	0.00
Total Fixed Assets	88,432.00
Other Assets Security Deposits	2,037.00
Total Other Assets	2,037.00
TOTAL ASSETS	214,181.95
LIABILITIES & EQUITY Liabilities Current Liabilities Accounts Payable Accounts Payable	6,473.04
Total Accounts Payable	6,473.04
Other Current Liabilities PPP Loan Simple IRA	154,337.00 1,221.54
Total Other Current Liabilities	155,558.54
Total Current Liabilities	162,031.58
Total Liabilities	162,031.58
Equity Opening Balance Equity Owner Withdrawals Retained Earnings Net Income	205,000.00 -467,500.00 111,836.54 202,813.83
Total Equity	52,150.37
TOTAL LIABILITIES & EQUITY	214,181.95

Profit & Loss January through September 2021

	Jan - Sep 21
Ordinary Income/Expense	
Income Gross Receipts	631,440.96
Misc Income	20,272.91
Total Income	651,713.87
Gross Profit	651,713.87
Expense	
Auto	2,480.82
Bank Charges	231.00
Charitable Contributions	2,179.25
Commissions & Fees	103,676.46
Customer Equipment	184.77
Dues & Subscriptions	6,474.81
Health Insurance	2,599.90
Insurance	3,579.68
Lease	1,614.63
Legal & Professional Fees	6,067.00
Meals and Entertainment	1,579.04
Office Expenses	2,894.13
Payroll	107,406.32
Payroll - Officers	164,369.16
Payroll - Simple IRA	7,733.32
Payroll Expenses	11,516.48
Payroll M&T	863.90
Postage	280.70
Promotional	194.39
Registration Fee	1,502.24
Rent	13,464.00
Small Equipment	221.62
Software	1,414.70
Taxes & Licenses	3,239.89
Telephone	3,056.52
Travel	136.53
Utilities	-61.22
Total Expense	448,900.04
Net Ordinary Income	202,813.83
t Income	202,813.83

Statement of Cash Flows January through September 2021

	Jan - Sep 21
OPERATING ACTIVITIES Net Income Adjustments to reconcile Net Income	202,813.83
to net cash provided by operations: Accounts Payable PPP Loan	6,473.04 62,092.00
Net cash provided by Operating Activities	271,378.87
FINANCING ACTIVITIES Owner Withdrawals	-205,000.00
Net cash provided by Financing Activities	-205,000.00
Net cash increase for period	66,378.87
Cash at beginning of period	57,334.08
Cash at end of period	123,712.95

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Case No(s). 19-1125-EL-AGG

Summary: In the Matter of the Application of Technology Resource Solutions, Inc