

NO

FILE

Ohio

**Public Utilities
Commission**

15-1078-EL-AGG

61

PUCO USE ONLY		
Date Received	Case Number	Version
	EL-AGG	December 2014

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 Marguerite 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 Marguerite 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 Jim Date Processed JUN 10 2015

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 2015 JUN 10 PM 1:16
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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 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-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 # (724) 742-4700 Fax # (724) 742-4703
E-mail address (if any) rwilliams@totalenergyresources.com

A-7 Applicant's federal employer identification number # 272361874

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

- A-10** Provide the approximate start date that the applicant proposes to begin delivering services
June 10, 2015

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 Experian, 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.

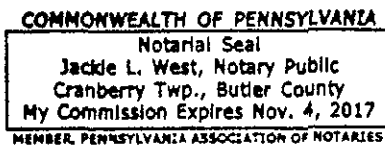
C-9 **Exhibit C-9 "Merger Information,"** provide a statement describing any dissolution or merger or acquisition of the applicant within the five most recent years preceding the application.

Mark F. Williams, PRESIDENT
Signature of Applicant & Title

COMMONWEALTH OF PENNSYLVANIA COUNTY OF BUTLER
Sworn and subscribed before me this 8TH day of JUNE, 2015
Month Year

Jackie L. West
Signature of official administering oath

JACKIE L. WEST, NOTARY
Print Name and Title



My commission expires on 11 - 4 - 17

AFFIDAVIT

State of PENNSYLVANIA :

CRAWBERRY TWP. ss.
(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 (Name of Applicant);
LLC

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.

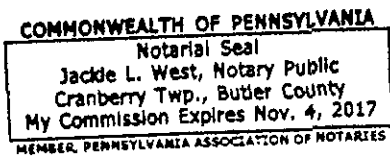
That the facts above set forth are true and correct to the best of his/her knowledge, information, and belief and that he/she expects said Applicant to be able to prove the same at any hearing hereof.

Mark H. Williams, PRESIDENT
Signature of Affiant & Title

COMMONWEALTH OF PENNSYLVANIA, COUNTY OF BUTLER
Sworn and subscribed before me this 8TH day of JUNE, 2015
Month Year

Jackie L. West
Signature of official administering oath

JACKIE L. WEST, NOTARY
Print Name and Title



My commission expires on 11-4-17

Exhibit A-11 “Principal Officers, Directors & Partners”

Total Energy Resources, LLC

Mark A. Williams

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

Total Energy Resources, LLC is a privately held company located in Cranberry Township, PA and is comprised of three (3) individuals:

- 1) Mark A. Williams – President
- 2) Ryan M. Williams – Director of Energy Sales
- 3) Jackie L. West – Office Manager

Exhibit A-13 “Company History”

Total Energy Resources, LLC

Total Energy Resources, LLC is a privately held company located in Cranberry Township, Pennsylvania. 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 an 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.

Exhibit A-14 “Articles of Incorporation and Bylaws”

Total Energy Resources, LLC

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)



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): <u>Total Energy Resources, LLC</u>					
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 290 Stoup Road	City Mars	State PA	Zip 16046	County Butler	
(b) Name of Commercial Registered Office Provider c/o:				County	
3. The name and address, including street and number, if any, of each organizer is (all organizers must sign on page 2):					
Name Daniel R. Steffy		Address 290 Stoup Road Mars PA 16046			

PA DEPT. OF STATE

APR 19 2010

DAS

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
c/o: County

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	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

**PENNSYLVANIA DEPARTMENT OF STATE
BUREAU OF CORPORATIONS AND CHARITABLE ORGANIZATIONS**

Certificate of Amendment-Domestic
(15 Pa.C.S.)

Limited Partnership (§ 8512)
☒ Limited Liability Company (§ 8951)

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

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

Fee: \$70

In compliance with the requirements of the applicable provisions (relating to certificate of amendment), the undersigned, desiring to amend its Certificate of Limited Partnership/Organization, hereby certifies that:

1. The name of the limited partnership/limited liability company is:
Total Energy Resources, LLC

2. The date of filing of the original Certificate of Limited Partnership/Organization: April 19, 2010

3. Check, and if appropriate complete, one of the following:

☒ The amendment adopted by the limited partnership/limited liability company, set forth in full, is as follows:
As of 1/1/15 Daniel R. Steffy sold his interest (withdrawing member) in said LLC to the
to the sole single member, Mark A. Williams

☐ The amendment adopted by the limited partnership/limited liability company is set forth in full in Exhibit A attached hereto and made a part hereof.

4. Check, and if appropriate complete, one of the following:

☐ The amendment shall be effective upon filing this Certificate of Amendment in the Department of State.

☒ The amendment shall be effective on 1/1/15 at 12:01
Date Hour

5. Check if the amendment restates the Certificate of Limited Partnership/Organization:

☒ The restated Certificate of Limited Partnership/Organization supersedes the original Certificate of Limited Partnership/Organization and all previous amendments thereto.

IN TESTIMONY WHEREOF, the undersigned limited partnership/limited liability company has caused this Certificate of Amendment to be executed this

16TH day of APRIL, 2015.

Name of Limited Partnership/Limited Liability Company

Martha Williams
Signature

Sole member
Title

Exhibit A-15 "Secretary of State"

Total Energy Resources, LLC



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.

Ohio Secretary of State

Exhibit B-1 “Jurisdictions of Operation”

Total Energy Resources, LLC

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

Exhibit B-2 “Experience & Plans”

Total Energy Resources, LLC

Through our many years of experience in the natural gas and electricity markets, we plan to use our contacts in order to contract with customers. Total Energy Resources 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 Resources will not be providing billing services (they 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, LLC

Total Energy Resources, LLC has been providing aggregation services to our customers for nearly five (5) years. We do not contract with customers but link customers with suppliers. We currently represent roughly 70 customers in Pennsylvania, Ohio and New York with an aggregate load of roughly 100,000,000 kwh annually.

Exhibit B-4 “Disclosure of Liabilities and Investigations”

Total Energy Resources, LLC

Total Energy Resources, LLC does not have any existing, pending or past rulings, judgements, 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 B-6 “Disclosure of Certification Denial,
Curtailment, Suspension, or Revocation”**

Total Energy Resources, LLC

Total Energy Resources, LLC had Certificate Number 13-748E (1) cancelled due to lack of payment of the 2014 annual fiscal assessment.

Exhibit C-1 “Annual Reports”

Total Energy Resources, LLC

Total Energy Resources, LLC 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

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

Exhibit C-3 “Financial Statements”

Total Energy Resources, LLC

4:18 PM

06/08/15

Accrual Basis

Total Energy Resources, LLC
Profit & Loss
Years Ending December 2014 and 2013

	Jan - Dec 14	Jan - Dec 13
Ordinary Income/Expense		
Income		
Nat. Gas Aggreg. Fee (Direct E)	157,655.01	0.00
Fuel Management Services	110,859.94	56,683.94
Land Advisement Services	21,805.00	0.00
Natural Gas Sold	4,841,024.75	5,860,518.82
Electric Aggregation Fee	154,999.83	117,168.12
Client Services	517,500.00	386,381.97
Finance Charge	1,951.01	805.43
Miscellaneous Income	1,256.69	1,085.20
Total Income	5,807,052.23	6,422,643.48
Cost of Goods Sold		
Imbalance Gas Adjustment	24,584.34	0.00
Natural Gas Purchased		
(Gain)/Loss on Hedging	-34,743.83	-29,886.36
Contract Services	33,675.20	29,817.59
Natural Gas Purchased - Other	4,855,415.41	5,676,024.72
Total Natural Gas Purchased	4,854,346.78	5,675,955.95
Pipeline Transportation Fees		
NFGD Consumption Charges	0.00	32,074.56
Pipeline Transportation Fees - Other	71,447.85	113,611.66
Total Pipeline Transportation Fees	71,447.85	145,686.22
Total COGS	4,950,378.97	5,821,642.17
Gross Profit	856,673.26	601,001.31
Expense		
Advertising and Promotion	521.39	1,464.77
Amortization Expense	1,750.00	1,750.00
Bank Service Charges	1,242.40	1,235.47
Computer and Internet Expenses	2,191.36	1,882.95
Continuing Education	4,050.00	0.00
Depreciation Expense	8,225.74	16,414.76
Donations	100.00	0.00
Dues and Subscriptions	5,477.00	3,942.21
Equipment Rental	78.42	262.38
Expense Reimbursement	0.00	0.00
Guaranteed Payments		
Dan Steffy	26,836.80	24,098.75
Mark Williams	26,836.80	24,098.75
Total Guaranteed Payments	53,673.60	48,197.50
Insurance Expense		
Dental	136.00	0.00
Healthcare Expense	14,033.91	15,835.75
Workers Compensation	785.00	0.00
Insurance Expense - Other	3,758.00	1,083.00
Total Insurance Expense	18,712.91	16,918.75
Legal and Accounting	28,379.94	20,512.41
Life Insurance Expense	3,045.14	2,380.14
Meals and Entertainment	1,745.25	3,038.90
Office Supplies and expenses	9,397.47	11,218.96
Rent Expense	19,500.00	17,900.00
Taxes and licenses	1,178.28	86.85
Telephone Expense	8,883.39	10,303.29
Travel Expense	3,011.20	3,621.52
Vehicle Expense	7,177.66	17,595.29
Total Expense	178,341.15	178,726.15
Net Ordinary Income	678,332.11	422,275.16
Other Income/Expense		
Other Income		

4:18 PM

06/08/15

Accrual Basis

Total Energy Resources, LLC
Profit & Loss
Years Ending December 2014 and 2013

	Jan - Dec 14	Jan - Dec 13
Interest Income	313.50	251.82
Total Other Income	313.50	251.82
Other Expense		
Interest Expense	0.00	0.04
Total Other Expense	0.00	0.04
Net Other Income	313.50	251.78
Net Income	<u>678,645.61</u>	<u>422,526.94</u>

4:13 PM

06/08/15

Accrual Basis

Total Energy Resources, LLC
Balance Sheet
As of December 31, 2014 and 2013

	Dec 31, 14	Dec 31, 13
ASSETS		
Current Assets		
Checking/Savings	264,537.46	438,298.27
Accounts Receivable	361,008.52	866,918.39
Other Current Assets		
Employee Advance	500.00	0.00
Imbalance Gas	0.00	24,584.34
Legal Retainer	1,500.00	224.00
Security Deposit	1,500.00	1,500.00
Total Other Current Assets	<u>3,500.00</u>	<u>26,308.34</u>
Total Current Assets	629,045.98	1,331,525.00
Fixed Assets		
Office Equipment	11,201.78	10,315.67
Furniture and Equipment	5,647.07	5,647.07
Vehicles	120,120.94	120,120.94
Accumulated Depreciation	-125,960.32	-117,734.58
Total Fixed Assets	<u>11,009.47</u>	<u>18,349.10</u>
Other Assets		
Cash deposit of NFGS	33,244.23	33,244.23
CD for LOC for Columbia Gas PA	0.00	10,123.15
CD for LOC for NFGD of NY & PA	101,408.17	101,154.84
Loan Costs, Net	1,312.51	1,312.51
Total Other Assets	<u>135,964.91</u>	<u>145,834.73</u>
TOTAL ASSETS	<u><u>776,020.36</u></u>	<u><u>1,495,708.83</u></u>
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable	413,049.31	1,045,056.76
Other Current Liabilities	29,096.60	29,637.43
Total Current Liabilities	<u>442,145.91</u>	<u>1,074,694.19</u>
Total Liabilities	442,145.91	1,074,694.19
Equity		
Member's Equity - Steffy	-71,726.18	82,432.48
Member's Equity - Williams	-71,726.18	82,432.49
Members Equity	-201,318.80	-166,377.27
Net Income	678,645.61	422,526.94
Total Equity	<u>333,874.45</u>	<u>421,014.64</u>
TOTAL LIABILITIES & EQUITY	<u><u>776,020.36</u></u>	<u><u>1,495,708.83</u></u>

4:21 PM

06/08/15

Total Energy Resources, LLC
Statement of Cash Flows
January through December 2013

	<u>Jan - Dec 13</u>
OPERATING ACTIVITIES	
Net Income	422,526.94
Adjustments to reconcile Net Income to net cash provided by operations:	
Net cash provided by Operating Activities	422,283.64
INVESTING ACTIVITIES	-9,567.43
FINANCING ACTIVITIES	-289,951.11
Net cash increase for period	122,765.10
Cash at beginning of period	315,533.17
Cash at end of period	<u>438,298.27</u>

4:22 PM

06/08/15

Total Energy Resources, LLC
Statement of Cash Flows
January through December 2014

	<u>Jan - Dec 14</u>
OPERATING ACTIVITIES	
Net Income	678,645.61
Adjustments to reconcile Net Income to net cash provided by operations:	
Net cash provided by Operating Activities	574,815.54
INVESTING ACTIVITIES	17,209.45
FINANCING ACTIVITIES	<u>-765,785.80</u>
Net cash increase for period	-173,760.81
Cash at beginning of period	438,298.27
Cash at end of period	<u><u>264,537.46</u></u>

Exhibit C-4 “Financial Arrangements”

Total Energy Resources, LLC

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 Resources does not have agreements with electric suppliers in order to provide our services but none of these agreements require any financial commitment.

Exhibit C-5 “Forecasted Financial Statements”

Total Energy Resources, LLC

TOTAL ENERGY RESOURCES, LLC
PROJECTED STATEMENTS OF ASSETS, LIABILITIES, AND MEMBERS EQUITY
INCOME TAX BASIS USING ASSUMPTIONS IN NOTES 3 - 6
AS OF DECEMBER 31, 2015 AND 2016

	<u>Projected 12/31/15</u>	<u>Projected 12/31/16</u>
ASSETS		
CURRENT ASSETS		
Cash	\$ 354,653	\$ 605,945
Trade Receivables	360,000	360,000
Prepayments and Deposits	3,500	3,500
Inventory	-	-
Total Current Assets	<u>718,153</u>	<u>969,445</u>
PROPERTY AND EQUIPMENT		
Furniture and Equipment	16,849	16,849
Vehicles	80,481	80,481
Less Accumulated Depreciation	<u>(92,320)</u>	<u>(95,320)</u>
Total Fixed Assets	5,010	2,010
OTHER ASSETS		
Cash Deposit - NFGS	33,244	33,244
Certificate of Deposit, Pledged	101,408	101,408
Loan Costs, net of accumulated amortization	<u>1,313</u>	<u>1,313</u>
Total Other Assets	135,965	135,965
TOTAL ASSETS	<u><u>\$ 859,128</u></u>	<u><u>\$ 1,107,420</u></u>

	<u>Projected 12/31/15</u>	<u>Projected 12/31/16</u>
LIABILITIES AND MEMBERS' EQUITY		
Current Liabilities		
Accounts Payable	\$ 413,048	\$ 413,048
Accrued Taxes and Other	24,365	24,365
Due To Members	<u>4,731</u>	<u>4,731</u>
Total Current Liabilities	442,144	442,144
Long-Term Debt	-	-
MEMBERS' EQUITY		
Beginning Members' Equity	333,874	416,984
Members' Contributions	-	-
Members' Distributions	<u>(500,000)</u>	<u>(375,000)</u>
Member's Equity	(166,126)	41,984
Net Income	<u>583,110</u>	<u>623,292</u>
Total Equity	416,984	665,276
TOTAL LIABILITIES & EQUITY	<u>\$ 859,128</u>	<u>\$ 1,107,420</u>

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

TOTAL ENERGY RESOURCES, LLC
PROJECTED STATEMENTS OF REVENUE AND EXPENSES - INCOME TAX BASIS
REFLECTING ASSUMPTIONS IN NOTES 3 - 6
YEARS ENDING DECEMBER 31, 2015 AND 2016

	Projected Year Ending 12/31/15	Projected Year Ending 12/31/16
REVENUES		
Natural Gas Sales	\$ 1,483,477	\$ 1,631,825
Land Advisement Services	5,063	5,569
Client Services	384,000	422,400
Electric Aggregation Fee	91,994	101,193
Fuel Management Services	47,679	52,447
Finance Charges and Miscellaneous	1,571	1,728
Natural Gas Aggregate Fee (Direct E)	296,106	325,716
	<u>2,309,890</u>	<u>2,540,878</u>
COST OF GOODS SOLD		
Natural Gas Purchased	1,171,947	1,289,142
(Gain)/Loss on Hedging	(34,744)	(34,744)
Contract Services	33,675	37,043
Imbalance Gas Adjustment	24,584	27,042
Pipeline Transportation Fees	224,064	246,470
	<u>1,419,526</u>	<u>1,564,953</u>
GROSS PROFIT	890,364	975,925
OPERATING EXPENSES		
Advertising and Promotion	521	574
Bank Service Charges	1,242	1,366
Computer and Internet Expenses	2,191	2,410
Continuing Education	4,050	4,455
Depreciation	6,000	3,000
Donations	100	110
Dues and Subscription	5,477	6,025
Equipment Rental	78	86
Salaries and Wages	183,189	201,507
Payroll Taxes	14,592	16,051
Guaranteed Payments	26,837	29,520
Insurance Expense	18,713	20,585
Legal and Accounting	21,285	15,964

	Projected Year Ending 12/31/15	Projected Year Ending 12/31/16
Life Insurance Expense	3,045	3,350
Meals and Entertainment	1,745	1,920
Office Expenses	7,048	7,753
Rent Expense	18,000	18,000
Taxes and Licenses	1,178	1,296
Telephone Expense	8,883	9,772
Travel Expense	3,011	3,312
Vehicle Expense	5,383	5,922
	<u>332,568</u>	<u>352,978</u>
NET OPERATING INCOME	<u>557,796</u>	<u>622,947</u>
OTHER INCOME/EXPENSE		
Gain on Sale of Assets	25,000	-
Interest Income	314	345
NET INCOME	<u>\$ 583,110</u>	<u>\$ 623,292</u>

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

TOTAL ENERGY RESOURCES, LLC
PROJECTED STATEMENT OF CASH FLOWS
UTILIZING ASSUMPTIONS IN NOTES 3,5 AND 6
YEARS ENDING DECEMBER 31, 2015 AND 2016

	Projected 12/31/15	Projected 12/31/16
CASH FLOWS FROM OPERATING ACTIVITIES:		
Net Income	\$ 583,110	\$ 623,292
Adjustments to Net Income for Items not requiring Cash:		
Depreciation	6,000	3,000
Amortization	-	-
Decrease in Trade Receivables	<u>1,007</u>	<u>-</u>
Net Cash flows Provided by Operations	590,117	626,292
 CAH FLOWS FROM FINANCING ACTIVITIES:		
Member Distributions	(500,000)	(375,000)
Payment for Loan and Lease Costs	<u>-</u>	<u>-</u>
Net Cash Used By Financing Activities	<u>(500,000)</u>	<u>(375,000)</u>
 INCREASE IN CASH AND CASH EQUIVALENTS	90,117	251,292
 BEGINNING CASH AND CASH EQUIVALENTS	<u>264,536</u>	<u>354,653</u>
 ENDING CASH AND CASH EQUIVALENTS	<u><u>\$ 354,653</u></u>	<u><u>\$ 605,945</u></u>

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

TOTAL ENERY 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 June 8, 2015, 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 forty years of 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 events 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 is on track to experience a 10% increase to Net Income for 2015 and is projecting an additional 10% increase in Net Income for 2016. These increases are the result of the sale of gas inventories that were purchased at reduced costs in 2014 and continue into 2016 based on historical growth and expectations.

Note 4. OWNERSHIP CHANGES

In 2015, one of the two partners of the Company retired from operations. The statements reflect a partial reduction in Member Distributions and Guaranteed Payments for 2015, and a full reduction for his share of Member Distributions and Guaranteed Payments for 2016.

Note 5. SALARIES, WAGES AND RELATED COST ASSUMPTIONS

For the years ended December 31, 2015 and December 31, 2016, the Company expects Salaries and Wages to increase. As a result of one Members' departure, the Company's Junior Partner will be assuming an increased role in the management of the company and receive increased compensation based on increased sales projections.

Note 6. OTHER OPERATING EXPENSES ASSUMPTIONS

Most Operating Expenses are expected to remain level for the years ended December 31, 2015 and December 31, 2016.

Exhibit C-6 “Credit Rating”
Total Energy Resources, LLC

TOTAL ENERGY RESOURCES, LLC

D-U-N-S® 03-367-3313

Single
120 Marguerite Dr Ste 201,
Cranberry Township, PA
16066

Phone: 724 742-4700

Comprehensive Report

Purchase Date: 06/09/2015

Last Update Date: 10/02/2014

Attention: x

Executive Summary**Company Info**

Year Started 2010

Control Year 2010

CEO

MARK A WILLIAMS, MNG MBR

Employees

4

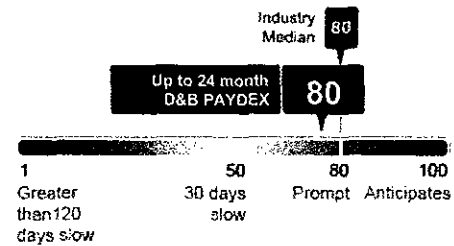
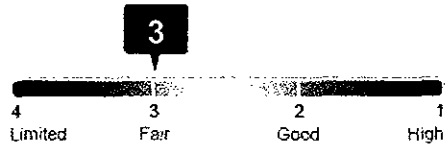
D&B Rating**D&B PAYDEX®**

D&B Rating

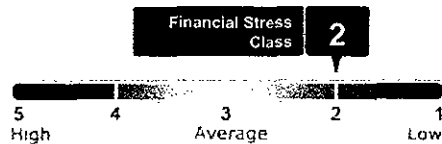
2R3

Up to 24 month D&B PAYDEX

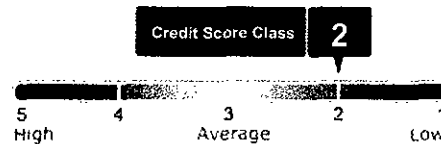
Composite Credit Appraisal

**Predictive Analytics**

Financial Stress Class



Credit Score Class



The Financial Stress Class of 2 for this company shows that firms with this class had a failure rate of 0.09% (9 per 10,000).

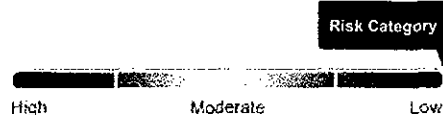
The Credit Score class of 2 for this company shows that 2.50% of firms with this classification paid one or more bills severely delinquent.

Financial Stress Class	2
Financial Stress Score	1,519
Highest Risk	1,001
Lowest Risk	1,875

Credit Score Class	2
Credit Score	539
Highest Risk	101
Lowest Risk	670

Credit Limit Recommendation

Risk Category

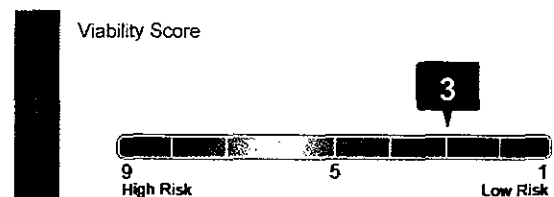


Conservative Credit Limit \$2,500

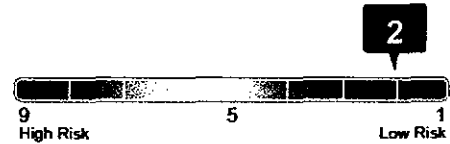
Aggressive Credit Limit \$10,000

D&B Viability Rating

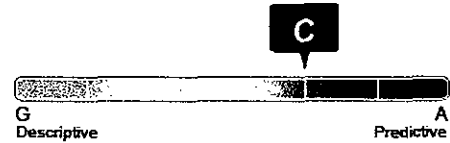
D&B Viability Rating



Portfolio Comparison



Data Depth Indicator



Company Profile

Financial Data	Trade Payments	Company Size	Years in Business
Not Available	Available (3+Trade)	Small	Established

Business Information

Business Summary

SIC 8742
Management consulting services

NAICS 541611
Administrative Management and General Management Consulting Services

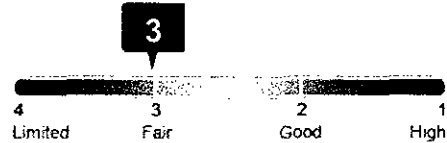
History Status CLEAR

Credit Capacity Summary

D&B Rating

2R3

Composite Credit Appraisal



Prior D&B Rating 2R3

Rating Date 08/08/2014

Payment Activity (based on 5 experiences) USD

Average High Credit \$10,116

Highest Credit 30,000

Total Highest Credit 30,450

D&B Viability Rating

The D&B Viability Rating uses D&B's proprietary analytics to compare the most predictive business risk indicators and deliver a highly reliable assessment of the probability that a company will no longer be in business within the next 12 months.

Viability Score

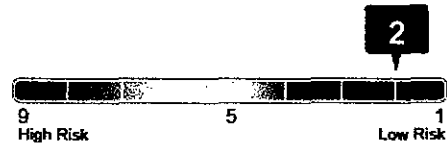


Compared to All US Businesses within D&B Database:

- Level of risk: **Low Risk**
- Businesses ranked 3 have a probability of becoming no longer viable: **3%**
- Percentage of businesses ranked 3: **15%**

- Across all US businesses, the average probability of becoming no longer viable: **14%**

Portfolio Comparison



Compared to all Businesses within the same MODEL SEGMENT:

Model Segment: **Established Trade Payments**

- Level of risk: **Low Risk**
- Businesses ranked 2 within this model segment have a probability of becoming no longer viable: **3%**
- Percentage of businesses ranked 2 within this model segment: **16%**
- Within this model segment, the average probability of becoming no longer viable: **5%**

Data Depth Indicator



Data Depth Indicator Details:

- ✓ Rich Firmographics
- ✓ Extensive Commercial Trading Activity
- × No Financial Attributes

Greater data depth can increase the precision of the D&B Viability Rating assessment.

You have the ability to influence the confidence of the viability assessment by asking the business to report more information to D&B at

<https://update.dnb.com/Update/>

Company Profile

Financial Data	Trade Payments	Company Size	Years in Business
Not Available	Available (3+Trade)	Small	Established

Company Profile Details:

- Financial Data: **Not Available**
- Trade Payments: **Available (3+Trade)**
- Business Size: **Small** (Employees: <10 and Sales: <\$10K or Missing)
- Years in Business: **Established (5+)**

Business History

Officers **MARK WILLIAMS, MNG MBR;**
DANIEL R STEFFY, MBR

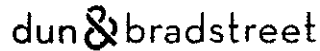
Directors **THE OFFICER(S)**

As of 10/02/2014

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 R 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.

Business Registration

CORPORATE AND BUSINESS REGISTRATIONS REPORTED BY THE SECRETARY OF STATE OR OTHER OFFICIAL SOURCE AS OF May 22 2015:

The following data is for informational purposes only and is not an official record. Certified copies may be obtained from the Pennsylvania Department of State.

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

Government Activity Summary

Activity Summary	Possible candidate for socioeconomic program consideration
Borrower	No Labor Surplus Area N/A
Administrative Debt	No Small Business YES (2015)
Grantee	No Women Owned N/A
Party Excluded from Federal Programs	No Minority Owned N/A
Public Company	N/A
Contractor	No
Importer/Exporter	N/A

The details provided in the Government Activity section are as reported to Dun & Bradstreet by the federal government and other sources.

Operations Data

As of 10/02/2014

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 which includes partners.

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

Location: Central business section on main street.

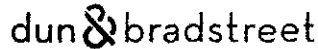
Industry Data

SIC	NAICS
Code	Description
87420500	Business planning and organizing services
541611	Administrative Management and General Management Consulting Services

Financial Statements

Key Business Ratios (Based on 19 establishments)

D&B has been unable to obtain sufficient financial information from this company to calculate business ratios. Our check of additional outside sources also found no information available on its financial performance. To help you in this instance, ratios for



other firms in the same industry are provided below to support your analysis of this business.

	This Business	Industry Median	Industry Quartile
Profitability			
Return on Sales	UN	3.2	UN
Return on Net Worth	UN	38.7	UN
Short Term Solvency			
Current Ratio	UN	1.9	UN
Quick Ratio	UN	1.6	UN
Efficiency			
Assets Sales	UN	25.8	UN
Sales / Net Working Capital	UN	11.9	UN
Utilization			
Total Liabs / Net Worth	UN	84.3	UN

Most Recent Financial Statement

As of 10/02/2014

On Aug 21, 2014, this business was reclassified as a corporation.

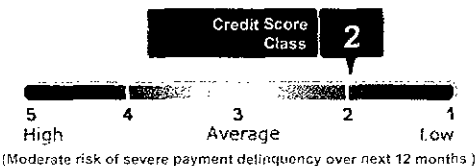
Indicators

A check of D&B's public records database indicates that no filings were found for TOTAL ENERGY RESOURCES LLC, 120 Marguerite Dr Ste 201, Cranberry Township, PA. D&B's extensive database of public record information is updated daily to ensure timely reporting of changes and additions. It includes business-related suits, liens, judgments, bankruptcies, UCC financing statements and business registrations from every state and the District of Columbia, as well as select filing types from Puerto Rico and the U.S. Virgin Islands. D&B collects public records through a combination of court reporters, third parties and direct electronic links with federal and local authorities. Its database of U.S. business-related filings is now the largest of its kind.

Commercial Credit Score

Summary

Credit Score Class



Incidence of Delinquent Payment

Among Companies with This Class	2.50%
Average Compared to All Businesses	10.20%
Credit Score Percentile	76
Credit Score	539
Number of Payment Experiences	5

Key Factors

- Limited number of satisfactory payment experiences
- Higher risk industry based on delinquency rates for this industry
- Higher risk region based on delinquency rates for this region
- Limited business activity signals reported in the past 12 months
- Limited time under present management control

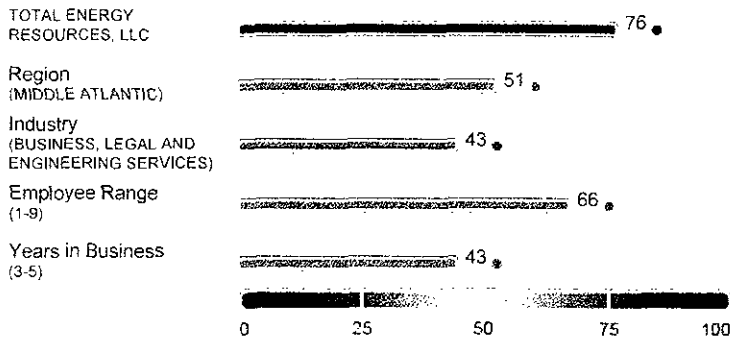
Notes:

- The Credit Score Class indicates that this firm shares some of the same business and payment characteristics of other companies with this

classification. It does not mean the firm will necessarily experience delinquency.

- The Incidence of Delinquent Payment is the percentage of companies with this classification that were reported 91 days past due or more by creditors. The calculation of this value is based on D&B's trade payment database.
- The Credit Score Percentile reflects the relative ranking of a firm among all scorable companies in D&B's file.
- The Credit Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

Credit Score Percentile Norms Comparison

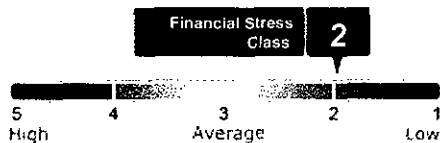


- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Lower risk than other companies in the same employee size range.
- Lower risk than other companies with a comparable number of years in business.

Financial Stress Score

Summary

Financial Stress Class



Financial Stress Score Percentile

Financial Stress National Percentile	73
Financial Stress Score	1519
Probability of Failure with This Score	0.09%
Failure per 10K	9/10,000
Average Failure Rate within D&B database	0.48%
Failure per 10K	48/10,000
Number of Payment Experiences	5

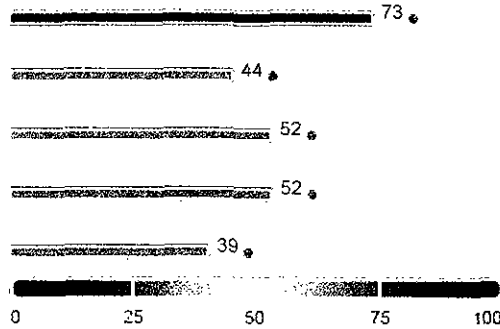
Key Factors

- Limited time under present management control

Notes:

- The Financial Stress Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience financial stress.
- The probability of failure shows the percentage of firms in a given percentile that discontinue operations with loss to creditors. The average probability of failure is based on businesses in D&B's database and is provided for comparative purposes.
- The Financial Stress National Percentile reflects the relative ranking of a company among all scorable companies in D&B's file.
- The Financial Stress Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

Financial Stress Percentile Comparison

TOTAL ENERGY
RESOURCES, LLCRegion
(Middle Atlantic)Industry
(Business, Legal And
Engineering Services)Employee Range
(1-9)Years in Business
(3-5)

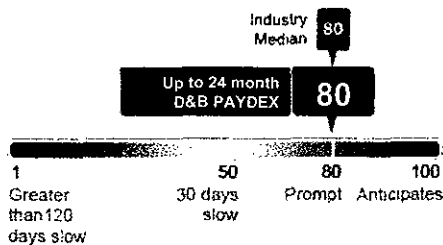
- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Lower risk than other companies in the same employee size range.
- Lower risk than other companies with a comparable number of years in business.

Advanced Paydex + CLR

D&B PAYDEX®

Shows the D&B PAYDEX scores as calculated up to 3 months and up to 24 months of payment experiences.

Up to 24 month D&B PAYDEX



When weighted by dollar amount, payments to suppliers average generally within terms. Based on payments collected up to 24 months.

When weighted by dollar amount, the industry average is **GENERALLY WITHIN** terms.

Payment Trend	unchanged *	Total Payment Experiences for the HQ	5	Highest Now Owing	\$30,000
Payments Within Terms	100%	Total Placed for Collection	0	Highest Past Due	\$0
Average High Credit	\$10,116	Largest High Credit	\$30,000		

* compared to payments three months ago

Credit Limit Recommendation

Risk Category



Recommendation Date

06/09/2015

Conservative Credit Limit

\$2,500

Aggressive Credit Limit

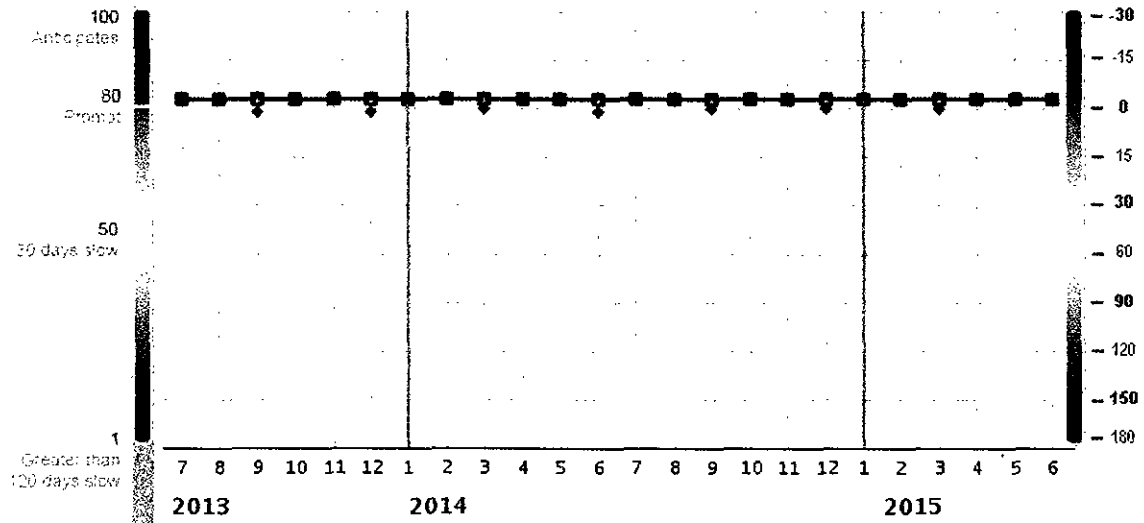
\$10,000

Key Factor

Risk is assessed using D&B's scoring methodology and is one factor used to create the recommended limits

PAYDEX Yearly Trend

Shows PAYDEX scores of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Management consulting services, based on SIC code 8742.



	■ This Business	● Upper	▲ Median	◆ Lower
This Business	80	80	80	80
Industry Quartiles				
Upper	80	80	80	80
Median	80	80	80	80
Lower	77	77	78	78

Note

- Current PAYDEX® for this Business is 80, or equal to generally within terms.
- The 24 month high paydex is 80.0, or equal to GENERALLY WITHIN terms.
- The 24 month low paydex is 80.0, or equal to GENERALLY WITHIN terms.
- Industry upper quartile represents the performance of the payers in the 75th percentile.
- Industry lower quartile represents the performance of the payers in the 25th percentile.

Payment Habits

Credit Extended	% of Payments Within Terms	No. of Payment Experiences	Total Amount USD
Over \$100,000	0%	0	\$0
50,000-100,000	0%	0	0
15,000-49,999	100%	1	30,000
5,000-14,999	0%	0	0
1,000-4,999	0%	0	0
Under 1,000	100%	2	350

Based on up to 24 months of payments

Payment Summary

The Payment Summary section reflects payment information in D&B's file as of the date of this report.

There are 5 payment experiences in D&B's file, with 2 experiences reported during the last three month period. The highest Now Owes on file is \$30,000. The highest Past Due on file is \$0.

All Industries



Industries	Total Received	Total Amounts	Largest High Credit	Within Terms (%)	Days Slow (%)			
					0-30	31-60	61-90	90+
Short-term busn credit	1	\$30,000	\$30,000	100	0	0	0	0
Misc business service	1	250	250	100	0	0	0	0
Ret stationery	1	100	100	100	0	0	0	0
Other Payment Categories								
Category	Total Received		Total Dollar Amounts		Largest High Credit			
Cash experiences	1		\$50		\$50			
Payment record unknown	1		50		50			
Unfavorable comments	0		0		0			
Placed for Collection	0		0		0			

Detailed Payment History

Date Reported	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last Sale within(months)
April 2015	Ppt	\$30,000	\$30,000	\$0	N/A	1
	Ppt	250	100	0	N/A	1
February 2015	(003)	50	0	0	Cash account	1
November 2014	Ppt	100	0	0	N30	6-12
August 2013	(005)	50	0	0	N30	1

Lines shown in red are 30 or more days beyond terms

Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

Exhibit C-7 “Credit Report”
Total Energy Resources, LLC

Best Match For Inquiry

Company Profile:

TOTAL ENERGY RESOURCES, LLC
120 MARGUERITE DR STE 201
CRANBERRY TOWNSHIP, PA 16066-5007
(724) 742-4700

EFX ID®: 691647747

Registered Site

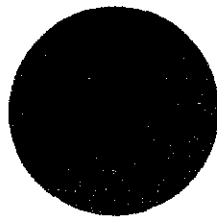
Company Profile:

TOTAL ENERGY RESOURCES, LLC
120 MARGUERITE DR STE 201
CRANBERRY TOWNSHIP, PA 16066-5007
(724) 742-4700

EFX ID®: 691647747

Credit Utilization

Total Credit Limit of \$1,000 (financial accounts only)



Available Credit \$900.00 (90%) Credit Line Utilized \$100.00 (10%)

Days Beyond Terms

Insufficient data available to calculate Days Beyond Terms. Suggest careful review.

Credit Risk Score

524

101

992

Key Factor(s)

- Available Credit Limit on Revolving Trades Suggest Higher Risk
- Balances on Term Loans Suggest Higher Risk
- Available Credit Limit on Installment Trades Suggest Higher Risk
- Length of Time Since Oldest Financial Account Opened Suggests Higher Risk

Payment Index

100

0

100

Industry Median: 88

Payment Index	Days Past Due
90+	Paid As Agreed
80-89	1-30 Days Past Due
60-79	31-60 Days Past Due
40-59	61-90 Days Past Due
20-39	91-120 Days Past Due
1-19	120+ Days Past due

Business Failure Score

1,422

1,000

1,880

Key Factor(s)

- Available Credit Limit on Installment Trades Suggest Higher Risk
- Length of Time Since Oldest Financial Account Opened Suggests Higher Risk
- Total Balance to Total Current Credit Limit Average Utilization in Prior 3 Months Suggests Higher Risk
- Years Firm has Been in Business in Database Suggests Higher Risk

**Small Business Credit Report**

June 3, 2015

Bureau Summary Data

	Financial	Non-Financial
Number of accounts	3	NR
Credit Active Since	01/08/2013	NR
Number of Charge-Offs	0	NR
Total Past Due	\$0	NR
Most Severe Status in 24 Months	Current	NR
Single Highest Credit Extended	\$27,014	NR
Total Current Credit Exposure	\$28,164	NR
Median Balance	\$150	NR
Average Open Balance	\$9,088	NR
Recent Activity (Since 03/01/2015)		
Number of Accounts Delinquent	0	NR
New Accounts Opened	1	NR
Inquiries	0	0
Accounts Updated	3	NR
NR = None Reported		

Inquiries

No inquiries on file

Bureau Messages

1. Insufficient Data Available to Calculate Days Beyond Terms - Account
2. Legal entity has more than one site
3. Additional information was limited to inquired and headquarters site aliases/akas and corresponding ID information.



Small Business Credit Report

June 3, 2015

Public Records

Summary

Type Status	Number	Dollar	Most Recent Date Filed
Bankruptcies	0	\$0	None Reported
Judgments	0	\$0	None Reported
Satisfied	0	\$0	
Liens	0	\$0	None Reported
Filed and Open	0	\$0	
Released	0	\$0	

NR = None Reported

Details

Business Registration

Registered Name	TOTAL ENERGY RESOURCES, LLC
Filing Date	06/04/2013
Incorporation Date	04/19/2010
Incorporation State	PA
Status	ACTIVE
Registry Number	3949439



Small Business Credit Report

June 3, 2015

Additional Information

Alternate Company Names and DBA's

Alternate Company Names and DBA's	Alternate Business Address	Alternate Telephone Numbers	Date Reported
TOTAL ENERGY RESOURCES, LLC	120 MARGUERITE DR, CRANBERRY TOWNSHIP, PA 16066-5007	(724) 742-4700	04/30/2015

Owners and Guarantor Names

No Owner and Guarantor Names available.

Business and Credit Grantor Comments

No comments available.

Report Details

Report Generated on 06/03/2015

Exhibit C-8 “Bankruptcy Information”

Total Energy Resources, LLC

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

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.