

FILE



January 6, 2021

Public Utility Commission of Ohio
Docketing Division
180 East Broad Street
Columbus, Ohio 43215-3793

To whom it may concern:

Please use this letter as Total Energy Resources, LLC's notice that our office is moving to a new address beginning January 4, 2021. The following Competitive Retail Natural Gas Service Provider Application reflects this new address.

Old Address: 120 Marguerite Drive, Suite 201
Cranberry Township, PA 16066

New Address: 1667 Route 228, Suite 302
Cranberry Township, PA 16066

Thank you.

Sincerely,

A handwritten signature in black ink, appearing to read "Ryan M. Williams".

Ryan M. Williams
Senior Vice President

Enclosures

**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 SUR Date Reviewed 1-7-21

PUCC

2021 JAN -7 PM 2:25

OFFICE OF PUBLIC UTILITY

6/5



Public Utilities Commission

Competitive Retail Natural Gas Service
(CRNGS) Provider Application

Case Number: 18 - 1847 - GA - CRS

Please complete all information. Identify all attachments with a label and title (example: Exhibit C-2 Financial Statements). For paper filing, you can mail the original and two complete copies to the Public Utilities Commission of Ohio, Docketing Division, 180 East Broad Street, Columbus, Ohio 43215-3793.

A. Application Information

A-1. Provider Type.

Select the competitive retail natural gas service (CRNGS) provider type(s) for which the applicant is seeking certification. Please note you can select more than one.

Retail Natural Gas Aggregator

☐

Retail Natural Gas Broker

☐

Retail Natural Gas Marketer

☒

A-2. Applicant's legal name and contact information.

Provide the name and contact information of the business entity.

Legal Name: TOTAL ENERGY RESOURCES, LLC
Street Address: 1667 ROUTE 228, SUITE 302
City: CRANBERRY TOWNSHIP State: PA Zip: 16066
Telephone: 724-742-4700 Website: www.totalenergyresources.com

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.

Name: TOTAL ENERGY RESOURCES, LLC
Street Address: 1667 ROUTE 228, SUITE 302
City: Cranberry Township State: PA Zip: 16066
Telephone: 724-742-4700 Email: info@totalenergyresources.com

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

Provide all business names the applicant uses in North America. You do not need to include the names provided in A-2 and A-3.

Name(s): TOTAL ENERGY RESOURCES, LLC

A-5. Contact person for regulatory matters.

Name: Ryan M. Williams Title: Senior Vice President
Street Address: 1667 Route 228, Suite 302
City: Cranberry Township State: PA Zip: 16066
Telephone: 724-742-4700 Email: info@totalenergyresources.com

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

Name: Ryan M. Williams Title: Senior Vice President
Street Address: 1667 Route 228, Suite 302
City: Cranberry Township State: PA Zip: 16066
Telephone: 724-742-4700 Email: info@totalenergyresources.com

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

Street Address: 1667 Route 228, Suite 302
City: Cranberry Township State: PA Zip: 16066
Toll-free
Telephone: 724-742-4700 Email: info@totalenergyresources.com

A-8. Applicant's federal employer identification number.

FEIN: 27-236874

A-9. Applicant's form of ownership (select one).

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

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:

Columbia Gas of Ohio	Dominion Energy Ohio	Duke Energy Ohio	Vectren Energy Delivery of Ohio
<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Class of customer selection:

Industrial



Residential



Small Commercial



Large Commercial



A-11. Start Date.

Indicate the approximate start date the applicant began/will begin offering services.

Date: April 1, 2019

A-12. Principal officers, directors and partners.

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

A-13. Company history.

Provide an attachment with a concise description of the applicant's company history and principal business interests.

A-14. Secretary of State.

Provide evidence that the applicant is currently registered with the Ohio Secretary of State.

A-15. Proof of Ohio office and employee.

Provide "Proof of an Ohio Office and Employee" in accordance with Section 4929.22 of the Ohio Revised Code. List the designated Ohio employee's name, Ohio office address, telephone number and web site address.

Name: Kurt Marburger Title: Vice President
Street Address: 3115 Carie Hill Circle NW
City: Massillon State: Ohio Zip: 44646
Telephone: 330-809-6245 Email: kmarburger@totalenergyresources.com

B. Managerial Capability

Provide a response or attachment for each of the sections below.

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.

B-2. Experience and plans.

Exhibit A-12 "Principal Officers, Directors & Partners"

Mark A. Williams – President

1667 Route 228

Suite 302

Cranberry Township, PA 16066

724-742-4700

Ryan M. Williams – Senior Vice President

1667 Route 228, Suite 302

Cranberry Township, PA 16066

724-742-4700

Exhibit A-13 "Company History"

Total Energy Resources, LLC was formed in 2010 as a licensed natural gas marketer on National Fuel in Pennsylvania. Total Energy Resources, LLC also became a licensed natural gas marketer in 2019 on Dominion East Ohio, Peoples Natural Gas and Peoples Natural Gas – Equitable. We are also a licensed electricity broker in Pennsylvania, Ohio and Maryland.

Exhibit A-14 "Secretary of State"

Please see the following pages for Total Energy Resources, LLC
Secretary of State Verification.



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

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

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

**STATE OF OHIO
CERTIFICATE**

Ohio Secretary of State, Jon Husted

2213931

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

TOTAL ENERGY RESOURCES, LLC

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

Document(s)

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

Document No(s):

201319200684

Effective Date: 07/11/2013



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

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

Jon Husted

Ohio Secretary of State

Exhibit B-1 "Jurisdictions of Operation"

Total Energy Resources, LLC is registered to provide natural gas services in the following states:

- 1) Pennsylvania
- 2) Ohio

Exhibit B-2 "Experience & Plans"

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. We are also a natural gas supplier in Pennsylvania. We plan to take our experience as a natural gas marketer in PA and expand into Ohio as a natural gas marketer. Total Energy Resources will always respond to customer complaints in the appropriate manner. Total Energy Resources' long term plan is to continue to grow yearly as a natural gas supplier in both Pennsylvania and Ohio.

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.

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.

B-4. Disclosure of consumer protection violations.

Has the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years? If yes, attach a document detailing the information.

Yes

☐

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? If yes, attach a document detailing the information.

Yes

☐

No

☒

C. Financial Capability

Provide a response or attachment for each of the sections below.

C-1. Financial reporting.

Provide a current link to the most recent Form 10-K filed with the Securities and Exchange Commission (SEC) or attach a copy of 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.

C-2. Financial statements

Provide copies of the applicant's two most recent years 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

Exhibit B-3 "Disclosure of Liabilities and Investigations"

Total Energy Resources 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 C-1 “Financial Reporting”

Total Energy Resources, LLC is not required to file a Form 10-K with the SEC. Total Energy Resources is not a publicly traded company.

Exhibit C-2 "Financial Statements"

Please see following pages for 2018 and 2019 Financial Statements

Total Energy Resources, LLC

STATEMENT OF CASH FLOWS

January - December 2018

	TOTAL
OPERATING ACTIVITIES	
Net Income	-755,098.61
Adjustments to reconcile Net Income to Net Cash provided by operations:	
Accounts Receivable	565,503.39
Accounts Payable	160,009.84
Accrued 401K	0.00
E-Tides Payable	-2,159.12
E-Tides Payable:Sales Tax Payable	-2,144.66
NY State Sales Tax Dept. Payable	-1.43
Payroll Clearing	-23,635.11
PNC - Loan for NFGD LOC	58,986.83
State Sales tax	17,898.33
Total Adjustments to reconcile Net Income to Net Cash provided by operations:	774,458.07
Net cash provided by operating activities	\$19,359.46
INVESTING ACTIVITIES	
Accumulated Depreciation	2,418.63
Office Equipment	-2,418.63
CD (2) for LOC for NFGD	-166,300.00
Intangible Assets:Accumulated Amortization	963.00
Loan Costs, Net	-33,333.28
Net cash provided by investing activities	\$ -198,670.28
FINANCING ACTIVITIES	
Member's Equity - M. Williams	-4,210.56
Member's Equity - M. Williams:Distributions - Williams	-59,500.00
Member's Equity - R. Williams:Distribution - R. Williams	-10,500.00
Members Equity	111,479.42
Net cash provided by financing activities	\$37,268.86
NET CASH INCREASE FOR PERIOD	\$ -142,041.96
Cash at beginning of period	257,957.94
CASH AT END OF PERIOD	\$115,915.98

Total Energy Resources, LLC

BALANCE SHEET

As of December 31, 2018

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Cash - ED&F Man	-44,500.00
Futures Account - ED&F Man	72,279.86
Petty Cash	0.00
PNC	32,839.53
PNC - Management Account	24,941.68
PNC - Savings	30,354.91
Total Bank Accounts	\$115,915.98
Accounts Receivable	
Accounts Receivable	-3,143.29
Total Accounts Receivable	\$ -3,143.29
Other Current Assets	
Employee Advance	0.00
Legal Retainer	1,560.00
Prepayment and Deposits	
Prepaid Sales Tax	2,084.92
Total Prepayment and Deposits	2,084.92
Security Deposit	0.00
Undeposited Funds	0.00
Total Other Current Assets	\$3,644.92
Total Current Assets	\$116,417.61

Total Energy Resources, LLC

BALANCE SHEET

As of December 31, 2018

	TOTAL
Fixed Assets	
Accumulated Depreciation	-79,242.95
Furniture and Equipment	20,206.34
Office Equipment	16,133.67
Vehicles	42,902.94
Total Fixed Assets	\$0.00
Other Assets	
Bond Deposit	25,000.00
Cash deposit of NFGS	23,044.23
CD (2) for LOC for NFGD	166,300.00
CD for LOC for Columbia Gas PA	0.00
CD for LOC for NFGD of NY & PA	50,029.94
Intangible Assets	14,430.00
Accumulated Amortization	-4,415.00
Total Intangible Assets	10,015.00
Loan Costs, Net	33,333.28
Organizational Costs	0.00
Total Other Assets	\$307,722.45
TOTAL ASSETS	\$424,140.06

Total Energy Resources, LLC

BALANCE SHEET

As of December 31, 2018

	TOTAL
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	0.00
Total Accounts Payable	\$0.00
Other Current Liabilities	
Accrued 401K	0.00
Accrued Business Privilege Tax	0.00
Accrued Credit ED&F	0.00
Due to (from) Enerisk	40,866.67
Due To AGL Energy	0.00
Due to Members	
Mark Williams	0.00
Total Due to Members	0.00
Due to PA General Energy	0.00
E-Tides Payable	1,326.28
Sales Tax Payable	-2,144.66
Total E-Tides Payable	-818.38
Non-Refundable Deposits	0.00
NY State Sales Tax Dept. Payable	-2.87
Payroll Clearing	0.00
PNC - Loan for NFGD LOC	58,986.83
Sales Tax Payable	0.00
State Sales tax	17,917.78
Total Other Current Liabilities	\$116,950.03
Total Current Liabilities	\$116,950.03
Long-Term Liabilities	
Member Loans (M Williams)	0.00
Member Loans (R Williams)	0.00
Total Long-Term Liabilities	\$0.00
Total Liabilities	\$116,950.03
Equity	
Member's Equity - M. Williams	-4,210.56
Contributions - Williams	0.00
Distributions - Williams	-59,500.00
Total Member's Equity - M. Williams	-63,710.56
Member's Equity - R. Williams	
Distribution - R. Williams	-10,500.00
Total Member's Equity - R. Williams	-10,500.00

Total Energy Resources, LLC

BALANCE SHEET

As of December 31, 2018

	TOTAL
Members Equity	327,024.47
Opening Balance Equity	0.00
Net Income	54,376.12
Total Equity	\$307,190.03
TOTAL LIABILITIES AND EQUITY	\$424,140.06

Total Energy Resources, LLC

PROFIT AND LOSS

January - December 2018

	TOTAL
Income	
Client Services	414,290.91
Electric Aggregation Fee	420,226.15
Finance Charge	20.66
Fuel Management Services	170,142.63
Land Advisement Services	3,373.80
Miscellaneous Income	11,061.27
Nat. Gas Aggreg. Fee	35,711.61
Natural Gas Sold	8,555,029.59
Services	-166.06
Unapplied Cash Payment Income	-21,593.39
Uncategorized Income	50.01
Total Income	\$9,588,147.18
Cost of Goods Sold	
Futures Account - ED&F (deleted)	0.00
Gas and Electric Aggregation Fe	112,189.55
Natural Gas Purchased	8,109,500.71
(Gain)/Loss on Hedging	-40,972.00
Contract Services	-142,082.51
Total Natural Gas Purchased	7,926,446.20
Pipeline Transportation Fees	282,538.44
Total Cost of Goods Sold	\$8,321,174.19
GROSS PROFIT	\$1,266,972.99
Expenses	
Advertising and Promotion	12,028.55
Amortization Expense	1,207.36
Automobile Expense	7,414.64
Automobile Lease	47,656.80
Bad Debt	8,819.99
Bank Service Charges	4,869.15
Commissions/Fees - Futures	677.38
Computer and Internet Expenses	7,025.41
Depreciation Expense	2,418.63
Donations	346.50
Dues and Subscriptions	7,806.00
Employee Benefits	1,502.28
Expense Reimbursement	-660.00
Future Accounts ED & F Man (deleted)	0.00
Insurance Expense	56,200.77
Legal and Accounting	7,940.20
Life Insurance Expense	490.00

Total Energy Resources, LLC

PROFIT AND LOSS

January - December 2018

	TOTAL
Meals and Entertainment	8,323.57
Office Supplies and expenses	8,051.68
Payroll Tax Expense	45,345.64
Rent Expense	27,000.00
Retirement Matching Expense	25,740.41
Salaries and wages	898,013.46
Taxes and licenses	19,063.92
Telephone Expense	6,911.51
Travel Expense	2,525.91
Unapplied Cash Bill Payment Expense	0.00
Vehicle Expense	5,877.11
Total Expenses	\$1,212,596.87
NET OPERATING INCOME	\$54,376.12
NET INCOME	\$54,376.12

Total Energy Resources, LLC

STATEMENT OF CASH FLOWS

January - December 2019

	TOTAL
OPERATING ACTIVITIES	
Net Income	-185,327.70
Adjustments to reconcile Net Income to Net Cash provided by operations:	
Accounts Receivable	38,499.57
Prepayment and Deposits:Prepaid Sales Tax	2,084.92
Accounts Payable	-222,660.08
Accrued 401K	4,535.00
Allegheny County Payable	5.89
E-Tides Payable	4,686.18
E-Tides Payable:Sales Tax Payable	2,144.66
Huntington Bank LOC	440,000.00
Lake County Payable	276.66
NY State Sales Tax Dept. Payable	2.86
Payroll Clearing	0.00
PNC - Loan for NFGD LOC	-9,000.00
Sales Tax Payable	-0.06
State Sales tax	-18,451.16
Total Adjustments to reconcile Net Income to Net Cash provided by operations:	242,124.44
Net cash provided by operating activities	\$56,796.74
INVESTING ACTIVITIES	
CD (2) for LOC for NFGD	-1,000.00
Intangible Assets:Accumulated Amortization	963.00
Loan Costs, Net	25,000.16
Loan to Tri-River	-142,680.00
Net cash provided by investing activities	\$ -117,716.84
FINANCING ACTIVITIES	
Member Loans (M Williams)	0.00
Member's Equity - M. Williams	-4,210.56
Unrealized Gain (Loss) ED&F	29,812.57
Net cash provided by financing activities	\$25,602.01
NET CASH INCREASE FOR PERIOD	\$ -35,318.09
Cash at beginning of period	115,915.98
CASH AT END OF PERIOD	\$80,597.89

Total Energy Resources, LLC

BALANCE SHEET

As of December 31, 2019

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Cash - ED&F Man	42,000.00
Futures Account - ED&F Man	37,853.00
Huntington - Management	-11,429.62
Huntington - Savings	16,666.72
Huntington - Total	-7,051.89
Petty Cash	0.00
PNC	4,467.03
PNC - Management Account	-157.45
PNC - Savings	-1,749.90
Total Bank Accounts	\$80,597.89
Accounts Receivable	
Accounts Receivable	0.00
Total Accounts Receivable	\$0.00
Other Current Assets	
Employee Advance	0.00
Legal Retainer	1,560.00
Prepayment and Deposits	
Prepaid Sales Tax	0.00
Total Prepayment and Deposits	0.00
Security Deposit	0.00
Undeposited Funds	0.00
Total Other Current Assets	\$1,560.00
Total Current Assets	\$82,157.89

Total Energy Resources, LLC

BALANCE SHEET

As of December 31, 2019

	TOTAL
Fixed Assets	
Accumulated Depreciation	-79,242.95
Furniture and Equipment	20,206.34
Office Equipment	16,133.67
Vehicles	42,902.94
Total Fixed Assets	\$0.00
Other Assets	
Bond Deposit	25,000.00
Cash deposit of NFGS	23,044.23
CD (2) for LOC for NFGD	167,300.00
CD for LOC for Columbia Gas PA	0.00
CD for LOC for NFGD of NY & PA	50,029.94
Intangible Assets	14,430.00
Accumulated Amortization	-5,378.00
Total Intangible Assets	9,052.00
Loan Costs, Net	8,333.12
Loan to Tri-River	142,680.00
Organizational Costs	0.00
Total Other Assets	\$425,439.29
TOTAL ASSETS	\$507,597.18

Total Energy Resources, LLC

BALANCE SHEET

As of December 31, 2019

	TOTAL
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	0.00
Total Accounts Payable	\$0.00
Other Current Liabilities	
Accrued 401K	4,535.00
Accrued Business Privilege Tax	0.00
Accrued Credit ED&F	0.00
Allegheny County Payable	5.89
Due to (from) Enerisk	40,866.67
Due To AGL Energy	0.00
Due to Members	
Mark Williams	0.00
Total Due to Members	0.00
Due to PA General Energy	0.00
E-Tides Payable	9,713.43
Sales Tax Payable	0.00
Total E-Tides Payable	9,713.43
Huntington Bank LOC	440,000.00
Non-Refundable Deposits	0.00
NY State Sales Tax Dept. Payable	-0.01
Payroll Clearing	0.00
PNC - Loan for NFGD LOC	49,986.83
Sales Tax Payable	-0.06
State Sales tax	-484.12
Total Other Current Liabilities	\$544,623.63
Total Current Liabilities	\$544,623.63
Long-Term Liabilities	
Member Loans (M Williams)	0.00
Member Loans (R Williams)	0.00
Total Long-Term Liabilities	\$0.00
Total Liabilities	\$544,623.63
Equity	
Member's Equity - M. Williams	-8,421.12
Contributions - Williams	0.00
Distributions - Williams	-59,500.00
Total Member's Equity - M. Williams	-67,921.12

Total Energy Resources, LLC

BALANCE SHEET

As of December 31, 2019

	TOTAL
Member's Equity - R. Williams	
Distribution - R. Williams	-10,500.00
Total Member's Equity - R. Williams	-10,500.00
Members Equity	381,400.59
Opening Balance Equity	0.00
Unrealized Gain (Loss) ED&F	29,812.57
Net Income	-369,818.49
Total Equity	\$ -37,026.45
TOTAL LIABILITIES AND EQUITY	\$507,597.18

Total Energy Resources, LLC

PROFIT AND LOSS

January - December 2019

	TOTAL
Income	
Client Services	383,817.44
Electric Aggregation Fee	455,919.39
Finance Charge	-343.96
Fuel Management Services	139,687.39
Land Advisement Services	1,612.00
Miscellaneous Income	511.20
Nat. Gas Aggreg. Fee	75,713.96
Natural Gas Sold	10,256,344.37
Contract Services Income	205,916.40
Total Natural Gas Sold	10,462,260.77
Services	12,290.91
Unapplied Cash Payment Income	2,002.83
Total Income	\$11,533,471.93
Cost of Goods Sold	
Gas and Electric Aggregation Fe	41,915.68
Natural Gas Purchased	10,203,068.28
Contract Services	115,635.28
Total Natural Gas Purchased	10,318,703.56
Pipeline Transportation Fees	353,884.23
Total Cost of Goods Sold	\$10,714,503.47
GROSS PROFIT	\$818,968.46
Expenses	
Advertising and Promotion	25,929.63
Amortization Expense	963.00
Automobile Expense	6,732.49
Automobile Lease	39,455.79
Bank Service Charges	5,797.00
Charitable Contributions	200.00
Commissions/Fees - Futures	6,389.79
Computer and Internet Expenses	19,129.58
Continuing Education	250.00
Donations	611.90
Dues and Subscriptions	4,350.66
Employee Benefits	1,276.40
Expense Reimbursement	152.00
FUTA Expense	136.00
Futures Accounts E D & F Man	0.00

Total Energy Resources, LLC

PROFIT AND LOSS

January - December 2019

	TOTAL
Insurance Expense	5,631.00
Dental	1,998.47
Healthcare Expense	55,104.24
Vision	167.72
Workers Compensation	2,341.00
Total Insurance Expense	65,242.43
Legal and Accounting	9,503.25
Life Insurance Expense	25,015.90
Meals and Entertainment	8,335.51
Office Supplies and expenses	5,858.64
Payroll Expenses	689.00
Payroll Tax Expense	46,107.70
Purchases	18,522.72
Rent Expense	27,900.00
Retirement Matching Expense	23,425.70
Salaries and wages	814,543.59
SUTA Expense	1,742.80
Taxes and licenses	8,340.79
Telephone Expense	3,771.55
Travel Expense	2,320.41
Vehicle Expense	6,569.02
Total Expenses	\$1,179,263.25
NET OPERATING INCOME	\$ -360,294.79
Other Expenses	
Interest Expense	9,523.70
Total Other Expenses	\$9,523.70
NET OTHER INCOME	\$ -9,523.70
NET INCOME	\$ -369,818.49

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.

C-3. Forecasted financial statements.

Provide two years of forecasted income statements based solely 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.

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".

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.

C-6. Bankruptcy information.

Exhibit C-3 "Forecasted Financial Statements"

See the following pages for Forecasted Financial Statements.

Total Energy Resources, LLC
Income Statement Projection
2020-2022

	OHIO		
	<u>Actual 2020</u>	<u>Projected 2021</u>	<u>Projected 2022</u>
Ordinary Income/Expense			
Income	255,474.41	293,795.57	337,864.91
Gross Profit	255,474.41	293,795.57	337,864.91
Expense			
Advertising and Promotion	207.91	239.09	274.96
Automobile Lease	1,731.61	1,991.36	2,290.06
Bank Service Charges	223.40	256.91	295.45
Commissions/Fees - Futures	389.19	447.57	514.70
Computer and Internet Expenses	914.25	1,051.38	1,209.09
Donations	3.10	3.57	4.10
Dues and Subscriptions	503.46	578.98	665.83
Employee Benefits	38.04	43.74	50.30
Insurance Expense	1,751.58	2,014.32	2,316.46
Legal and Accounting	561.70	645.96	742.85
Life Insurance Expense	1,655.96	1,904.36	2,190.01
Meals and Entertainment	130.02	149.52	171.95
Office Supplies and expenses	329.48	378.91	435.74
Payroll Tax Expense	1,546.85	1,778.88	2,045.71
Purchases	258.76	297.57	342.21
Rent Expense	1,030.22	1,184.75	1,362.47
Retirement Matching Expense	757.99	871.69	1,002.44
Salaries and wages	26,217.82	30,150.49	34,673.06
Taxes and licenses	258.09	296.80	341.32
Telephone Expense	122.81	141.24	162.42
Travel Expense	7.64	8.78	10.10
Vehicle Expense	277.27	318.86	366.68
Total Expense	<u>38,917.15</u>	<u>44,754.72</u>	<u>51,467.93</u>
Net Ordinary Income	216,557.26	249,040.85	286,396.98
Other Income/Expense			
Other Income			
Interest Income	6.65	7.65	8.79
Total Other Income	<u>6.65</u>	<u>7.65</u>	<u>8.79</u>
Other Expense			
Interest Expense	483.01	555.47	638.79
Total Other Expense	<u>483.01</u>	<u>555.47</u>	<u>638.79</u>
Net Other Income	<u>-476.36</u>	<u>-547.82</u>	<u>-629.99</u>
Net Income	<u>216,080.90</u>	<u>248,493.03</u>	<u>285,766.99</u>

This forecast is based solely on Ohio business activities only. It assumes a 15% increase in net income for 2021 and 2022 based on historical growth and expectations.

Exhibit C-4 "Credit Rating"

Total Energy Resources is entering N/A for Credit Rating.

Exhibit C-5 "Credit Report"

Please see the following pages for an Experian credit report for Total Energy Resources, LLC



Report

[Home](#) [My reports](#) [My account](#) [Products](#) [Help](#) [Business services](#) [Logout](#)

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

Search inquiry: Total Energy Resources, Llc / Cranberry / PA / (My company)

CreditScoreSM Report

as of: 12/21/20 10:59 ET

Total Energy Resources LLC

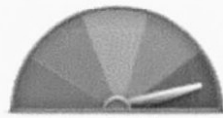
Address:	120 Marguerite Dr Ste 201 Cranberry TWP, PA 16066-5007 United States	Key Personnel:	President: Mark Williams Les Katona Office Manager: Jackie West
Phone:	724-742-4703	SIC Code:	3822-Environmental Controls 3823-Measurement & Control Devices 1711-Plumbing, Heating & A/C Contractors
Website:	www.totalenergyresources.com	NAICS Code:	334512-Automatic Environmental Control Manufacturing For Residential, Commercial, And Appliance Use 334513-Instruments And Related Products Manufacturing For Measuring, Displaying , And Controlling Process Variables 238220-Plumbing, Heating, And Air- Conditioning Contractors
Experian BIN:	946804360	Business Type:	Corporation
Agent:	Business Filings Incorporated	Experian File Established:	April 2011
Agent Address:	4400 Easton Commons Way Suite 125 Columbus, OH	Experian Years on File:	9 Years
		Years in Business:	10 Years
		Total Employees:	12
		Sales:	\$1,888,000
		Filing Data Provided by:	Pennsylvania
		Date of Incorporation:	07/11/2013

Experian Business Credit Score

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Business Credit Score



Low Risk

The objective of the Experian Business Credit Score is to predict payment behavior. High Risk means that there is a significant probability of delinquent payment. Low Risk means that there is a good probability of on-time payment.

Key Score Factors:

- Number of good commercial accounts.
- Length of time on Experian's file.
- High past acct bal of continuously updated comm accts.
- Pct of new commercial accts to total nbr of accts.

Business Credit Scores range from a low of 1 to high of 100 with this company receiving a score of 85. Higher scores indicate lower risk. 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

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1

Financial Stability Risk Rating



Low Risk

A Financial Stability Risk Rating of 1 indicates a 0.55% potential risk of severe financial distress within the next 12 months.

Key Rating Factors:

- Number of active commercial accounts.
- Risk associated with the business type.
- Risk associated with the company's industry sector.
- Employee size of business.

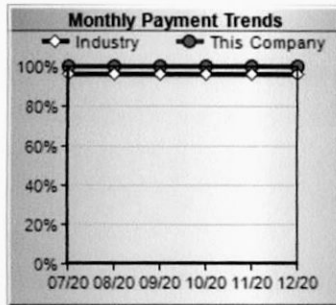
Financial Stability Risk Ratings range from a low of 1 to high of 5 with this company receiving a rating of 1. Lower ratings indicate lower risk. Experian categorizes all businesses to fit within one of the five risk segments. This rating predicts the likelihood of payment default and/or bankruptcy within the next 12 months. This rating uses tradeline and collections information, public filings as well as other variables to predict future risk.

Credit Summary

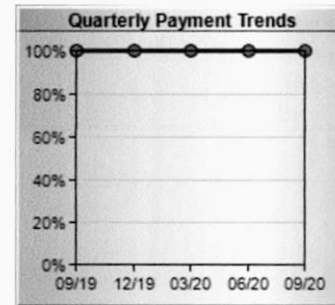
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Current Days Beyond Terms (DBT):	0	Payment Tradelines (see charts):	9
Predicted DBT for 02/17/2021:	1	UCC Filings:	4
Average Industry DBT:	2	✓ Businesses Scoring Worse:	84%
Payment Trend Indicator:	Stable	✓ Bankruptcies:	0
Lowest 6 Month Balance:	\$38	✓ Liens:	0
Highest 6 Month Balance:	\$40,518	✓ Judgments Filed:	0
Current Total Account Balance:	\$0	✓ Collections:	0
Highest Credit Amount Extended:	\$0		

Payment Trend Summary

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*Percentage of on-time payments by month.



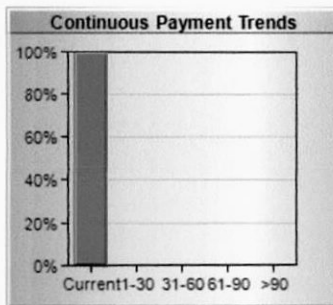
*Percentage of on-time payments by quarter.

Monthly Payment Trends - Recent Activity

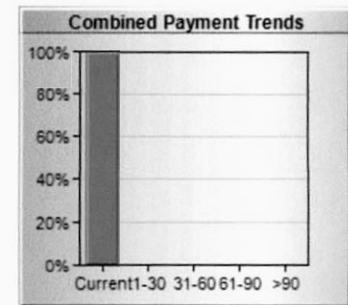
Date	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT
07/20	100%	0%	0%	0%	0%
08/20	100%	0%	0%	0%	0%
09/20	100%	0%	0%	0%	0%
10/20	100%	0%	0%	0%	0%
11/20	100%	0%	0%	0%	0%
12/20	100%	0%	0%	0%	0%

Quarterly Payment Trends - Recent Activity

Date	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT
09/19	100%	0%	0%	0%	0%
12/19	100%	0%	0%	0%	0%
03/20	100%	0%	0%	0%	0%
06/20	100%	0%	0%	0%	0%
09/20	100%	0%	0%	0%	0%



*Continuous distribution with DBT.

Insufficient information to produce
Newly Reported Payment Trends
chart.

*Combined distribution with DBT.

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Exhibit C-6 "Bankruptcy Information"

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

Within the previous 24 months, have any of the following filed for reorganization, protection from creditors or any other form of bankruptcy? If yes, attach a document detailing the information.

Applicant

Parent company of the applicant

Affiliate company that guarantees the financial obligations of the applicant

Any owner or officer of the applicant

Yes

☐

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? If yes, attach a document detailing the information.

Yes

☐

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.

C-9. Financial arrangements.

This section is only applicable if power marketer or retail electric generation provider has been selected in A-1.

Provide copies of the applicant's financial arrangements to satisfy collateral requirements to conduct retail electric/natural gas business activities (e.g., parental guarantees, letters of credit, contractual arrangements, etc., as described below).

Renewal applicants may provide a current statement from an Ohio local distribution utility (LDU) that shows that the applicant meets the LDU's collateral requirements. The statement or letter must be on the utility's letterhead and dated within a 30-day period of the date the applicant files its renewal application.

First-time applicants or applicants whose certificate has expired must meet the requirements of C-9 in one of the following ways:

1. The applicant itself states that it is investment grade rated by Moody's Investors Service, Standard & Poor's Financial Services, or Fitch Ratings and provides evidence of rating from the rating agencies. If you provided a credit rating in C-4, reference the credit rating in the statement.

Exhibit C-7 "Merger Information"

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

Exhibit C-8 "Corporate Structure"

Total Energy Resources, LLC is a stand-alone entity with no affiliate or subsidiary companies.

Exhibit C-9 "Financial Arrangements"

N/A

2. The applicant's parent company is investment grade rated (by Moody's, Standard & Poor's, or Fitch) and guarantees the financial obligations of the applicant to the LDU(s). Provide a copy of the most recent credit opinion from Moody's, Standard & Poor's or Fitch.
3. The applicant's parent company 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 parent company's financials and a copy of the parental guarantee must be included in the application if the applicant is relying on this option.
4. The applicant can provide evidence of posting a letter of credit with the LDU(s) listed as the beneficiary, in an amount sufficient to satisfy the collateral requirements of the LDU(s).

D. Technical Capability

Provide an attachment for each of the sections below.

D-1. Operations.

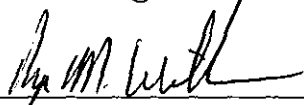
Retail natural gas brokers/aggregators: Include details of the applicant's business operations and plans for arranging and/or aggregating for the supply of natural gas to retail customers.

Gas Marketers: Describe the operational nature of the applicant's business, specifying whether operations will include the contracting of natural gas purchases for retail sales, the nomination and scheduling of retail natural gas for delivery, and/or the provision of retail ancillary services, as well as other services used to supply natural gas to the natural gas company city gate for retail customers.

D-2. Operations expertise and key technical personnel.

Provide evidence of the applicant's experience and technical expertise in performing the operations described in this application. Include the names, titles, e-mail addresses, telephone numbers and background of key personnel involved in the operational aspects of the applicant's business.

As authorized representative for the above company/organization, I certify that all the information contained in this application is true, accurate and complete. I also understand that failure to report completely and accurately may result in penalties or other legal actions.



Signature

1-6-2021

Date

Executive Vice President

Title

Exhibit D-1 "Operations"

Total Energy Resources, LLC is a licensed natural gas marketer in Pennsylvania and Ohio and a licensed electricity supplier in Pennsylvania, Ohio and Maryland. We provide natural gas supply service to C&I customers on National Fuel, Peoples Natural Gas, and Peoples Natural Gas – Equitable in Pennsylvania and Dominion East Ohio in Ohio. Total Energy Resources also brokers electricity to C&I customers in PA, OH and MD.

Exhibit D-2 "Operations Expertise"

Total Energy Resources, LLC is a licensed natural gas supplier in Pennsylvania since 2010 and Ohio since 2019. Total Energy Resources has also been a licensed electricity supplier in Pennsylvania and Ohio since 2010 and Maryland since 2014. We provide natural gas supply service to C&I customers on National Fuel, Peoples Natural Gas and Peoples Natural Gas – Equitable in Pennsylvania and Dominion East Ohio in Ohio. Total Energy Resources is also a broker of electricity to C&I customers in PA, OH and MD.

Employees of Total Energy Resources, LLC have been in the natural gas marketing industry since the 1980's and the electricity broker business since the 2000's.

Competitive Retail Natural Gas Service Affidavit

County of Butler :

State of Pennsylvania :

Total Energy Resources, LLC, 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 and sales of hundred cubic feet of natural gas pursuant to Sections 4905.10(A), 4911.18(A), and 4929.23(B), Ohio Revised Code.
3. The applicant will timely pay any assessment made pursuant to Sections 4905.10 and 4911.18(A), Ohio Revised Code.
4. 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. 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. Applicant will comply with Section 4929.21, Ohio Revised Code, regarding consent to the jurisdiction of the Ohio courts and the service of process.
7. Applicant will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
8. 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 Staff use in investigating consumer complaints.
9. 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.

10. Affiant further sayeth naught.

[Signature]
Signature of Affiant & Title

Vice President

Commonwealth of Pennsylvania - Notary Seal
LYNN K SULLIVAN - Notary Public
Butler County
My Commission Expires Mar 11, 2024
Commission Number 1296862

Sworn and subscribed before me this 5 day of January, 2021
Month Year

[Signature]
Signature of official administering oath

Lynn K. Sullivan, Notary
Print Name and Title

My commission expires on March 11, 2024