



DIS Case Number: 15-1078-EL-AGG

Section A: Application Information

A-1. Provider type:

☒ Power Broker ☐ Aggregator ☐ Retail Generation Provider ☐ Power Marketer

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

Legal Name: Total Energy Resources, LLC

Country: United States

Phone: 724-742-4700 **Extension (if applicable):**

Street: 1667 Route 228 Suite 302

Website (if any):
www.totalenergyresources.com

City: Cranberry Township

Province/State: PA

Postal Code: 16066

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	Type	Address	Active?	Proof
Total Energy Resources, LLC	Official Name	1667 Route 228 Suite 302 Cranberry Township, PA 16066	Yes	File

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

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

Name	Type	Address	Active?	Proof
Total Energy Resources, LLC	Official Name	1667 Route 228 Suite 302 Cranberry Township, PA 16066	Yes	File

A-5. Contact person for regulatory matters

Ryan Williams
1667 Route 228 Suite 302
Cranberry Township, PA 16066
US
rwilliams@totalenergyresources.com
7247424700

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

Ryan Williams
1667 Route 228 Suite 302
Cranberry Township, PA 16066
US
rwilliams@totalenergyresources.com
7247424700

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

Phone: 724-742-4700	Extension (if applicable):	Country: United States
Fax: 724-742-4703	Extension (if applicable):	Street: 1667 Route 228 Suite 302
Email: info@totalenergyresources.com	City: Cranberry Township	Province/State: PA
	Postal Code: 16066	

A-8. Applicant's federal employer identification number

27-2361874

A-9. Applicant's form of ownership

Form of ownership: Limited Liability Company (LLC)

A-10. Identify current or proposed service areas

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

Service area selection

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

Class of customer selection

Commercial
 Industrial

A-11. Start date

Indicate the approximate start date the applicant began/will begin offering services: 04-01-2010

A-12. Principal officers, directors, and partners

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

Name	Email	Title	Address
Ryan Williams	rwilliams@totalenergyresources.com	Vice President	1667 Route 228 Suite 302 Cranberry Township, PA 16066 US

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.

A-14. Secretary of State

Secretary of State Link:



Section B: Applicant Managerial Capability and Experience

B-1. Jurisdiction of operations

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

Jurisdiction of Operation: Total Energy Resources, LLC is registered to provide natural gas services and electricity broker services in the following states:

- 1) Pennsylvania
- 2) Ohio

B-2. Experience and plans

Describe the applicant's experience in providing the service(s) for which it is applying (e.g., number and type of customers served, utility service areas, amount of load, etc.). Include the plan for contracting with customers, providing contracted services, providing billing statements and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Sections 4928.10 and/or 4929.22 of the Ohio Revised Code.

Application Experience and Plan Description: Through our many years of experience in the natural gas and electricity markets, we plan to use out contacts in order to contract with customers. Total Energy 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. 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 and electricity broker in both Pennsylvania and Ohio.

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..

Liability and Investigations Disclosures: 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

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?

No

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

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

No

Section C: Applicant Financial Capability and Experience

C-1. Financial reporting

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

Does not apply

C-2. Financial statements

Provide copies of the applicant's 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 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.

File(s) attached

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.

File(s) attached

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



Public Utilities Commission

have its own credit ratings, substitute the credit ratings of a parent or an affiliate organization and submit a statement signed by a principal officer of the applicant's parent or affiliate organization that guarantees the obligations of the applicant. If an applicant or its parent does not have such a credit rating, enter 'Not Rated'.

This does not apply

C-5. Credit report

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

File(s) attached

C-6. Bankruptcy information

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

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

No

C-7. Merger information

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

No

C-8. Corporate structure



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

Stand-alone entity with no affiliate or subsidiary companies

Section D: Applicant Technical Capacity

D-1. Operations

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

Operations Description: 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.

D-2. Operations Expertise & Key Technical Personnel

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

Operations Expertise & Personnel Description: 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



Public Utilities Commission

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.



Public Utilities
Commission

Application Attachments

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	-25,674.00
Furniture and Equipment	12,862.00
Office Equipment	12,812.00
Vehicles	0.00
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

Balance Sheet
As of December 31, 2020

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Cash - ED&F Man	42,514.28
Futures Account - ED&F Man	37,853.00
Huntington - Management	10,367.39
Huntington - Savings	89,709.06
Huntington - Total	28,464.99
Petty Cash	0.00
PNC	10,374.91
PNC - Management Account	893.99
PNC - Savings	0.00
Total Bank Accounts	\$220,177.62
Accounts Receivable	
Accounts Receivable	0.00
Total Accounts Receivable	\$0.00
Other Current Assets	
Checking (Tri-River) - ST Loan	2,000.00
Due from ADP	0.00
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	\$3,560.00
Total Current Assets	\$223,737.62

Total Energy Resources, LLC

Balance Sheet

As of December 31, 2020

	TOTAL
Fixed Assets	
Accumulated Depreciation	-44,677.50
Furniture and Equipment	31,865.50
Office Equipment	12,812.00
Vehicles	0.00
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	168,300.00
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	-6,341.00
Total Intangible Assets	8,089.00
Loan Costs, Net	8,332.96
Loan to Tri-River	69,424.00
Organizational Costs	0.00
Total Other Assets	\$352,220.13
TOTAL ASSETS	\$575,957.75

Total Energy Resources, LLC

Balance Sheet

As of December 31, 2020

	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
Allegheny County Payable	116.91
Discretionary 401k	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	5,397.66
Sales Tax Payable	0.00
Total E-Tides Payable	5,397.66
Huntington Bank LOC	411,080.00
Lake County Payable	2,481.28
Non-Refundable Deposits	0.00
NY State Sales Tax Dept. Payable	0.00
Payroll Clearing	0.00
PNC - Loan for NFGD LOC	2,545.17
PNC LOC	50,000.00
PPP Loan	90,200.00
Sales Tax Payable	-0.06
State Sales tax	0.00
Total Other Current Liabilities	\$602,687.63
Total Current Liabilities	\$602,687.63
Long-Term Liabilities	
Member Loans (M Williams)	0.00
Member Loans (R Williams)	0.00
Total Long-Term Liabilities	\$0.00
Total Liabilities	\$602,687.63

Total Energy Resources, LLC

Balance Sheet

As of December 31, 2020

	TOTAL
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
Member's Equity - R. Williams	
Distribution - R. Williams	-10,500.00
Total Member's Equity - R. Williams	-10,500.00
Members Equity	11,582.10
Opening Balance Equity	0.00
Unrealized Gain (Loss) ED&F	29,812.57
Net Income	10,296.57
Total Equity	\$ -26,729.88
TOTAL LIABILITIES AND EQUITY	\$575,957.75

Total Energy Resources, LLC

Statement of Cash Flows

January - December 2019

	TOTAL
OPERATING ACTIVITIES	
Net Income	-183,329.17
Adjustments to reconcile Net Income to Net Cash provided by operations:	
Accounts Receivable	36,501.04
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:	240,125.91
Net cash provided by operating activities	\$56,796.74
INVESTING ACTIVITIES	
Accumulated Depreciation	-53,568.95
Furniture and Equipment	7,344.34
Office Equipment	3,321.67
Vehicles	42,902.94
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

Statement of Cash Flows

January - December 2020

	TOTAL
OPERATING ACTIVITIES	
Net Income	94,160.37
Adjustments to reconcile Net Income to Net Cash provided by operations:	
Accounts Receivable	-29,836.74
Checking (Tri-River) - ST Loan	-2,000.00
Due from ADP	0.00
Accounts Payable	-56,513.53
Accrued 401K	-4,535.00
Allegheny County Payable	111.02
Discretionary 401k	0.00
E-Tides Payable	-1,415.05
Huntington Bank LOC	-28,920.00
Lake County Payable	2,504.14
NY State Sales Tax Dept. Payable	0.01
PNC - Loan for NFGD LOC	-47,441.66
PNC LOC	50,000.00
PPP Loan	90,200.00
State Sales tax	47.01
Total Adjustments to reconcile Net Income to Net Cash provided by operations:	-27,799.80
Net cash provided by operating activities	\$66,360.57
INVESTING ACTIVITIES	
Accumulated Depreciation	19,003.50
Furniture and Equipment	-19,003.50
CD (2) for LOC for NFGD	-1,000.00
Intangible Assets:Accumulated Amortization	963.00
Loan Costs, Net	0.16
Loan to Tri-River	73,256.00
Net cash provided by investing activities	\$73,219.16
NET CASH INCREASE FOR PERIOD	\$139,579.73
Cash at beginning of period	80,597.89
CASH AT END OF PERIOD	\$220,177.62

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	10,287,162.90
Contract Services Income	205,916.40
Total Natural Gas Sold	10,493,079.30
Services	12,290.91
Unapplied Cash Payment Income	-28,815.70
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
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
Insurance Expense	5,631.00
Dental	1,998.47
Healthcare Expense	55,104.24
Vision	167.72

Total Energy Resources, LLC

Profit and Loss

January - December 2019

	TOTAL
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	\$1,178,300.25
NET OPERATING INCOME	\$ -359,331.79
Other Expenses	
Amortization Expense	963.00
Interest Expense	9,523.70
Total Other Expenses	\$10,486.70
NET OTHER INCOME	\$ -10,486.70
NET INCOME	\$ -369,818.49

Total Energy Resources, LLC

Profit and Loss

January - December 2020

	TOTAL
Income	
Client Services	172,564.50
Electric Aggregation Fee	482,443.69
Finance Charge	1,909.30
Fuel Management Services	70,340.05
Land Advisement Services	2,174.87
Miscellaneous Income	918.96
Nat. Gas Aggreg. Fee	36,826.79
Natural Gas Sold	7,189,398.47
Contract Services Income	185,092.92
Total Natural Gas Sold	7,374,491.39
Services	413.81
Unapplied Cash Payment Income	-0.30
Total Income	\$8,142,083.06
Cost of Goods Sold	
Gas and Electric Aggregation Fe	40,069.06
Natural Gas Purchased	6,329,665.29
Contract Services	170,559.15
Total Natural Gas Purchased	6,500,224.44
Pipeline Transportation Fees	326,821.07
Total Cost of Goods Sold	\$6,867,114.57
GROSS PROFIT	\$1,274,968.49
Expenses	
Advertising and Promotion	6,450.00
Automobile Lease	47,471.22
Bad Debt	0.00
Bank Service Charges	7,203.29
Commissions/Fees - Futures	13,117.31
Computer and Internet Expenses	15,459.13
Donations	450.00
Dues and Subscriptions	11,224.60
Employee Benefits	5,832.60
Insurance Expense	5,639.00
Dental	2,021.64
Healthcare Expense	46,099.81
Vision	355.16
Workers Compensation	2,331.00
Total Insurance Expense	56,446.61
Legal and Accounting	18,101.54
Life Insurance Expense	60,778.78
Meals and Entertainment	4,190.00

Total Energy Resources, LLC

Profit and Loss

January - December 2020

	TOTAL
Office Supplies and expenses	11,151.53
Payroll Tax Expense	49,235.66
Rent Expense	33,200.00
Retirement Matching Expense	24,427.15
Salaries and wages	844,239.56
Taxes and licenses	8,029.21
Telephone Expense	3,957.82
Travel Expense	246.10
Vehicle Expense	8,935.19
Total Expenses	\$1,230,147.30
NET OPERATING INCOME	\$44,821.19
Other Income	
Credit Card Rewards	473.52
Interest Income	534.00
Total Other Income	\$1,007.52
Other Expenses	
Amortization Expense	963.00
Ask My Accountant	0.00
Depreciation Expense	19,003.50
Interest Expense	15,565.64
Total Other Expenses	\$35,532.14
NET OTHER INCOME	\$ -34,524.62
NET INCOME	\$10,296.57



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

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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85

Business Credit Score



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

[Back to top](#)**1****Financial Stability Risk
Rating**

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[Back to top](#)

Current Days Beyond Terms (DBT):

0

Predicted DBT for 02/17/2021:

1

Average Industry DBT:

2

Payment Trend Indicator:

Stable

Lowest 6 Month Balance:

\$38

Highest 6 Month Balance:

\$40,518

Current Total Account Balance:

\$0

Highest Credit Amount Extended:

\$0

Payment Tradelines (see charts):

9

UCC Filings:

4

✓ Businesses Scoring Worse:

84%

✓ Bankruptcies:

0

✓ Liens:

0

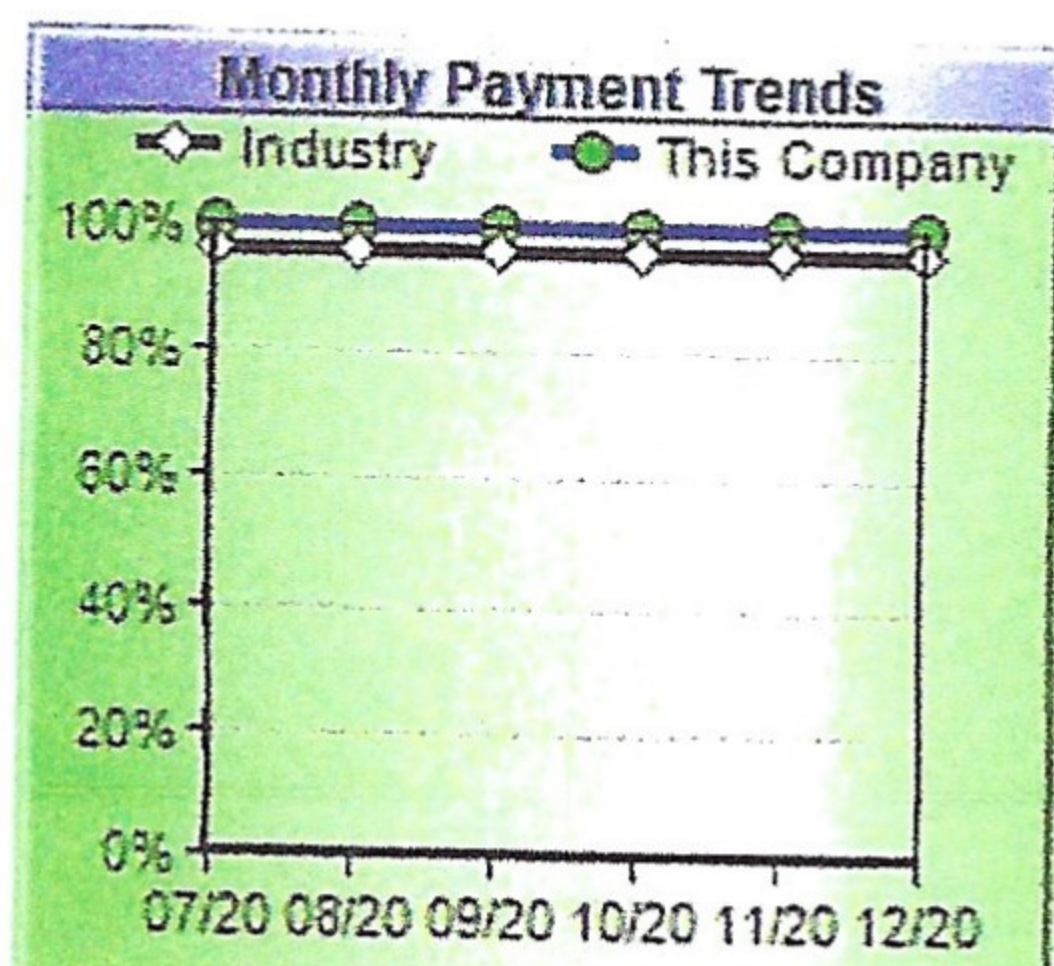
✓ Judgments Filed:

0

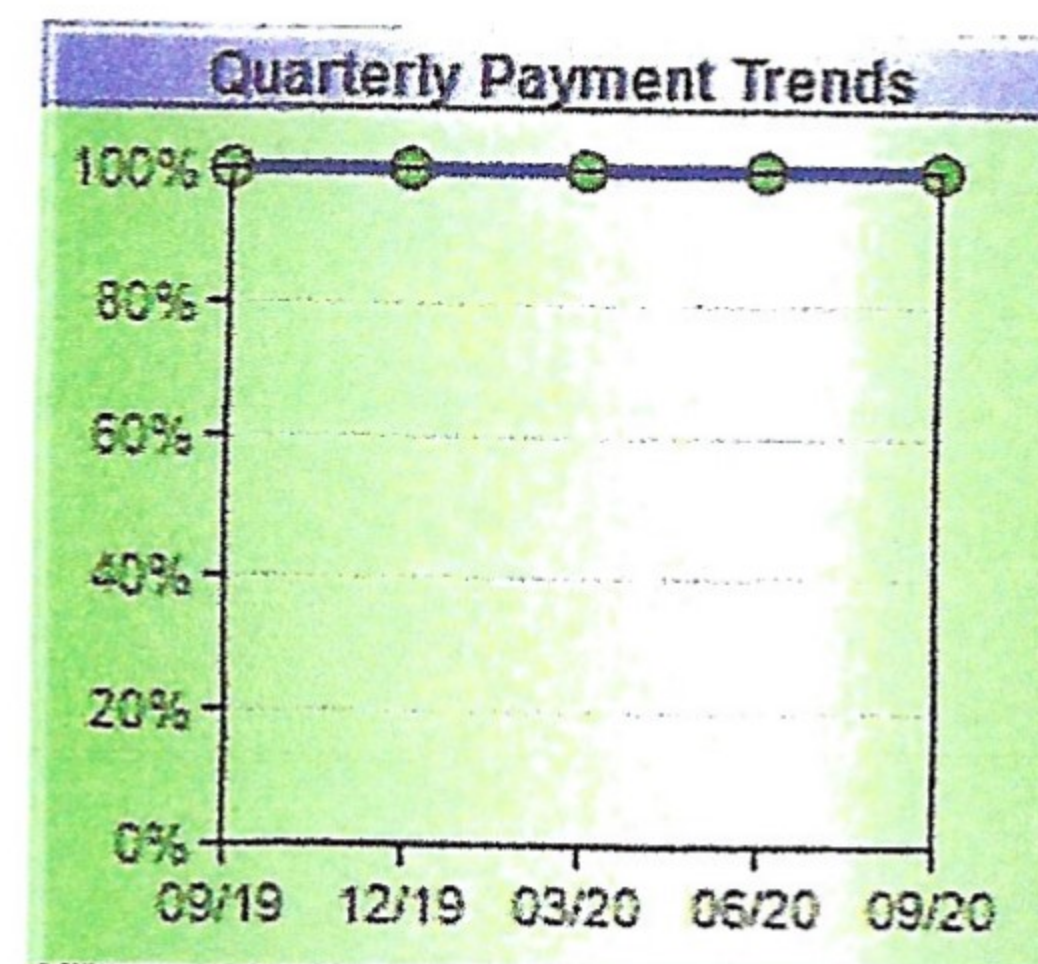
✓ Collections:

0

Payment Trend Summary

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*Percentage of on-time payments by month.



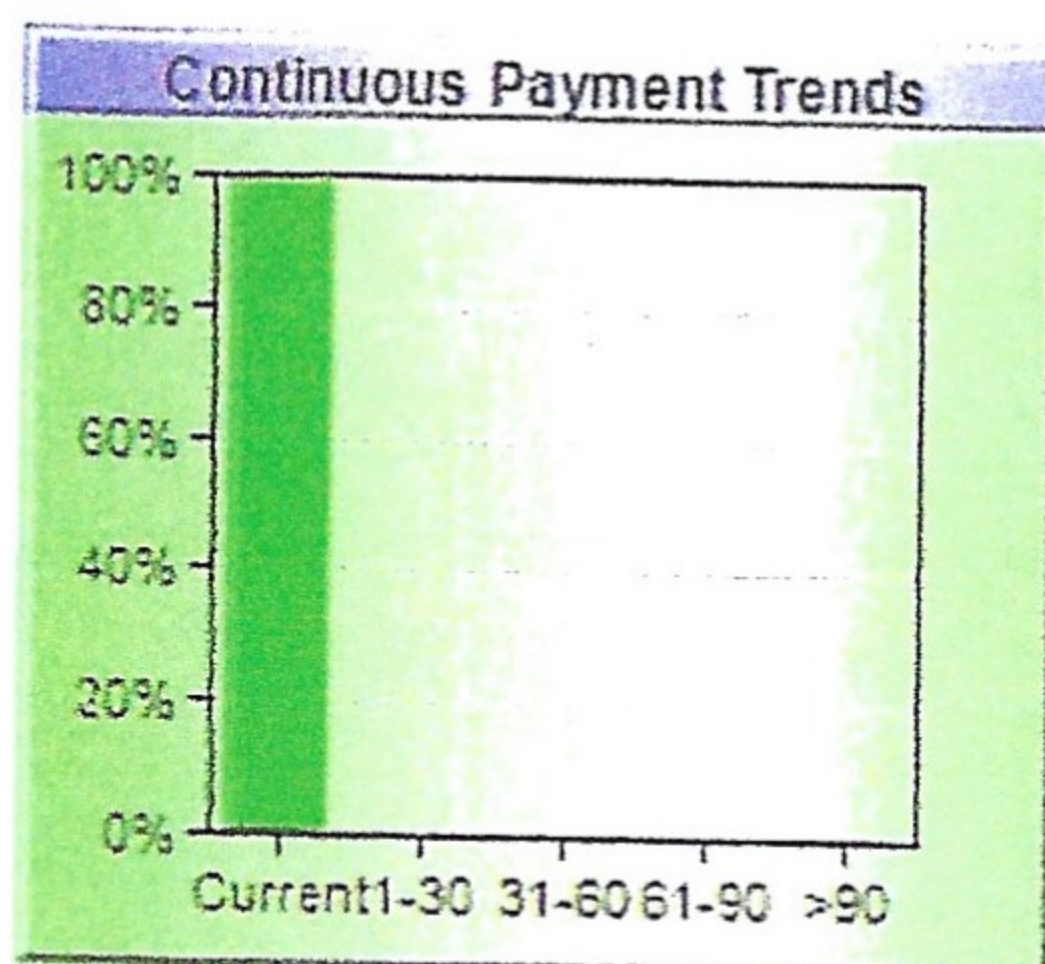
*Percentage of on-time payments by quarter.

Monthly Payment Trends - Recent Activity

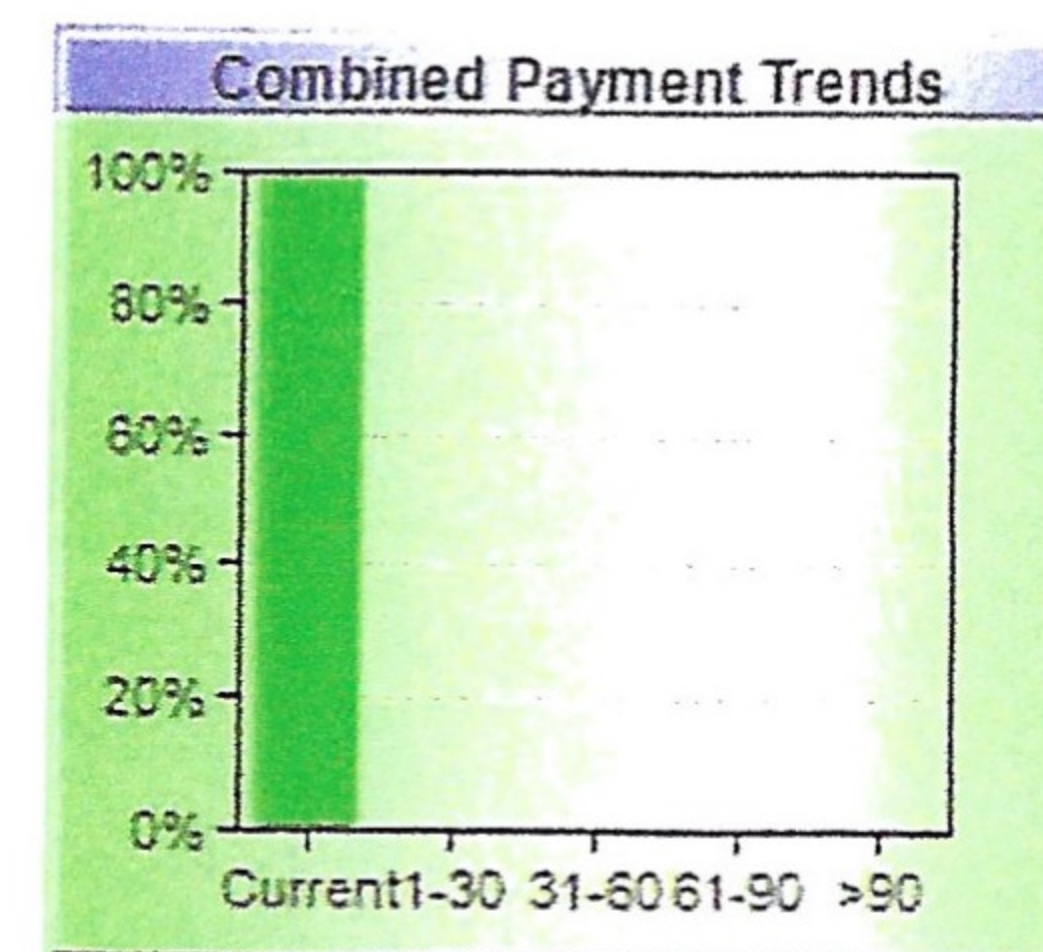
Date	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT
07/20	100%	0%	0%	0%	0%
08/20	100%	0%	0%	0%	0%
09/20	100%	0%	0%	0%	0%
10/20	100%	0%	0%	0%	0%
11/20	100%	0%	0%	0%	0%
12/20	100%	0%	0%	0%	0%

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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Competitive Retail Electric Service Affidavit

County of BUTLER :

State of PENNSYLVANIA :

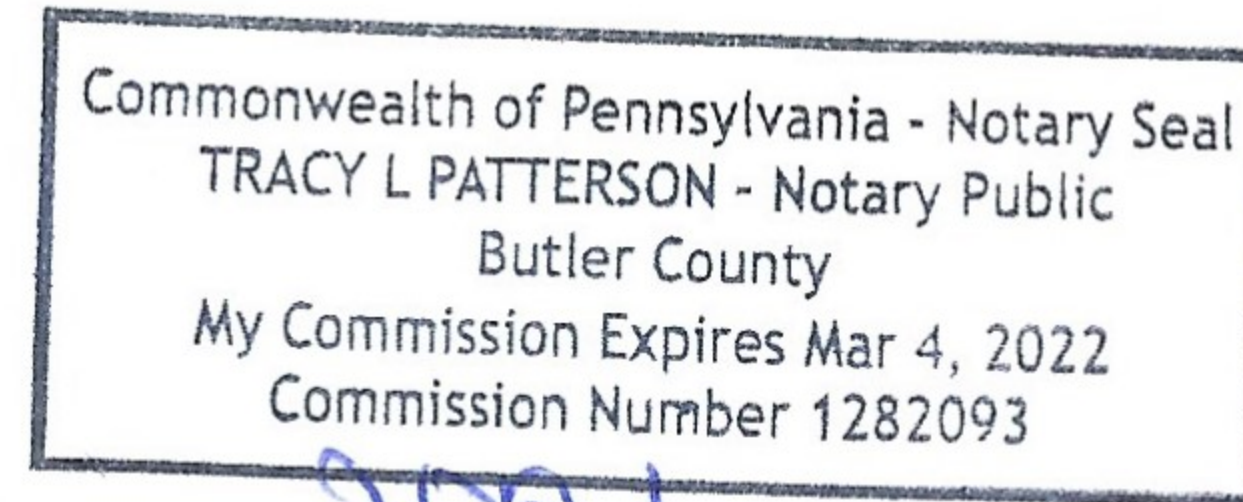
RYAN M. WILLIAMS, Affiant, being duly sworn/affirmed, hereby states that:

1. The information provided within the certification or certification renewal application and supporting information is complete, true, and accurate to the best knowledge of affiant, and that it will amend its application while it is pending if any substantial changes occur regarding the information provided.
2. The applicant will timely file an annual report of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Sections 4905.10(A), 4911.18(A), and 4928.06(F), Ohio Revised Code.
3. The applicant will timely pay any assessment made pursuant to Sections 4905.10, 4911.18, and 4928.06(F), Ohio Revised Code.
4. The applicant will comply with all applicable rules and orders adopted by the Public Utilities Commission of Ohio pursuant to Title 49, Ohio Revised Code.
5. The applicant will cooperate fully with the Public Utilities Commission of Ohio, and its Staff on any utility matter including the investigation of any consumer complaint regarding any service offered or provided by the applicant.
6. The applicant will fully comply with Section 4928.09, Ohio Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
7. The applicant will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
8. The applicant will use its best efforts to verify that any entity with whom it has a contractual relationship to purchase power is in compliance with all applicable licensing requirements of the Federal Energy Regulatory Commission and the Public Utilities Commission of Ohio.
9. The applicant will cooperate fully with the Public Utilities Commission of Ohio, the electric distribution companies, the regional transmission entities, and other electric suppliers in the event of an emergency condition that may jeopardize the safety and reliability of the electric service in accordance with the emergency plans and other procedures as may be determined appropriate by the Commission.
10. If applicable to the service(s) the applicant will provide, it will adhere to the reliability standards of (1) the North American Electric Reliability Council (NERC), (2) the appropriate regional reliability council(s), and (3) the Public Utilities Commission of Ohio.
11. The Applicant will inform the Public Utilities Commission of Ohio of any material change to the information supplied in the application within 30 days of such material change, including any change in contact person for regulatory purposes or contact person for Staff use in investigating consumer complaints.

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

13. Affiant further sayeth naught.

[Signature] Vice President
Signature of Affiant & Title



Sworn and subscribed before me this 9 day of June, 2021
Month Year

[Signature]
Signature of official administering oath

Tracy Patterson Notary
Print Name and Title

My commission expires on March 4 2022

Total Energy Resources, LLC
Income Statement Projection
2020-2022

	OHIO		
	Actual 2020	Projected 2021	Projected 2022
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	38,917.15	44,754.72	51,467.93
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	6.65	7.65	8.79
Other Expense			
Interest Expense	483.01	555.47	638.79
Total Other Expense	483.01	555.47	638.79
Net Other Income	-476.36	-547.82	-629.99
Net Income	216,080.90	248,493.03	285,766.99

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.

This foregoing document was electronically filed with the Public Utilities

Commission of Ohio Docketing Information System on

6/9/2021 9:54:11 PM

in

Case No(s). 15-1078-EL-AGG

Summary: In the Matter of the Application of Total Energy Resources, LLC