

DIS Case Number: 15-1078-EL-AGG		
Section A: Application Informa	ation	
A-1. Provider type:		
Power Broker Aggregator	Retail Generation Provider	Power Marketer
A-2. Applicant's legal name and contac	t information.	
Legal Name: Total Energy Resources, L Phone: 7247424700 Extension (if applicable):	LC Country: United States Street: PO Box 182	
Website (if any): www.totalenergyresources.com	City: Mars	Province/State: PA

Postal Code: 16046

#### 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	Туре	Address	Active?	Proof
Total Energy Resources, LLC	Official Name	PO Box 182 Mars, PA 16046	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	Туре	Address	Active?	Proof
Total Energy Resources, LLC	Official Name	PO Box 182 Mars, PA 16046	Yes	File

#### A-5. Contact person for regulatory matters



Ryan Williams PO Box 182 Mars, PA 16046 US rwilliams@totalenergyresources.com 7247424700

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

Ryan Williams PO Box 182 Mars, PA 16046 US rwilliams@totalenergyresources.com 7247424700

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

<b>Phone:</b> 724-742- 4700	Extension (if applicable):	Country: United States	5
<b>Fax:</b> 724-742- 4703	Extension (if applicable):	Street: PO Box 182	
Email: info@totale	energyresources.com	City: Mars Postal Code: 16046	Province/State: PA

#### 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



**Duke Energy Ohio** FirstEnergy - Cleveland Electric Illuminating FirstEnergy - Ohio Edison FirstEnergy - Toledo Edison **AES Ohio** American Electric Power (AEP)

#### **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@totalenergyresou rces.com	Vice President	PO Box 182 Mars, PA 16046 US

#### A-13. Company history

Total Energy Resources, LLC was formed in 2010 as a licensed natural gas marketer on National Fuel in Pennsylvania. 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: 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

Total Energy Resources, LLC is a licenses electricity broker in the following states:

- 1) Pennsylvania
- 2) Ohio
- 3) Maryland

#### **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. 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 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 orheld liable for fraud or for violation of any consumer protection or antitrust laws within the past five years?

No

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

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

No

### Section C: Applicant Financial Capability and Experience

#### C-1. Financial reporting

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

Does not apply

#### C-2. Financial statements

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

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

File(s) attached

#### C-3. Forecasted financial statements

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

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

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

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

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 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

Please provide full details of the bankruptcy information.

Bankruptcy Information: Total Energy Resources, LLC filed Chapter 7 reorganization on May 17, 2022. Our reorganization plan was recently approved by the Courts of PA and Total Energy is continuing to operate as usual.

#### C-7. Merger information

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

No

#### C-8. Corporate structure

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

Stand-alone entity with no affiliate or subsidiary companies

### Section D: Applicant Technical Capacity

#### **D-1. Operations**

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

Operations Description: Total Energy Resources, LLC is a licensed natural gas broker in Pennsylvania and Ohio and a licensed electricity supplier in Pennsylvania, Ohio and Maryland. We provide natural gas broker 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: Exhibit D-2 'Operations Expertise'

Total Energy Resources, LLC is a licensed natural gas broker in Pennsylvania since 2010 and Ohio since 2019. Total Energy Resources has also been a licensed electricity broker in Pennsylvania and Ohio since 2010 and Maryland since 2014. We provide natural gas broker services 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.

Key Personnel

Ryan M. Williams – V.P. – rwilliams@totalenergyresources.com, 724-742-4700

Ryan has participated in the energy markets since 2007 in various roles regarding natural gas marketing and electricity brokering. Ryan joined Total Energy Resources in 2010.

Mark A. Williams – President – mwilliams@totalenergyresources.com, 724-742-4700

Mark has participated in the natural gas marketing industry since 1990 operating in various roles with a number of natural gas marketing companies.



# **Application Attachments**

## dun & bradstreet

## **Business Information Report Snapshot**

#### TOTAL ENERGY RESOURCES, LLC

D-U-N-S: 03-367-3313 ADDRESS: 1667 Route 228 Ste 302, Cranberry Township, PA, 16066, United States Date: 12/28/2022

CAUTION

#### **RISK ASSESSMENT**



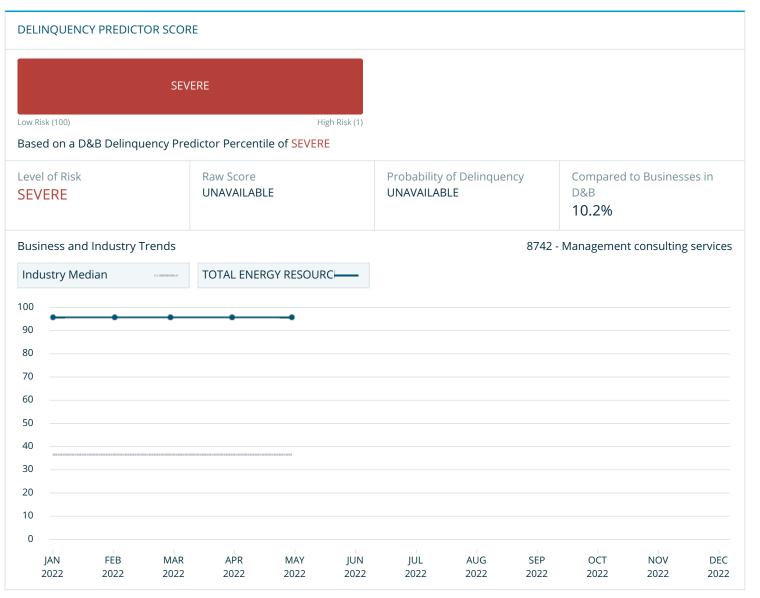
MAXIMUM CREDIT RECOMMENDATION	
Overall Business Risk	Maximum Credit Recommendation
SEVERE	-
Durg 0. Due define at This la	

#### Dun & Bradstreet Thinks...

Bankruptcy - According to the information in D&B's files, this company has filed for bankruptcy. Please refer to the **Events** tab for more information.

PAYDEX <sup>®</sup> SUMMARY			
3 Months			24 Months
80 Low Risk (100) When weighted by dollar amount, p	High Risk (1)	80 Low Risk (100)	High Risk (1)
on average, are on time. Value is ba collected over the last <b>3 months</b> .			
PAYDEX®			Based on 24 months of data





#### FINANCIAL STRESS SCORE There are no financial stress comments for this case SEVERE Low Risk (100) High Risk (1) Based on a D&B Financial Stress Percentile of SEVERE Level of Risk Probability of Failure Compared to Businesses in Raw Score UNAVAILABLE D&B UNAVAILABLE **SEVERE** 0.48% **Business and Industry Trends** 8742 - Management consulting services Industry Median TOTAL ENERGY RESOURC 100 90 80 70 60 50 40 30 20 10 0 FEB MAR APR MAY JUN JÚL AUG SEP ОСТ NOV DEC JAN 2022 2022 2022 2022 2022 2022 2022 2022 2022 2022 2022 2022

SUPPLIER EVALUATION RISK RATING	
	9
Low Risk (1)	High Risk (9)
Based on a Supplier Evaluation Risk Rating of	
Factors Affecting Your Score	
Indication of open bankruptcy	
Business and Industry Trends	8742 - Management consulting services
Supplier Evaluation Score	
10	
9	
8	
7	
6	
5	
4	



D&B RATING		
Current Rating as of 05-17-2022	Previous Rating	
Special Rating	Risk Indicator	
: Undetermined	3: Moderate Risk	

TRADE PAYMENTS SUMMARY	Based on 24 months of data	
Overall Payment Behavior O Days Beyond Terms	% of Trade Within Terms	Highest Past Due
Highest Now Owing: US\$ 7,500	Total Trade Experiences: 8 Largest High Credit: US\$ 7,500 Average High Credit: US\$ 3,000	Total Unfavorable Comments : 0 Largest High Credit: US\$ 0 Total Placed in Collections: 0 Largest High Credit: US\$ 0

TRADE PAYMENTS BY CREDIT EXTENDED			
\$ CREDIT EXTENDED	% OF PAYMENTS WITHIN TERMS	# PAYMENT EXPERIENCES	TOTAL & DOLLAR AMOUNT
OVER 100,000	0%	0	\$0
50,000 - 100,000	0%	0	\$0
15,000 - 49,999	0%	0	\$0
5,000 - 14,999	100%	1	\$7,500
1,000 - 4,999	100%	1	\$1,000
UNDER 1,000	100%	1	\$500

#### TRADE PAYMENTS BY INDUSTRY

Collapse All | Expand All

Industry Category	Number of Payment Experiences	Largest High Credit (US\$)	% Within Terms (Expand to View)
<b>√</b> 61 - Nondepository Credit Institutions	2	7,500	
6153 - Short-trm Busn Credit	2	7,500	100
<del>v</del> 48 - Communications	1	500	
4812 - Radiotelephone Commun	1	500	100

Date of Experience 👻	Payment Status	Selling Terms	High Credit (US\$)	Now Owes (US\$)	Past Due (US\$)	Months Since Last Sale
11/2022	Prompt	-	7,500	7,500	0	1 Month
11/2022	Prompt	-	1,000	1,000	0	1 Month
10/2022	Prompt	-	500	500	0	1 Month
04/2022	-	Cash Account	250	0	0	Between 6 and 12 Months
04/2022	-	Cash Account	100	0	0	1 Month
04/2022	-	Cash Account	100	0	0	Between 6 and 12 Months
10/2021	-	Cash Account	50	-	-	Between 6 and 12 Months
05/2021	-	Cash in advance	50	0	0	Between 6 and 12 Months

#### **EVENTS**

LEGAL EVENTS							
The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.							
SUITS		JUDGEMENTS		LIENS		UCC FILINGS	
TOTAL	0	TOTAL	0	TOTAL	0	TOTAL	4
LAST FILING DATE	-	LAST FILING DATE	-	LAST FILING DATE	-	LAST FILING DATE	10/13/2020

BANKRUPTCY DETAILS			
Bankruptcy - Bankruptcy under Chapter 11 of the U.S. bankruptcy law			
Filing Date	2022-05-17		
Filing Number	22-20950		
Status	Open		
Date Status Attained	2022-05-17		
Received Date	2022-05-17		
Chapter	11		
Legal Events Subject	Total Energy Resources, LLC, 1667 Route 228 Suite 302, Cranberry Twp, PA, 16066		
Court	US BANKRUPTCY COURT, 600 GRANT ST STE 5414, Pittsburgh, PA, 15219		
Attorneys	Brian C. Thompson, Thompson Law Group P.C., 125 Warrendale Bayne Road Suite 200, Warrendale, PA, 15086		

General: The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this was reported. This information may not be reproduced in whole or in part by any means of reproduction.

UCC Filings: There may be additional UCC Filings in the D&B file on this company which are available by contacting 1-800-234-3867.

Suits, Liens, Judgements: There may be additional suits, liens, or judgements in D&B's file on this company available in the U.S. Public Records Database that are also covered under your contract. If you would like more information on this database, please contact the Customer Resource Center at 1-800-234-3867.

Lien: A lien holder can file the same lien in more than one filing location. The appearance of multiple liens filed by the same lien holder against a debtor may be indicative of such an occurrence.

**EVENTS** 

**events-panel:bankruptcy** - Bankruptcy under Chapter 11 of the U.S. bankruptcy law

Filing Date	2022-05-17
Filing Number	22-20950
Status	Open
Date Status Attained	2022-05-17
Received Date	2022-05-17
events-panel:chapter	
events-panel:as-is-Legal event subject	Total Energy Resources, LLC, 1667 Route 228 Suite 302, Cranberry Twp, PA, 16066
Court	US BANKRUPTCY COURT, 600 GRANT ST STE 5414, Pittsburgh, PA, 15219
events-panel:as-is-Attorneys	Brian C. Thompson, Thompson Law Group P.C., 125 Warrendale Bayne Road Suite 200, Warrendale, PA, 15086
UCC Filing - Continuation	
Filing Date	2020-10-13
Filing Number	2020101300168
Received Date	2020-10-26
Original Filing Date	2015-12-07
Original Filing Number	2015121000347
Secured Party	NATIONAL FUEL GAS DISTRIBUTION CORPORATION, WILLIAMSVILLE, NY
Secured Party	NATURAL FUEL GAS DISTRIBUTION CORPORATION, WILLIAMSVILLE, NY
Debtors	TOTAL ENERGY RESOURCES, LLC
Filing Office	SECRETARY OF STATE/UCC DIVISION, HARRISBURG, PA
UCC Filing - Original	
Filing Date	2019-04-02
Filing Number	2019040200964
Received Date	2019-04-16
Collateral	All Negotiable instruments including proceeds and products - All Inventory including proceeds and products - All Account(s) including proceeds and products - All Timber including proceeds and products - and OTHERS
Secured Party	THE HUNTINGTON NATIONAL BANK, COLUMBUS, OH
Debtors	TOTAL ENERGY RESOURCES, LLC
Filing Office	SECRETARY OF STATE/UCC DIVISION, HARRISBURG, PA
UCC Filing	
Filing Date	2016-01-07

Filing Number	2016011201154
Received Date	2016-01-25
Original Filing Date	2015-12-07
Original Filing Number	2015121000347
Secured Party	NATIONAL FUEL GAS DISTRIBUTION CORPORATION, WILLIAMSVILLE, NY
Secured Party	NATURAL FUEL GAS DISTRIBUTION CORPORATION, WILLIAMSVILLE, NY
Debtors	TOTAL ENERGY RESOURCES, LLC
Filing Office	SECRETARY OF STATE/UCC DIVISION, HARRISBURG, PA
UCC Filing - Original	
Filing Date	2015-12-07
Filing Number	2015121000347
Received Date	2015-12-21
Secured Party	NATURAL FUEL GAS DISTRIBUTION CORPORATION, WILLIAMSVILLE, NY
Debtors	TOTAL ENERGY RESOURCES, LLC
Filing Office	SECRETARY OF STATE/UCC DIVISION, HARRISBURG, PA

#### COMPANY EVENTS

#### The following information was reported on: 11-29-2022

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.

MARK A WILLIAMS. Work history unknown.

On May 17, 2022, the chapter Eleven bankruptcy, file number 22-20950, filed in the US BANKRUPTCY COURT, Pittsburgh, PA, was open for Total Energy Resources, LLC.

#### SPECIAL EVENTS

05-17-2022

......BANKRUPTCYFILING...... On May 17, 2022 Total Energy Resources, LLC filed a voluntary petition in bankruptcy in US BANKRUPTCY COURT, Pittsburgh, PA under Chapter Eleven of the United States Bankruptcy Act. Attorney is Brian C. Thompson, Thompson Law Group

P.C. , Warrendale, PA. File number is 22-20950. On May 17, 2022 This is a Sub Chapter V Filing

D&B currently has no financial information on file for this company.

#### COMPANY PROFILE

COMPANY OVERVIEW		
D-U-N-S	Mailing Address	Annual Sales
03-367-3313	PO Box 182, Mars PA 16046, US	-
Business Form	Telephone	Employees
Miscellaneous / Not Elsewhere Classified	(724) 742-4700	4
Date Incorporated	Fax	Age (Year Started)
-	-	12 years (2010)
State of Incorporation	Website	Named Principal
Pennsylvania	-	MARK A WILLIAMS, MNG MBR
Ownership	Line of Business	SIC
-	Management consulting services	8742

This business is not currently a part of a family tree.

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DATE: 07/11/2013 DOCUMENT ID DESCRIPTION 201319200684 REG. OF FOR. PROFIT LIM. LIAB. CO. (LFP)

FILING 125.00 EXPED

PENALTY .00 CERT

COPY .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.

for Hasted

Ohio Secretary of State

#### Profit and Loss

	TOTAL
Income	
4000 Electric Aggregation Fee	452,847.08
4050 Fuel Management Services	40,864.92
4120 Nat. Gas Aggreg. Fee	18,626.63
4140 Natural Gas Sold	8,591,148.01
4160 Miscellaneous Income	0.12
4230 Services	282.08
4790 Client Services	165,000.00
4800 Finance Charge	28.33
4900 Unapplied Cash Payment Income	-381.84
Total Income	\$9,268,415.33
Cost of Goods Sold	
5020 Gas and Electric Aggregation Fe	38,533.83
5040 Natural Gas Purchased	7,142,751.01
5050 (Gain)/Loss on Hedging	85,494.14
5060 Contract Services	132,654.19
Total 5040 Natural Gas Purchased	7,360,899.34
5080 Pipeline Transportation Fees	189,679.08
Total Cost of Goods Sold	\$7,589,112.25
GROSS PROFIT	\$1,679,303.08
Expenses	
5150 Purchases	148.39
6000 Advertising and Promotion	600.00
6020 Automobile Expense	1,636.04
6040 Bank Service Charges	6,450.70
6050 Bank Charges (Dominion East Ohio)	10.12
Total 6040 Bank Service Charges	6,460.82
6060 Futures Accounts E D & F Man	1,591.72
6100 Automobile Lease	31,374.46
6155 Donations	278.27
6160 Commissions/Fees - Futures	7,056.06
6170 Computer and Internet Expenses	13,049.87
6250 Dues and Subscriptions	12,804.82
6300 Employee Benefits	2,501.48
6330 Insurance Expense	4,520.00
6340 Dental	1,406.00
	44,215.63
6350 Healthcare Expense	
6350 Healthcare Expense 6360 Vision	82.20
6360 Vision	82.20 751.00
	82.20 751.00 <b>50,974.83</b>

#### Profit and Loss

	TOTAL
6430 Meals and Entertainment	768.09
6450 Entertainment	0.00
6490 Office Supplies and expenses	3,269.16
6500 Expense Reimbursement	647.35
6600 Salaries and wages	115,234.53
6630 Payroll Tax Expense	38,513.19
6640 Retirement Matching Expense	19,524.52
6650 Salaries - Officer	500,000.00
6670 Legal and Accounting	91,733.13
6680 Life Insurance Expense	23,919.30
6710 Rent Expense	38,250.00
6800 Taxes and licenses	3,415.00
6810 Telephone Expense	3,745.25
6860 Utilities	937.13
6900 Vehicle Expense	9,129.76
6930 Unapplied Cash Bill Payment Expense	0.00
6940 Uncategorized Expense	0.00
Total Expenses	\$979,073.17
NET OPERATING INCOME	\$700,229.91
Other Income	
7010 Interest Income	6.40
Total Other Income	\$6.40
Other Expenses	
8100 Interest Expense	9,422.81
8150 Amortization Expense	963.00
Total Other Expenses	\$10,385.81
NET OTHER INCOME	\$ -10,379.41
NET INCOME	\$689,850.50

## **Competitive Retail Electric Service Affidavit**

County of <u>Biller</u>: State of <u>Penrsylvania</u>:

Ichel Erergy Resarce, 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, 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. DP,

Signature of Affiant & Title

Sworn and subscribed before me this 6 day of 3une, 2023Month Year Jarah Roxberry Dotary Public Print Name and Title Signature of official administering oath

My commission expires on Feb 24 20

Commonwealth Of Pennsylvania - Notary Seal Jarah Roxberry, Notary Public Butler County My Commission Expires February 24, 2026 Commission Number 1281872

2

#### **Balance Sheet**

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
1010 Cash - ED&F Man	0.00
1020 Futures Account - ED&F Man	0.00
1025 Huntington - Management	0.00
1030 Huntington - Savings	0.00
1035 Huntington - Total	169,195.12
1050 PNC	0.00
1055 PNC - Management Account	0.00
1060 PNC - Savings	0.00
1090 Payroll Clearing	0.00
Total Bank Accounts	\$169,195.12
Accounts Receivable	
1100 Accounts Receivable	0.00
Total Accounts Receivable	\$0.00
Other Current Assets	
1200 Undeposited Funds	0.00
1300 Due from ADP	0.00
1310 Employee Advance	0.00
1340 Prepayment and Deposits	
1350 Prepaid Sales Tax	0.00
Total 1340 Prepayment and Deposits	0.00
1360 Security Deposit	374,220.00
1370 Escrow	700,000.00
1440 Legal Retainer	1,560.00
Total Other Current Assets	\$1,075,780.00
Total Current Assets	\$1,244,975.12
Fixed Assets	
1500 Furniture and Equipment	31,865.50
1600 Office Equipment	13,812.00
1650 Vehicles	0.00
1700 Accumulated Depreciation	-45,677.50
Total Fixed Assets	\$0.00
Other Assets	
1710 Bond Deposit	25,000.00
1715 Cash deposit of NFGS	23,044.23
1720 CD (2) for LOC for NFGD	0.00
1730 CD for LOC for Columbia Gas PA	0.00
1740 CD for LOC for NFGD of NY & PA	0.00

#### **Balance Sheet**

	TOTAL
1800 Intangible Assets	14,430.00
1850 Accumulated Amortization	-8,267.00
Total 1800 Intangible Assets	6,163.00
1900 Loan - R Williams	43,749.42
1910 Loan to Tri-River	7,500.00
1920 Organizational Costs	0.00
Total Other Assets	\$105,456.65
TOTAL ASSETS	\$1,350,431.77
IABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 Accounts Payable	0.00
Total Accounts Payable	\$0.00
Other Current Liabilities	
2550 Sales Tax Payable	-0.06
2600 Accrued 401K	0.00
2610 Accrued Business Privilege Tax	0.00
2620 Accrued Credit ED&F	0.00
2630 Allegheny County Payable	352.13
2650 Discretionary 401k	0.00
2660 Due to (from) Enerisk	0.00
2670 Due To AGL Energy	0.00
2680 Due to Members	
2690 Mark Williams	0.00
Total 2680 Due to Members	0.00
2700 Due to PA General Energy	0.00
2710 E-Tides Payable	-36,040.79
2720 Sales Tax Payable	0.00
Total 2710 E-Tides Payable	-36,040.79
2730 Huntington Bank LOC	265,000.00
2740 Lake County Payable	1,039.44
2750 Non-Refundable Deposits	0.00
2760 NY State Sales Tax Dept. Payable	-0.01
2800 PNC - Loan for NFGD LOC	2,545.17
2810 PNC LOC	0.00
2820 PPP Loan	0.00
2830 State Sales tax	28,421.65
Total Other Current Liabilities	\$261,317.53

#### **Balance Sheet**

Total Equity	\$1,022,414.24
3400 Unrealized Gain (Loss) ED&F Net Income	0.00 689,850.50
Total 3240 Member's Equity - R. Williams	309,500.00
3250 Distribution - R. Williams	-90,500.00
3240 Member's Equity - R. Williams	400,000.00
Total 3210 Member's Equity - M. Williams	-261,297.12
3230 Distributions - Williams	-246,200.00
3220 Contributions - Williams	0.00
3210 Member's Equity - M. Williams	-15,097.12
3200 Members Equity	284,360.86
3000 Opening Balance Equity	0.00
Equity	
Total Liabilities	\$328,017.53
Total Long-Term Liabilities	\$66,700.00
2850 Member Loans (R Williams)	0.00
2840 Member Loans (M Williams)	66,700.00
Long-Term Liabilities	

#### **Balance Sheet**

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
1010 Cash - ED&F Man	32,687.41
1020 Futures Account - ED&F Man	44,476.74
1025 Huntington - Management	5,039.75
1030 Huntington - Savings	20,955.09
1035 Huntington - Total	-73,156.62
1050 PNC	25,811.45
1055 PNC - Management Account	1,906.41
1060 PNC - Savings	0.00
1090 Payroll Clearing	0.00
Total Bank Accounts	\$57,720.23
Accounts Receivable	
1100 Accounts Receivable	0.00
Total Accounts Receivable	\$0.00
Other Current Assets	
1200 Undeposited Funds	0.00
1300 Due from ADP	0.00
1310 Employee Advance	0.00
1340 Prepayment and Deposits	
1350 Prepaid Sales Tax	0.00
Total 1340 Prepayment and Deposits	0.00
1360 Security Deposit	338,620.00
1440 Legal Retainer	1,560.00
Total Other Current Assets	\$340,180.00
Total Current Assets	\$397,900.23
Fixed Assets	
1500 Furniture and Equipment	31,865.50
1600 Office Equipment	13,812.00
1650 Vehicles	0.00
1700 Accumulated Depreciation	-45,677.50
Total Fixed Assets	\$0.00
Other Assets	
1710 Bond Deposit	25,000.00
1715 Cash deposit of NFGS	23,044.23
1720 CD (2) for LOC for NFGD	0.00
1730 CD for LOC for Columbia Gas PA	0.00
1740 CD for LOC for NFGD of NY & PA	0.00

#### **Balance Sheet**

	TOTAL
1800 Intangible Assets	14,430.00
1850 Accumulated Amortization	-7,304.00
Total 1800 Intangible Assets	7,126.00
1900 Loan - R Williams	8,332.80
1910 Loan to Tri-River	7,500.00
1920 Organizational Costs	0.00
Total Other Assets	\$71,003.03
TOTAL ASSETS	\$468,903.26
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 Accounts Payable	0.00
Total Accounts Payable	\$0.00
Other Current Liabilities	
2550 Sales Tax Payable	0.00
2600 Accrued 401K	0.00
2610 Accrued Business Privilege Tax	0.00
2620 Accrued Credit ED&F	0.00
2630 Allegheny County Payable	0.00
2650 Discretionary 401k	0.00
2660 Due to (from) Enerisk	40,866.67
2670 Due To AGL Energy	0.00
2680 Due to Members	
2690 Mark Williams	0.00
Total 2680 Due to Members	0.00
2700 Due to PA General Energy	0.00
2710 E-Tides Payable	0.00
2720 Sales Tax Payable	0.00
Total 2710 E-Tides Payable	0.00
2730 Huntington Bank LOC	100,000.00
2740 Lake County Payable	0.00
2750 Non-Refundable Deposits	0.00
2760 NY State Sales Tax Dept. Payable	0.00
2800 PNC - Loan for NFGD LOC	2,545.17
2810 PNC LOC	0.00
2820 PPP Loan	0.00
2830 State Sales tax	14,738.35
Total Other Current Liabilities	\$158,150.19

#### **Balance Sheet**

	TOTAL
Long-Term Liabilities	
2840 Member Loans (M Williams)	66,700.00
2850 Member Loans (R Williams)	0.00
Total Long-Term Liabilities	\$66,700.00
Total Liabilities	\$224,850.19
Equity	
3000 Opening Balance Equity	0.00
3200 Members Equity	-328,121.33
3210 Member's Equity - M. Williams	-8,421.12
3220 Contributions - Williams	0.00
3230 Distributions - Williams	-246,200.00
Total 3210 Member's Equity - M. Williams	-254,621.12
3240 Member's Equity - R. Williams	350,000.00
3250 Distribution - R. Williams	-90,500.00
Total 3240 Member's Equity - R. Williams	259,500.00
3400 Unrealized Gain (Loss) ED&F	0.00
Net Income	567,295.52
Total Equity	\$244,053.07
TOTAL LIABILITIES AND EQUITY	\$468,903.26

#### Statement of Cash Flows

	TOTAL
OPERATING ACTIVITIES	
Net Income	599,144.14
Adjustments to reconcile Net Income to Net Cash provided by operations:	
1100 Accounts Receivable	-34,958.54
1360 Security Deposit	-338,620.00
Checking (Tri-River) - ST Loan (deleted)	2,000.00
2000 Accounts Payable	0.00
2550 Sales Tax Payable	0.06
2600 Accrued 401K	0.00
2630 Allegheny County Payable	-38.26
2710 E-Tides Payable	-2,019.86
2730 Huntington Bank LOC	-311,080.00
2740 Lake County Payable	-2,780.80
2810 PNC LOC	-50,000.00
2820 PPP Loan	-90,200.00
2830 State Sales tax	14,691.34
Total Adjustments to reconcile Net Income to Net Cash provided by operations:	-813,006.06
Net cash provided by operating activities	\$ -213,861.92
INVESTING ACTIVITIES	
1600 Office Equipment	-1,000.00
1700 Accumulated Depreciation	1,000.00
1720 CD (2) for LOC for NFGD	168,300.00
1740 CD for LOC for NFGD of NY & PA	50,029.94
1850 Intangible Assets: Accumulated Amortization	963.00
1900 Loan - R Williams	-49,999.84
1910 Loan to Tri-River	61,924.00
Net cash provided by investing activities	\$231,217.10
FINANCING ACTIVITIES	
2840 Member Loans (M Williams)	66,700.00
3200 Members Equity	-50,000.00
3230 Member's Equity - M. Williams: Distributions - Williams	-186,700.00
3240 Member's Equity - R. Williams	100,000.00
3250 Member's Equity - R. Williams: Distribution - R. Williams	-80,000.00
3400 Unrealized Gain (Loss) ED&F	-29,812.57
Net cash provided by financing activities	\$ -179,812.57
NET CASH INCREASE FOR PERIOD	\$ -162,457.39
Cash at beginning of period	220,177.62
CASH AT END OF PERIOD	\$57,720.23

#### Profit and Loss

	TOTAL
Income	
4000 Electric Aggregation Fee	492,697.50
4050 Fuel Management Services	85,440.23
4120 Nat. Gas Aggreg. Fee	40,855.70
4140 Natural Gas Sold	11,075,522.93
4150 Contract Services Income	101,872.24
Total 4140 Natural Gas Sold	11,177,395.17
4160 Miscellaneous Income	740.40
4230 Services	-1,067.66
4400 Other Income - Storage	296,292.60
4790 Client Services	180,090.72
4800 Finance Charge	1,808.08
4900 Unapplied Cash Payment Income	500.18
Total Income	\$12,274,752.92
Cost of Goods Sold	
5020 Gas and Electric Aggregation Fe	50,265.42
5040 Natural Gas Purchased	10,319,860.98
5050 (Gain)/Loss on Hedging	9,303.60
5060 Contract Services	285,765.74
Total 5040 Natural Gas Purchased	10,614,930.32
5080 Pipeline Transportation Fees	318,335.73
Total Cost of Goods Sold	\$10,983,531.47
GROSS PROFIT	\$1,291,221.45
Expenses	
5150 Purchases	3,570.53
6000 Advertising and Promotion	7,050.00
6040 Bank Service Charges	4,682.66
6050 Bank Charges (Dominion East Ohio)	3,839.44
Total 6040 Bank Service Charges	8,522.10
6100 Automobile Lease	47,907.84
6155 Donations	200.00
6160 Commissions/Fees - Futures	15,248.66
6170 Computer and Internet Expenses	18,659.03
6250 Dues and Subscriptions	21,690.22
6300 Employee Benefits	1,255.67
6330 Insurance Expense	4,830.36
6340 Dental	1,826.55
6350 Healthcare Expense	40,287.09

#### Profit and Loss

	TOTAL
6370 Workers Compensation	733.00
Total 6330 Insurance Expense	47,947.96
6380 Janitorial Expense	2,046.27
6430 Meals and Entertainment	2,502.93
6450 Entertainment	7,132.00
6490 Office Supplies and expenses	11,266.85
6500 Expense Reimbursement	-74.94
6600 Salaries and wages	880,250.84
6630 Payroll Tax Expense	52,728.28
6640 Retirement Matching Expense	24,607.49
6670 Legal and Accounting	46,329.42
6680 Life Insurance Expense	54,612.13
6710 Rent Expense	47,100.00
6800 Taxes and licenses	8,059.53
6810 Telephone Expense	3,927.89
6860 Utilities	1,382.17
6900 Vehicle Expense	10,521.12
Total Expenses	\$1,324,443.99
NET OPERATING INCOME	\$ -33,222.54
Other Income	
7010 Interest Income	2,984.69
7020 Other Income - Gain on Sale	398,978.34
7050 Other Miscellaneous Income	4,750.00
7200 PPP Forgiveness	202,277.00
Total Other Income	\$608,990.03
Other Expenses	
8100 Interest Expense	6,508.97
8140 Depreciation Expense	1,000.00
8150 Amortization Expense	963.00
Total Other Expenses	\$8,471.97
NET OTHER INCOME	\$600,518.06
NET INCOME	\$567,295.52

#### Statement of Cash Flows

	TOTAL
OPERATING ACTIVITIES	
Net Income	786,600.91
Adjustments to reconcile Net Income to Net Cash provided by operations:	
1100 Accounts Receivable	-509,317.83
1360 Security Deposit	-35,600.00
1370 Escrow	-700,000.00
2000 Accounts Payable	409,802.89
2550 Sales Tax Payable	-0.06
2600 Accrued 401K	0.00
2630 Allegheny County Payable	280.58
2660 Due to (from) Enerisk	-40,866.67
2710 E-Tides Payable	-33,204.71
2730 Huntington Bank LOC	165,000.00
2740 Lake County Payable	1,039.44
2760 NY State Sales Tax Dept. Payable	-0.01
2810 PNC LOC	0.00
2830 State Sales tax	13,683.30
Total Adjustments to reconcile Net Income to Net Cash provided by operations:	-729,183.07
Net cash provided by operating activities	\$57,417.84
INVESTING ACTIVITIES	
1850 Intangible Assets: Accumulated Amortization	963.00
1900 Loan - R Williams	-35,416.62
Net cash provided by investing activities	\$ -34,453.62
FINANCING ACTIVITIES	
3200 Members Equity	45,186.67
3210 Member's Equity - M. Williams	-6,676.00
3240 Member's Equity - R. Williams	50,000.00
Net cash provided by financing activities	\$88,510.67
NET CASH INCREASE FOR PERIOD	\$111,474.89
Cash at beginning of period	57,720.23
CASH AT END OF PERIOD	\$169,195.12

#### Total Energy Resources, LLC Income Statement Projection 2022-2024

	ОНЮ		
	Actual 2022	Projected 2023	Projected 2024
Ordinary Income/Expense			
Income	45,336	49,870	54 <i>,</i> 857
Cost of Goods Sold			
Electric Aggregation Fee	188	207	227
Total COGS	188	207	227
Gross Profit	45,148	49,663	54,630
Expense			
Advertising and Promotion	3	3	4
Automobile Expense	206	227	249
Bank Service Charges	32	35	39
Commissions/Fees - Futures	43	47	52
Computer and Internet Expenses	64	70	77
Dues and Subscriptions	63	69	76
Insurance Expense	261	287	316
Legal and Accounting	449	494	543
Office Supplies and expenses	32	35	39
Payroll Tax Expense	188	207	227
Retirement Matching Expense	96	106	116
Salaries and wages	3,010	3,311	3,642
Taxes and licenses	17	19	21
Telephone Expense	18	20	22
Total Expense	4,482	4,930	5,423
Net Income	40,666	44,733	49,207

This forecast is based solely on Ohio electric business activities. It assumes a 10% increase in net income for 2023 and 2024 based on historical growth and expectations.

## This foregoing document was electronically filed with the Public Utilities

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

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