

BEFORE THE PENNSYLVANIA PUBLIC UTILITY COMMISSION

Application of Telco Pros Inc, d/b/a TPI Efficiency, for approval to offer, render, furnish, or supply electricity or electric generation services as a(n) [as specified in item #4b below] to the public in the Commonwealth of Pennsylvania (Pennsylvania).

To the Pennsylvania Public Utility Commission:

1. IDENTIFICATION AND CONTACT INFORMATION

- a. **IDENTITY OF THE APPLICANT:** Provide name (including any fictitious name or d/b/a), primary address, web address, and telephone number of Applicant:

Telco Pros Inc.
DBA: TPI Efficiency
1405 W 10th St
Cleveland, OH 44113
877-244-0182
www.tpiefficiency.com

- b. **PENNSYLVANIA ADDRESS / REGISTERED AGENT:** If the Applicant maintains a primary address outside of Pennsylvania, provide the name, address, telephone number, and fax number of the Applicant's secondary office within Pennsylvania. If the Applicant does not maintain a physical location within Pennsylvania, provide the name, address, telephone number, and fax number of the Applicant's Registered Agent within Pennsylvania.

Pete Kish
2188 Jenna Court
Bethlehem, PA 18020
P: (484) 223-8054
F: N/A

- c. **REGULATORY CONTACT:** Provide the name, title, address, telephone number, fax number, and e-mail address of the person to whom questions about this Application should be addressed.

Karl Shaw, COO
1405 W 10th
Cleveland, OH 44113
P: 877-244-0182 F: 216-803-9898
Karl.shaw@thetelcopros.com

- d. **ATTORNEY:** Provide the name, address, telephone number, fax number, and e-mail address of the Applicant's attorney. If the Applicant is not using an attorney, explicitly state so.

Matt King
1280 W. Third St
Cleveland, OH 44113
P: 216-509-0622 F: (216) 696 1067
Matthewjkinginc@yahoo.com

- e. **CONTACTS FOR CONSUMER SERVICE AND COMPLAINTS:** Provide the name, title, address, telephone number, FAX number, and e-mail of the person and an alternate person responsible for addressing customer complaints. These persons will ordinarily be the initial point(s) of contact for resolving complaints filed with the Applicant, the Electric Distribution Company, the Pennsylvania Public Utility Commission, or other agencies. The main contact's information will be listed on the Commission website list of licensed EGSs.

Renee Jubeck, Office Manager
1405 W 10th
Cleveland, OH 44113
P: 877-244-0182 F: 216-803-9898
Renee.Jubeck@TPIefficiency.com

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PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

2. BUSINESS ENTITY FILINGS AND REGISTRATION

a. **FICTITIOUS NAME:** *(Select appropriate statement and provide supporting documentation as listed.)*

The Applicant will be using a fictitious name or doing business as ("d/b/a")

Provide a copy of the Applicant's filing with Pennsylvania's Department of State pursuant to 54 Pa. C.S. §311, Form PA-953.

OR

The Applicant will not be using a fictitious name.

b. **BUSINESS ENTITY AND DEPARTMENT OF STATE FILINGS:**

(Select appropriate statement and provide supporting documentation. As well, understand that Domestic means being formed within Pennsylvania and foreign means being formed outside Pennsylvania.)

The Applicant is a sole proprietor.

- If the Applicant is located outside the Commonwealth, provide proof of compliance with 15 Pa.C.S. §4124 relating to Department of State filing requirements.

OR

The Applicant is a:

- domestic general partnership (*)
- domestic limited partnership (15 Pa. C.S. §8511)
- foreign general or limited partnership (15 Pa. C.S. §4124)
- domestic limited liability partnership (15 Pa. C.S. §8201)
- foreign limited liability general partnership (15 Pa. C.S. §8211)
- foreign limited liability limited partnership (15 Pa. C.S. §8211)

- Provide proof of compliance with appropriate Department of State filing requirements as indicated above.
- Give name, d/b/a, and address of partners. If any partner is not an individual, identify the business nature of the partner entity and identify its partners or officers.
- Provide the state in which the business is organized/formed and provide a copy of the Applicant's charter documentation.
- * If a corporate partner in the Applicant's domestic partnership is not domiciled in Pennsylvania, attach a copy of the Applicant's Department of State filing pursuant to 15 Pa. C.S. §4124.

OR

■ The Applicant is a:

- domestic corporation (15 Pa. C.S. §1308)
- foreign corporation (15 Pa. C.S. §4124)
- domestic limited liability company (15 Pa. C.S. §8913)
- foreign limited liability company (15 Pa. C.S. §8981)
- Other (Describe):

- Provide proof of compliance with appropriate Department of State filing requirements as indicated above.
- Provide the state in which the business is incorporated/organized/formed and provide a copy of the Applicant's charter documentation.

State of Ohio

- Give name and address of officers.

Roger Zona, President
1405 W 10th
Cleveland, OH 44113

Karl Shaw, COO
1405 W 10th
Cleveland, OH 44113

3. AFFILIATES AND PREDECESSORS

(both in state and out of state)

- a. **AFFILIATES:** Give name and address of any affiliate(s) currently doing business and state whether the affiliate(s) are jurisdictional public utilities. If the Applicant does not have any affiliates doing business, explicitly state so. Also, state whether the applicant has any affiliates that are currently applying to do business in Pennsylvania.

None

- b. **PREDECESSORS:** Identify the predecessor(s) of the Applicant and provide the name(s) under which the Applicant has operated within the preceding five (5) years, including address, web address, and telephone number, if applicable. If the Applicant does not have any predecessors that have done business, explicitly state so.

None

4. OPERATIONS

a. **APPLICANT'S PRESENT OPERATIONS:** *(select and complete the appropriate statement)*

- The Applicant is presently doing business in Pennsylvania as a
- municipal electric corporation
 - electric cooperative
 - local gas distribution company
 - provider of electric generation, transmission or distribution services
 - Other; Identify the nature of service being rendered.

OR

- The Applicant is not presently doing business in Pennsylvania.

b. **APPLICANT'S PROPOSED OPERATIONS:** The Applicant proposes to operate as a *(may check multiple)*:

- Generator of electricity
- Supplier of electricity
- Aggregator engaged in the business of supplying electricity
- Broker/Marketer engaged in the business of supplying electricity services
- Electric Cooperative and supplier of electric power
- Other (Describe):

Definitions

- Supplier – an entity that sells electricity to end-use customers utilizing the jurisdictional transmission and distribution facilities of an EDC.
- Aggregator - an entity that purchases electric energy and takes title to electric energy as an intermediary for sale to retail customers.
- Broker/Marketer - an entity that acts as an intermediary in the sale and purchase of electric energy but does not take title to electric energy.

c. **PROPOSED SERVICES:** Describe in detail the electric services or the electric generation services which the Applicant proposes to offer.

The Telco Pros Inc., provides energy consulting and energy management service to commercial, industrial, intuitional retail, and non-profit organization users of electricity. The services offered by The Telco Pros include:

- Developing an integrated energy management strategy that is in line with the client's business objectives, risks and operations

- Identifying qualified suppliers, issuing RFPs and coordinating the procedure process
- Assisting clients with the supplier contract negotiations
- Analysis of supplier proposals and product attributes
- Assisting clients in managing power and natural gas contracts once executed with a supplier
- Servicing the client's advocate with respects to customer service and contractual issues with the supplier(s)
- Assisting clients in managing intra-contract buying decisions

The Telco Pros does not take title to electricity at any time nor does The Telco Pros perform any bill pay or prepay functionality on the behalf of its clients.

d. PROPOSED SERVICE AREA: Provide a list of each Electric Distribution Company for which the Applicant proposes to provide service.

Allegheny Power:

West Penn Power d/b/a Allegheny Power
800 Cabin Hill Drive
Greensburg, PA 15601-1689

PECO:

PECO Energy Company
2301 Market Street
Philadelphia, PA 19101-8699

Duquesne Light:

Duquesne Light Company
411 Seventh Street, MD 16-4
Pittsburgh, PA 15219

UGI:

UGI Utilities, Inc.
2525 N. 12th Street, Suite 360
Reading, Pa 19612-2677

PPL:

Two North Ninth Street
Allentown, PA 18108-1179

Met-Ed, Penelec, and Penn Power:

First Energy
2800 Pottsville Pike
Reading PA, 19612

Citizens' Electric Company:

1775 Industrial Boulevard
Lewisburg, PA 17837

Wellsboro Electric Company:

33 Austin Street
P. O. Box 138
Wellsboro, PA 16901

Pike County Light & Power Company:

390 West Route 59
Spring Valley, NY 10977-5300

e. CUSTOMERS: Applicant proposes to provide services to:

- Residential Customers
- Small Commercial Customers - (25 kW and Under)
- Large Commercial Customers - (Over 25 kW)
- Industrial Customers
- Governmental Customers
- All of above
- Other (Describe):

f. **PROPOSED MARKETING METHOD** (*check all that apply*)

- Internal – Applicant will use its own internal resources/employees for marketing
- External EGS – Applicant will contract with a PUC **LICENSED EGS** broker/marketer Affiliate –
- Applicant will use a **NON-EGS** affiliate marketing company and or individuals.
- External Third-Party – Applicant will contract with a **NON-EGS** third party marketing company and or individuals
- Other (Describe):

g. **DOOR TO DOOR SALES:** Will the Applicant be implementing door to door sales activities?

- Yes
- No

If yes, will the Applicant be using a Third Party Verification procedure?

- Yes
- No

If yes, describe the Applicant's Third Party Verification procedures.

h. START DATE: Provide the approximate date the Applicant proposes to begin services within the Commonwealth.

1 JUNE 2013

5. COMPLIANCE

a. CRIMINAL/CIVIL PROCEEDINGS: State specifically whether the Applicant, an affiliate, a predecessor of either, or a person identified in this Application, has been or is currently the defendant of a criminal or civil proceeding within the last five (5) years.

Identify all such proceedings (active or closed), by name, subject and citation; whether before an administrative body or in a judicial forum. If the Applicant has no proceedings to list, explicitly state such.

No Proceedings

b. SUMMARY: If applicable; provide a statement as to the resolution or present status of any such proceedings listed above.

N/A

c. CUSTOMER/REGULATORY/PROSECUTORY ACTIONS: Identify all formal or escalated actions or complaints filed with or by a customer, regulatory agency, or prosecutory agency against the Applicant, an affiliate, a predecessor of either, or a person identified in this Application, for the prior five (5) years, including but not limited to customers, Utility Commissions, and Consumer Protection Agencies such as the Offices of Attorney General. If the Applicant has no actions or complaints to list, explicitly state such.

No such Actions or Complaints

d. SUMMARY: If applicable; provide a statement as to the resolution or present status of any actions listed above.

N/A

6. PROOF OF SERVICE

(Example Certificate of Service is attached at Appendix C)

- a.) **STATUTORY AGENCIES:** Pursuant to Section 5.14 of the Commission's Regulations, 52 Pa. Code §5.14, provide proof of service of a signed and verified Application with attachments on the following:

Office of Consumer Advocate
5th Floor, Forum Place
555 Walnut Street
Harrisburg, PA 17120

Office of the Attorney General
Bureau of Consumer Protection
Strawberry Square, 14th Floor
Harrisburg, PA 17120

Office of the Small Business Advocate
Commerce Building, Suite 1102
300 North Second Street
Harrisburg, PA 17101

Commonwealth of Pennsylvania
Department of Revenue
Bureau of Compliance
Harrisburg, PA 17128-0946

- b.) **EDCs:** Pursuant to Sections 1.57 and 1.58 of the Commission's Regulations, 52 Pa. Code §§1.57 and 1.58, provide Proof of Service of the Application and attachments upon each of the Electric Distribution Companies the Applicant proposed to provide service in. Upon review of the Application, further notice may be required pursuant to Section 5.14 of the Commission's Regulations, 52 Pa. Code §5.14. Contact information for each EDC is as follows.

Allegheny Power:
Legal Department
West Penn Power d/b/a Allegheny Power
800 Cabin Hill Drive
Greensburg, PA 15601-1689

PECO:
Manager Energy Acquisition
PECO Energy Company
2301 Market Street
Philadelphia, PA 19101-8699

Duquesne Light:
Regulatory Affairs
Duquesne Light Company
411 Seventh Street, MD 16-4
Pittsburgh, PA 15219

PPL:
Legal Department
Attn: Paul Russell
PPL
Two North Ninth Street
Allentown, PA 18108-1179

Met-Ed, Penelec, and Penn Power:
Legal Department
First Energy
2800 Pottsville Pike
Reading PA, 19612

UGI:
UGI Utilities, Inc.
Attn: Rates Dept. – Choice Coordinator
2525 N. 12th Street, Suite 360
Post Office Box 12677
Reading, Pa 19612-2677

Citizens' Electric Company:
Citizens' Electric Company
Attn: EGS Coordination
1775 Industrial Boulevard
Lewisburg, PA 17837

Pike County Light & Power Company:
Director of Customer Energy Services
Orange and Rockland Company
390 West Route 59
Spring Valley, NY 10977-5300

Wellsboro Electric Company:
Wellsboro Electric Company
Attn: EGS Coordination
33 Austin Street
P. O. Box 138
Wellsboro, PA 16901

7. FINANCIAL FITNESS

a. **BONDING:** In accordance with 66 Pa. C.S. Section 2809(c)(1)(i), the Applicant is required to file a bond or other instrument to ensure its financial responsibilities and obligations as an EGS. Therefore, the Applicant is...

- Furnishing the **original** (along with copies) of an initial bond, letter of credit or proof of bonding to the Commission in the amount of \$250,000.
- Furnishing the **original** (along with copies) of another initial security for Commission approval, to ensure financial responsibility.
- Filing for a modification to the \$250,000 requirement and furnishing the **original** (along with copies) of an initial bond, letter of credit or proof of bonding to the Commission in the amount of \$10,000. Applicant is required to provide information supporting an amount less than \$250,000. Such supporting information must include indication that the Applicant will not take title to electricity and will not pay electricity bills on behalf of its customers. Further details for modification may be described as well.
 - *At the conclusion of Applicant's first year of operation it is the intention of the Commission to tie security bonds to a percentage of Applicant's gross receipts resulting from the sale of generated electricity consumed in Pennsylvania. The amount of the security bond will be reviewed and adjusted on an annual basis.*
 - *Example version of a bond and letter of credit are attached at Appendix D & E, Applicant's security must follow language from these examples.*
 - *Any deviation from these examples must be identified in the application and may not be acceptable to the Commission.*

TPI Efficiency is a broker that has been in business for over three years without any complaints on file with any PUCO in any state we do business. We do not take title to power at any time. Our business will be conducted only EGS licensed by the state of Pennsylvania.

b. **FINANCIAL RECORDS, STATEMENTS, AND RATINGS:** Applicant must provide sufficient information to demonstrate financial fitness commensurate with the service proposed to be provided. Examples of such information which may be submitted include the following:

- Actual (or proposed) organizational structure including parent, affiliated or subsidiary companies.
- Published Applicant or parent company financial and credit information (i.e. 10Q or 10K). (SEC/EDGAR web addresses are sufficient)
- Applicant's accounting statements, including balance sheet and income statements for the past two years.
- Evidence of Applicant's credit rating. Applicant may provide a copy of its Dun and Bradstreet Credit Report and Robert Morris and Associates financial form, evidence of Moody's, S&P, or Fitch ratings, and/or other independent financial service reports.
- A description of the types and amounts of insurance carried by Applicant which are specifically intended to provide for or support its financial fitness to perform its obligations as a licensee.
- Audited financial statements exhibiting accounts over a minimum two year period.
- Bank account statement, tax returns from the previous two years, or any other information that demonstrates Applicant's financial fitness.

c. ACCOUNTING RECORDS CUSTODIAN: Provide the name, title, address, telephone number, FAX number, and e-mail address of Applicant's custodian for its accounting records.

Jim Wise
CPA
KW CPAS
T: (440) 356-2020
F: (440) 356 4811
21851 Center Ridge Rd
Suite 207
Rocky River Oh 44146

d. **TAXATION:** Complete the TAX CERTIFICATION STATEMENT attached as Appendix F to this application.

All sections of the Tax Certification Statement must be completed. Absence (submitting N/A) of any of the TAX identifications numbers (items 7A through 7C) shall be accompanied by supporting documentation or an explanation validating the absence of such information.

Items 7A and 7C on the Tax Certification Statement are designated by the Pennsylvania Department of Revenue. Item 7B on the Tax Certification Statement is designated by the Internal Revenue Service.

8. TECHNICAL FITNESS:

To ensure that the present quality and availability of service provided by electric utilities does not deteriorate, the Applicant shall provide sufficient information to demonstrate technical fitness commensurate with the service proposed to be provided.

a.) **EXPERIENCE, PLAN, STRUCTURE:** such information may include:

- Applicant's previous experience in the electricity industry.
- Summary and proof of licenses as a supplier of electric services in other states or jurisdictions.
- Type of customers and number of customers Applicant currently serves in other jurisdictions.
- Staffing structure and numbers as well as employee training commitments.
- Business plans for operations within the Commonwealth.
- Documentation of membership in PJM, ECAR, MAAC, other regional reliability councils, or any other membership or certification that is deemed appropriate to justify competency to operate as an EGS within the Commonwealth.
- Any other information appropriate to ensure the technical capabilities of the Applicant.

b.) **OFFICERS:** Identify Applicant's chief officers including names and their professional resumes.

Roger Zona, President
Karl Shaw, COO

Resumes, in attachment

c.) **FERC FILING:** Applicant has:

- Filed an Application with the Federal Energy Regulatory Commission to be a Power Marketer.
- Received approval from FERC to be a Power Marketer at Docket or Case Number _____.
- Not applicable

9. DISCLOSURE STATEMENT:

- a. **Disclosure Statements:** If proposing to serve Residential and/or Small Commercial (under 25 kW) customers, provide a Residential and/or Small Commercial disclosure statement. A sample disclosure statement is provided as Appendix G to this Application.
- Electricity should be priced in clearly stated terms to the extent possible. Common definitions should be used. All consumer contracts or sales agreements should be written in plain language with any exclusions, exceptions, add-ons, package offers, limited time offers or other deadlines prominently communicated. Penalties and procedures for ending contracts should be clearly communicated.

10. VERIFICATIONS, ACKNOWLEDGEMENTS, AND AGREEMENTS

- a. **PJM LOAD SERVING ENTITY REQUIREMENT:** As a prospective EGS, the applicant understands that those EGSs which provide retail electric supply service (i.e. takes title to electricity) must provide either:
- proof of registration as a PJM Load Serving Entity (LSE), or
 - proof of a contractual arrangement with a registered PJM LSE that facilitates the retail electricity services of the EGS.

The Applicant understands that compliance with this requirement must be filed within 120 days of the Applicant receiving a license. As well, the Applicant understands that compliance with this requirement may be filed with this instant application.

(Select only one of the following)

- AGREED - Applicant has included compliance with this requirement in the instant application, labeled in correspondence with this section (10).
- AGREED - Applicant will provide compliance with this requirement within 120 days of receiving its license
- ACKNOWLEDGED - Applicant is not proposing to provide retail electric supply service at this time, and therefore is not presently obligated to provide such information

- b. **STANDARDS OF CONDUCT AND DISCLOSURE:** As a condition of receiving a license, Applicant agrees to conform to any Uniform Standards of Conduct and Disclosure as set forth by the Commission. Further, the Applicant agrees that it must comply with and ensure that its employees, agents, representatives, and independent contractors comply with the standards of conduct and disclosure set out in Commission regulations at 52 Pa. Code § 54.43.

- AGREED

c. **REPORTING REQUIREMENTS:** Applicant agrees to provide the following information to the Commission or the Department of Revenue, as appropriate:

- Retail Electricity Choice Activity Reports: The regulations at 52 Pa. Code §§ 54.201--54.204 require that all active EGSs report sales activity information. An EGS will file an annual report reporting for customer groups defined by annual usage. Reports must be filed using the appropriate report form that may be obtained from the PUC's Secretary's Bureau or the forms officer, or may be down-loaded from the PUC's internet web site.
- Reports of Gross Receipts: Applicant shall report its Pennsylvania intrastate gross receipts to the Commission on a quarterly and year to date basis no later than 30 days following the end of the quarter.
- The Treasurer or other appropriate officer of Applicant shall transmit to the Department of Revenue by March 15, an annual report, and under oath or affirmation, of the amount of gross receipts received by Applicant during the prior calendar year.
- Applicant shall report to the Commission the percentages of total electricity supplied by each fuel source on an annual basis:
- Applicant will be required to meet periodic reporting requirements as may be issued by the Commission to fulfill the Commission's duty under Chapter 28 pertaining to reliability and to inform the Governor and Legislature of the progress of the transition to a fully competitive electric market.

AGREED

d. **TRANSFER OF LICENSE:** The Applicant understands that if it plans to transfer its license to another entity, it is required to request authority from the Commission for permission prior to transferring the license. See 66 Pa. C.S. Section 2809(D). Transferee will be required to file the appropriate licensing application.

AGREED

e. **ASSESSMENT:** The Commission does not presently assess Electric Generation Suppliers for the purposes of recovery of regulatory expenses; see *PPL Energyplus, LLC v. Commonwealth*, 800 A.2d 360 (Pa. Cmwlth. 2002).

ACKNOWLEDGED

f. **FURTHER DEVELOPMENTS:** Applicant is under a continuing obligation to amend its application if substantial changes occur to the information upon which the Commission relied in approving the original filing. See 52 Pa. Code § 54.34.

AGREED

g. FALSIFICATION: The Applicant understands that the making of false statement(s) herein may be grounds for denying the Application or, if later discovered, for revoking any authority granted pursuant to the Application. This Application is subject to 18 Pa. C.S. §§4903 and 4904, relating to perjury and falsification in official matters.

AGREED

h. NOTIFICATION OF CHANGE: If your answer to any of these items changes during the pendency of your application or if the information relative to any item herein changes while you are operating within the Commonwealth of Pennsylvania, you are under a duty to so inform the Commission, within twenty (20) days, as to the specifics of any changes which have a significant impact on the conduct of business in Pennsylvania. See 52 Pa. Code § 54.34.

AGREED

i. CEASING OF OPERATIONS: Applicant is also required to officially notify the Commission if it plans to cease doing business in Pennsylvania, 90 days prior to ceasing operations.

AGREED

j. Electronic Data Interchange: The Applicant acknowledges the Electronic Data Interchange (EDI) requirements and the relevant contacts for each EDC, as listed at appendix J.

AGREED

k. FEE: The Applicant has enclosed or paid the required initial licensing fee of \$350.00 payable to the Commonwealth of Pennsylvania.

PAYMENT ENCLOSED

11. AFFIDAVITS

a.) APPLICATION AFFIDAVIT: Complete and submit with your filing an officially notarized Application Affidavit stating that all the information submitted in this application is truthful and correct. An example copy of this Affidavit can be found at Appendix A.

b.) OPERATIONS AFFIDAVIT: Provide an officially notarized affidavit stating that you will adhere to the reliability protocols of the North American Electric Reliability Council, the appropriate regional reliability council(s), and the Commission, and that you agree to comply with the operational requirements of the control area(s) within which you provide retail service. An example copy of this Affidavit can be found at Appendix B.

12. NEWSPAPER PUBLICATIONS

Notice of filing of this Application must be published in newspapers of general circulation covering each county in which the applicant intends to provide service. Below is a list of newspapers which cover the publication requirements for Electric Generation Suppliers looking to do business in Pennsylvania.

The newspapers in which proof of publication is required is dependent on the service territories the applicant is proposing to serve. The chart below dictates which newspapers are necessary for each EDC. If the applicant is proposing to serve the entire Commonwealth, please file proof of publication in all seven newspapers.


Please file with the Commission the Certification of Publication, along with a photostatic copy of the notice to complete the notice requirements.

Proof of newspaper publications must be filed with the initial application. Applicants **do not** need a docket number in their publication. Docket numbers will be issued when all criteria on the item 14 checklist (see below) are satisfied.

	<u>Duquesne</u>	<u>Met Ed</u>	<u>PECO</u>	<u>Penelec</u>	<u>Penn Power</u>	<u>PPL</u>	<u>UGI</u>	<u>West Penn</u>	<u>Entire Commonwealth</u>
Philadelphia Daily News		X	X			X			X
Harrisburg Patriot-News		X		X		X		X	X
Scranton Times Tribune		X		X		X	X		X
Williamsport Sun Gazette				X		X		X	X
Johnstown Tribune Democrat				X				X	X
Erie Times-News				X	X				X
Pittsburgh Post-Gazette	X				X			X	X

(Example Publication is provided at Appendix H)

13. SIGNATURE

Applicant: Roger S. ZONA
By: 
Title: President

14. CHECKLIST

For the applicant's convenience, please use the following checklist to ensure all relevant sections are complete. The Commission Secretary's Bureau will not accept an application unless each of the following sections are complete.

Applicant: Roger Zona

	Signature	
	Filing Fee	
	Application Affidavit	
	Operations Affidavit	
	Proof of Publication	
	Bond or Letter of Credit	
	Tax Certification Statement	
	Commonwealth Department of State Verification	
	Certificate of Service	

Appendix A

APPLICATION AFFIDAVIT

State of Ohio

County of Cuyahoga:

Roger Zona, Affiant, being duly [sworn/affirmed] according to law, deposes and says that:

He is the President (Office of Affiant) of Telco Pros, Inc

That he is authorized to and does make this affidavit for said Applicant; That the Applicant herein Telco Pros, Inc has the burden of producing information and supporting documentation demonstrating its technical and financial fitness to be licensed as an electric generation supplier pursuant to 66 Pa. C.S. § 2809 (B).

That the Applicant herein Telco Pros, Inc has answered the questions on the application correctly, truthfully, and completely and provided supporting documentation as required.

That the Applicant herein Telco Pros, Inc acknowledges that it is under a duty to update information provided in answer to questions on this application and contained in supporting documents.

That the Applicant herein Telco Pros, Inc acknowledges that it is under a duty to supplement information provided in answer to questions on this application and contained in supporting documents as requested by the Commission.

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

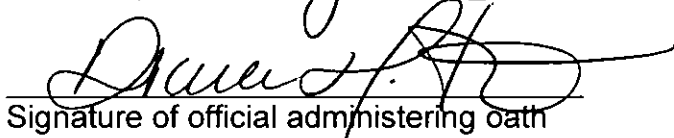
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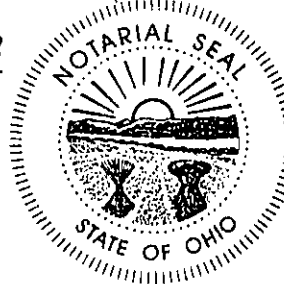
PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU


Signature of Affiant

Sworn and subscribed before me this 13th day of May, 2013.


Signature of official administering oath

My commission expires Oct 20th, 2013



DIANA M. GOMEZ
NOTARY PUBLIC
STATE OF OHIO
Comm. Expires
October 20, 2013
Recorded in
Cuyahoga County

Appendix B

OPERATIONS AFFIDAVIT

State of Ohio :

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ss.

County of Cuyahoga:

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

Roger Zona, Affiant, being duly [sworn/affirmed] according to law, deposes and says that:

He is the President of Telco Pros, Inc]

That he is authorized to and does make this affidavit for said Applicant;

That Telco Pros, Inc, the Applicant herein, acknowledges that Telco Pros, Inc may have obligations pursuant to this Application consistent with the Public Utility Code of the Commonwealth of Pennsylvania, Title 66 of the Pennsylvania Consolidated Statutes; or with other applicable statutes or regulations including Emergency Orders which may be issued verbally or in writing during any emergency situations that may unexpectedly develop from time to time in the course of doing business in Pennsylvania.

That Telco Pros, Inc, the Applicant herein, asserts that he possesses the requisite technical, managerial, and financial fitness to render electric service within the Commonwealth of Pennsylvania and that the Applicant will abide by all applicable federal and state laws and regulations and by the decisions of the Pennsylvania Public Utility Commission.

That Telco Pros, Inc, the Applicant herein, certifies to the Commission that it is subject to , will pay, and in the past has paid, the full amount of taxes imposed by Articles II and XI of the Act of March 4, 1971 (P.L. 6, No. 2), known as the Tax Reform Act of 1971 and any tax imposed by Chapter 28 of Title 66. The Applicant acknowledges that failure to pay such taxes or otherwise comply with the taxation requirements of Chapter 28, shall be cause for the Commission to revoke the license of the Applicant. The Applicant acknowledges that it shall report to the Commission its jurisdictional Gross Receipts and power sales for ultimate consumption, for the previous year or as otherwise required by the Commission. The Applicant also acknowledges that it is subject to 66 Pa. C.S. §506 (relating to the inspection of facilities and records).

As provided by 66 Pa. C.S. §2810 (C)(6)(iv), Applicant, by filing of this application waives confidentiality with respect to its state tax information in the possession of the Department of Revenue, regardless of the source of the information, and shall consent to the Department of Revenue providing that information to the Pennsylvania Public Utility Commission.

Appendix B (Continued)

That Telco Pros, Inc, the Applicant herein, acknowledges that it has a statutory obligation to conform with 66 Pa. C.S. §506, §2807 (C), §2807(D)(2), §2809(B) and the standards and billing practices of 52 PA. Code Chapter 56.

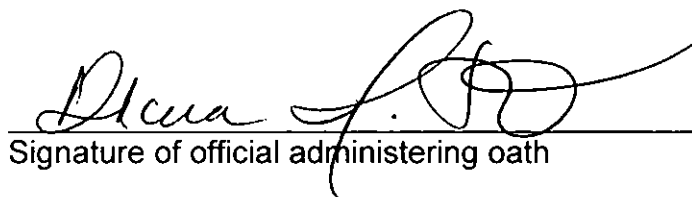
That the Applicant agrees to provide all consumer education materials and information in a timely manner as requested by the Bureau of Public Liaison or other Commission bureaus. Materials and information requested may be analyzed by the Commission to meet obligations under applicable sections of the law.

That the facts above set forth are true and correct/true and correct to the best of his/her knowledge, information, and belief.



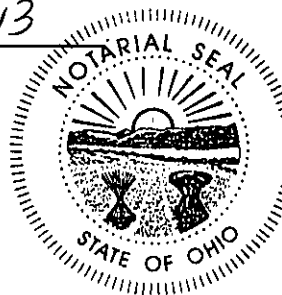
Signature of Affiant

Sworn and subscribed before me this 13th day of May, 2013.



Signature of official administering oath

My commission expires Oct 20th, 2013



DIANA M. GOMEZ
NOTARY PUBLIC
STATE OF OHIO
Comm. Expires
October 20, 2013
Recorded in
Cuyahoga County

Appendix C

CERTIFICATE OF SERVICE

On this the 15 day of May 2013, I certify that a true and correct copy of the foregoing application form for licensing within the Commonwealth of Pennsylvania as an Electric Generation Supplier and all attachments have been served upon the following:

Office of Consumer Advocate
5th Floor, Forum Place
555 Walnut Street
Harrisburg, PA 17120

Small Business Advocate
Commerce Building, Suite 1102
300 North Second Street
Harrisburg, PA 17101

Legal Department
West Penn Power d/b/a Allegheny Power
800 Cabin Hill Drive
Greensburg, PA 15601-1689

Regulatory Affairs
Duquesne Light Company
411 Seventh Street, MD 16-4
Pittsburgh, PA 15219

Legal Department
First Energy
2800 Pottsville Pike
Reading PA, 19612

Citizens' Electric Company
Attn: EGS Coordination
1775 Industrial Boulevard
Lewisburg, PA 17837

Wellsboro Electric Company
Attn: EGS Coordination
33 Austin Street
P. O. Box 138
Wellsboro, PA 16901

Office of the Attorney General
Bureau of Consumer Protection
Strawberry Square, 14th Floor
Harrisburg, PA 17120

Commonwealth of Pennsylvania
Department of Revenue
Bureau of Compliance
Harrisburg, PA 17128-0946

Manager Energy Acquisition
PECO Energy Company
2301 Market Street
Philadelphia, PA 19101-8699

Legal Department
Attn: Paul Russell
PPL
Two North Ninth Street
Allentown, PA 18108-1179

UGI Utilities, Inc.
Attn: Rates Dept. – Choice Coordinator
2525 N. 12th Street, Suite 360
Post Office Box 12677
Reading, Pa 19612-2677

Director of Customer Energy Services
Orange and Rockland Company
390 West Route 59
Spring Valley, NY 10977-5300

RECEIVED

MAY 16 2013

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU


Roger Zona, President Telco Pros, Inc

The Patriot-News Co.
2020 Technology Pkwy
Suite 300
Mechanicsburg, PA 17050
Inquiries - 717-255-8213

The Patriot-News
Now you know

RECEIVED

MAY 16 2013

PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

TPI EFFICIENCY
1250 OLD RIVER ROAD
ERIN SCHARLER

CLEVELAND OH 44113

THE PATRIOT NEWS
THE SUNDAY PATRIOT NEWS

Proof of Publication

Under Act No. 587, Approved May 16, 1929
Commonwealth of Pennsylvania, County of Dauphin} ss

Marianne Miller, being duly sworn according to law, deposes and says:

That she is a Staff Accountant of The Patriot News Co., a corporation organized and existing under the laws of the Commonwealth of Pennsylvania, with its principal office and place of business at 2020 Technology Pkwy, Suite 300, in the Township of Hampden, County of Cumberland, State of Pennsylvania, owner and publisher of The Patriot-News and The Sunday Patriot-News newspapers of general circulation, printed and published at 1900 Patriot Drive, in the City, County and State aforesaid; that The Patriot-News and The Sunday Patriot-News were established March 4th, 1854, and September 18th, 1949, respectively, and all have been continuously published ever since;

That the notice or publication which is securely attached hereto is exactly as printed and published in their regular weekly editions which appeared on the date(s) indicated below. That neither she nor said subject matter of said printed notice or advertising, and that all of the allegations of this statement as a matter of publication are true; and to her best knowledge of the facts aforesaid and is duly authorized and empowered to verify this statement on behalf of The Patriot News Co. aforesaid by virtue and pursuant to a resolution unanimously passed and adopted severally by the directors of the said Company and subsequently duly recorded in the office for the Recording of Deeds in Dauphin in Miscellaneous Book "M", Volume 14, Page 317.

Miscellaneous Notices

Pennsylvania
Public Utility Commission
Notice

Application of Telco Pros Inc. (TPI Efficiency Consulting) For Approval To Offer, Render, Furnish Or Supply Electricity Or Electric Generation Services As A Generator And Supplier Of Electric Power, A Marketer/Broker Engaged In The Business Of Supplying Electricity, And An Aggregator Engaged In The Business Of Supplying Electricity, To The Public In The Commonwealth Of Pennsylvania.

Telco Pros Inc. will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to supply electricity or electric generation services as (1) a generator and supplier of electric power, (2) a broker/marketer engaged in the business of supplying electricity, and (3) an aggregator engaged in the business of supplying electricity. Telco Pros Inc. proposes to sell electricity and related services throughout all of Pennsylvania under the provisions of the new Electricity Generation Customer Choice and Competition Act.

The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Telco Pros Inc. may be filed within 15 days of the date of this notice with the Secretary of the PUC, P.O. Box 3265, Harrisburg, PA 17105-3265. You should send copies of any protest to Telco Pros Inc. attorney at the address listed below:

By and through Counsel:
Matthew King
Telco Pros Inc.
1250 Old River Rd.
Suite 300
Cleveland, OH 44113
Phone: 877-244-0182
Fax: 216-803-9898

This ad # 0002257799 ran on the dates shown below:

April 30, 2013

Sworn to and subscribed before me this 01 day of May, 2013 A.D.

Notary Public

COMMONWEALTH OF PENNSYLVANIA
Notarial Seal
Holly Lynn Warfel, Notary Public
Washington Twp., Dauphin County
My Commission Expires Dec. 12, 2016
MEMBER, PENNSYLVANIA ASSOCIATION OF NOTARIES

The Scranton Times (Under act P.L. 877 No 160. July 9,1976)
Commonwealth of Pennsylvania, County of Lackawanna

TELCO PROS INC
ERIN SCHARLER
1250 OLD RIVER ROAD CLEVELAND OH 44113

Account # 567937
Order # 81207151
Ad Price: 237.05

LEGAL NOTICE PENNSYLVANIA

Gina Krushinski
Being duly sworn according to law deposes and says that she is Billing clerk for The Scranton Times, owner and publisher of The Scranton Times, a newspaper of general circulation, established in 1870, published in the city of Scranton, county and state aforesaid, and that the printed notice or publication hereto attached is exactly as printed in the regular editions of the said newspaper on the following dates:

04/30/2013

Affiant further deposes and says that neither the affiant nor The Scranton Times is interested in the subject matter of the aforesaid notice or advertisement and that all allegations in the foregoing statement as time, place and character or publication are true Gina Krushinski

Sworn and subscribed to before me
this 30th day of April A.D., 2013

Sharon Venturi

(Notary Public)

COMMONWEALTH OF PENNSYLVANIA

Notarial Seal
Sharon Venturi, Notary Public
City of Scranton, Lackawanna County
My Commission Expires Feb. 12, 2014
Member, Pennsylvania Association of Notaries

LEGAL NOTICE

Pennsylvania Public Utility
Commission Notice

Application of Telco Pros Inc. (TPI Efficiency Consulting) For Approval To Offer, Render, Furnish Or Supply Electricity Or Electric Generation Services As A Generator And Supplier Of Electric Power, A Marketer/Broker Engaged In The Business Of Supplying Electricity, And An Aggregator Engaged In The Business Of Supplying Electricity, To The Public In The Commonwealth Of Pennsylvania.

Telco Pros Inc. will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to supply electricity or electric generation services as (1) a generator and supplier of electric power, (2) a broker/marketer engaged in the business of supplying electricity, and (3) an aggregator engaged in the business of supplying electricity. Telco Pros Inc. proposes to sell electricity and related services throughout all of Pennsylvania under the provisions of the new Electricity Generation Customer Choice and Competition Act.

The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Telco Pros Inc. may be filed within 15 days of the date of this notice with the Secretary of the PUC, P.O. Box 3265, Harrisburg, PA 17105-3265. You should send copies of any protest to Telco Pros Inc. attorney at the address listed below.

By and through Counsel:
Matthew King
Telco Pros Inc.
1250 Old River Rd.
Suite 300, Cleveland, OH 44113
Phone: 877-244-0182
Fax: 216-803-9898/3718

PROOF OF PUBLICATION
In
THE ERIE TIMES-NEWS
COMBINATION EDITION

TELCO PROS INC
1250 OLD RIVER ROAD SUITE 300
CLEVELAND OH 44113

REFERENCE: L0005977
2113484 PUC NOTICE

STATE OF PENNSYLVANIA)
COUNTY OF ERIE) SS:

Lisa L. Frampton, being duly sworn, deposes and says that: (1) she is a designated agent of the Times Publishing Company (TPC) to execute Proofs of Publication on behalf of the TPC; (2) the TPC, whose principal place of business is at 205 W. 12th Street, Erie, Pennsylvania, owns and publishes the Erie Times-News, established October 2, 2000, a daily newspaper of general circulation, and published at Erie, Erie County Pennsylvania; (3) the subject notice or advertisement, a true and correct copy of which is attached, was published in the regular edition(s) of said newspaper on the date(s) referred to below. Affiant further deposes that he/she is duly authorized by the TPC, owner and publisher of the Erie Times-News, to verify the foregoing statement under oath, and affiant is not interested in the subject matter of the aforesaid notice or advertisement, and that all allegations in the foregoing statement as to time, place and character of publication are true.

PUBLISHED ON: 04/30

TOTAL COST: 294.00 AD SPACE: 7.000 INCH
FILED ON: 04/30/13

**Pennsylvania
Public Utility Commission
Notice**

*Application of Telco Pros Inc. (TPI Efficiency Consulting)
For Approval To Offer, Render, Furnish Or Supply Electricity Or
Electric Generation Services As A Generator And Supplier Of
Electric Power, A Marketer/Broker Engaged In The Business
Of Supplying Electricity, And An Aggregator Engaged In
The Business Of Supplying Electricity, To The Public In The
Commonwealth Of Pennsylvania.*

Telco Pros Inc. will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to supply electricity or electric generation services as (1) a generator and supplier of electric power, (2) a broker/marketer engaged in the business of supplying electricity, and (3) an aggregator engaged in the business of supplying electricity. **Telco Pros Inc.** proposes to sell electricity and related services throughout all of Pennsylvania under the provisions of the new Electricity Generation Customer Choice and Competition Act.

The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of **Telco Pros Inc.** may be filed within 15 days of the date of this notice with the Secretary of the PUC, P.O. Box 3265, Harrisburg, PA 17105-3265. You should send copies of any protest to **Telco Pros Inc.** attorney at the address listed below.

By and through Counsel: Matthew King
Telco Pros Inc.
1250 Old River Rd.
Suite 300
Cleveland, OH 44113
Phone: 877-244-0182 • Fax: 216-803-9898

2113484

Sworn to and subscribed before me this

30th day of April 2013 Affiant: Lisa L. Frampton

NOTARY: Barbara J. Moore

COMMONWEALTH OF PENNSYLVANIA
Notarial Seal
Barbara J. Moore, Notary Public
City of Erie, Erie County
My Commission Expires March 23, 2016
MEMBER, PENNSYLVANIA ASSOCIATION OF NOTARIES

PROOF OF PUBLICATION OF NOTICE IN THE WILLIAMSPORT SUN-GAZETTE UNDER ACT NO. 587, APPROVED MAY 16, 1929

STATE OF PENNSYLVANIA
COUNTY OF LYCOMING

SS:

Bernard A. Oravec Publisher of the Sun-Gazette Company, publishers of the Williamsport, Sun-Gazette, successor to the Williamsport Sun and the Gazette & Bulletin, both daily newspapers of general circulation, published at 252 West Fourth Street, Williamsport, Pennsylvania, being duly sworn, deposes and says that the Williamsport Sun was established in 1870 and the Gazette & Bulletin was established in 1801, since which dates said successor, the Williamsport Sun-Gazette, has been regularly issued and published in the County of Lycoming aforesaid, and that a copy of the printed notice is attached hereto exactly as the same was printed and published in the regular editions of said Williamsport Sun-Gazette on the following dates, viz:

April 30, 2013

Affiant further deposes that he is an officer daily authorized by the Sun-Gazette Company, publisher of the Williamsport Sun-Gazette, to verify the foregoing statement under oath and also declares that affiant is not interested in the subject matter of the aforesaid notice of publication, and that all the allegations in the foregoing statement as to time, place and character of publication are true.

Pennsylvania Public Utility Commission Notice
Application of Telco Pros Inc. (TPI Efficiency Consulting) For Approval To Offer, Render, Furnish Or Supply Electricity Or Electric Generation Services As A Generator And Supplier Of Electric Power, A Marketer/Broker Engaged In The Business Of Supplying Electricity, And An Aggregator Engaged In The Business Of Supplying Electricity, To The Public In The Commonwealth Of Pennsylvania.

Telco Pros Inc. will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to supply electricity or electric generation services as (1) a generator and supplier of electric power, (2) a broker/marketer engaged in the business of supplying electricity, and (3) an aggregator engaged in the business of supplying electricity. Telco Pros Inc. proposes to sell electricity and related services throughout all of Pennsylvania under the provisions of the new Electricity Generation Customer Choice and Competition Act.

The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Telco Pros Inc. may be filed within 15 days of the date of this notice, with the Secretary of the PUC, P.O. Box 3265, Harrisburg, PA 17105-3265. You should send copies of any protest to Telco Pros Inc. attorney at the address listed below.

By and through Counsel:
Mathew King

Telco Pros Inc.
1250 Old River Rd

Bernard A. Oravec

SUN-GAZETTE COMPANY

Sworn to and subscribed before me

the 1st day of May 2013

Cathy A. Billey
Notary Public

NOTARIAL SEAL
CATHY A. BILLEY, Notary Public
City of Williamsport, Lycoming County
My Commission Expires May 15, 2015

STATEMENT OF ADVERTISING COSTS

To the Sun-Gazette Company, Dr.:
For publishing the notice attached
hereto on the above state dates.....\$ 277.44
Probated same.....\$
Total.....\$ 277.44

PUBLISHER'S RECEIPT FOR ADVERTISING COSTS

ANY hereby acknowledges receipt of the aforesaid advertising and publication costs have been fully paid.

SUN-GAZETTE COMPANY

BY Bernard A. Oravec

THE SUN
and certifi

Proof of Publication of Notice in Pittsburgh Post-Gazette

Under Act No 587, Approved May 16, 1929, PL 1784, as last amended by Act No 409 of September 29, 1951

Commonwealth of Pennsylvania, County of Allegheny, ss C. Mohamed, being duly sworn, deposes and says that the Pittsburgh Post-Gazette, a newspaper of general circulation published in the City of Pittsburgh, County and Commonwealth aforesaid, was established in 1993 by the merging of the Pittsburgh Post-Gazette and Sun-Telegraph and The Pittsburgh Press and the Pittsburgh Post-Gazette and Sun-Telegraph was established in 1960 and the Pittsburgh Post-Gazette was established in 1927 by the merging of the Pittsburgh Gazette established in 1786 and the Pittsburgh Post, established in 1842, since which date the said Pittsburgh Post-Gazette has been regularly issued in said County and that a copy of said printed notice or publication is attached hereto exactly as the same was printed and published in the _____ regular _____ editions and issues of the said Pittsburgh Post-Gazette a newspaper of general circulation on the following dates, viz:

30 of April, 2013

Affiant further deposes that he/she is an agent for the PG Publishing Company, a corporation and publisher of the Pittsburgh Post-Gazette, that, as such agent, affiant is duly authorized to verify the foregoing statement under oath, that affiant is not interested in the subject matter of the afore said notice or publication, and that all allegations in the foregoing statement as to time, place and character of publication are true.

C. Mohamed
PG Publishing Company

Sworn to and subscribed before me this day of:
April 30, 2013

Linda M. Gaertner
COMMONWEALTH OF PENNSYLVANIA

Notarial Seal
Linda M. Gaertner, Notary Public
City of Pittsburgh, Allegheny County
My Commission Expires Jan. 31, 2015
MEMBER, PENNSYLVANIA ASSOCIATION OF NOTARIES

STATEMENT OF ADVERTISING COSTS

Telco Pros Inc
1250 OLD RIVER RD
CLEVELAND OH 44113-1243

To PG Publishing Company

Total ----- \$510.00

Publisher's Receipt for Advertising Costs

PG PUBLISHING COMPANY, publisher of the Pittsburgh Post-Gazette, a newspaper of general circulation, hereby acknowledges receipt of the aforesaid advertising and publication costs and certifies that the same have been fully paid.

Office
34 Boulevard of the Allies
PITTSBURGH, PA 15222
Phone 412-263-1338

PG Publishing Company, a Corporation, Publisher of
Pittsburgh Post-Gazette, a Newspaper of General Circulation

By T. Anna Jurek

I hereby certify that the foregoing is the original Proof of Publication and receipt for the Advertising costs in the subject matter of said notice.

Attorney For

COPY OF NOTICE OR PUBLICATION

Pennsylvania Public Utility Commission Notice

Application of Telco Pros Inc. (TPI Efficiency Consulting) For Approval To Offer, Render, Furnish Or Supply Electricity Or Electric Generation Services As A Generator And Supplier Of Electric Power, A Marketer/Broker Engaged In The Business Of Supplying Electricity, And An Aggregator Engaged In The Business Of Supplying Electricity, To The Public In The Commonwealth Of Pennsylvania.

Telco Pros Inc. will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to supply electricity or electric generation services as (1) a generator and supplier of electric power, (2) a broker/marketer engaged in the business of supplying electricity, and (3) an aggregator engaged in the business of supplying electricity. Telco Pros Inc. proposes to sell electricity and related services throughout all of Pennsylvania under the provisions of the new Electricity Generation Customer Choice and Competition Act.

The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Telco Pros Inc. may be filed within 15 days of the date of this notice with the Secretary of the PUC, P.O. Box 3265, Harrisburg, PA 17105-3265. You should send copies of any protest to Telco Pros Inc. attorney at the address listed below.

By and through Counsel: Matthew King, Telco Pros Inc., 1250 Old River Rd., Suite 300, Cleveland, OH 44113
Phone: 877-244-0182
Fax: 216-803-9898

Proof of Publication in The Philadelphia Daily News
Under Act. No 587, Approved May 16, 1929

STATE OF PENNSYLVANIA
COUNTY OF PHILADELPHIA

Florence Devlin being duly sworn, deposes and says that **The Philadelphia Daily News** is a newspaper published daily, except Sunday, at Philadelphia, Pennsylvania, and was established in said city in 1925, since which date said newspaper has been regularly issued in said County, and that a copy of the printed notice of publication is attached hereto exactly as the same was printed and published in the regular editions and issues of the said newspaper on the following dates:

April 30, 2013

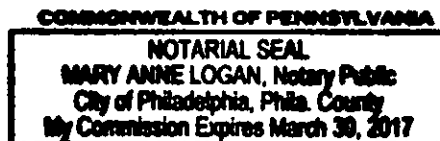
Affiant further deposes and says that she is an employee of the publisher of said newspaper and has been authorized to verify the foregoing statement and that she is not interested in the subject matter of the aforesaid notice of publication, and that all allegations in the foregoing statement as to time, place and character of publication are true.



Sworn to and subscribed before me this 30th day of
April, 2013.


Notary Public

My Commission Expires:



Copy of Notice of Publication

Pennsylvania Public Utility Commission Notice Application of Telco Pros Inc. (TPI Efficiency Consulting) For Approval To Offer, Render, Furnish Or Supply Electricity Or Electric Generation Services As A Generator And Supplier Of Electric Power, A Marketer/Broker Engaged In The Business Of Supplying Electricity, And An Aggregator Engaged In The Business Of Supplying Electricity, To The Public In The Commonwealth Of Pennsylvania.

Telco Pros Inc. will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to supply electricity or electric generation services as (1) a generator and supplier of electric power, (2) a broker/ marketer engaged in the business of supplying electricity, and (3) an aggregator engaged in the business of supplying electricity. Telco Pros Inc. proposes to sell electricity and related services throughout all of Pennsylvania under the provisions of the new Electricity Generation Customer Choice and Competition Act.

The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Telco Pros Inc. may be filed within 15 days of the date of this notice with the Secretary of the PUC, P.O. Box 3265, Harrisburg, PA 17105-3265. You should send copies of any protest to Telco Pros Inc. attorney at the address listed below.

By and through Counsel: Matthew King

Telco Pros Inc.
1250 Old River Rd., Suite 300
Cleveland, OH 44113
Phone: 877-244-0182
Fax: 216-803-9898

COMMONWEALTH OF PENNSYLVANIA }
County of Cambria } SS

**Pennsylvania
 Public Utility Commission
 Notice**

Application of Telco Pros Inc. (TPI Efficiency Consulting) For Approval To Offer, Render, Furnish Or Supply Electricity Or Electric Generation Services As A Generator And Supplier Of Electric Power, A Marketer/Broker Engaged In The Business Of Supplying Electricity, And An Aggregator Engaged In The Business of Supplying Electricity, To The Public In The Commonwealth Of Pennsylvania.

Telco Pros Inc. will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for a license to supply electricity or electric generation services as (1) a generator and supplier of electric power, (2) a broker/marketer engaged in the business of supplying electricity, and (3) an aggregator engaged in the business of supplying electricity. Telco Pros Inc. proposes to sell electricity and related services throughout all of Pennsylvania under the provisions of the new Electricity Generation Customer Choice and Competition Act.

The PUC may consider this application without a hearing. Protests directed to the technical or financial fitness of Telco Pros Inc. may be filed within 15 days of the date of this notice with the Secretary of the PUC, P.O. Box 3265, Harrisburg, PA 17105-3265. You should send copies of any protest to Telco Pros Inc. attorney at the address listed below.

By and through Counsel: Matthew King
 Telco Pros Inc.
 1250 Old River Rd., Suite 300
 Cleveland, OH 44113
 Phone: 877-244-0182
 Fax: 216-803-9898

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 of
 in
 of

On this 1st day of May A.D. 2013, before me, the subscriber, a Notary Public in and for said County and State, personally appeared Christine Marhefka, who being duly sworn according to law, deposes and says as Classified Advertising Manager of the Tribune-Democrat, Johnstown, PA, a newspaper of general circulation as defined by the "Newspaper Advertising Act", a merger September 8, 1952, of the Johnstown Tribune, established December 7, 1853; and of the Johnstown Democrat, established March 5, 1863,

County of Cambria, and Commonwealth of Pennsylvania and above matter published in said publication in the regular issues, PA, on April 30, 2013; and that the Affiant is not interested and that all of the allegations as to time, place and character

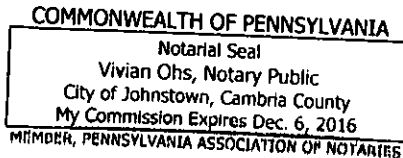
Christine Marhefka

STATEMENT OF ADVERTISING COSTS

Sworn and Subscribed before me this
 1st day of May, 2013.

Juan Ohs

0.00 Lines @ \$2.50 per line	0.00
7 Inches @ \$25.00 per inch	175.00
Notary Fee	5.00
Clerical Fee	2.50
Total Cost	182.50



To The Tribune-Democrat, Johnstown, PA
 For publishing the notice or publication
 attached hereto on the above stated dates.

PUBLISHER'S RECEIPT FOR ADVERTISING COSTS

_____ for publisher of _____
 a newspaper of general circulation, hereby acknowledges receipt of the aforesaid
 and publication costs and certifies that the same has been duly paid.

 (Name of Newspaper)

By _____

TELCO PROS INC
1405 W 10TH ST
CLEVELAND OH 44113

NOTICE #:..... 01842268
DATE OF NOTICE:..... 10/01/2012
ACCOUNT ID:..... 6296-725
FISCAL YEAR END:..... DEC
FEDERAL EIN #:..... 27-1278379
INCORPORATION DATE:.. 09/17/2012
TAXES SUBJECT:..... BA

FOREIGN FRANCHISE
LOANS
CORPORATE NET INCOME

Dear Taxpayer,

Welcome to Pennsylvania's business community. The Department of Revenue has been advised that you are authorized to conduct business in Pennsylvania.

The above Corporate Account ID number has been assigned to your business for tax reporting purposes. Please reference this number on all correspondence with the department. The taxes you are required to report annually are also listed. Carefully review this information and make sure your name, address and other tax information is complete and accurate.

If no federal employer identification number (EIN) is indicated above, please provide this number as soon as it is available to you from the federal government. Write the federal EIN in the top right-hand corner in the blank space and return this letter to us.

If there are changes or additions to be made regarding your account, make the appropriate adjustments on a copy of this letter and return it promptly to:

PA DEPARTMENT OF REVENUE
PO BOX 280705
HARRISBURG PA 17128-0705

PLEASE NOTE: Section 601 of the Tax Reform Code of 1971 includes limited liability companies and business trusts in the definition of a corporation for capital stock/foreign franchise tax purposes, regardless of how an entity files with the Internal Revenue Service (IRS). Under Section 401, any entity that elects to file as a corporation with the IRS is subject to corporate net income tax. In the case of limited liability companies and business trusts, this determination will be made upon review of the PA Corporation Tax Report.

Pay particular attention to the month your business or fiscal year ends for the following reasons:

- For most taxes, the annual report must be filed within 105 days after the close of the tax year.
- For capital stock/foreign franchise, corporate net income and mutual thrift taxes, the first quarterly estimated payments are due within 75 days following the incorporation/authority date.
- A federal sub-chapter S corporation desiring not to be taxed as a PA S corporation is required to file form REV-976 on or before the due date or extended due date of the first tax period for which it is to be in effect. REV-976 is available at www.revenue.state.pa.us.

Over ...

Payments of \$20,000 or more must be remitted electronically. Register online through the department's e-Services Center at **www.revenue.state.pa.us** to send tax payments to the department online using e-TIDES.

Tax reports must be filed timely each year, even if your first year in business is less than 12 months long, and regardless of the extent of business activity. You are legally obligated to pay timely and file all appropriate tax returns until you formally dissolve your corporate charter, file an out of existence affidavit or cancel a license or authorization. Failure to maintain a current filing status may result in penalties and liens.

The Department of Revenue appreciates your cooperation and wishes your business much success in Pennsylvania. If you have any questions, visit our Online Customer Service Center at **www.revenue.state.pa.us** or call the Taxpayer Service & Information Center at 717-787-1064.

Sincerely,

PA Department of Revenue
Bureau of Corporation Taxes

COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF STATE
CORPORATION BUREAU
401 NORTH STREET, ROOM 206
P.O. BOX 8722
HARRISBURG, PA 17105-8722
WWW.CORPORATIONS.STATE.PA.US/CORP

TPI Efficiency Consulting

THE CORPORATION BUREAU IS HAPPY TO SEND YOU YOUR FILED DOCUMENT. THE CORPORATION BUREAU IS HERE TO SERVE YOU AND WANTS TO THANK YOU FOR DOING BUSINESS IN PENNSYLVANIA.

IF YOU HAVE ANY QUESTIONS PERTAINING TO THE CORPORATION BUREAU, PLEASE VISIT OUR WEB SITE LOCATED AT WWW.CORPORATIONS.STATE.PA.US/CORP OR PLEASE CALL OUR MAIN INFORMATION TELEPHONE NUMBER (717)787-1057. FOR ADDITIONAL INFORMATION REGARDING BUSINESS AND / OR UCC FILINGS, PLEASE VISIT OUR ONLINE "SEARCHABLE DATABASE" LOCATED ON OUR WEB SITE.

ENTITY NUMBER: 4131610

RECEIVED
MAY 16 2013
PA PUBLIC UTILITY COMMISSION
SECRETARY'S BUREAU

Telco Pros, Inc
1405 West 10th St
Cleveland, OH 44113

PENNSYLVANIA DEPARTMENT OF STATE
CORPORATION BUREAU

Application for Registration of Fictitious Name
54 Pa.C.S. § 311

Name			
Telco Pros Inc.			
Address			
1405 W 10th St			
City	State	Zip Code	
Cleveland	OH	44113	

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



Commonwealth of Pennsylvania
FICTITIOUS NAME 2 Page(s)

Fee: \$70



In compliance with the requirements of 54 Pa.C.S. § 311 (relating to registration), the undersigned entity(ies) desiring to register a fictitious name under 54 Pa.C.S. Ch. 3 (relating to fictitious names), hereby state(s) that:

1. The fictitious name is: TPI Efficiency Consulting
2. A brief statement of the character or nature of the business or other activity to be carried on under or through the fictitious name is: Energy Consulting
3. The address, including number and street, if any, of the principal place of business (P.O. Box alone is not acceptable): 1405 W 10th St Cleveland OH 44113 Cuyahoga Number and street City State Zip County
4. The name and address, including number and street, if any, of each individual interested in the business is: Name Number and Street City State Roger Zona 1405 W 10th St Cleveland OH

PA DEPT OF STATE

AUG 31 2012

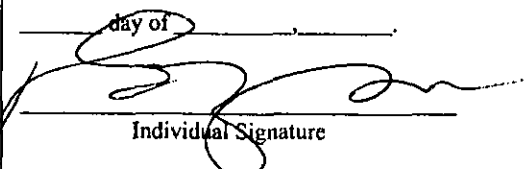
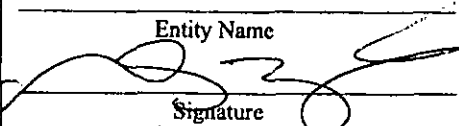
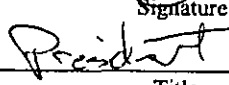
5. Each entity, other than an individual, interested in such business is (are):

Name	Form of Organization	Organizing Jurisdiction
Principal Office Address		
PA Registered Office, if any		
Name	Form of Organization	Organizing Jurisdiction
Principal Office Address		
PA Registered Office, if any		

6. The applicant is familiar with the provisions of 54 Pa.C.S. § 332 (relating to effect of registration) and understands that filing under the Fictitious Names Act does not create any exclusive or other right in the fictitious name.

7. Optional: The name(s) of the agent(s), if any, any one of whom is authorized to execute amendments to, withdrawals from or cancellation of this registration in behalf of all then existing parties to the registration, is (are):

IN TESTIMONY WHEREOF, the undersigned have caused this Application for Registration of Fictitious Name to be executed this _____ day of _____.

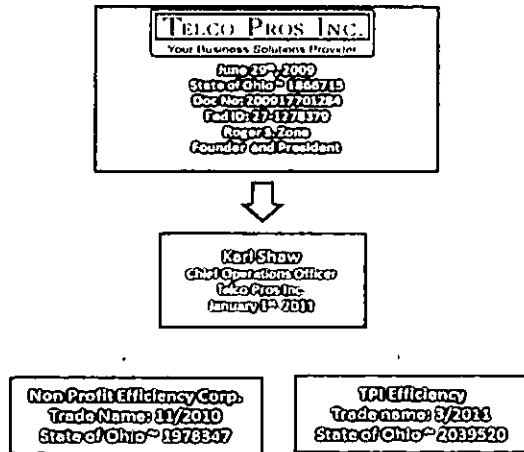
 _____ Individual Signature	_____ Individual Signature
_____ Individual Signature	_____ Individual Signature
_____ Entity Name	_____ Entity Name
 _____ Signature	_____ Signature
 _____ Title	_____ Title

TELCO PROS INC.

Your Business Solutions Provider

7 b. Financial Records, Statements, and Ratings:

Organizational Structure:



Currently Telco Pros Inc. (TPI) has agent, distributor, and partner agreements with over 50 companies that supply various products and services across the country; with a specific strength in Ohio and throughout the North Eastern United States. We utilize these relationships to assist over 350 client businesses and non-profits procure cost effective solutions.

Telco Pros Inc. currently has 1 full time customer service rep available from 8:30am until 4:30pm, Monday through Friday who is responsible for servicing our clients through a toll free customer care number. TPI will also utilizes legal, accounting, information technology, and other specialists on a project basis for our clients.

Outside of TPI's direct customer service, each of our vendors (who ultimately earn the direct business of our clients) all go through a vetting process to gain access to our clients. This "vetting process" includes a full review of their ability to successfully deliver service to our clients and provide a high level of customer service.

TELCO PROS INC.

Your Business Solutions Provider

8a. Experience, Plan, Structure:

Company History:

Telco Pros Inc. was founded in June of 2009 by Roger Zona. The business was formed to consult with businesses and non-profits in driving down corporate operating expenses and eliminating waste where ever possible.

Telco Pros Inc. is drawing on over 30 years of combined experience in telecommunications, corporate purchasing, contract negotiations, IT, and sales.

We have located areas where over 75% of all businesses and non-profits can improve reduce their operational costs and eliminate waste within their budget. We accomplish these goals through an in depth client needs analysis and rigorous contract negotiation. Additionally, we will also make recommendations for the use of improved technology and the leveraging of events in the competitive landscape.

In 2010, TPI developed the trade name Non Profit Efficiency Corporation within the State of Ohio (Document number 201032600695) as a result of over 70% of its client base being in the non-profit sector.

In 2011, Karl Shaw was brought into the organization and developed the trade name TPI Efficiency. TPI Efficiency was developed to provide the same founding purpose as Telco Pros Inc.; however, targeted the for-profit business space.

Since Telco Pros Inc. inception in 2009, the company has grown to service over 350 businesses in Ohio, NJ, IL, and Washington D.C.

Experience and Plans:

Roger Zona, the founder and President of Telco Pros Inc. has been working with large businesses and nonprofits since mid-2000. His experience was related to assisting these organizations in better understanding their true needs as a large or decentralized agency and then consolidating those needs into a single, concise "request for proposal" (RFP). This expertise was initially utilized assisting clients in purchasing large amounts of telecommunications services across hundreds of locations. After several years of successfully helping clients better understand their true buying power, and saving them hundreds of thousands of dollars in the process; this method of analyzing a client's needs and overall buying power was successfully adapted to assist these same clients in the purchase of other services and products.

Telco Pros Inc. (including our DBA's of TPI Efficiency and Non Profit Efficiency Corporation) is currently working with over 350 client businesses and nonprofit organizations across the country. Our primary focus is in northern Ohio; however, we do have clients in NJ, CT, Washington D.C., MD, Texas, MI, and New York. TPI wishes to obtain a certification within Pennsylvania and all other deregulated states in order to distinguish ourselves as a national full service licensed electricity broker. We will also grow our total vendor list to include all major CRES providers. This will bring our total number of vendors to be in excess of 100 in over 10 different industries, including, electricity, commercial lighting, telecommunications, IT services, and tax recovery.

Telco Pros Inc. (TPI) currently has 5 full time sales representatives and is actively looking to expand further by the end of 2012.

In addition to growth within our sales organizations, Telco Pros Inc. has 1 customer support representative available from 8:30am until 4:30pm, Monday thru Friday. Although TPI does not directly bill our clients, as we are only assisting them choose a retail supplier for their business, our client support specialist is responsible to answer our toll-free number and assist clients in resolving any questions or issues that may arise. Aside from our normal business hours support, our phone service is designed to forward to a 24 hour support person in the event our client

TELCO PROS INC.

Your Business Solutions Provider

support specialist is unavailable or if it is outside of normal business hours. Finally, TPI has rigorously researched every vendor it currently has agency agreements with and verified their ability to provide reliable service and support to our clients. This includes the development of vendor specific escalation lists used to further assist our clients outside of the normal customer service process.

The final step we have taken to guarantee a good customer experience was to achieve an accredited status with the Better Business Bureau of Greater Cleveland (Business ID 92007480). As a company, we are committed to continuing to service our current and future customers in full adherence to high ethical standards promoted by the Better Business Bureau.

Summary of Experience:

Telco Pros Inc. (TPI) has indirectly assisted over 350 client businesses and non-profits in the development and purchasing of electric service since 2009.

We have aided our existing clients by advising them to utilize the same process and methodology that allowed them to save on telecommunications and other commoditized services.

TPI is committed to assisting both large and small clients in harnessing the full amount of their "buying power" in order to save money on all deregulated services. The specific types of clients we service would primarily be commercial; however, we have assisted some clients owning residential properties (example: church convents, church rectories, and non-profit group homes).

Telco Pros Inc. process for assisting clients in the purchase of all commoditized products begins with:

- Information gathering – gathering and consolidating invoices on the product we are currently analyzing.
- Compiling data – We correlate the compiled data to determine a client's entire utilization and total annual expense for the product.
- Request for Proposal (RFP) Development – Using the information we have gathered for our client on a specific commoditized service or product we develop a concise RFP that will maximize the clients buying power and eliminate the chance of being "oversold"
- Conduct a competitive bid process – TPI will submit the completed RFP to a minimum of 3 prescreened viable vendors of the commoditized service or product our client is desirous of purchasing.
- Vendor Handoff - At the completion of this bidding process, TPI assists the client in moving their service to the provider they select.
- On-going client support - After a client's conversion to their desire vendor, TPI remains in constant contact with its clients. We continue to making sure the rate and services proposed in the bidding process are delivered, the service the client receives from the vendor is good,

Telco Pros Inc. is building long term relationships with all of its clients and will continue to service and advise past the initial product bid and term. At TPI, we assist many of our clients in the procurement of as many as 7 different services or products on an ongoing basis and we are consistently adding additional products and services to assist our clients.

Summary and Proof of License:

Please see Attached

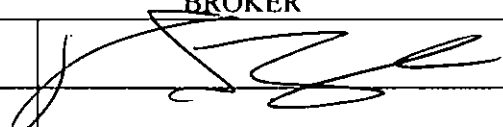
**CUSTOMER SCHEDULE EXHIBIT
INITIAL/RENEWAL PERIOD – AMENDMENT**

Interstate Gas Supply, Inc. (“IGS”) and Telco Pros Inc., (“BROKER”) entered into a Broker Agreement (“Agreement”) on the 29th day of August, 2012. The Parties thereto intend to add to that Agreement with this Amendment. This Amendment incorporates the entire Agreement by reference as if fully set forth at length and is ratified by all Parties hereto. If there is a discrepancy between the “Broker Agreement” and this Amendment, this Amendment will control.

Broker Fee/Residual: \$0.17 / Mcf for Natural Gas
Consumption: Up to 1,000 Mcf

Consumption: \$0.003 / kWh for Electricity
Up to 100,000 kWh

Payment Terms: Monthly

INTERSTATE GAS SUPPLY, INC.		BROKER	
By:		By:	
Name:		Name:	Roger Zona
Title:		Title:	President, Telco Pros Inc.
Date:		Date:	8/30/2012

BEFORE

THE PUBLIC UTILITIES COMMISSION OF OHIO

In the Matter of the Commission's)
Consideration of Solutions Concerning the)
Disconnection of Gas and Electric Service) Case No. 12-2382-GE-UNC
in Winter Emergencies for 2012-2013)
Winter Hearing Season.)

FINDING AND ORDER

The Commission finds:

- (1) The electric, gas, and natural gas companies (utility companies) defined in Section 4905.03, Revised Code, are public utilities in accordance with Section 4905.02, Revised Code, and, as such, are subject to the jurisdiction of the Commission, pursuant to Sections 4905.04, 4905.05, and 4905.06, Revised Code.
- (2) Section 4909.16, Revised Code, provides, in part, that, in the event of an emergency, when the Commission finds it necessary to prevent injury to the business or interests of the public or of any public utility, it may temporarily alter, amend, or suspend any existing rates or schedules.
- (3) Chapters 4901:1-17 and 4901:1-18, Ohio Administrative Code (O.A.C.), address, *inter alia*, the establishment of credit for residential service, the termination and reconnection of residential service by utility companies, and the natural gas and gas Percentage of Income Payment Plan (PIPP) and Graduate PIPP programs. In addition, Chapter 122, O.A.C., addresses the electric PIPP and Graduate PIPP programs. Effective November 1, 2010, all of these chapters were revised to allow for a PIPP Plus program, which provides that, when a customer pays the monthly PIPP Plus payment on time and in full, two types of credits are applied to the customer's account, thus, incenting the customer to make regular payments.

- (4) For more than a decade, prior to each winter heating season, the Commission has voiced concerns about residential customers who, because of limited financial resources, particularly in light of the state of the economy in Ohio, have had their gas and/or electric utility service disconnected during the winter because they are unable to pay their bills and who, because of arrearages, have been unable to have these services restored. Upon contemplation, each year, the Commission has determined that, in accordance with Section 4909.16, Revised Code, in order to prevent injury to these residential customers, it was in the public interest to issue special reconnect procedures for the winter heating season.
- (5) For the 2012-2013 winter heating season, the Commission expects that the utility companies under our jurisdiction will assist customers in every way possible to maintain their service for heating purposes. We expect these utilities to advertise, as much as practicable, the availability of the PIPP Plus programs, as well as the other standard payment plans provided by Commission rule. Moreover, the Commission expects the utilities to err on the side of maintaining service when there is a doubt as to the applicability or the interpretation of a rule.
- (6) In addition, upon consideration of the upcoming 2012-2013 winter heating season, the Commission again finds it necessary and prudent to invoke the emergency provisions of Section 4909.16, Revised Code, in order to prevent injury to affected residential customers and support the public interest. We continue to be concerned about those residential customers who, because of limited financial resources, have had their gas and/or electric utility service disconnected or have a disconnection notice because they are unable to pay their bills. While the Commission believes the residential service rules have substantially assisted customers to keep energy service, in spite of their financial situation, we are aware of the fact that a number of Ohio citizens will enter the winter season without utility service for heating purposes. This, we find, constitutes a continuing emergency.

- (7) Under the new rules that became effective November 1, 2010, to remain on PIPP Plus, customers were required to annually verify their income. Customers have 60 days to reverify income or they are removed from PIPP Plus. In addition, under the new rules in Chapter 4901:1-18, O.A.C., customers are now removed from gas PIPP Plus if they do not pay their missed installments within 30 days of their anniversary date. Once a customer is removed from PIPP Plus for any reason, the customer must pay missed installments or current monthly bills before rejoining PIPP Plus; thus, a customer who is dropped during the winter may have large bills to pay before rejoining PIPP Plus. However, since the 2010-2011 winter heating season was the first season under the new rules, the Commission found it judicious to allow for a transition period, in order to enable PIPP Plus customers to become familiar with the new reverification and anniversary date procedures. In addition, for the 2011-2012 winter heating season, the Commission determined that further transition to the PIPP Plus program was necessary. While this gradual transition over the last two years to the rules which became effective November 1, 2010, was necessary, we believe that, with the upcoming third winter heating season under these rules, it is now appropriate to fully implement the requirements of the rules. To that end, the Commission hereby issues this order to effectuate the special reconnection procedures for the 2012-2013 winter heating season.

Special Reconnection Procedures for Winter 2012-2013

- (8) Upon review of the response to the new PIPP Plus program implemented during the 2010-2011 and 2011-2012 winter heating seasons, the Commission has continued to see positive changes with regard to customers' payment behavior. Accordingly, for the 2012-2013 winter heating season, in order to prevent injury to the interests of the public, we hereby direct, pursuant to the authority provided by Section 4909.16, Revised Code, utility companies under our jurisdiction to reconnect the service of those who have had their service disconnected for nonpayment or to maintain service, provided that the person seeking to have service restored or maintained does all of the following:

- (a) The person must pay his/her arrearages, as set forth in Rule 4901:1-18-07(A) and (B), O.A.C.; or cure any default he/she may have incurred on a standard payment plan provided, pursuant to Rule 4901:1-18-05, O.A.C., if the customer is on such a plan; or pay \$175, whichever is less (funds for this payment may come in whole or in part from the Emergency Home Energy Assistance Program (E-HEAP) or other energy assistance programs). If the customer's gas and electric service have both been disconnected for nonpayment and different utility companies provided these services, the utility companies involved may come to an agreement as to the apportionment of the \$175 between them. If an agreement can not be reached, the utility companies shall apportion the \$175 based upon a ratio of the arrearages the customer owes each company. If the same company provides both of these services, then the \$175 should be apportioned based upon a ratio of the arrearages the customer owes for each service.

Customers not already on a payment plan who pay the \$175 must also enter into a payment plan to stop disconnection or to reconnect service. The \$175 payment includes any security deposit a utility may require. The utility may add the company's approved tariff reconnection charge to this amount, up to \$36. If the company's approved tariff reconnection charge is greater than \$36, the balance of the reconnection charge may be billed to the customer the following month.

Customers who have had their gas and/or electric service disconnected for a fraudulent practice or tampering shall have that service reconnected upon payment for the amount of service obtained fraudulently, plus any investigation fee or nonsufficient fund check

charge under the company's approved tariff, plus any defaulted amount not to exceed \$175, plus the company's approved tariff reconnection charge, up to \$36. If the company's approved tariff reconnection charge is greater than \$36, the balance of the reconnection charge may be billed to the customer the following month.

- (b) To reenroll or maintain active status in PIPP Plus, customers will be required to pay the balance of any PIPP Plus default over \$175 or over the agreed-upon split amount before the due date of the customer's next bill to maintain or be reenrolled in PIPP Plus. Thus, the customer can begin making the established PIPP Plus program payment beginning with the next billing cycle, and be eligible to receive incentive credits for on-time and in-full payments.
- (c) The person must apply for the regular Home Energy Assistance Program (HEAP). A utility company may require the person seeking restoration of service to represent, either orally or in a written statement, that the person has applied for this program before it restores service to anyone who cannot pay his/her total utility bill. If the application period for an assistance program has lapsed or has not yet begun, it is not necessary for the person seeking to have service restored to show that he/she has applied for that specific program.

Customers who schedule an appointment in order to apply for E-HEAP assistance, as confirmed by fax or electronic communication sent by a community action agency to a utility company, shall be granted a reprieve from disconnection until five business days after the appointment. If the utility has not received confirmation of an E-HEAP benefit by the start of the sixth business day following the

customer's appointment, the utility may proceed with disconnection. The community action agency shall also notify the utility daily by fax or electronic communication concerning any missed appointments. As confirmed by fax or electronic communication sent by a community action agency to a utility company, if the customer misses his/her appointment with the local community action agency, the utility may proceed with disconnection.

- (d) Customers not enrolled in PIPP Plus shall enroll in a standard extended payment plan provided for in Rule 4901:1-18-05 (A) and (B), O.A.C., or a plan offered by the utility company, whichever is the most appropriate for the customer, provided that the customer will ultimately be able to maintain service. The customer must enroll on a payment plan at the time the special reconnection procedures are invoked.
- (e) To reenroll or maintain active status in Graduate PIPP Plus, customers will be required to pay the balance of any Graduate PIPP Plus default over \$175 or over the agreed-upon split amount before the due date of the customer's next bill to maintain or be reenrolled in Graduate PIPP Plus. Thus, the customer can continue making his/her established Graduate PIPP Plus payment beginning with the next billing cycle, and be eligible to receive incentive credits for on-time and in-full payments. The time period is not extended to participate in Graduate PIPP Plus.
- (f) The act of a customer who makes payment by check to avoid the disconnection of his/her gas and/or electric service immediately prior to the start of the special winter heating procedures, and whose check is then returned for insufficient funds after the special procedures are in effect, will be considered a fraudulent

practice. Customers under these specific circumstances shall be able to avoid disconnection by paying the amount of the returned check, plus the company's approved tariff return check charge(s), plus any defaulted amount not to exceed \$175 prior to disconnection. If the customer's gas and/or electric service are disconnected, then the procedures set forth in finding (8)(a), above, for disconnection due to a fraudulent practice, will apply.

Other Special Procedures Supporting the 2012-2013 Winter Heating Season Procedures

- (9) Customer notification of special reconnection procedures, and the fact that customers can have their service restored and the procedures set forth herein must be provided by each utility company in writing, by bill insert, or any other form of customer communication, to those customers whose service continues to be disconnected because of nonpayment. These special reconnection procedures shall become effective no later than Monday, October 15, 2012. If the Commission determines that a utility is not following these procedures, we will take those steps we deem appropriate to protect the customers served by that utility.
- (10) Customers requesting service at a new address who have an outstanding balance with the utility company can establish new service upon payment of \$175. The customer must also enter into a payment arrangement on the balance before service is connected, in either one of the standard extended payment plans provided for in Rule 4901:1-18-05(B), O.A.C., or, if eligible, in the PIPP Plus program, whichever is the most appropriate for the customer. If this outstanding balance is a PIPP Plus default, the customer must follow the process set forth in finding (8)(b) above.
- (11) Customers requesting new service with no previous outstanding balance may establish new service upon payment of \$175, in lieu of paying the required security deposit, if the

required security deposit would be more than \$175. When the customer elects this option, the utility company may add the remaining balance of the required security deposit to the customer's next bill. If the required security deposit is less than \$175, the utility shall not count the customer's payment of the lesser amount as the customer's one-time use of the special reconnection procedures described above.

- (12) Customers with multiple residential accounts who wish to utilize the winter reconnect order to maintain or reconnect service may do so only at the property where the customer resides. In addition to payment of \$175 to maintain or reconnect service, the customer must enter into a payment arrangement on the balance of that residential account, in either a standard extended payment plan provided for in Rule 4901:1-18-05(B), O.A.C., or, if eligible, in the PIPP Plus program, whichever is the most appropriate for the customer.
- (13) Utility companies must inform a residential customer of the payment plan options under Rules 4901:1-18-04, 4901:1-18-05, and 4901:1-18-06, O.A.C., or similar provisions, and other available payment plans and options for financial assistance, as well as all the payment plan options provided by the Commission herein, when the customer contacts the utility concerning the disconnection of service or payment arrangements.
- (14) For current residential customers not enrolled in the PIPP Plus program, who request reconnection and arrearage treatment under the special reconnection procedures, as soon as the \$175 payment for reconnection is paid, the utility shall place the remaining unpaid balance into the arrearages for that customer so that the customer can begin making payment under the terms of the agreed extended payment plan beginning with the next billing cycle, as if it were a new plan, subject to the arrearages already incurred. For customers disconnected for fraudulent practice or tampering, the payments required in finding (8)(a), above, will apply. As noted previously, the extended payment plans are described in Rule 4901:1-18-05, O.A.C.

- (15) With regard to the maintenance or reconnection of service for existing customers who do not utilize the special reconnect procedures, the Commission notes that the intent of the special reconnection procedures is to permit customers, with an outstanding balance greater than \$175, who have been disconnected or who are facing disconnection to pay less than their balance to have their service restored or maintained. Therefore, when an existing residential customer makes a payment of less than \$175, which cures any default previously owed to the utility in order to maintain service, or requests reconnection of service, the utility shall not count this payment as the customer's one-time use of the special reconnection procedures described above.
- (16) With regard to reconnection of service, the utility company involved shall reconnect service as described in Rule 4901:1-18-07(A) and (B), O.A.C, which provides that a customer whose service has been disconnected for nonpayment for 10 business days or less can request service be reconnected the same business day by providing proof of payment by 12:30 p.m. If payment is made after 12:30 p.m., the service will be reconnected the following business day. However, where a customer's service has been disconnected for nonpayment for more than 10 business days, the reconnection of the customer's service will be scheduled as if it is a request for new service which allows five business days for gas service and three business days for electric service.
- (17) A reconnection charge, as described in Rule 4901:1-18-07(C), O.A.C., shall not be assessed by the utility company, unless the company has actually disconnected the service.
- (18) A customer can only use the special procedures provided pursuant to this order once from Monday, October 15, 2012 through Monday, April 15, 2013, to:
 - (a) reconnect service under the special reconnection procedures, if the service has been disconnected;
 - (b) avoid the disconnection of service under the special maintenance procedures; or

- (c) request the connection of new service under the other special procedures.
- (19) The Commission recognizes that its jurisdiction does not extend to those utilities owned or operated by municipalities, nor do we regulate cooperatives. However, we hope these entities will adopt the program laid out above so that together we can limit the number of Ohioans who will suffer from a lack of heat this winter.

Application for Energy Assistance and Weatherization Programs

- (20) Rule 4901:1-18-12(C)(2), O.A.C., requires anyone applying for the PIPP Plus program to also apply for all energy assistance and weatherization programs for which he/she is eligible. Included among these programs is the Home Weatherization Assistance Program (HWAP), the largest weatherization program in the state of Ohio. The Ohio Department of Development (ODOD) hopes that the HWAP program will result in the increased weatherization of eligible homes, both reducing energy usage and the arrearages accruing to the account of the PIPP Plus customer.
- (21) The Commission finds that the utility companies subject to the jurisdiction of this Commission should continue to assist ODOD by providing the data requested in ODOD's customer information report.
- (22) As a final matter, the Commission notes that PIPP Plus program customers are required to apply for weatherization services, if they are individually solicited by a provider affiliated with a utility or a ODOD-sponsored weatherization program. If a customer refuses weatherization, he/she will be removed from the PIPP Plus program.

Data Collection

- (23) One of the primary reasons the Commission continues to find it necessary to collect data to determine the number of customers using the special procedures is that customers have had their gas and/or electric service disconnected or are facing the impending disconnection of their service for

nonpayment as we approach the winter heating season. As the Commission continues to evaluate the reason for these nonheating season disconnections of service, we need to track the number of customers who have gas and/or electric service reconnected each month, the types of payment plans entered into, and the length of time that customers were without gas and/or electric utility services. To aid us in making this determination, each utility company under the Commission's jurisdiction is directed to complete the Winter Reconnect Order Report, attached to this finding and order as Appendix A, and electronically submit it to Staff each month. Each utility company, with the exception of small gas companies, should upload its Winter Reconnect Order Report data to the Commission's database by the 20th of the following month, except that data for October 2012, shall be reported with the data for November 2012. Small gas companies should file monthly data with the via an Excel template provided by the Commission.

It is, therefore,

ORDERED, That, effective no later than Monday, October 15, 2012, each utility company under the Commission's jurisdiction shall restore the service of those customers whose gas or electric utility service has been disconnected for nonpayment, in accordance with the terms set out above in finding (8). It is, further,

ORDERED, That, effective no later than Monday, October 15, 2012, each utility company under the Commission's jurisdiction shall maintain the service of those customers, who have received a notice that their service is to be disconnected for nonpayment, in accordance with the terms set out above in finding (8). It is, further,

ORDERED, That, effective no later than Monday, October 15, 2012, each utility company under the Commission's jurisdiction shall establish service for customers who request new service, in accordance with the terms set out above. It is, further,

ORDERED, That the utility companies comply with the Commission's directives set forth in this finding and order. It is, further,

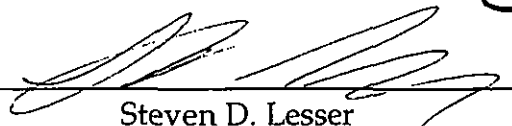
ORDERED, That the special procedures in this order to maintain, reconnect, or establish service are available to a customer only once from Monday, October 15, 2012 through Monday, April 15, 2013. It is further,

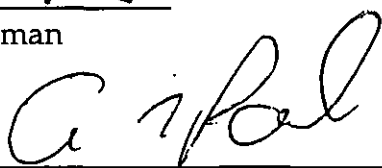
ORDERED, That each utility company under the Commission's jurisdiction provide the data requested in finding (23) and Appendix A to this finding and order, for the preceding month by the 20th day of the following month, except that data for October 2012, shall be reported with the data for November 2012. It is, further,

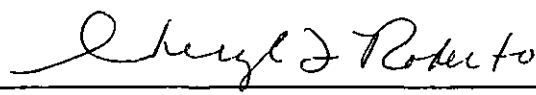
ORDERED, That a copy of this finding and order be served upon each gas company, natural gas company, and electric distribution utility, and all other interested persons of record.

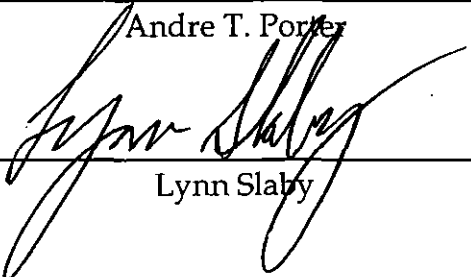
THE PUBLIC UTILITIES COMMISSION OF OHIO


Todd A. Snitchler, Chairman


Steven D. Lesser


Andre T. Porter

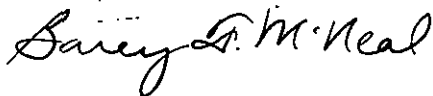

Cheryl L. Roberto


Lynn Slaby

JJT/sc

Entered in the Journal

SEP 05 2012



Barcy F. McNeal
Secretary

Roger S. Zona

1405 West 10th Street • Cleveland Ohio 44113 • Mobile: (216)926-6173
E-mail: roger.zona@thetelcopros.com

OBJECTIVE

To continue to grow Telco Pros Inc. into every deregulated state in the United States of America

SUMMARY of QUALIFICATION

- Consistent top performer throughout career.
- Track record of continuous career growth and income advancement.
- Proven ability to develop new accounts through networking, strategic prospecting of verticals and cold calling.
- Ability to both close and grow business with clients by following a methodical consultative approach.
- Proficient in all major areas of the telecommunications industry including Indirect Channel Management, Fortune 1000 Account Management, Carrier Account Management, VOIP, SIP, TDM, TCP/IP, VPN, LAN/WAN, etc...

EXPERIENCE

- 10/2009 – Present **Founder and President, Telco Pros Inc.**, Cleveland, Ohio
Telco Pros is a nationwide full service business consulting firm. The focus of the business is to assist businesses and non-profits in controlling monthly operating expenses through aggressive contract negotiations and the elimination of waste within a clients Budget.
- Telco Pros currently services over 1000 electricity, natural gas, telecommunications, and lighting accounts across the country.
 - Telco Pros has saved its clients over \$3,000,000 in client operating expenses
 - Telco Pros has recovered over \$100,000 in taxes for its clients
- 10/2007 – 10/2009 **National Sales Recruiting Manager, Stanley Staffing**, Cleveland, Ohio
Stanley Staffing – Corporate Recruiting Division was started in October 2007 and was created to aid IT and telecommunications companies nationwide in finding and acquiring sales talent.
- Won 2 sales President's Club Trips for Top Performance (Chicago and Las Vegas)
 - Personally closed recruiting contracts with Comcast (Fortune 94), Cbeyond, Warwick Communications, and Teletronics recruiting outside B2B sales persons.
 - Effectively located and placed over 60 candidates nationally.
 - Most profitable employee in the division
- 10/2006 – 10/2007 **Account Director, Level(3) Communications**, Cleveland, Ohio
Level(3) is an International Communications company headquartered in Bloomfield CO. The company operates one of the largest Communications and Internet backbones in the world.
- Managed day-to-day sales and support to Eaton Corp, Key Bank, the Diocese of Cleveland, Netlink Services and Metro Health.
 - Negotiated contracts created and articulated value propositions, presented customer network solutions, and made technical presentations.
 - Prospected and won 20+ national and global accounts.
 - Closed three-year agreement with Netlink Services for 15+ DS-3's and 25+ DS-1's valued at over 1.2 million dollars.
 - Personally prospected and closed multi-state IP and MPLS agreement with Ohio's second largest call center.
- 10/2005 – 10/2006 **LDMI Communications**, Cleveland, Ohio
Long Distance of Michigan was a privately held CLEC headquartered out of Southfield Michigan. The assets of LDMI are currently held by CavTel.
- Agent Manager – May 2006 – Sept 2006**
- Promoted to Agent Manager in less than 12 months.
 - Personally developed four new agents producing over 5k per month in first 120 days.
 - Responsible for recruiting, training and supporting all new agents.
- Manager of Major Markets – October 2005 – April 2006**
- Only MMM in entire state of Ohio
 - 130% to plan when promoted
 - Effectively managed and grew LDMI's largest and most complex accounts
 - Average sale was 5x larger than LDMI's average sale

05/2002 – 09/2005

Major Account Executive/ Strategic Alliance, ATX Communications, Cleveland, Ohio
Philadelphia, PA based CLEC founded in 1984. ATX provided full suite of Local, Long Distance, and Internet products to small and medium sized businesses in the Midwest and Mid-Atlantic Regions.

- Over 150% to plan (\$7.5k mo. quota) throughout tenure with ATX.
- Ranked among the top three reps in the region throughout entire tenure with ATX. (50+ reps)
- Personally developed and managed a billing customer base of over \$400,000 in monthly recurring revenue.
- Successfully managed ATX's largest and most complex accounts in the Midwest including, the Diocese of Cleveland (60k MRR), CityNet (50K MRR), ITS (35k MRR), Columbus Blue Jackets(35k MRR) and DS (55k MRR).
- Generated, trained, and managed over ten business partners and agents.
- Scheduled approximately 6 – 10 appointments per work and closed 5 – 7 accounts per month.
- New sales generated 80% hunting / 20% farming existing base.

03/2001 – 04/2002

Senior Account Executive, XO Communications, Cleveland, Ohio
XO Communications provides leading communications services within the enterprise, government and carrier space.

- Finished 2001 calendar year at 155% to full quota (5k mo. quota).
- Ranked in the top 10% nationally (400+ reps).
- Awarded the XO Communications XSeller award nine times.

05/2000 – 03/2001

Account Executive, Teligent Communications, Cleveland, Ohio
Nationwide Telecommunications company providing services to businesses via a fixed wireless solution.

- Achieved 147% of annual quota for the 2000 calendar year.
- Received highest overall rating for Cleveland/ Akron territory in annual review. (22 total reps)
- Teligent Communications 3rd and 4th Quarter MVP award.

EDUCATION & CERTIFICATIONS

01/1998 – 05/2000

John Carroll University, Political Science, Cleveland, Ohio
Member of Pi Alpha Chi

08/1996 – 12/1997

Gannon University, Political Science, Erie, PA
Member of 1996 and 1997 Gannon University Football Team

REFERENCES

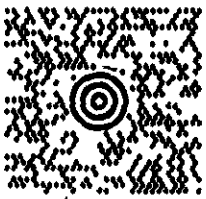
Available Upon Request

TELCO PROS INC
(216) 926-6173
STAPLES #1714
3373 STEELYARD DRIVE
CLEVELAND OH 44109

2 LBS 1 OF 1
SHP WT: 2 LBS
DATE: 16 MAY 2013

SHIP TO: COMMISSION SECRETARY
PENNSYLVANIA PUBLIC UTILITY
2ND FLOOR ROOM N201
KEYSTONE BUILDING

HARRISBURG PA 17120

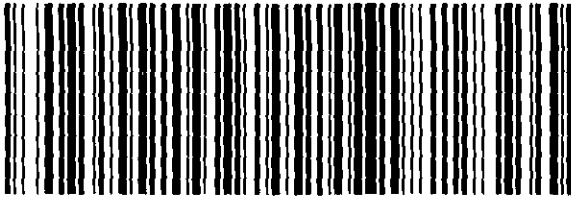


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UPS GROUND

TRACKING #: 1Z 402 WY3 03 2204 0166



BILLING: P/P

TO: PUC SECRETARY BUREAU (PUC)
Agency: PUC
Floor:
External Carrier: UPS

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