

BEFORE THE PENNSYLVANIA PUBLIC UTILITY COMMISSION

Application of TELCO PROS INC., d/b/a TPI EFFICIENCY, for approval to offer, render, furnish, or supply natural gas supply 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
2020 Center Street
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
2020 Center Street
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.

Ryan T Neumyer
Attorney at Law
6480 Rockside Woods Boulevard South Suite 350
P: 216-447-1551 F: (216) 447-1554
RNeumyer@rbslaw.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 Natural Gas 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 NGSS.

Renee Jubeck, Office Manager and Gabrielle Evans, Asst. Office Manager
2020 Center Street
Cleveland, OH 44113
P: 877-244-0182 F: 216-803-9898 renee.jubeck@tpiefficiency.com and gabrielle@tpiefficiency.com

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.

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. Attached
- Provide the state in which the business is incorporated/organized/formed and provide a copy of the Applicant's charter documentation.

Ohio

- Give name and address of officers.

Roger Zona, President
2020 Center Street
Cleveland, OH 44113

Karl Shaw, COO
2020 Center Street
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)*

Definitions

- Supplier – an entity which provides natural gas supply services to retail gas customers utilizing the jurisdictional facilities of an natural gas distribution company
- Broker/Marketer - an entity that acts as an intermediary in the sale and purchase of natural gas but does not take title to the natural gas.

The Applicant is presently doing business in Pennsylvania as a

- natural gas interstate pipeline
- municipality providing service outside its municipal limits
- local gas distribution company
- retail supplier of natural gas services in the Commonwealth
- a natural gas producer
- a broker/marketer engaged in the business of supplying natural gas services
- Other. (Identify the nature of service being rendered)
Broker/marketer engaged in the business of supplying electric services

Or

The Applicant is not presently doing business in Pennsylvania.

b. APPLICANT'S PROPOSED OPERATIONS: The Applicant proposes to operate as a:

- Supplier or Aggregator of natural gas services
- Municipal supplier of natural gas services
- Cooperative supplier of natural gas services
- Broker/Marketer engaged in the business of supplying natural gas services
 - Check here to verify that your organization will not be taking title to the natural gas nor will you be making payments for customers.
- Other (Describe):

c. PROPOSED SERVICES: Describe in detail the natural gas supply services which the Applicant proposes to offer.

Telco Pros Inc. provides energy consulting and energy management service to commercial, industrial, intuitional retail, and non-profit organization users of natural gas. 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 natural gas 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: Check the box of each Natural Gas Distribution Company for which the Applicant proposes to provide service.

- | | |
|---|--|
| <input type="checkbox"/> Columbia | <input type="checkbox"/> Philadelphia Gas Works |
| <input type="checkbox"/> National Fuel Gas | <input type="checkbox"/> UGI Central Penn |
| <input type="checkbox"/> PECO | <input type="checkbox"/> UGI Penn natural |
| <input type="checkbox"/> Peoples Gas – Equitable Div. | <input type="checkbox"/> UGI Utilities |
| <input type="checkbox"/> Peoples Natural Gas | <input type="checkbox"/> Valley Energy |
| <input type="checkbox"/> Peoples TWP | <input checked="" type="checkbox"/> All of the above |

e. CUSTOMERS: Applicant proposes to provide services to:

- Residential Customers
- Small Commercial Customers - (Less than 6,000 Mcf annually)
- Residential and Small Commercial as Mixed Meter ONLY (CANNOT BE TAKEN WITH RESIDENTIAL AND/OR SMALL COMMERCIAL ABOVE)
- Large Commercial Customers - (6,000 Mcf or more annually)
- Industrial Customers
- Governmental Customers
- All of above
- Other (Describe):

f. START DATE: Provide the approximate date the Applicant proposes to actively market within the Commonwealth.

January 1, 2016

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 such 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

- 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.) **NGDCs:** 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 Natural Gas 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 NGDC is as follows.

<p>Columbia Gas of PA, Inc. Thomas C. Heckathorn 200 Civic Center Drive Columbus, OH 43215 PH: 614.460.4996 FAX: 614.460.6442 theckathorn@nisource.com</p>	<p>Peoples Gas – Equitable Division Lynda Petrichevich 375 North Shore Drive, Suite 600 Pittsburg, PA 15212 PH: 412.208.6528 FAX: 412.208.6577 e-mail: Lynda.w.petrichevich@peoples-gas.com</p>
<p>National Fuel Gas Distribution Corp. David D. Wolford 6363 Main Street Williamsville, NY 14221 PH: 716.857.7483 FAX: 716.857.7479 e-mail: wolfordd@natfuel.com</p>	<p>PECO Carlos Thillet, Manager, Gas Supply and Transportation 2301 Market Street, S9-2 Philadelphia, PA 19103 PH: 215.841.6452 Email: carlos.thillet@exeloncorp.com</p>
<p>The Peoples Natural Gas Company Lynda Petrichevich 375 North Shore Drive, Suite 600 Pittsburg, PA 15212 PH: 412.208.6528 FAX: 412.208.6577 e-mail: Lynda.w.petrichevich@peoples-gas.com</p>	<p>Philadelphia Gas Works Nicholas LaPergola 800 West Montgomery Avenue Philadelphia, PA 19122 PH: 215.684.6278 email: nicholas.lapergola@pgworks.com</p>
<p>Peoples TWP LLC (Formerly T. W. Phillips) Lynda Petrichevich 375 North Shore Drive, Suite 600 Pittsburg, PA 15212 PH: 412.208.6528 FAX: 412.208.6577 e-mail: Lynda.w.petrichevich@peoples-gas.com</p>	<p>UGI David Lahoff 2525 N. 12th Street, Suite 360 Reading, PA 19612-2677 PH: 610.796.3520 Email: dlahoff@ugi.com</p>
<p>UGI Central Penn David Lahoff 2525 N. 12th Street, Suite 360 Reading, PA 19612-2677 PH: 610.796.3520 Email: dlahoff@ugi.com</p>	<p>UGI Penn Natural David Lahoff 2525 N. 12th Street, Suite 360 Reading, PA 19612-2677 PH: 610.796.3520 Email: dlahoff@ugi.com</p>
<p>Valley Energy Inc. Robert Crocker 523 South Keystone Avenue Sayre, PA 18840-0340 PH: 570.888-9664 FAX: 570.888.6199 email: bobc@ctenterprises.org</p>	

7. FINANCIAL FITNESS

- a. **BONDING:** In accordance with 66 Pa. C.S. Section 2208(c), no natural gas supplier license shall be issued or remain in force unless the applicant or holder furnishes a bond or other security in a form and amount to ensure the financial responsibility of the natural gas supplier. The criteria used to determine the amount and form of such bond or other security shall be set by each NGDC. Provide documentation that the applicant has met the security requirement of each NGDC by submitting the letters sent by the NGDCs stating what bonding amounts they require.
- 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. **SUPPLIER FUNDING METHOD:** If Applicant is operating as anything other than Broker/Marketer only, explain how Applicant will fund its operations. Provide all credit agreements, lines of credit, etc., and elaborate on how much is available on each item.

N/A

- d. **BROKER PAYMENT STRUCTURE:** If applicant is a broker/marketer, explain how your organization will be collecting your fees.

Directly from natural gas suppliers.

- e. **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
21851 Center Ridge Rd
Suite 207
Rocky River Oh 44146
Jim@kwcpas.com
T: (440) 356-2020
F: (440) 356 4811

- f. **TAXATION:** Complete the TAX CERTIFICATION STATEMENT attached as Appendix D 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 natural gas distribution companies 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 natural gas industry.
- Summary and proof of licenses as a supplier of natural gas 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.
- Any other information appropriate to ensure the technical capabilities of the Applicant.

(Summary attached at end of document marked "Question 8a.")

- b. **PROPOSED MARKETING METHOD** (check all that apply)

- Internal – Applicant will use its own internal resources/employees for marketing
- External NGS – Applicant will contract with a **PUC LICENSED NGS**
- Affiliate – Applicant will use a **NON-NGS affiliate that is a nontraditional marketer and/or marketing services consultant**
- External Third-Party – Applicant will contract with a **NON-NGS third party nontraditional marketer and/or nonselling marketer**

Other (Describe):

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

Yes
 No

If yes, will the Applicant be using verification procedures?

Yes
 No

If yes, describe the Applicant's verification procedures.

d. **OVERSIGHT OF MARKETING:** Explain all methods Applicant will use to ensure all marketing is performed in an ethical manner, for both employees and subcontractors.

Telco Pros, Inc. dba TPI Efficiency (TPI) places great importance on operating ethically in all aspects of its business. TPI will strive to avoid harmful actions or omissions, reflecting the high ethical standards of the company, while adhering to all applicable laws and regulations of the market place. TPI will foster good faith and fair dealing practices, taking careful consideration of the needs and welfare of vendors, employees and customers. TPI will clearly define its code of business ethics in the workplace, embracing the core values of honesty, responsibility, fairness, respect, transparency and citizenship throughout their business and marketing practices. TPI employees will be trained on corporate policies regarding transparency, overstatement of claims, and all other matters of proper use regarding marketing materials in order to reflect a company that puts great importance on social responsibility and honest business interaction. TPI will encourage open dialog among its staff so that any suspected unethical conduct may be safely reported. Any such incident will be thoroughly investigated and dealt with appropriately. TPI will require the same strict standards of its subcontractors, and will cease doing business with those who violate said standards.

e. **OFFICERS:** Identify Applicant's chief officers, and include the professional resumes for any officers directly responsible for operations.

Roger Zona, President
Karl Shaw, COO

Resumes, in attachment

9. DISCLOSURE STATEMENT:

DISCLOSURE STATEMENTS: If proposing to serve Residential and/or Small Commercial (less than 6,000 Mcf annually) Customers, provide a Residential and/or Small Commercial disclosure statement. A sample disclosure statement is provided as Appendix E to this Application.

- Natural gas 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.

Not applicable for an applicant applying for a license exclusively as a broker/marketer.

10. VERIFICATIONS, ACKNOWLEDGEMENTS, AND AGREEMENTS

- a. **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 § 62.114.

AGREED

- b. **REPORTING REQUIREMENTS:** Applicant agrees to provide the following information to the Commission:
- Reports of Gross Receipts: Applicant shall file an annual report with the Commission on an annual basis no later than April 30th following the end of the calendar year per 52 Pa. Code § 62.110.

AGREED

- c. **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. § 2208(d). Transferee will be required to file the appropriate licensing application.

AGREED

- d. **ASSESSMENT:** The Commission does not presently assess Natural Gas Suppliers for the purposes of recovery of regulatory expenses.

ACKNOWLEDGED

- e. **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 § 62.105.

AGREED

- f. **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

- g. **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 thirty (30) days, as to the specifics of any changes which have a significant impact on the conduct of business in Pennsylvania. See 52 Pa. Code § 62.105.

AGREED

- h. **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

- i. **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 Public Utility Code of Pennsylvania and applicable federal and state laws. 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 Natural Gas Suppliers looking to do business in Pennsylvania.

The newspapers in which proof of publication are required is dependent on the service territories the applicant is proposing to serve. The chart below dictates which newspapers are necessary for each NGDC. 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.

	Erie Times-News	Harrisburg Patriot-News	Philadelphia Daily News	Pittsburg Post-Gazette	Scranton Times-Tribune	Williamsport Sun-Gazette	Johnstown Tribune-Democrat
Columbia Gas	X	X		X		X	X
Equitable Gas	X			X			
National Fuel Gas				X			
PECO			X				
Peoples Natural Gas	X			X			X
Peoples TWP LLC				X			
Philadelphia Gas Works			X				
UGI		X	X		X		
UGI Central Penn	X	X	X	X	X	X	X
UGI Penn Natural		X			X	X	
Valley Energy					X	X	
Entire Commonwealth	X	X	X	X	X	X	X

(Example Publications are provided at Appendices F and G)

13. SIGNATURE

Applicant: KARL SHAW
 By: Karl Shaw
 Title: COO

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 is complete.

Applicant: Telco Pros, Inc.

Applicant's Use	Signature	
	Filing Fee	
	Application Affidavit	
	Operations Affidavit	
	Proof of Publication	
	Tax Certification Statement	
	Commonwealth Department of State Verification	
	Certificate of Service	
	PUC Secretary's Bureau Use	

Appendix A

APPLICATION AFFIDAVIT

State of Ohio : ss.
County of Cuyahoga :

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

He is the COO 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 a natural gas supplier pursuant to 66 Pa. C.S. § 2208 (c)(1).

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.

[Handwritten signature of Karl Shaw]
Signature of Affiant

Sworn and subscribed before me this 18th day of February, 2016.

[Handwritten signature of Karen Burns]
Signature of official administering oath

My commission expires 12-7-2020



KAREN BURNS
NOTARY PUBLIC
STATE OF OHIO
Recorded in:
Cuyahoga County
My Comm. Exp. 12/7/2020

Appendix B

OPERATIONS AFFIDAVIT

State of Ohio :
County of Cuyahoga : ss.

Karl Shaw, Affiant, being duly [sworn/affirmed] according to law, deposes and says that:
He is the Chief Operating Officer 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 it possesses the requisite technical, managerial, and financial fitness to render natural gas supply 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 22 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 natural gas 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).

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 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 Office of Communications 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 18th day of February, 2016.



Signature of official administering oath

My commission expires 12-7-2020.



KAREN BURNS
NOTARY PUBLIC
STATE OF OHIO
Recorded in
Cuyahoga County
My Comm. Exp. 12/7/2020

Appendix C

Required of ALL Applicants regardless of operating as a supplier, broker, marketer, or aggregator.

**Example
CERTIFICATE OF SERVICE**

On this the 18th day of February, 2016 I certify that a true and correct copy of the foregoing application form for licensing within the Commonwealth of Pennsylvania as a Natural Gas Supplier and all **NON-CONFIDENTIAL** attachments have been served, as either a hardcopy or a searchable PDF version on a cd-rom, upon the following:

<p>Office of Consumer Advocate 5th Floor, Forum Place 555 Walnut Street Harrisburg, PA 17120</p>	<p>Office of the Attorney General Bureau of Consumer Protection Strawberry Square, 14th Floor Harrisburg, PA 17120</p>
<p>Office of the Small Business Advocate Commerce Building, Suite 202 300 North Second Street Harrisburg, PA 17101</p>	<p>Commonwealth of Pennsylvania Department of Revenue Bureau of Compliance Harrisburg, PA 17128-0946</p>
<p>Columbia Gas of PA, Inc. Thomas C. Heckathorn 200 Civic Center Drive Columbus, OH 43215 PH: 614.460.4996 FAX: 614.460.6442 theckathorn@nisource.com</p>	<p>Bureau of Investigation & Enforcement Pennsylvania Public Utility Commission Commonwealth Keystone Building 400 North Street, 2 West Harrisburg, PA 17120</p>
<p>Peoples Natural Gas – Equitable Division Lynda Petrichevich 225 North Shore Drive Pittsburgh, PA 15212 PH: 412.208.6528 FAX: 412.208.6577 e-mail: Lynda.w.petrichevich@peoples-gas.com</p>	<p>National Fuel Gas Distribution Corp. David D. Wolford 6363 Main Street Williamsville, NY 14221 PH: 716.857.7483 FAX: 716.857.7479 e-mail: wolfordd@natfuel.com</p>
<p>The Peoples Natural Gas Company Lynda Petrichevich 225 North Shore Drive Pittsburgh, PA 15212 PH: 412.208.6528 FAX: 412.208.6577 e-mail: Lynda.w.petrichevich@peoples-gas.com</p>	<p>PECO Carlos Thillet, Manager, Gas Supply and Transportation 2301 Market Street, S9-2 Philadelphia, PA 19103 PH: 215.841.6452 Email: carlos.thillet@exeloncorp.com</p>
<p>Peoples TWP LLC (Formerly T. W. Phillips) Lynda Petrichevich 225 North Shore Drive Pittsburgh, PA 15212 PH: 412.208.6528 FAX: 412.208.6577 e-mail: Lynda.w.petrichevich@peoples-gas.com</p>	<p>Philadelphia Gas Works Nicholas LaPergola 800 West Montgomery Avenue Philadelphia, PA 19122 PH: 215.684.6278 email: nicholas.lapergola@pgworks.com</p>

<p>375 North Shore Drive, Suite 600 Pittsburg, PA 15212 PH: 412.208.6528 FAX: 412.208.6577 e-mail: Lynda.w.petrivich@peoples-gas.com</p>	<p>2525 N. 12th Street, Suite 360 Reading, PA 19612-2677 PH: 610.796.3520 Email: dlahoff@ugi.com</p>
<p>UGI Central Penn David Lahoff 2525 N. 12th Street, Suite 360 Reading, PA 19612-2677 PH: 610.796.3520 Email: dlahoff@ugi.com</p>	<p>UGI Penn Natural David Lahoff 2525 N. 12th Street, Suite 360 Reading, PA 19612-2677 PH: 610.796.3520 Email: dlahoff@ugi.com</p>
<p>Valley Energy Inc. Robert Crocker 523 South Keystone Avenue Sayre, PA 18840-0340 PH: 570.888-9664 FAX: 570.888.6199 email: bobc@ctenterprises.org</p>	



Karl Shaw, COO, Telco Pros, Inc.

2a.

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

Telco Pros Inc.

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: 4134315

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

2a.

Entity #: 4134315 Date Filed: 09/17/2012 Carol Alchele Secretary of the Commonwealth

**PENNSYLVANIA DEPARTMENT OF STATE
CORPORATION BUREAU**

**Application for Certificate of Authority
(15 Pa.C.S.)**

- Foreign Business Corporation (§ 4124)
 Foreign Nonprofit Corporation (§ 6124)

Name <u>Telco Pros Inc.</u>		
Address <u>1405 W. 10th St</u>		
City <u>Cleveland</u>	State <u>OH</u>	Zip Code <u>44114</u>

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



Commonwealth of Pennsylvania
CERTIFICATE OF AUTHORITY 3 Page(s)

Fee: \$250



T1226167085

In compliance with the requirements of the applicable provisions of 15 Pa.C.S. (relating to corporations and unincorporated associations), the undersigned, hereby states that:

1. The name of the corporation is:
Telco Pros Inc.

2. Complete only when the corporation must adopt a corporate designator for use in Pennsylvania.
The name which the corporation adopts for use in this Commonwealth is:

3. If the name set forth in paragraph 1 or 2 is not available for use in this Commonwealth, complete the following:
The fictitious name which the corporation adopts for use in transacting business in this Commonwealth is:
TPI Efficiency Consulting

The corporation shall do business in Pennsylvania only under such fictitious name pursuant to the attached resolution of the board of directors under the applicable provisions of 15 Pa.C.S. (relating to corporations and unincorporated associations) and the attached form DSCB:54-311 (Application for Registration of Fictitious Name).

4. The name of the jurisdiction under the laws of which the corporation is incorporated is: Ohio

5. The address of its principal office under the laws of the jurisdiction in which it is incorporated is:

<u>1405 W. 10th St.</u>	<u>Cleveland</u>	<u>OH</u>	<u>44113</u>
Number and street	City	State	Zip

PA DEPT. OF STATE

SEP 17 2012

2a.

DSCB:15-4124/6124-2

6. The (a) address of this corporation's proposed registered office in this Commonwealth or (b) name of its commercial registered office provider and the county of venue is:

(a) Number and street	City	State	Zip	County
2188 Jenna Court	Bethlehem	PA	18020	Northampton

(b) Name of Commercial Registered Office Provider _____ County _____
 c/o: _____

7. Check one of the following:

Business Corporation: The corporation is a corporation incorporated for a purpose or purposes involving pecuniary profit, incidental or otherwise.

Nonprofit Corporation: The corporation is a corporation incorporated for a purpose or purposes not involving pecuniary profit, incidental or otherwise.

IN TESTIMONY WHEREOF, the undersigned corporation has caused this Application for Certificate of Authority to be signed by a duly authorized officer thereof this 11 day of Sept 2012.

Telco Pros Inc.
 Name of Corporation

[Signature]
 Signature

President
 Title



DATE:	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
09/29/2009	200917701284	DOMESTIC ARTICLES/FOR PROFIT (ARF)	125.00	.00	.00	.00	.00

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

MR ROGER & ZONA
1300 W 9TH ST
APT 238
CLEVELAND, OH 44113-1032

STATE OF OHIO CERTIFICATE

Ohio Secretary of State, Jennifer Brunner

1866715

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

TELCO PROS INC.

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

Document(s)

DOMESTIC ARTICLES/FOR PROFIT

Document No(s):

200917701284



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

Witness my hand and the seal of
the Secretary of State at Columbus,
Ohio this 1st day of September,
A.D. 2009.

Ohio Secretary of State

7 a.



January 26, 2016

Karl Shaw
TPI Efficiency
2020 Center St
Cleveland, OH 44113

Dear Karl Shaw:

We are pleased that TPI Efficiency has applied for a license to provide Natural Gas Broker/Marketer Services on the distribution system of Columbia Gas of Pennsylvania, Inc. ("Columbia Gas").

Under Paragraph 2.4.5 of the Rules Applicable to Distribution Service section of the Tariff of Columbia Gas, TPI Efficiency could be required to provide to Columbia Gas a bond or other financial security instrument in an amount that Columbia Gas determines to be appropriate. TPI Efficiency has indicated only brokering and consulting services will be provided. Therefore, we have determined at this time that TPI Efficiency does not need a bond or other financial security requirement to provide broker natural gas services to Columbia Gas customers.

If the creditworthiness requirement or Columbia Gas' exposure to TPI Efficiency changes in the future, Columbia Gas might deem it appropriate to require TPI Efficiency to provide a bond or other financial security instrument.

Please feel free to contact me at 614-460-6841 should you have any questions regarding a bond or other financial security instrument requirements of Columbia Gas.

Sincerely,

A handwritten signature in cursive script that reads 'Michele Caddell'.

Michele Caddell
Manager of Choice and Transportation Support Services



PHILADELPHIA GAS WORKS
800 West Montgomery Avenue • Philadelphia, PA 19122

7a.

January 27, 2016

Mr. Karl Shaw
Chief Operating Officer
Telco Pros, Inc., dba TPI Efficiency
2020 Center Street
Cleveland, OH 44113

Re: Natural Gas License Bonding Requirements - Broker

Dear Mr. Shaw:

Philadelphia Gas Works ("PGW") is aware that Telco Pros, Inc., dba TPI Efficiency has filed an application with the Pennsylvania Public Utility Commission to supply natural gas services to the public in Pennsylvania and specifically within the services territory of Philadelphia Gas Works.

As you know, in making such an application, Telco Pros, Inc., dba TPI Efficiency, must furnish acceptable security to each utility where Telco Pros, Inc., dba TPI Efficiency, is to provide a bond or other financial security instrument in an amount that Philadelphia Gas Works determines to be appropriate.

However, you have indicated, and it is Philadelphia Gas Works' understanding that Telco Pros, Inc., dba TPI Efficiency, only to provide natural gas aggregating, brokering and consulting services at this time. You have stated that, in performing these services, Telco Pros, Inc., dba TPI Efficiency, will never take title to any delivered natural gas.

Based upon your representations, Philadelphia Gas Works has determined that, at this time, Telco Pros, Inc., dba TPI Efficiency, does not need to post a bond or other form of security to operate in its service territory. If the services provided by Telco Pros, Inc., dba TPI Efficiency, should change, Philadelphia Gas Works reserves the right to require security from Telco Pros, Inc., dba TPI Efficiency, as it deems appropriate.

If you have any questions concerning the foregoing, please contact me at (215) 684-6278.

Sincerely,

A handwritten signature in black ink that reads "Nicholas LaPergola". The signature is written in a cursive style with a large initial "N".

Nicholas LaPergola
Director
Gas Supply, Transportation & Control

NL:b



VALLEY ENERGY

523 S. Keystone Avenue, P.O. Box 340, Sayre, PA 18840
800/998-4427 • 570/888-9664 • FAX 570/888-6199

January 26, 2016

Mr. Karl Shaw, COO
Telco Pros, Inc., d/b/a/ TPI Efficiency
2020 Center St.
Cleveland, OH 44113

Dear Mr. Shaw:

We understand that Telco Pros, Inc., d/b/a/ TPI Efficiency has applied with the Pennsylvania Public Utility Commission to supply natural gas services to the public in Pennsylvania including our company's service area.

Because Telco Pros, Inc., d/b/a/ TPI Efficiency intends to only provide natural gas aggregating, brokering and consulting services at this time, we have determined that Telco Pros, Inc., d/b/a/ TPI Efficiency will not be required to post a bond or other form of financial security instrument to provide this service in our service area. However, if the service provided or failure to meet our requirements for credit worthiness changes in the future, we reserve the right to require security from Telco Pros, Inc., d/b/a/ TPI Efficiency as deemed appropriate.

If you have any questions, please contact Mrs. Marjorie Johnston at 570-888-9664.

Sincerely,

Robert J. Crocker
President & CEO

RJC/ss

cc: M. Johnston, Valley Energy

7 a:



PECO Energy Company
Gas
2301 Market Street S9-1
Philadelphia, PA 19101

www.exeloncorp.com

January 25, 2016

Karl Shaw, COO
TPI efficiency
2020 Center Street
Cleveland, Ohio, 44113

Re: Bonding Requirements

Dear Karl Shaw:

PECO is aware that TPI efficiency has applied for a license to provide brokering and consulting services to commercial and industrial customers on the distribution system of PECO.

In making such an application, TPI efficiency could be required to provide to PECO a bond or other acceptable financial security in an amount that PECO determines to be appropriate. TPI efficiency has indicated that it intends to provide only brokering and consulting services to commercial and industrial customers will not take title to any delivered natural gas; nor will accept any customer payments or deposits. Therefore, PECO has determined at this time that TPI efficiency does not need a bond or other financial security requirement, since they are not directly engaging in business with PECO and only providing brokering or consulting services to PECO customers. However, if the services provided by TPI efficiency or the creditworthiness requirement for PECO's exposure to TPI efficiency changes in the future, PECO reserves the right to require TPI efficiency to provide a bond or other financial security instrument.

If you should have any questions regarding this matter, please contact Chris Sauerbaum at 215-841-6422 or myself at 215-841-6452.

Respectfully submitted,

A handwritten signature in cursive script that reads "Carlos P. Thillet".

Carlos P. Thillet
Manager, Gas Supply and Transportation
2301 Market St S9-1
Philadelphia, Pa 19103



7a.

UGI Utilities, Inc.
2525 North 12th Street
Suite 360
Post Office Box 12677
Reading, PA 19612-2677

6/18/15

Donald Larson
Project Manager
TPI Efficiency Consulting
2020 Center Street
Cleveland, Ohio 44113

RE: TPI Efficiency Consulting Inc. application to serve as a Natural Gas Broker

Dear Mr. Larson,

Based on your assertion that TPI Efficiency Consulting Inc. ("TPI") is applying with the State of Pennsylvania to operate as a natural gas broker/marketer, UGI Utilities Inc. ("UGIU") has concluded that TPI will not need to post security with UGI-Central Penn Gas ("CPG"), UGI-Penn Natural Gas ("PNG") or UGI Utilities Gas Division ("UGI"). This is based on the declaration that TPI will not be taking title to gas or directly serving end use customers. This also assumes that TPI will be acting in conjunction with a licensed Natural Gas Supplier who has been approved by the Pennsylvania Public Utility Commission to serve in the applicable UGIU service territories and who has posted the required financial security as specified in the respective UGIU tariffs. If TPI wishes to directly serve Choice customers in the service territories of UGI, PNG and/or CPG in the future as a natural gas supplier, it will have to post security as specified in the respective UGI tariffs prior to the commencement of the service. Please feel free to contact me with any additional questions that you may have.

Sincerely,

David E. Lahoff
Manager, Tariff & Supplier Administration
UGI Utilities, Inc.



National Fuel

7 a.

June 15th, 2015

Karl Shaw
Chief Operating Officer
Telco Pros, Inc., dba TPI Efficiency
1250 Old River Road, FL 3
Cleveland, OH 44113

Re: Security Requirement for Telco Pros, Inc., dba TPI Efficiency.

Dear Bryan,

National Fuel Gas Distribution Corporation ("NFGDC") is aware Telco Pros, Inc., dba TPI Efficiency. (TPI) has filed an application with the Pennsylvania Public Utility Commission to supply natural gas service to the public in Pennsylvania and specifically within the service territory of NFGDC.

As you know, in making such an application, TPI must furnish acceptable security to each utility where TPI will do business. As such, under its tariff, NFGDC could require TPI to provide a bond or other financial security instrument in an amount that NFGDC determines to be appropriate.

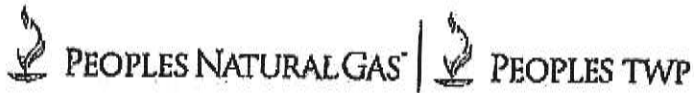
However, you have indicated, and it is NFGDC's understanding that TPI intends only to provide natural gas aggregating, brokering and consulting services at this time. You have stated that, in performing these services, TPI will never take title to any delivered natural gas.

Based upon your representations, NFGDC has determined that, at this time, TPI does not need to post a bond or other form of security to operate in its service territory. However, if the services provided by TPI change in the future, NFGDC reserves the right to require security from TPI as it deems appropriate.

If you have any questions concerning the foregoing, please contact me at 716-857-7599.

Yours truly,

Nathan E. Barnes
Transportation Services Department



375 N. Shore Drive, Suite 800
Pittsburgh, PA 15212

7 a.

Lynda W. Petrichevich
Manager, Rates and Regulatory Affairs

Peoples Service Company LLC
Phone: 412-208-6528; Fax: 412-208-6577
Email: lpetrichevich@peoples-gas.com

November 24, 2014

Karl Shaw
Chief Operating Officer
Telco Pros, Inc.
2806 Payne Avenue, FL 33756

Dear Mr. Shaw:

We are pleased that Telco Pros, Inc. has applied for a license to provide natural gas broker/marketer services on the Peoples Group of Companies. Specifically you have requested to be licensed as a supplier on the distribution systems of Peoples Natural Gas Company LLC, Peoples TWP, and Peoples Natural Gas LLC – Equitable Division (“the Companies”).

Since Telco Pros, Inc. is not currently operating, and has no immediate plan to operate a Pool on the Peoples systems, we have determined at this time that Telco Pros, Inc. does not need a bond or other financial security requirement to provide these services to the Company’s customers.

If the creditworthiness requirement or the Company’s exposure to Telco Pros, Inc. provision of services on the Peoples’ system changes in the future, the Companies may deem it appropriate to require a bond or other financial instrument.

If you have any questions feel free to contact me at 412-208-6528 or by email at Lynda.W.Petrichevich@peoples-gas.com.

Sincerely,

Lynda W. Petrichevich
Manager, Rates and Regulatory Affairs
Peoples Natural Gas Company LLC

Cc: Steven Kollich
Carol Miller

SAFETY

CUSTOMER
COMMITMENT

TRUST

COMMUNITY

Roger S. Zona

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

Ja & Je

OBJECTIVE

To grow TPI Efficiency Consulting into every deregulated energy market in the U.S and Canada.

SUMMARY of QUALIFICATION

Roger Zona brings 15 years of contract negotiation, fiscal management consulting, executive account management, and business operations experience to his role as President and CEO of TPI Efficiency Consulting. In six years, TPI has grown from a single owner operated company to a business with over 25 full-time staff, 35 independent contractors, and nearly 3000 commercial accounts nationwide. In 2014, TPI Efficiency purchased a 15,000 sq. ft. building on the West Bank of the Flats, in Downtown Cleveland and now utilizes the facility as its corporate headquarters. TPI boasts an expansive portfolio of services designed to assist clients in the strategic procurement of electricity, natural gas, LED Lighting, Information Technology, Credit Card Processing, Communications, and other commoditized services.

EXPERIENCE

10/2009 - Present

Founder and President, TPI Efficiency Consulting, 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 2500 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 \$200,000 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

Ja + Pe

Karl Shaw

2020 Center Street • Cleveland Ohio 44113 • Mobile: (330)524-7937
E-mail: karl.shaw@thetelcopros.com

SUMMARY of QUALIFICATION

Karl Shaw brings over 20 years of management, procurement, and sourcing experience to his COO role at TPI Efficiency. His executive experience includes Vice-president of Worldwide Strategic Sourcing with Thermo-Fisher Scientific, Owner of KSSD Management, LLC, Owner and Executive Vice President of ActionLink, CEO of Pulse Interactive, and Founder of Retail Mashup, LLC. In addition, he held senior management and consulting roles for international retailers Best Buy, OfficeMax and Circuit City. Karl's passion and ability to negotiate custom, unique solutions are a driving force at TPI.

EXPERIENCE

1/2011 - Present

COO at TPI Efficiency Consulting and Telco Pros, Inc.

TPI is a full-service energy and fiscal management partner, providing money-saving solutions for all your business challenges. We are a one-stop-shop offering clients budget certainty on monthly expenditures such as Electricity, Natural Gas, LED Lighting, Waste Removal, Credit Card Processing and Telecommunications. We are vendor-neutral, offering objective advice throughout the procurement process, negotiating with over 150 vendors, sourcing cost-effective, custom solutions, and providing outstanding customer service throughout the contract term.

Telco Pros, Inc. is a full-service consulting firm specializing in budget analysis, utility cost Reduction, technology assessments, and project management.

11/2009 - Present

Managing Partner at SquareOne Consulting

SquareOne Consulting provides a full portfolio of online strategic marketing services including: Social Media Strategy, Online Visibility, Web Site Analysis and Redesign, Content Management System Implementation, Business Process Analysis and Web 2.0 Integration and Analytics Strategy Development and Implementation/Training Services.

2/2009 - 3/2011

Owner at Retail Mashup, LLC.

3/2008 - 1/2009

CEO at Pulse Interactive, LLC.

CEO and Founder of Pulse Interactive, a company focused on solving the persistent employee Sales training issues faced by consumer electronics retailers. Pulse leveraged social media Platforms coupled with a dynamic learning management system that delivered manufacturer And employee provided training modules. Built strong relationships with C and E level executives At major retailers and created custom networked learning solutions, combining applications and The Telligent social network platform.

4/2004 - 10/2008

Owner/Executive Vice President at ActionLink.

Participated in cross functional steering committee to provide strategic and operational leadership. Managed up to 8,000 employees across several diverse operational divisions and created new organizational structures to proactively support the flexibility required by our customers. Managed technology initiatives that drove operational efficiencies through implementation online reporting for field employees, developing an online learning strategy with custom educational courses through the use of an integrated LMS, and delivered a complete HRM strategy from employment application to work assignments.

EDUCATION

1988 - 1991

The University of Connecticut, BS, Business

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:

January 15, 2016

Affiant further deposes to verify the foregoing of publication, and t

Pennsylvania Public Utility Commission Notice

Application of Telco Pros, Inc. (dba TPJ Efficiency) for Approval To Offer, Render, or Furnish Natural Gas Services as a Supplier, Aggregator, or Marketer/Broker Engaged In The Business of Supplying Natural Gas Supply Services, 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 provide natural gas supply services as (1) a supplier or Aggregator of natural gas, and (2) a broker/ marketer engaged in the business of providing natural gas Services. Telco Pros, Inc. proposes to sell natural gas and related throughout all of Pennsylvania Under the provisions of the new Natural Gas 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.'s attorney at the address listed below.

By and through Counsel:
Ryan T. Neumeyer
6480 Rockside Woods Blvd. South, Suite 350
Cleveland, OH 44131
Phone: 216 447 1551
Fax: 216 696 1067

er daily authorized by the Sun-Gazette Company, publisher of the Williamsport Sun-Gazette, th and also declares that affiant is not interested in the subject matter of the aforesaid notice in the foregoing statement as to time, place and character of publication are true.

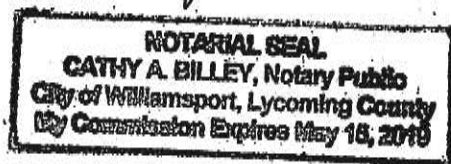
Bernard A. Oravec

SUN-GAZETTE COMPANY

Sworn to and subscribed before me

the 18th day of January 2016

Cathy A. Billey
Notary Public



STATEMENT OF ADVERTISING COSTS

To the Sun-Gazette Company, Dr.:	
For publishing the notice attached	
hereto on the above state dates.....	\$ <u>739.04</u>
Probated same.....	\$
Total.....	\$ <u>739.04</u>

BY'S RECEIPT FOR ADVERTISING COSTS

THE SUN-GAZETTE

and certifies that the same have been fully paid.

SUN-GAZETTE COMPANY

BY Bernard A. Oravec

12

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

TELCO PROS INC
RENEE JUBECK
2020 CENTER STREET CLEVELAND OH 44113

Account # 567937
Order # 81884039
Ad Price: 223.85

LEGAL NOTICE PENNSYLVANI

Gina Krushinski

Being duly sworn according to law deposes and says that (s)he 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:

01/15/2016

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 15th day of January A.D., 2016

Sharon Venturi

(Notary Public)

COMMONWEALTH OF PENNSYLVANIA
Notarial Seal
Sharon Venturi, Notary Public
City of Scranton, Lackawanna County
My Commission Expires Feb. 12, 2018
MEMBER, PENNSYLVANIA ASSOCIATION OF NOTARIES

LEGAL NOTICE

PENNSYLVANIA PUBLIC UTILITY
COMMISSION NOTICE

Application of Telco Pros, Inc. (d/b/a "TPI Efficiency") For Approval To Offer, Render, or Furnish Natural Gas Services as a Supplier, Aggregator, or Marketer/Broker Engaged In The Business Of Supplying Natural Gas Supply Services, 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 provide natural gas supply services as (1) a supplier or aggregator of natural gas, and (2) a broker/marketer engaged in the business of providing natural gas services. Telco Pros, Inc. proposes to sell natural gas and related throughout all of Pennsylvania under the provisions of the new Natural Gas 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.'s attorney at the address listed below.

By and through Counsel:

Ryan T Neumeyer
6480 Rockside Woods Boulevard
South, Suite 350
Cleveland Oh 44131
Phone: 216-447-1551
Fax: 216-696-1067

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No. _____ Term, _____

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 P. Reed, 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:

15 of January, 2016

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.

P. Reed

PG Publishing Company

Sworn to and subscribed before me this day of:
January 15, 2016

Linda M. Gaertner

COMMONWEALTH OF PENNSYLVANIA
NOTARIAL SEAL
Linda M. Gaertner, Notary Public
City of Pittsburgh, Allegheny County
My Commission Expires Jan. 31, 2019
MEMBER, PENNSYLVANIA ASSOCIATION OF NOTARIES

STATEMENT OF ADVERTISING COSTS

Telco Pros Inc
2020 Center Street
CLEVELAND OH 44113

To PG Publishing Company

Total ----- \$405.00

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 *Samuel J. Arbutina* Samuel J. Arbutina

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. (dba "TPI Efficiency") for Approval To Offer, Render, or Furnish Natural Gas Services as a Supplier, Aggregator, or Marketer/Broker Engaged In The Business of Supplying Natural Gas Supply Services, 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 provide natural gas supply services as (1) a supplier or Aggregator of natural gas, and (2) a broker/marketer engaged in the business of providing natural gas services. Telco Pros, Inc. proposes to sell natural gas and related throughout all of Pennsylvania Under the provisions of the new Natural Gas 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.'s attorney at the address listed below.

By and through Counsel:
Ryan T. Neumeyer, 6480
Rockside Woods Blvd.
South, Suite 350, Cleveland, OH 44131, Phone: 216 447 1551, Fax: 216 696 1067

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:

January 18, 2016

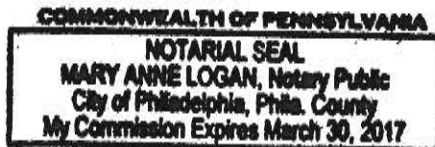
Affiant further deposes and says that she is an employee of the publisher of said newspaper and has been authorized to verify the foregoing statement and that she is not interested in the subject matter of the aforesaid notice of publication, and that all allegations in the foregoing statement as to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

Florence Devlin

Sworn to and subscribed before me this 18th day of
January, 2016.

Mary Anne Logan
Notary Public

My Commission Expires:



Copy of Notice of Publication

Pennsylvania Public Utility Commission Notice
Application of Telco Pros, Inc. (dba "TPI Efficiency") for Approval To Offer, Render, or Furnish Natural Gas Services as a Supplier, Aggregator, or Marketer/Broker Engaged in the Business of Supplying Natural Gas Supply Services, 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 provide natural gas supply services as (1) a supplier or aggregator of natural gas, and (2) a broker/marketer engaged in the business of providing natural gas services. Telco Pros, Inc. proposes to sell natural gas and related throughout all of Pennsylvania. Under the provisions of the new Natural Gas 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.'s attorney at the address listed below.
By and through Counsel:
Ryan T. Neumeyer
6480 Rockside Woods Blvd. South, Suite 350
Cleveland, OH 44131
Phone: 216 447 1851
Fax: 216 698 1067

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

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The Patriot-News
Now you know

TELCO PROS
2020 CENTER STREET

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

Amy Kotula, 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 printed notice or publication which is securely attached hereto is exactly as printed and published in their regular daily and/or Sunday/ Community Weekly editions which appeared on the date(s) indicated below. That neither she nor said Company is interested in the subject matter of said printed notice or advertising, and that all of the allegations of this statement as to the time, place and character of publication are true; and

That she has personal 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 of directors of the said Company and subsequently duly recorded in the office for the Recording of Deeds of Dauphin in Miscellaneous Book "M", Volume 14, Page 317.

This ad # 0002354786 ran on the dates shown below:

January 19, 2016

Amy Kotula

Sworn to and subscribed before me this 20 day of January, 2016 A.D.

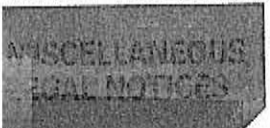
Sheryl Marie Leggore
Notary Public

COMMONWEALTH OF PENNSYLVANIA

NOTARIAL SEAL

Sheryl Marie Leggore, Notary Public
Hampden Twp., Cumberland County
My Commission Expires July 16, 2018

MEMBER, PENNSYLVANIA ASSOCIATION OF NOTARIES



Pennsylvania Public Utility Commission Notice
Application of Telco Pros, Inc. (dba "Efficiency") for Approval To Sell, Render, or Furnish Natural Gas Services as a Supplier, Aggregator, or Broker/Broker Engaged in The Business of Supplying Natural Gas Supply Services, To The Public In The Commonwealth Of Pennsylvania.
Telco Pros, Inc. will be filing an application with the Pennsylvania Public Utility Commission ("PUC") for consent to provide natural gas supply services as (1) a supplier or aggregator of natural gas, and (2) a broker/broker engaged in the business of providing natural gas services. Telco Pros, Inc. proposes to sell natural gas related throughout all of Pennsylvania under the provisions of the new Natural Gas 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 5, Harrisburg, PA 17105-3265. You should send copies of any protest to Telco Pros, Inc.'s attorney at the address listed below.

By and through Counsel:
Ryan T. Neumeyer
6480 Rockside Woods Blvd. South,
Suite 350
Cleveland, OH 44131
Phone: 216 447 1551
Fax: 216 696 1067

PROOF OF PUBLICATION
In
THE ERIE TIMES-NEWS
COMBINATION EDITION

TELCO PROS INC
2020 CENTER STREET
CLEVELAND OH 44113

REFERENCE: 144694 180527
PUC Notice

STATE OF PENNSYLVANIA)
COUNTY OF ERIE) SS:

Tom Mezler, being duly sworn, deposes and says that: (1) he/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: 01/16/16

TOTAL COST: \$409.00 AD SPACE: 0 Lines

FILED ON: 01/16/16

**PENNSYLVANIA
PUBLIC UTILITY COMMISSION
NOTICE**

Application of Telco Pros, Inc. (d/b/a "TPJ Efficiency") For Approval To Offer, Render, or Furnish Natural Gas Services as a Supplier, Aggregator, or Marketer/ Broker Engaged In The Business Of Supplying Natural Gas Supply Services, 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 provide natural gas supply services as (1) a supplier or aggregator of natural gas, and (2) a broker/marketer engaged in the business of providing natural gas services. Telco Pros, Inc. proposes to sell natural gas and related throughout all of Pennsylvania under the provisions of the new Natural Gas 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.'s attorney at the address listed below.

By and through Counsel:
Ryan T Neumeyer
6480 Rockside Woods Boulevard South, Suite 350
Cleveland Oh 44131
Phone: 216 447 1551
Fax: 216 696 1067

adum180527

Sworn to and subscribed before me this 18th day of January 2016

Affiant: Tom Mezler

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

COMMONWEALTH OF PENNSYLVANIA }
County of Cambria } SS

PENNSYLVANIA PUBLIC UTILITY COMMISSION
NOTICE
Application of **Telco Pros, Inc. (d/b/a TPI Efficiency)**
For Approval To Offer, Render, or Furnish Natural Gas
Services as a Supplier, Aggregator, or Marketer/Broker
Engaged In The Business Of Supplying Natural Gas
Supply Services 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 provide natural gas supply services as (1) a
supplier or aggregator of natural gas, and (2) a
broker/marketer engaged in the business of providing
natural gas services. Telco Pros, Inc. proposes to sell
natural gas and related throughout all of Pennsylvania
under the provisions of the new Natural Gas 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.'s attorney at the address
listed below.

On this 29th day of January A.D. 2016, 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,

By and through Counsel, Attorney's Name
Ryan T. Neumeier
6480 Rockside Woods Boulevard South, Suite 350
Cleveland, OH 44131
Phone: 216 447-1651
Fax: 216 696-1087

published that the of The Jo interested in the subject matter of said notice or advertising and that all of the allegations as to time, place and character of said publication are true.

ry of Cambria, and Commonwealth of Pennsylvania and e matter published in said publication in the regular issues , on January 19, 2016; and that the Affiant is not

Christine Marhefka

STATEMENT OF ADVERTISING COSTS

Sworn and Subscribed before me this 29th day of January, 2016.

Vivian Ohs

0.00 Lines @ \$2.50 per line	0.00
6 Inches @ \$25.00 per inch	150.00
Notary Fee	5.00
Clerical Fee	2.50
Total Cost	157.50

COMMONWEALTH OF PENNSYLVANIA
Notarial Seal
Vivian Ohs, Notary Public
City of Johnstown, Cambria County
My Commission Expires Dec. 6, 2016
MEMBER, PENNSYLVANIA ASSOCIATION OF NOTARIES

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 _____