

April 21, 2016

Rosemary Chiavetta, Secretary
Pennsylvania Public Utility Commission
P.O. Box 3265
Harrisburg, PA 17105-3265

RECEIVED
2016 APR 26 PM 11:00
PA.P.U.C.
SECRETARY'S BUREAU

A-2016-2531857

Dear Ms. Chiavetta,

Per your April 18, 2016 letter, I have included the following:

1. Reference Application, Section 2.b, State Filings – Please provide application documentation for Applicant's Articles of Incorporation.

I have included our State of Ohio Certificate with the Initial Articles of Incorporation on the back.

2. Reference Application, Section 7.b, Financial Fitness – Applicant failed to provide any documentation to prove financial fitness. Please provide documentation of the types listed in Section 7.b. Applicant can elect to mark submitted information as confidential.

I have included Officer Certified Actual Financials for 2014 and 2013; five months of bank statements; and a copy of our current Hartford Insurance Company bond.

3. Reference Application, Section 7.f, Taxation – Please provide a fully completed tax certification statement, Applicant failed to complete it. Applicant can elect to mark submitted information as confidential.

I have included Appendix D, Tax Certification Statement.

4. Reference Application, Section 8.a, Technical Fitness – In the resume for Roger Zona, Applicant states Telco Pros Inc. operates nationwide. Please provide licenses from other states in which Applicant is authorized to operate.

I have included our Ohio Competitive Retail Electric Service Provider License; Ohio Competitive Retail Natural Gas Aggregator/Broker Certificate License; Massachusetts Electricity Broker License; and District of Columbia Electricity License.

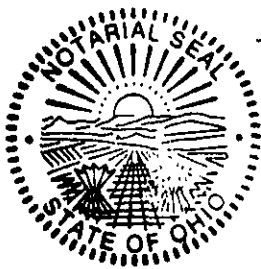
I, Karl Shaw, hereby state that the facts above set forth are true and correct to the best of my knowledge, information and belief, and that I expect to be able to prove the same at a hearing held in this matter. I understand that the statements herein are made subject to the penalties of 18 Pa. C.S. 4904 (relating to unsworn falsification to authorities).

Thank you for your help.



Karl Shaw, COO

Telco Pros Inc.



Subscribed in my presence 4/21/16.

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

Karen Burns



DATE:	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
08/29/2009	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



Prescribed by:

Ohio Secretary of State
Central Ohio: (614) 466-3910
Toll Free: 1-877-SOS-FILE (1-877-767-3453)

www.sos.state.oh.us
e-mail: busserv@sos.state.oh.us

Expedite this Form: (Select One)	
Mail Form by Registered Mailing:	
<input type="radio"/> Yes	PO Box 1390 Columbus, OH 43216 *** Requires an additional fee of \$100 ***
<input checked="" type="radio"/> No	PO Box 670 Columbus, OH 43216

INITIAL ARTICLES OF INCORPORATION
(For Domestic Profit or Nonprofit)
Filing Fee \$125.00

RECEIVED

JUN 26 2009

THE UNDERSIGNED HEREBY STATES THE FOLLOWING:

(CHECK ONLY ONE (1) BOX)

SECRETARY OF STATE

<input checked="" type="checkbox"/> (1) Articles of Incorporation Profit (113-ARF) ORC 1701	<input type="checkbox"/> (2) Articles of Incorporation Nonprofit (114-ARN) ORC 1702	<input type="checkbox"/> (3) Articles of Incorporation Professional (170-ARP) Profession ORC 1785
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Complete the general information in this section for the box checked above.

FIRST: Name of Corporation Teleo Pros Inc.

SECOND: Location Cleveland Cuyahoga
(City) (County)

Effective Date (Optional) 09/01/2009 Date specified can be no more than 90 days after date of filing. If a date is specified, the date must be a date on or after the date of filing.
(mm/dd/yyyy)

Check here if additional provisions are attached

Complete the information in this section if box (2) or (3) is checked. Completing this section is optional if box (1) is checked.

THIRD: Purpose for which corporation is formed
Consulting Business

Complete the information in this section if box (1) or (3) is checked.

FOURTH: The number of shares which the corporation is authorized to have outstanding (Please state if shares are common or preferred and their par value if any)

1000 Common ZERO
(No. of Shares) (Type) (Par Value)

(Refer to instructions if needed)



Prescribed by:

Ohio Secretary of State
Central Ohio: (614) 466-3910
Toll Free: 1-877-SOS-FILE (1-877-767-3453)

www.sos.state.oh.us
e-mail: busserv@sos.state.oh.us

Expedite this Form: (Select One)	
Mail to the Ohio Secretary of State:	
<input type="radio"/> Yes	PO Box 1390 Columbus, OH 43216 ** Requires an additional fee of \$100 **
<input checked="" type="radio"/> No	PO Box 670 Columbus, OH 43216

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(Refer to instructions if needed)

<u>1000</u> (No. of Shares)	<u>Common</u> (Type)	<u>ZERO</u> (Par Value)
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PA SALES AND USE TAX

EMPLOYER TAXES

CORPORATE TAXES

PHONE (440) 356-2020

PHONE (440) 356-2020

PHONE (440) 356-2020

Telephone inquiries about this form may be directed to the Pennsylvania Department of Revenue at the following numbers: (717) 787-1064, TDD# (800) 447-3020 (Hearing Impaired Only)

7A Sales Tax License is marked N/A because we do not charge the customer directly.

Ohio**Public Utilities
Commission**John Kasich, Governor
Thomas W. Johnson, ChairmanCommissioners
Steven D. Lesser
Asim Z. Haque
Lynn Slaby
M. Beth Trombold**PUBLIC UTILITIES COMMISSION OF OHIO***Certified as a Competitive Retail Electric Service Provider*

Certificate Number:

14-836E (1)

Issued Pursuant to Case Number(s):

14-947-EL-AGG

A certificate as a Competitive Retail Electric Service Provider is hereby granted to, **Telco Pros Inc. dba TPI Efficiency Consulting** whose office or principal place of business is located at **1250 Old River Road, Floor 3, Cleveland Ohio 44113** to provide **aggregation and power broker** services within the State of Ohio effective **June 27, 2014**.

The certification of competitive retail electric suppliers is governed by Section 4901:1-24-(01-13) of the Ohio Administrative Code, Section 4901:1-21-(01-15) of the Ohio Administrative Code, and Section 4928.08 of the Ohio Revised Code.

This Certificate is revocable if all of the conditions set forth in the aforementioned case(s) are not met.

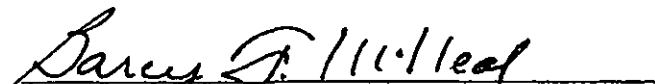
Subject to all rules and regulations of the Commission, now existing or hereafter promulgated.

Witness the seal of the Commission affixed at Columbus, Ohio.

Dated: **July 3, 2014**

By Order of

PUBLIC UTILITIES COMMISSION OF OHIO



Barcy F. McNeal, Secretary
Tanowa M. Troupe, Acting Secretary
Felecia D. Burdett, Acting Secretary

Certificate Expires: **June 27, 2016**

This is to certify that the images appearing are an accurate and complete reproduction of a case file document delivered in the regular course of business.

Technician SMC Date Processed JUL 03 2014

FILE

3

The Public Utilities Commission of Ohio

Ohio Competitive Retail Natural Gas Aggregator/Broker Certificate

Issued pursuant to Case Number(s):
14-0946-GA-AGG

is
Ohio Competitive Retail Natural Gas Aggregator/Broker Certificate Number:
14-363G (1)

Granted to:
Telco Pros Inc.

Whose office or principal place of business is located at:
1250 Old River Road, Floor 3, Cleveland, OH 44113

And is hereby certified to provide:
Retail Natural Gas Aggregator/Broker Services
within the state of Ohio, for a two-year period.

Certification Effective:
June 27, 2014 through June 27, 2016


The certification of Ohio competitive retail natural gas aggregators/brokers is governed by Chapter 4901:1-27 of the Ohio Administrative Code and section 4929.20 of the Ohio Revised Code.

This Certificate is revocable if all of the conditions set forth in the aforementioned case(s) as well as those under law, are not met.

Certified entity is subject to all rules and regulations of the commission, now existing or hereafter promulgated.

Witness the seal of the Commission affixed at Columbus, Ohio
Dated: **June 27, 2014**

By Order of
The Public Utilities Commission of Ohio


Barcy F. McNeal, Secretary
Tanowa M. Troupe, Acting Secretary
Felecia D. Burdett, Acting Secretary

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2016 APR 26 PM 10:58
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Form No. CRNGS/AGG/B-06

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Technician S44 Date Processed JUN 27 2014



THE COMMONWEALTH OF MASSACHUSETTS
DEPARTMENT OF PUBLIC UTILITIES

CHARLES D. BAKER
GOVERNOR

KARYN E. POLITO
LIEUTENANT GOVERNOR

MATTHEW A. BEATON
SECRETARY OF ENERGY
AND ENVIRONMENTAL AFFAIRS

ONE SOUTH STATION
BOSTON, MA 02110
(617) 305-3500

ANGELA M. O'CONNOR
CHAIRMAN

JOLETTE A. WESTBROOK
COMMISSIONER

ROBERT E. HAYDEN
COMMISSIONER

September 19, 2015

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

Dear Mr. Shaw,

The Department of Public Utilities ("Department") has reviewed your application for renewal of your **Electricity Broker License, EB-248**, and is pleased to inform you that your application for renewal has been approved.

As a condition of maintaining this license, you must file updated information within 30 days of any material or organic change in the information required by 220 C.M.R. § 11.05(2), and you must comply with all relevant requirements of G.L. c. 164 and the regulations promulgated thereunder, including 220 C.M.R. §§ 11.00, 12.00 *et seq.* Consistent with the information included with TPI Efficiency Consulting's application, the activities the company is licensed to provide are limited to electricity broker services to commercial customers. If, at a later date, the Company seeks to provide electricity broker services to residential customers, it must first seek and obtain Department approval at the time of renewal of its license. If you decide to request renewal of your license next year, please submit renewal application no later than July 1, 2016. The renewal application is available at: www.mass.gov/dpu/suppliersandbrokers.


Mark D. Marini, Secretary

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2016 APR 26 PM 10: 58

PUBLIC SERVICE COMMISSION OF THE DISTRICT OF COLUMBIA
1333 H STREET, N.W., 2ND FLOOR, WEST TOWER
SECRETARY'S OFFICE WASHINGTON, D.C. 20005

ORDER

April 17, 2013

FORMAL CASE NO. EA 2012-26, IN THE MATTER OF THE APPLICATION OF TELCO PROS INC. D/B/A TPI EFFICIENCY AND NON-PROFIT EFFICIENCY CORP. FOR AN ELECTRICITY LICENSE, Order No. 17117

1. By this Order, the Public Service Commission of the District of Columbia ("Commission") grants a license to Telco Pros Inc. d/b/a TPI Efficiency and Non-Profit Efficiency Corp. ("Telco Pros" or "Applicant") to function as an electricity supplier in the District of Columbia.¹ Specifically, Telco Pros intends to operate as a broker of electricity for commercial and industrial customers in the District of Columbia, pursuant to Section 34-1505 of the "Retail Electric Competition and Consumer Protection Act of 1999 ("Act")."²

2. On November 1, 2012, Telco Pros filed its license application.³ Pursuant to the Commission's licensing requirements as set forth in Order No. 11796,⁴ Telco Pros has provided the following information:

- a) Proof of technical and managerial competence;
- b) An affidavit of compliance with applicable Federal and District of Columbia environmental laws and regulations dated October 22, 2012;
- c) Proof of financial integrity to include financial statements;
- d) Proof that Telco Pros has registered with the Department of Consumer and Regulatory Affairs to do business in the District of Columbia;
- e) An affidavit that Telco Pros is subject to all applicable taxes;

¹ D.C. Official Code § 34-1501(17) (2010 Repl.) defines, in part, an electricity supplier as "a person, including an aggregator, broker, or marketer, who generates electricity; sells electricity; or purchases, brokers, arranges or markets electricity for sale to customers."

² D.C. Official Code § 34-1505; *see generally* §§ 34-1501-1520.

³ *Formal Case No. EA 2012-26, In the Matter of the Application of Telco Pros Inc. d/b/a TPI Efficiency and Non-Profit Efficiency Corp. for an Electricity License.* Application of Telco Pros Inc. d/b/a TPI Efficiency and Non-Profit Efficiency Corp. filed November 1, 2012. The Applicant filed supplemental information regarding its application on December 26, 2012, and March 12, 2013.

⁴ *Formal Case No. 945, In the Matter of the Investigation into Electric Service Market Competition and Regulatory Practices,* Order No. 11796 at Attachment C, rel. September 20, 2000.

- f) An affidavit dated October 22, 2012, stating that Telco Pros will comply with all the requirements of all orders and regulations of the Commission; and
- g) Applicant's website address: <http://www.tpiefficiency.com>.

3. After a complete review of the application, the Commission finds that granting the application of Telco Pros Inc. d/b/a TPI Efficiency and Non-Profit Efficiency Corp. will serve the public interest. The information contained in its application demonstrates that the Applicant has the ability and the financial integrity to serve electricity customers in the District of Columbia.

THEREFORE, IT IS ORDERED THAT:

4. The application of Telco Pros Inc. d/b/a TPI Efficiency and Non-Profit Efficiency Corp. for a license to conduct business in the District of Columbia as an electricity supplier is hereby **GRANTED**.

A TRUE COPY:

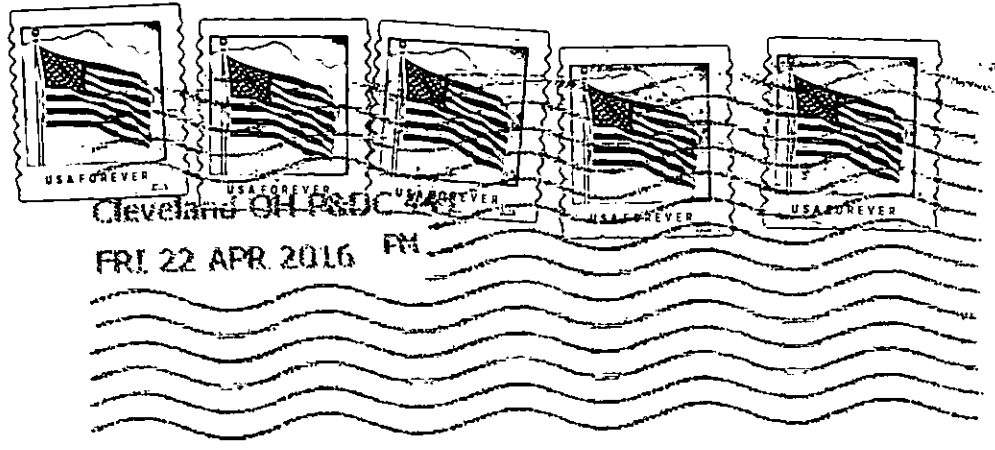
BY DIRECTION OF THE COMMISSION:



CHIEF CLERK:

**BRINDA WESTBROOK-SEDGWICK
COMMISSION SECRETARY**

Telco Pros Inc.
2020 Center St.
Cleveland, OH 44113



Cleveland OH P.O. BOX 3265
FRI 22 APR 2016 PM

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2016 APR 26 PM 11:22

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SECRETARY'S BUREAU

Rosemary Chiavetta, Secretary
Pennsylvania Public Utility Commission
P.O. Box 3265
HARRISBURG, PA 17105-3265