

# Technology Resource Solutions, Inc.

4545 Transit Rd | Suite 2C  
Williamsville, NY 14221

December 21, 2020

Pennsylvania Public Utility Commission  
Secretary  
400 North St, Keystone Building  
Harrisburg, PA 17120

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DEC 22 2021

PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

Dear Secretary,

Enclosed please find our application to the Pennsylvania Public Utility Commission for an Electric Generation Supplier (EGS) License (broker).

Enclosed with the Application Package is our original copy of the required Bond.

We look forward to providing support of this application and look forward to conducting business in the State of PA.

Sincerely,



Kenneth R. Rowen  
President

cc: Stacy A. Rowen, CFO

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PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

## BEFORE THE PENNSYLVANIA PUBLIC UTILITY COMMISSION

Application of Technology Resource Solutions, Inc., for approval to offer, render, furnish, or supply electricity or electric generation services as a(n) Broker/Marketer 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:

*Name: Technology Resource Solutions, Inc.*

*Address: 4455 Transit Rd, Suite 2C, Williamsville, NY 14221*

*Web Address: www.varo1.com*

*Telephone: 716-810-1113*

- 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.

*Registered Agent Name: Corporation Service Company*

*Address: 2595 Interstate Drive, Suite 103 Harrisburg, PA 17110*

*Telephone: 800-622-2300*

*Fax Number: 302-636-5454*

- 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.

*Name: Stacy A. Rowen*

*Title: CFO*

*Address: 4455 Transit Rd, Suite 2C, Williamsville, NY 14221*

*Telephone: 716-810-1115*

*Fax: 716-810-1112*

*Email: srowen@varo1.com*

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- 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.

- *We are not using an attorney*

- e. **CONTACTS FOR CONSUMER SERVICE AND COMPLAINTS: (Required of ALL Applicants)** Provide the name, title, address, telephone number, FAX number, and e-mail **OF THE PERSON AND AN ALTERNATE PERSON (2 REQUIRED)** responsible for addressing customer complaints. These persons will ordinarily be the initial point(s) of contact for resolving complaints filed with the Applicant, the Electric Distribution Company, the Pennsylvania Public Utility Commission, or other agencies. The main contact's information will be listed on the Commission website list of licensed EGSS.

- Primary Contact

*Name: Kenneth Rowen*

*Title: President*

*Address: 4455 Transit Rd, Suite 2C, Williamsville, NY 14221*

*Telephone: 716-810-1113*

*Fax: 716-810-1112*

*Email: krowen@varo1.com*

- Alternate Contact  
 Name: Stacy A. Rowen  
 Title: CFO  
 Address: 4455 Transit Rd, Suite 2C, Williamsville, NY 14221  
 Telephone: 716-810-1115  
 Fax: 716-810-1112  
 Email: srowen@varo1.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, Form PA-953.

**OR**

The Applicant will not be using a fictitious name.

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

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

The Applicant is a sole proprietor.

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

**OR**

The Applicant is a:

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

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

or



The Applicant is a:

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

- Provide proof of compliance with appropriate Department of State filing requirements as indicated above.
  - See Exhibit A for a certification of good standing from the New York Department of State.
- Provide the state in which the business is incorporated/organized/formed and provide a copy of the Applicant's charter documentation.
  - The Applicant's business is incorporated/organized/formed in New York.
  - See Exhibit B for the Certification of Incorporation from the New York Department of State.
- Give name and address of officers.
  - Kenneth R. Rowen: 4455 Transit Rd, Suite 2C, Williamsville, NY 14221
  - Stacy A. Rowen: 4455 Transit Rd, Suite 2C, Williamsville, NY 14221

### 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.
  - We do not have any affiliates doing business in or outside Pennsylvania. We do not have any affiliates that are currently applying to do business in Pennsylvania.
- 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.
  - We do not have any predecessor that has done business in or outside Pennsylvania.
  - We previously operated in Pennsylvania as a Broker/Marketer under the expired PUC license # A-2010-2154300.

### 4. OPERATIONS

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

Definitions

- Supplier – an entity that sells electricity to end-use customers utilizing the jurisdictional transmission and distribution facilities of an EDC.

- Aggregator - an entity that purchases electric energy and takes title to electric energy as an intermediary for sale to retail customers.
- Broker/Marketer - an entity that acts as an intermediary in the sale and purchase of electric energy but does not take title to electric energy.
  - *Technology Resource Solutions, Inc, is a Broker/Marketer – an entity that acts as an intermediary in the sale and purchase of electric energy but does not take title to electric energy.*

The Applicant is presently doing business in Pennsylvania as a

- municipal electric corporation
- electric cooperative
- local gas distribution company
- provider of electric generation, transmission or distribution services
- broker/marketer engaged in the business of supplying electricity services
- Other; Identify the nature of service being rendered.

**or**

The Applicant is not presently doing business in Pennsylvania.

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

- Generator of electricity
- Supplier of electricity
- Aggregator engaged in the business of supplying electricity
- Broker/Marketer engaged in the business of supplying electricity services
- Check here to verify that your organization will not be taking title to the electricity nor will you be making payments for customers.
- Electric Cooperative and supplier of electric power
- Other (Describe):

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

- *We propose to offer traditional broker/marketing services for electric supply services to commercial and industrial customers in the state of Pennsylvania. We provide this service by conducting detailed competitive bids with proposals offered by EGS providers with operations in Pennsylvania. We provide additional support to our customers with periodic billing reviews and annual budget projections.*

**d. PROPOSED SERVICE AREA:** Check the box of each Electric Distribution Company for which the Applicant proposes to provide service.

- |   |   |
|---|---|
| <input type="checkbox"/> Citizens' Electric | <input type="checkbox"/> Pike           |
| <input type="checkbox"/> Duquesne Light     | <input checked="" type="checkbox"/> PPL |
| <input checked="" type="checkbox"/> Met-Ed  | <input type="checkbox"/> UGI Utilities  |
| <input checked="" type="checkbox"/> PECO    | <input type="checkbox"/> Wellsboro      |
| <input type="checkbox"/> Penelec            | <input type="checkbox"/> West Penn      |
| <input type="checkbox"/> Penn Power         |   |

Entire Commonwealth of PA

e. **CUSTOMERS:** Applicant proposes to provide services to:

- Residential Customers
- Small Commercial Customers - (25 kW and Under)
- Residential and Small Commercial as Mixed Meter **ONLY (CANNOT BE TAKEN WITH RESIDENTIAL AND/OR SMALL COMMERCIAL ABOVE)**
- Large Commercial Customers - (Over 25 kW)
- Industrial Customers
- Governmental Customers
- All of above (Except Mixed Meter)
- Other (Describe):

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

- *We estimate to start actively marketing again in Pennsylvania on February 1, 2021.*

## 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.

- *Neither we, nor any affiliate, predecessor or person identified in this Application has been or currently is the defendant of a criminal or civil proceeding within the last five (5) years.*

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

- *Not applicable.*

c. **CUSTOMER/REGULATORY/PROSECUTORY ACTIONS:** Identify all formal or escalated actions or complaints, in the Commonwealth of Pennsylvania or any state, 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. **Applicant should also include if it had a Pennsylvania PUC EGS or NGS license previously cancelled by the Commission.** If the Applicant has no actions or complaints to list, explicitly state such.

- *We have no formal or escalated actions or complaints, in any state, 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.*
- *We had a Pennsylvania PUC EGS license previously cancelled by the Commission, due to lack of a timely renewal submission. The expired PUC license was # A-2010-2154300.*

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

- *Not applicable.*

## 6. PROOF OF SERVICE

**Required of ALL Applicants regardless of operating as a supplier, broker, marketer, or aggregator.**  
(Example Certificate of Service is attached at Exhibit 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:

Bureau of Investigation & Enforcement  
Pennsylvania Public Utility Commission  
Commonwealth Keystone Building  
400 North Street, 2 West  
Harrisburg, PA 17120

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

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

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

Office of the Small Business Advocate  
Commerce Building, Suite 202  
300 North Second Street  
Harrisburg, PA 17101

*This Certificate of Service is attached as Exhibit C*

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

**Pike County Light & Power Company:**  
Vice President – Energy Supply  
Corning Natural Gas Holding Corporation  
330 West William Street  
Corning, NY 14830

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

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

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

**PPL:**  
Office of General Counsel  
Attn: Kimberly A. Klock  
PPL  
Two North Ninth Street (GENTW3)  
Allentown, PA 18101-1179

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

**UGI:**  
UGI Utilities, Inc.  
Attn: Rates Dept. – Choice Coordinator  
1 UGI Drive  
Denver, PA 17517

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

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

*This Certificate of Service is attached as Exhibit D*

## 7. FINANCIAL FITNESS

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

Furnishing the **ORIGINAL** of an initial bond, letter of credit or proof of bonding to the Commission in the amount of \$250,000.

Furnishing the **ORIGINAL** of another initial security for Commission approval, to ensure financial responsibility, such as a parental guarantee, in the amount of \$250,000.

**For Marketers and Brokers** - Filing for a modification to the \$250,000 requirement and furnishing the **ORIGINAL** of an initial bond, letter of credit or proof of bonding to the Commission in the amount of \$10,000. Applicant is required to provide information supporting an amount less than \$250,000. Such supporting information must include indication that the Applicant will not take title to electricity and will not pay electricity bills on behalf of its customers. Further details for modification may be described as well.

*We are filing for a modification to the \$250,000 requirement, in the amount of \$10,000. See Appendix G for the original bond in the amount of \$10,000. In support of the lower bond value, we submit that Applicant will not take title to any electricity transactions and will not pay electricity bills on behalf of our customers. Moreover, Applicant has demonstrated an excellent record of performance as a broker/marketer in the jurisdictions where we have participated in energy re-regulation back to 2003. We have never received a formal complaint in any jurisdiction, from any customer or EGS company that we have worked with. Applicant maintains a superb record of customer retention, exceeding 95% since the founding of our company in 2003.*



## **CRITICAL BONDING NOTES:**

Applicant is required to maintain a bond or other financial instrument the entire time it maintains an EGS license with the Commonwealth of Pennsylvania. If Applicant's security instrument is not continuous, Applicant **MUST** submit a Rider, Amendment, or Continuation Certificate annually based on the expiration date of its security instrument.

At least sixty days (60) prior to the security instrument's expiration date, Applicant should contact Stephen Jakab at [sjakab@pa.gov](mailto:sjakab@pa.gov) to determine the appropriate bonding amount based on a percentage of

Applicant's gross receipts resulting from the sale of generated electricity consumed in Pennsylvania. Once the amount has been determined, Applicant should overnight the updated security instrument(s) at least thirty (30) days prior to the expiration date to ensure adequate time for staff review and approval of the security instrument(s).

Template versions of a continuous bond, fixed-term bond, continuous letter of credit, and parental guarantee are attached at Appendix E, F, G, & H, respectively. Applicant's security must follow language from these examples, and must include the unmodified language outlined in Appendix D. Any deviation from these examples must be identified in the application and may not be acceptable to the Commission.

**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.  
*Technology Resource Solutions, Inc. is a family owned S-Corporation with no Parents, Affiliates, or Subsidiary Companies*
- Published Applicant or parent company financial and credit information (i.e. 10Q or 10K). (SEC/EDGAR web addresses are sufficient)  
*N/A*
- Applicant's accounting statements, including balance sheet and income statements for the past two years.  
*See the financial statement attached as Exhibit F.*
- 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.  
*See the evidence of Applicant's credit rating attached as Exhibit G.*
- 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.  
*Technology Resource Solutions, Inc carries all the insurances required in NYS including liability and umbrella coverage. We also carry security bonds in the states where they are required.*
- Audited financial statements exhibiting accounts over a minimum two year period.  
*Technology Resource Solutions, Inc. is a family-owned business and is not required to have audited financial statements.*
- Bank account statement, tax returns from the previous two years, or any other information that demonstrates Applicant's financial fitness.  
*See the bank statement ending November 30, 2020, enclosed as Exhibit H.  
See the Federal Tax Return Form 1120S for past 2 years, enclosed as Exhibits I & J.*

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.

- *We are operating as a Broker/Marketer only.*

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

- *We will collect fees from the EGS suppliers that are selected to provide electric supply service to our customers. These broker fees are included in all pricing proposed to our customers and our customers are aware of this fact.*

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.

- *The custodian of our accounting records is:  
Stacy A. Rowen, CFO  
Technology Resource Solutions, Inc.  
Address: 4455 Transit Rd, Suite 2C, Williamsville, NY 14221  
Telephone: 716-810-1115  
Fax: 716-810-1112  
Email: [srowen@varo1.com](mailto:srowen@varo1.com)*

f. **TAXATION:** Complete the TAX CERTIFICATION STATEMENT attached as Appendix I to this application.

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

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

## **8. TECHNICAL FITNESS:**

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

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

- Applicant's previous experience in the electricity industry.
  - *We have been operating in the deregulated energy industry since 2003. We are a small firm which has a reputation for exceeding our clients' expectations with competitive electric supply bidding, exceptional client responsiveness, periodic reporting and annual budget support.*
  - *We operate in several states and have an excellent reputation among the competitive EGS suppliers that we work with on behalf of our clients.*
  - *We are known for our expert knowledge of the industry and our reasonable fee structure which tends to be below the industry average for brokers. Our goal since founding the company in 2003 has been to retain our clients for a 'lifetime relationship'. Exemplifying this goal, most of our original customers remain clients to this day.*
  - *We have strong knowledge of distributed energy generation, including solar, wind, renewable natural gas and backup generation.*

- Summary and proof of licenses as a supplier of electric services in other states or jurisdictions.
  - Here are the state license numbers for our certification as an Broker/Marketer of electric supply services in some other states:
    - *Illinois: 17-0274*
    - *Maryland: IR-1805*
    - *Massachusetts: EB-488*
    - *New Jersey: EE19050504L*
    - *Ohio: 19-1405E*
  
- Type of customers and number of customers Applicant currently serves in other jurisdictions.
  - *We exclusively serve commercial and industrial customers in all jurisdictions, including small commercial, mid-size commercial and large commercial/industrial customers. We also work extensively with not-for-profit organizations which is a key area of need for the knowledge and experience we bring to our clients. In aggregate, we currently serve approximately 275 customers.*
  
- Staffing structure and numbers as well as employee training commitments.
  - *We are a small firm with 5 employees. We require employees with less than 5 years of energy industry experience to complete a 2-week training program, subscribe to specific industry reports, and commit to a minimum of 5 industry webinars per month.*
  
- Business plans for operations within the Commonwealth.
  - *Our plan for operating in Pennsylvania is a 3-step strategy:*
    1. *Initially to contact and work with customers that are affiliated with existing customers we have in other states.*
    2. *Contact and work with customers in the Commonwealth that align with key target markets in other states, such as: multi-location Quick Serve Restaurants, Hospitality companies and non-profit organizations such as Community Health providers, YMCA affiliates and senior care centers.*
    3. *Contact and work with customers through references from existing customers and 'word-of-mouth advertising'.*
  
- Documentation of membership in PJM, ECAR, MAAC, other regional reliability councils, or any other membership or certification that is deemed appropriate to justify competency to operate as an EGS within the Commonwealth.
  - *We are a member of TEPA, The Energy Professionals Association*
  
- Any other information appropriate to ensure the technical capabilities of the Applicant.
  - *We operate with the highest level of technical experience and competence within the Broker/Marketer industry. Our employee experience goes back to the origin of energy deregulation in New York, in the 1990s. We have experience with EGS operations and thus have extensive knowledge of all aspects of the EGS industry, from the generation and transmission of electricity, to EGS supplier operations, to "behind the meter" equipment and customer requirements.*

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

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

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.

- *As a small firm, we have just two employees that will perform any marketing function. As a mature operation, we typically do not perform traditional marketing work to secure new clients. Our business has consistently grown through the years without a formal marketing plan.*

e. **OFFICERS:** Identify Applicant's chief officers, and include the professional resumes for any officers directly responsible for operations. All resumes should include date ranges and job descriptions containing actual work experience.

- *Chief Officers:*
  - *Kenneth Rowen, President*
  - *Stacy Rowen, CFO*
- *Kenneth Rowen is the officer responsible for operations. See Exhibit E for the requested resume.*

f. **FERC FILING:** Applicant has:

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

## 9. DISCLOSURE STATEMENTS:

**Disclosure Statements:** If proposing to serve Residential and/or Small Commercial (under 25 kW) Customers, provide a Residential and/or Small Commercial disclosure statement. A sample disclosure statement is provided as Appendix J to this Application.

- Electricity should be priced in clearly stated terms to the extent possible. Common definitions should be used. All consumer contracts or sales agreements should be written in plain language with any exclusions, exceptions, add-ons, package offers, limited time offers or other deadlines prominently communicated. Penalties and procedures for ending contracts should be clearly communicated.

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

- *Our application is for a license exclusively as a broker/marketer.*

## 10. VERIFICATIONS, ACKNOWLEDGEMENTS, AND AGREEMENTS

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

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

*(Select only one of the following)*

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

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

AGREED

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

- Retail Electricity Choice Activity Reports: The regulations at 52 Pa. Code §§ 54.201–54.204 require that all active EGSs report sales activity information. An EGS will file an annual report reporting for customer groups defined by annual usage. Reports must be filed using the appropriate report form that may be obtained from the PUC's Secretary's Bureau or the forms officer, or may be down-loaded from the PUC's internet web site.
- Reports of Gross Receipts: Applicant shall report its Pennsylvania intrastate gross receipts to the Commission on a quarterly and year to date basis no later than 30 days following the end of the quarter.
- The Treasurer or other appropriate officer of Applicant shall transmit to the Department of Revenue by March 15, an annual report, and under oath or affirmation, of the amount of gross receipts received by Applicant during the prior calendar year.
- Net Metering Reports: Applicant shall be responsible to report any Net Metering per the Standards on [http://www.puc.pa.gov/consumer\\_info/electricity/alternative\\_energy.aspx](http://www.puc.pa.gov/consumer_info/electricity/alternative_energy.aspx). Scroll down to the Net Metering Standards Section.

- Applicant shall report to the Commission the percentages of total electricity supplied by each fuel source on an annual basis per 52 Pa. Code § 54.39(d).
- Applicant will be required to meet periodic reporting requirements as may be issued by the Commission to fulfill the Commission's duty under Chapter 28 pertaining to reliability and to inform the Governor and Legislature of the progress of the transition to a fully competitive electric market.

AGREED

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

AGREED

- e. **ANNUAL FEES:** The Public Utility Code authorizes the PUC to collect an annual fee of \$350 from suppliers, brokers, marketers, and aggregators selling electricity in the Commonwealth of PA, and an annual supplemental fee based on annual gross intrastate revenues, applicable to suppliers only.

ACKNOWLEDGED

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

AGREED

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

AGREED

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

AGREED

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

AGREED

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



AGREED

- k. **FILING FEE:** **The Applicant has enclosed or paid the required, non-refundable filing fee by CERTIFIED CHECK OR MONEY ORDER in the amount of \$350.00 payable to the Commonwealth of Pennsylvania.**  
The Commission does not accept corporate or personal checks for filing fees.



PAYMENT ENCLOSED

## 11. AFFIDAVITS

**Must be notarized before filing.**

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

## 12. NEWSPAPER PUBLICATIONS

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

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. 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 EDC. For example, an applicant that wants to operate in Penn Power would need to run ads in both The Erie Times-News and the Pittsburgh Post-Gazette. If the applicant is proposing to serve the entire Commonwealth, please file proof of publication in all seven newspapers.

The only acceptable verification of this requirement is with Notarized Proofs of Publication, which may be requested from each newspaper and must be supplied with this 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.

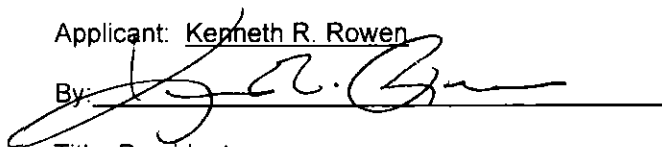
*The four (4) Notarized Proofs of Publication are attached as Appendices C, D, E & F*

	Erie Times-News	Harrisburg Patriot-News	Philadelphia Daily News	Pittsburgh Post-Gazette	Scranton Times-Tribune	Williamsport Sun-Gazette	Johnstown Tribune-Democrat
Citizens' Electric							
Duquesne							
Met Ed							
PECO			X				
Penelec		X			X	X	
Penn Power							
Pike							
PPL		X	X		X	X	
UGI							
Wellsboro							
West Penn							
Entire Commonwealth							

*(Example Publications are provided at Appendices K and L)*

## 13. SIGNATURE

Applicant: Kenneth R. Rowen

By: 

Title: President

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PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU



## 14. CHECKLIST

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

**Applicant: Technology Resource Solutions, Inc.**

X	<b>Signature</b>	✓
X	<b>Filing Fee (CERTIFIED CHECK OR MONEY ORDER ONLY)</b>	✓
X	<b>Application Affidavit</b>	✓
X	<b>Operations Affidavit</b>	✓
X	<b>Proof of Publication</b>	✓
X	<b>Bond, Letter of Credit, or Parental/Affiliate Guarantee</b>	
X	<b>Tax Certification Statement</b>	
X	<b>Commonwealth Department of State Verification</b>	
X	<b>Certificate of Service</b>	

Applicant's Use

PUC Secretary's Bureau Use

*not acceptable*

*no signature*

Appendix A

APPLICATION AFFIDAVIT

[Commonwealth/State] of New York:

ss.

County of Erie, New York

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

[He/she is the President (Office of Affiant) of Technology Resource Solutions, Inc. (Name of Applicant);]

[That he/she is authorized to and does make this affidavit for said Applicant;]

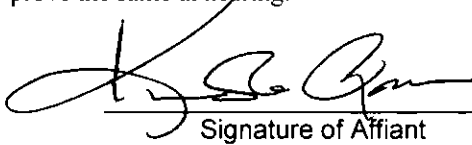
That the Applicant herein Kenneth Rowen has the burden of producing information and supporting documentation demonstrating its technical and financial fitness to be licensed as an electric generation supplier pursuant to 66 Pa. C.S. § 2809 (B).

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

That the Applicant herein Kenneth Rowen 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 Kenneth Rowen 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.

  
Signature of Affiant

Sworn and subscribed before me this 19<sup>th</sup> day of November, 2020.

  
Signature of official administering oath

My commission expires 5/5/21

EDWARD A. RATH III  
NOTARY PUBLIC, STATE OF NEW YORK  
QUALIFIED IN ERIE COUNTY  
My Commission Expires 06/05/20 21  
Reg # DBRA6168324

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PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

Appendix B

OPERATIONS AFFIDAVIT

RECEIVED

[Commonwealth/State] of New York :

DEC 22 2020

PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

County of Erie, New York :

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

[He/she is the President (Office of Affiant) of Technology Resource Solutions, Inc.  
(Name of Applicant);]

[That he/she is authorized to and does make this affidavit for said Applicant;]

That Kenneth Rowen, the Applicant herein, acknowledges that [Applicant] 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 Kenneth Rowen, the Applicant herein, asserts that [he/she/it] possesses the requisite technical, managerial, and financial fitness to render electric service within the Commonwealth of Pennsylvania and that the Applicant will abide by all applicable federal and state laws and regulations and by the decisions of the Pennsylvania Public Utility Commission.

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

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

**Appendix B (Continued)**

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

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

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

  
\_\_\_\_\_  
Signature of Affiant

Sworn and subscribed before me this 19<sup>th</sup> day of November, 20 20.

  
\_\_\_\_\_  
Signature of official administering oath

My commission expires 6/5/21.

EDWARD A. RATH III  
NOTARY PUBLIC, STATE OF NEW YORK  
QUALIFIED IN ERIE COUNTY  
My Commission Expires 06/05/20 21  
Reg # 01RA6168324

# APPENDIX C

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

TECHNOLOGY RESOURCE SOLUTIONS INC  
KEN ROWEN  
4455 TRANSIT RD., STE C BUFFALO NY 14221

RECEIVED

DEC 22 2020

PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

Account # 639821  
Order # 82496577  
Ad Price: 164.70

## LEGAL NOTICE PENNSYLVANIA

Sharon Venturi

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:

11/25/2020

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 Sharon Venturi

Sworn and subscribed to before me  
this 25th day of November A.D., 2020

[Signature]  
(Notary Public)

COMMONWEALTH OF PENNSYLVANIA  
NOTARIAL SEAL  
Kathleen Weaver, Notary Public  
City of Scranton, Lackawanna County  
My Commission Expires June 14, 2021

### LEGAL NOTICE

#### PENNSYLVANIA PUBLIC UTILITY COMMISSION NOTICE

Technology Resource Solutions, Inc. (TRS) will be filing an application with the Pennsylvania Public Utility Commission (PUC) for a license as a broker/marketer engaged in the business of supplying electric generation services. The company proposes to do business in the PPL, PECO and Met-Ed service areas under the provisions of the Electricity Generation Customer Choice and Competition Act.

The PUC may consider this application without a hearing. Protests to the technical or financial fitness of Technology Resource Solutions, Inc. may be filed within 15 days of the date of this notice with the Secretary of the PUC, 400 North St, Harrisburg, PA 17120. A copy of any protest should be sent to the company at the address listed below.

Technology Resource Solutions, Inc.  
4455 Transit Rd, Suite 2C  
Williamsville, NY 14221

# APPENDIX D

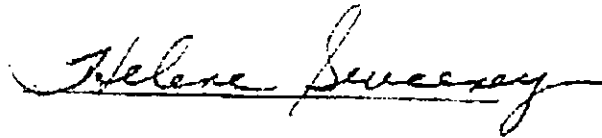
## Proof of Publication in The Philadelphia Daily News Under Act. No 587, Approved May 16, 1929

STATE OF PENNSYLVANIA  
COUNTY OF PHILADELPHIA

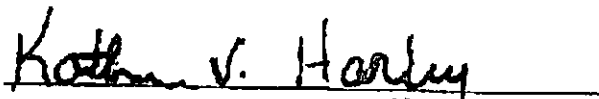
Helene Sweeney being duly sworn, deposes and says that **The Philadelphia Daily News** is a newspaper published daily, except Sunday, at Philadelphia, Pennsylvania, and was established in said city in 1925, since which date said newspaper has been regularly issued in said County, and that a copy of the 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:

November 27, 2020

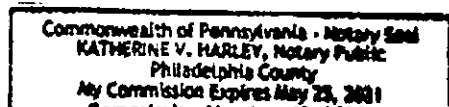
Affiant further deposes and says that she is an employee of the publisher of said newspaper and has been authorized to verify the foregoing statement and that she is not interested in the subject matter of the aforesaid notice of publication, and that all allegations in the foregoing statement as to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



Sworn to and subscribed before me this 27th, day of  
November, 2020.

  
Notary Public

My Commission Expires:



### Copy of Notice of Publication

**PENNSYLVANIA  
PUBLIC UTILITY  
COMMISSION  
NOTICE**  
Technology Resource Solutions, Inc. (TRS) will be filing an application with the Pennsylvania Public Utility Commission (PUC) for a license as a broker/marketer engaged in the business of supplying electric generation services. Protests to the technical or financial fitness of Technology Resource Solutions, Inc. may be filed within 15 days of the date of this notice with the Secretary of the PUC, 400 North St, Harrisburg, PA 17120.



# APPENDIX E


## The Patriot News LEGAL AFFIDAVIT

AD#: 0009801132

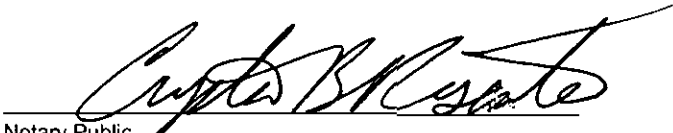
Commonwealth of Pennsylvania,) ss  
County of Cumberland)

Sheryl Leggore being duly sworn, deposes that he/she is principal clerk of PA Media Group; that The Patriot News is a public newspaper published in the city of Mechanicsburg, with general circulation in Cumberland and Dauphin and surrounding counties, and this notice is an accurate and true copy of this notice as printed in said newspaper, was printed and published in the regular edition and issue of said newspaper on the following date(s):

**The Patriot News 12/01/2020**

  
Principal Clerk of the Publisher

Sworn to and subscribed before me this 1st day of December 2020

  
Notary Public

Commonwealth of Pennsylvania - Notary Seal  
Crystal B. Rosensteel, Notary Public  
Dauphin County  
My commission expires June 27, 2024  
Commission number 1299212  
Member, Pennsylvania Association of Notaries

### PENNSYLVANIA PUBLIC UTILITY COMMISSION NOTICE

Technology Resource Solutions, Inc. (TRS) will be filing an application with the Pennsylvania Public Utility Commission (PUC) for a license as a broker/marketer engaged in the business of supplying electric generation services. The company proposes to do business in the PPL, PECO and Met-Ed service areas under the provisions of the Electricity Generation Customer Choice and Competition Act.

The PUC may consider this application without a hearing. Protests to the technical or financial fitness of Technology Resource Solutions, Inc. may be filed within 15 days of the date of this notice with the Secretary of the PUC, 400 North St, Harrisburg, PA 17120. A copy of any protest should be sent to the company at the address listed below.

Technology Resource Solutions, Inc  
4455 Transit Rd, Suite 2C  
Williamsville, NY 14221

# APPENDIX F

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

STATE OF PENNSYLVANIA

COUNTY OF LYCOMING

SS:

Robert O. Rolley, Jr., Publisher of the Sun-Gazette LLC 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:

November 27, 2020

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

**PENNSYLVANIA  
PUBLIC UTILITY  
COMMISSION  
NOTICE**

Technology Resource Solutions, Inc. (TRS) will be filing an application with the Pennsylvania Public Utility Commission (PUC) for a license as a broker/marketer engaged in the business of supplying electric generation services. The company proposes to do business in the PPL, PECO and Met-Ed service areas under the provisions of the Electricity Generation Customer Choice and Competition Act.

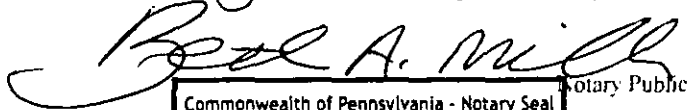
The PUC may consider this application without a hearing. Protests to the technical or financial fitness of Technology Resource Solutions, Inc. may be filed within 15 days of the date of this notice with the Secretary of the PUC, 400 North St, Harrisburg, PA 17120. A copy of any protest should be sent to the company at the address listed below.

**Technology Resource Solutions, Inc**  
4455 Transit Rd,  
Suite 2C  
Williamsville, NY 14221

  
SUN-GAZETTE LLC

Sworn to and subscribed before me

The 3<sup>rd</sup> day of December 20 20

  
Notary Public

Commonwealth of Pennsylvania - Notary Seal  
BETH A MILLER - Notary Public  
Lycoming County  
My Commission Expires Jun 4, 2024  
Commission Number 1297751

### STATEMENT OF ADVERTISING COSTS

To the Sun-Gazette LLC, Dr.:

For publishing the notice attached

Hereto on the above state dates.....\$ 170.52

Probated same.....\$

Total.....\$ 170.52

### PUBLISHER'S RECEIPT FOR ADVERTISING COSTS

THE SUN-GAZETTE LLC hereby acknowledges receipt of the aforesaid advertising and publication costs and certifies that the same have been fully paid

SUN-GAZETTE LLC

BY Robert O. Rolley, Jr.



Exhibit  
A

**State of New York  
Department of State } ss:**

*I hereby certify, that the Certificate of Incorporation of TECHNOLOGY RESOURCE SOLUTIONS, INC. was filed on 01/17/2003, with perpetual duration, and that a diligent examination has been made of the Corporate index for documents filed with this Department for a certificate, order, or record of a dissolution, and upon such examination, no such certificate, order or record has been found, and that so far as indicated by the records of this Department, such corporation is an existing corporation.*



\*\*\*

*Witness my hand and the official seal  
of the Department of State at the City  
of Albany, this 17th day of November  
two thousand and ten.*

A handwritten signature in black ink, appearing to read "Daniel Shapiro".

Daniel Shapiro  
First Deputy Secretary of State

201011180333 \* EZ

**RECEIVED**

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PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

Exhibit  
B

F030117000220

CERTIFICATE OF INCORPORATION  
OF  
TECHNOLOGY RESOURCE SOLUTIONS, INC.

Under Section 402 of the Business Corporation Law

FILED  
2003 JAN 17 PM 12:22

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DEC 22 2020

PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

Filer:  
Amigone, Sanchez, Mattrey & Marshall LLP  
1300 Main Place Tower  
Buffalo, NY 14202

*MSA 12*

*lee*  
STATE OF NEW YORK  
DEPARTMENT OF STATE

JAN 17 2003

Ref. 07C14915

**DRAWDOWN  
NIS-27**

FILED  
TAXS BY: *lee*  
BY: *ORIE*

3

JAN 16 4 06 PM '03


RECEIVED

030117000220

FOURTH: The capital stock is to consist of two hundred shares of no par value each, all of which are to be of the same class.

FIFTH: The Secretary of State is designated as the agent of the Corporation upon whom process against it may be served. The post office address to which the Secretary of State shall mail a copy of process in any action or proceeding against the Corporation which may be served upon her is 8320 Royal Ascot Circle, East Amherst, New York 14051.

IN WITNESS WHEREOF, the undersigned has executed and acknowledged this Certificate of Incorporation this 4<sup>th</sup> day of December, 2002.

  
\_\_\_\_\_  
DAVID V. SANCHEZ, Incorporator  
~~1300 Main Place Tower~~  
Buffalo, New York 14202

STATE OF NEW YORK )  
COUNTY OF ERIE ) SS;

On this 4<sup>th</sup> day of December, 2002, before me, the subscriber, personally appeared DAVID V. SANCHEZ to me known to be the same person described in and who executed the foregoing instrument, and he duly acknowledged to me that he executed the same.

  
\_\_\_\_\_  
Notary Public

2

LINDA L. JANISH  
Notary Public, State of New York  
Qualified in Erie County  
My Commission Expires 12/1/05

030117000 220

**CERTIFICATE OF INCORPORATION**  
**OF**  
**TECHNOLOGY RESOURCE SOLUTIONS, INC.**

**Under Section 402 of the Business Corporation Law**

The undersigned, a natural person at least twenty-one (21) years of age, for the purpose of forming a corporation pursuant to the provisions of the Business Corporation Law of the State of New York, does hereby certify as follows:

**FIRST:** The name of the Corporation is:  
**TECHNOLOGY RESOURCE SOLUTIONS, INC.**

**SECOND:** The purposes for which it is formed are as follows:

To engage in any lawful act or activity for which corporations may be organized under the Business Corporation Law.

To engage in any commercial, mercantile, industrial, manufacturing, research or franchising business not prohibited by law and any, some or all of the foregoing.

To acquire, hold, create interest in, or dispose of real or personal property, tangible or intangible, of any kind and any manner.

**THIRD:** The office of the Corporation is located within the County of Erie and State of New York.

1

***STATE OF NEW YORK***  
***DEPARTMENT OF STATE***

I hereby certify that the annexed copy has been compared with the original document in the custody of the Secretary of State and that the same is a true copy of said original.



WITNESS my hand and official seal of the  
Department of State, at the City of Albany, on  
January 31, 2008.

*Paul LaPointe*

Paul LaPointe  
Special Deputy Secretary of State

## Exhibit E

# Kenneth Rowen

---

6699 Westminster Dr, East Amherst, NY 14051 | 716-810-1113 | krowen@varo1.com

### Education

#### **BACHELOR OF ARTS | JANUARY 1982 | SUNY BUFFALO STATE COLLEGE**

- Major: Broadcasting, Journalism and Speech
- Minor: Psychology

#### **CERTIFICATE OF TELECOMMUNICATIONS MANAGEMENT | MAY 1988 | SUNY BUFFALO**

### Skills & Abilities

#### **MANAGEMENT**

- Executive management roles since January 1992

#### **LEADERSHIP**

- Board member, YMCA of Buffalo-Niagara

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PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

### Experience

**MAJOR ACCOUNT REPRESENTATIVE | ROCHESTER TELEPHONE | AUGUST 1985 – FEBRUARY 1992**

**VICE PRESIDENT & GENERAL MANAGER | FIBERNET | FEBRUARY 1992 – JANUARY 1995**

**VICE PRESIDENT & GENERAL MANAGER | METROPOLITAN FIBER SYSTEMS | JANUARY 1995 – JANUARY 1996**

**REGIONAL VICE PRESIDENT | INTERMEDIA COMMUNICATIONS | JANUARY 1996 – JULY 1999**

**VICE PRESIDENT | CITIZENS COMMUNICATIONS | JULY 1999 – MARCH 2002**

**VICE PRESIDENT | AMERICAN FIBER SYSTEMS | MARCH 2002 – JANUARY 2004**

**CO-OWNER | TECHNOLOGY RESOURCE SOLUTIONS, INC. | JANUARY 2004 – FEBRUARY 2008**

**VICE PRESIDENT | PAETEC ENERGY | FEBRUARY 2008 – JULY 2012**

**OWNER | TECHNOLOGY RESOURCE SOLUTIONS, INC. | JULY 2012 – PRESENT**

## Exhibit C

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

### CERTIFICATE OF SERVICE

On this the 23rd day of November 2020, I certify that a true and correct copy of the foregoing application form for licensing within the Commonwealth of Pennsylvania as an Electric Generation Supplier and all **NON-CONFIDENTIAL** attachments have been served, as either a hardcopy or a searchable PDF version on a cd-rom, upon the following:

Bureau of Investigation & Enforcement  
Pennsylvania Public Utility Commission  
Commonwealth Keystone Building  
400 North Street, 2 West  
Harrisburg, PA 17120

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

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

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

Office of the Small Business Advocate  
Commerce Building, Suite 202  
300 North Second Street  
Harrisburg, PA 17101

**PECO:**

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

**PPL:**

Office of General Counsel  
Attn: Kimberly A. Klock  
PPL  
Two North Ninth Street (GENTW3)  
Allentown, PA 18101-1179

**Penelec:**

Legal Department  
First Energy  
2800 Pottsville Pike  
Reading PA, 19612

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DEC 22 2020

PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

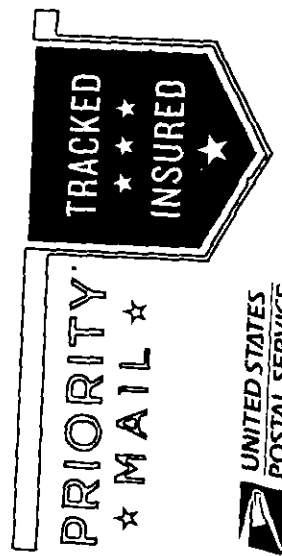
VARO  
4455 TRANSIT RD  
STE 2C  
Williamsville, NY 14221

RECEIVED

JAN 28 2020

PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

Pennsylvania Public Utility Commission  
Secretary  
400 North Street, Keystone Building  
Harrisburg, PA 17120



For Domestic and International Use Label 107R, May 2014

 <b>UNITED STATES POSTAL SERVICE.</b>		<b>Retail</b>
<b>P</b>	<b>US POSTAGE PAID</b>	Origin: 14221 12/22/20 3510160221-79
	<b>\$11.85</b>	
<b>PRIORITY MAIL 2-DAY®</b>		
		1 Lb 0.60 Oz 1006
EXPECTED DELIVERY DAY: 12/28/20		
SHIP TO:		Harrisburg PA 17120
<b>USPS SIGNATURE® TRACKING #</b>		
		
9510 8150 3442 0357 5196 35		