

Control Number: 48189



Item Number: 1

Addendum StartPage: 0



48189

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PUBLIC UTILITY COMMISSION
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www.taylorcc.com

March 19, 2018

Central Records Filing Clerk
Public Utility Commission of Texas
1701 N. Congress Avenue
P.O. Box 13326
Austin, Texas 78711-3326

Re: Aggregator Registration Form for TaylorCC, LLC

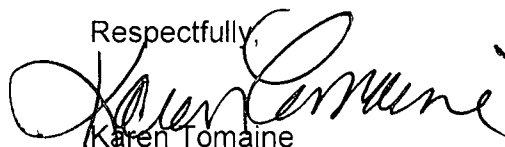
Dear Sir or Madam:

Enclosed please find an original and 6 copies of TaylorCC's registration form to do business as an aggregator in Texas. Please note that the legal name of the company is Taylor Consulting and Contracting LLC, but we will be doing business in Texas as TaylorCC, LLC, due to name unavailability.

Any questions can be directed to the undersigned at ktomaine@taylorcc.com or at the number listed above.

Thank you for your time and attention.

Respectfully,


Karen Tomaine
CEO



625 Main St.
Avoca, PA 18641
1-855-521-8780
www.taylorcc.com

AGGREGATOR REGISTRATION FOR THE TEXAS RETAIL ENERGY MARKET

AGGREGATOR REGISTRATION FORM
For the Texas Retail Electric Market

PROJECT NO. _____ (Assigned by Central Records when registration is initially filed)

Registering Party:

Taylor Consulting and Contracting, LLC d/b/a TaylorCC, LLC

Authorized Representative or Attorney to contact about this application:

NAME: Karen Tomaine **TITLE:** CEO

ADDRESS: 625 Main Street Avoca PA 18641

TELEPHONE: 570-414-0880 **FAX:** 570-414-0884

EMAIL ADDRESS: ktomaine@taylorcc.com

Agent for Service of Process:

NAME: Nat'l Regst'd Agents **TITLE:** registered agent

ADDRESS: 1999 Bryant St, Suite 900, Dallas TX 75201

TELEPHONE: 888-759-0286 **FAX:** 516-222-2116

EMAIL ADDRESS: affiliateteam@wolterskluwer.com

Check the most appropriate box to describe the submission of this document:

- ☒ This submission opens a new aggregator registration.
- ☐ This submission supplies additional information for a pending aggregator registration.
- ☐ This submission amends an existing, completed aggregator registration.

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AGGREGATOR REGISTRATION, PURSUANT TO PUC SUBSTANTIVE RULE § 25.111

Review the *Instructions*. Fill out Parts A through C of this Registration Form and the Affidavit according to the aggregator classification(s) desired:

- Class I:** Parts A, B, C, and Affidavit.
- Class II.A:** Parts A, B, C, and Affidavit
- Class II.B:** Part A and Affidavit.
- Class II.C:** Part A and Affidavit.
- Class II.D:** Parts A, B, C, and Affidavit.

PART A – GENERAL INFORMATION

APPLICABLE TO ALL REGISTERING PARTIES

1. **Legal Name of Registering Party:** Taylor Consulting and Contracting, LLC.

2. **Type of registering party.** Review the definitions in the *Instructions* and check appropriate box:

- ☒ **Person**
- ☐ **Political subdivision**
- ☐ **Political subdivision corporation**

3. **Types of aggregator registrations sought.** Review the required eligibility and operational parameters listed in the *Instructions* and check appropriate box or boxes:

- ☒ **Class I:** Private entity that aggregates private customers to buy electricity from REPs.
- ☐ **Class II.A:** Person that aggregates municipalities, political subdivisions, or both.
- ☐ **Class II.B:** Political subdivision corporation aggregating political subdivisions.
- ☐ **Class II.C:** Public body that aggregates its citizens.
- ☐ **Class II.D:** Administrator of citizen aggregation.

4. **Other Names.** List any trade, commercial, and doing-business-as (d/b/a) names, other than the legal name listed in #1 above, under which the registering party intends to operate (Class I, II.A and II.B aggregators are limited to 5 operating names.):

TaylorCC, LLC

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AGGREGATOR REGISTRATION, PURSUANT TO PUC SUBSTANTIVE RULE § 25.111

5. Address. List the registering party's Texas business address, telephone number and fax number. Provide the same details for the principal place of business, if different from the Texas business address.

National Registered Agent, 1999 Bryant St., Suite 900, Dallas, TX 75201-3136 PH 888-579-0286 FX 516-222-2116

Taylor Consulting and Contracting, LLC, 625 Main St., Avoca, PA 18641 PH (570) 414-0880 FX (570) 414-0884

6. Officers. Provide, as **Attachment A**, the names, business addresses, and phone numbers of the registering party's officers, directors, or partners.

7. Affiliates. Provide, as **Attachment B**, the names of the registering party's affiliates and subsidiaries that provide utility-related services, such as telecommunications, electric, gas, water or cable (if any).

8. Customer Service Contact. List the telephone number of the customer service department.

Sarah Zelinski, Sales Support Manager

625 Main St. Avoca, PA 18641

877-237-9936

customerservice@taylorcc.com

9. Regulatory contact person. List the name, physical business address, telephone number, fax number, and e-mail address for a regulatory contact person – and for the agent for service of process, if different.

Karen Tomaine, Taylor consulting and Contracting 625 Main St, Avoca PA 18641 PH (570) 414-0880 FX 414- 0884

ktomaine@taylorcc.com

National Registered Agents, 1999 Bryant St., Suite 900, Dallas TX 75201-3136 PH 888-579-0286 FX (516) 222-2116

affiliateteam@wolterskluwer.com

10. Customers. Circle all of the electricity customer classes in the following list that the registering party intends to aggregate:

RESIDENTIAL COMMERCIAL INDUSTRIAL MUNICIPALITIES POLITICAL SUBDIVISIONS

Please provide further detail regarding the classes you have selected:

Registering Party will broker and aggregate electricity for small, mid-size and large commercial

businesses, as well as industrial entities. We will also provide complimentary software to manage and track usage and create budgets.

**CLASS II.B AND CLASS II.C REGISTERING PARTIES MAY STOP HERE.
COMPLETE THE AFFIDAVIT AND SUBMIT ALL MATERIALS, INCLUDING
SUPPORTING ATTACHMENTS A AND B, TO THE COMMISSION.**

PART B – TECHNICAL AND CUSTOMER PROTECTION INFORMATION

APPLICABLE ONLY TO PARTIES REGISTERING FOR CLASS I, CLASS II.A, AND CLASS II.D

Review the attached *Instructions*. Select one of the following two options for registration by checking the appropriate box. By separate attachment, provide the information required for the option chosen.

☒ **1. STANDARD REGISTRATION.** To exercise the Standard Registration option, check the box at left and provide as **Attachment C** the following additional information:

- (a) **Texas Secretary of State records.** Any applicable information on file with the Texas Secretary of State, such as copies of the registering party's endorsed certificate of incorporation certified by the Texas Secretary of State, the registering party's certificate of good standing, or other business registration on file with the Texas Secretary of State. Include any information under d/b/a (doing-business-as) names.
- (b) **Tax delinquency disclosure.** Disclose any delinquency with taxing authorities in the state of Texas, including the Comptroller's Office.
- (c) **Prior experience.** Describe prior experience, if any, of the registering party or one or more of the registering party's principals or employees in the retail electric industry or a related industry.
- (d) **Affiliate and agency relationships.** Disclose any affiliate or agency relationships and the nature of any affiliate or agency agreements with REPs or transmission and distribution utilities. If such a relationship or agreement exists, explain how the registering party will disclose this information to its customers and to the REPs with whom it does business.
- (e) **Activities in other states.** List the other states, if any, in which the registering party, and/or its affiliates and subsidiaries providing utility-related services, currently conduct business, or have previously conducted business, within the past 3 calendar years.
- (f) **Compensation sources.** Disclose the registering party's known or anticipated sources of compensation for aggregation services, and provide an explanation of its plans for disclosure of those compensation sources to its customers.
- (g) **Bankruptcy disclosure.** Disclose any bankruptcy or liquidation proceedings of the registering party, any predecessors in interest, or its affiliates, within the past 3 calendar years.
- (h) **Disclosure of fraud or liability.** List any convictions or liability findings of fraud, theft or larceny, deceit, or violations of any customer protection or deceptive trade laws in any state against the registering party, a predecessor, its principals, or its affiliates.
- (i) **Investigation status.** Provide a statement indicating whether the registering party is currently under criminal or civil investigation, either in this state or in another state or jurisdiction for violation of any customer protection law or regulation.

- (j) **Complaint history.** Provide a complete complaint history list for the past 3 calendar years as required by the Aggregator Rule (*see Instructions* for exact rule requirements).
 - (k) **Pending authorizations (Class II.A or II.D aggregators only).** List pending authorizations, if any, from public entities for the registering party to aggregate their loads or that of their citizens.
- ☐ **2. ALTERNATIVE LIMITED REGISTRATION.** To exercise the Alternative Limited Registration described in the Instructions, which limits the size of customers that may be served, check the box at left so that the statement (a) below is incorporated into the Affidavit, and then provide as **Attachment D** the information specified in (b) below.
- (a) By executing the Affidavit attached hereto, the registering party swears and affirms that it is aware of, and will comply with, P.U.C. SUBST. R. §25.111(f)(2), which applies to entities that aggregate only customers who seek to contract individually for 250 kilowatts or more of peak demand electricity. Specifically, the registering party swears and affirms that it possesses a written consent from each customer it plans to serve, authorizing the registering party to provide aggregation for that customer.
 - (b) Provide as **Attachment D** the information required by paragraphs (a), (b), (c), (g), (h), (i), and (k) of the Standard Registration requirements.¹

PART C – FINANCIAL RESOURCE INFORMATION

APPLICABLE ONLY TO PARTIES REGISTERING FOR CLASS I, CLASS II.A, AND CLASS II.D.

1. Intention to take deposits or other advance payments. Check only one of the following two statements of intention:

☐ **YES, THE REGISTERING PARTY WILL COLLECT DEPOSITS OR OTHER ADVANCE PAYMENTS FROM ELECTRIC CUSTOMERS IN ADVANCE OF DELIVERING AGGREGATION SERVICES.**

By executing the Affidavit attached hereto, the registering party swears and affirms that it is aware of, and will comply with, P.U.C. SUBST. R. §25.111(g)(1)(A)-(D), which applies to any entities that aggregate electricity customers and intend to take any deposits or other advance payments from electricity customers for aggregation services.

If the “YES” box above is selected, proceed to Item No. 2 below to indicate the method of meeting the financial qualifications required by the Aggregator Rule.

¹ Parties registering by means of the Alternative Limited Registration option are exempted from the information required by paragraphs (d), (e), (f) and (j) of the Standard Registration and from the affiliate disclosure required by No. 7 of *Part A*.

PUBLIC UTILITY COMMISSION OF TEXAS
AGGREGATOR REGISTRATION, PURSUANT TO PUC SUBSTANTIVE RULE § 25.111

☒ **NO, THE REGISTERING PARTY WILL NOT COLLECT DEPOSITS OR OTHER ADVANCE PAYMENTS FROM CUSTOMERS IN ADVANCE OF DELIVERING AGGREGATION SERVICES.**

By executing the Affidavit attached hereto, the registering party swears and affirms that, if it later decides to take prepayments, it shall amend its registration in advance of accepting such deposits or other advance payments for aggregation services. That amended registration shall demonstrate compliance with P.U.C. SUBST. R. §25.111(g) within 90 days of receiving the first payment for aggregation services and before those services are rendered.

If the "NO" box above is selected, stop here and proceed to the *Affidavit*.

2. Method of financial qualification. Check only one of the two boxes below to select one of the two methods for financial qualification to collect deposits and advance payments. The "standard" qualifications are available to any registering party, but the "alternative" qualifications are limited to those parties who have selected the Alternative Limited Registration in Part B. Provide the respective documentation materials indicated for the method selected:

☐ **STANDARD FINANCIAL QUALIFICATIONS.** This method of qualification is the only option for parties registering under the Standard Registration in Part B.

- (a) **Calculation methodology.** The amount of required financial resources equals the registering party's cumulative obligations to customers arising from deposits or other advance payments for aggregation services made by customers prior to the delivery of aggregation services. Provide as **Attachment E** the registering party's methodology for calculating the required amount of financial resources.
- (b) **Financial evidence.** From the following list, indicate which financial instruments are used to demonstrate the registering party's compliance with the Aggregator Rule's financial requirements. Then provide the applicable supporting documentation as required by (c), (d), (e), and (f) below (supply only the applicable attachments).

- ☐ A certificate of deposit with a bank or other financial institution;
- ☐ A letter of credit issued by a bank or other financial institution, irrevocable for a period of at least 15 months;
- ☐ A line of credit or other loan issued by a bank or other financial institution, including a bond in a form approved by the commission, irrevocable for a period of at least 15 months;
- ☐ A loan issued by a subsidiary or affiliate of the applicant or a corporation holding controlling interest in the applicant, irrevocable for a period of at least 15 months;
- ☐ A guaranty issued by a shareholder or principal of the applicant; a subsidiary or affiliate of the applicant or a corporation holding controlling interest in the applicant; irrevocable for period of at least 15 months.

PUBLIC UTILITY COMMISSION OF TEXAS
AGGREGATOR REGISTRATION, PURSUANT TO PUC SUBSTANTIVE RULE § 25.111

- ☐ An investment grade credit rating.
- ☐ Other financial evidence approved in advance by the commission _____

- (c) **Financial integrity of loans or guarantees.** If applicable, provide as **Attachment F** the financial evidence showing that the lender or guarantor possesses the financial resources needed to fund the loan or guaranty.
- (d) **Unencumbered resources.** Provide as **Attachment G** evidence of cash and other instruments listed as financial resources unencumbered by pledges for collateral.
- (e) **Credit ratings.** If applicable, provide as **Attachment H** evidence of investment grade credit rating.
- (f) **Disclosure to financial backers.** Provide as **Attachment I** evidence that a copy of P.U.C. SUBST. R. 25.111 (the Aggregator Rule) has been provided to any party providing, either directly or indirectly, financial resources necessary to protect customers pursuant to this paragraph.

- ☐ **ALTERNATIVE FINANCIAL QUALIFICATIONS FOR LIMITED REGISTRATION.** This method of qualification is available only to parties who register by means of the Alternative Limited Registration, specifically those that aggregate customers that individually contract for at least 250 kilowatts of peak demand electricity. Check the box at left to exercise this option and incorporate into the Affidavit the statement below:

By executing the affidavit attached hereto, the registering party swears and affirms that it is aware of, and will comply with, P.U.C. SUBST. R. 25.111(g)(2), which applies to entities that aggregate only customers that individually contract for 250 kilowatts or more of peak demand electricity. Specifically, the registering party swears and affirms that it possesses a written consent from each customer it wishes to serve, authorizing the registering party to provide aggregation for that customer *without* establishing the cash and credit resources normally required of aggregators who take deposits or other advance payments from customers.

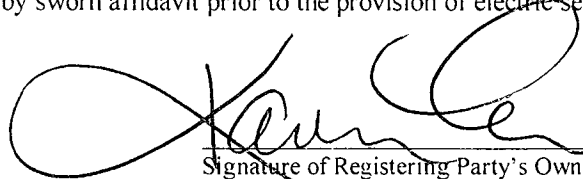
AFFIDAVIT

BEFORE ME, the undersigned authority, on this day personally appeared the undersigned, who, after being duly sworn, stated on their oath that they are entitled to make this Affidavit, and that the statements contained below and in the foregoing are true and correct.

Check one of the following boxes:

- ☐ I am an owner, partner, or officer of the registering party, which is registering as a Class II.B or Class II.C aggregator.
- ☒ I am an owner, partner, or officer of the registering party, which is registering as a Class I, Class II.A, and/or a Class II.D aggregator.

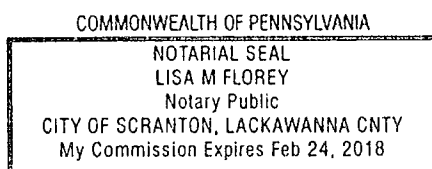
I swear or affirm that I have personal knowledge of the facts stated in the attached registration, that I am competent to testify to them, and that I have the authority to submit this application form on behalf of the registering party. I further swear or affirm that all statements made in the Registration Form are true, correct and complete and that any substantial changes in such information will be provided to the Public Utility Commission of Texas in a timely manner. I swear or affirm that the registering party understands and will comply with all requirements of the applicable law and rules, including any required submission of additional information by sworn affidavit prior to the provision of electric service.

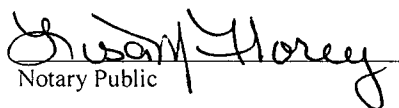

Signature of Registering Party's Owner, Partner, or Officer

Karen Tomaine
Printed Name

Taylor Consulting and Contracting, LLC
Name of Registering Party

Sworn and subscribed before me this 19 day of January, 2018
Month Year




Notary Public

ATTACHMENT A
REGISTERING PARTY'S OFFICERS, DIRECTORS, PARTNERS

Karen Tomaine
Chief Executive Officer, Owner
625 Main Street
Avoca, PA 18641
(570) 414-0880

Scott Stiner
Chief Operating Officer
625 Main Street
Avoca, PA 18641
(570) 414-0880

William Riordan
President
12 Appaloosa Circle
Hopkinton, MA
(508) 353-9636

ATTACHMENT B
AFFILIATES

Registering Party does not have any affiliates or subsidiaries.

EXPERIENCE

Taylor Consulting and Contracting, LLC (www.taylorcc.com) is a national energy management company based out of Northeast Pennsylvania. (Taylor will be doing business in Texas as TaylorCC, LLC, due to name unavailability). Our services include an online auction platform which allows businesses to achieve competitive pricing on deregulated electricity and natural gas. Taylor's energy experts create purchasing power by aggregating similar customers into pools; monitoring the markets for swings; and competing vetted suppliers in our reverse energy auction platform. Enrolled accounts also receive complimentary access to our state of the art, online energy management tool, *UtilityModule*, which tracks, analyzes, and budgets utility data to create further efficiencies.

EnergyAuctions is Taylor's reverse auction platform in which vetted suppliers compete for aggregations of electricity and natural gas. Our auctions have proven extremely successful in promoting competition among suppliers and obtaining competitive pricing for our customers.

Taylor has been in business since 2004 and currently manages tens of thousands of electric and gas accounts in numerous states, including programs coordinated through the offices of the Mayors of Boston and Philadelphia, *Boston Buying Power* and *Philly Buying Power*. Taylor was competitively selected to run these programs through national RFRs.

Taylor's staff has extensive experience in the energy market as evidenced by the attached resumes.

Scott Alan Stiner
28 Kipling Drive
Moosic, Pennsylvania 18507
(570)430-9942

Education

Mount Saint Mary's College, Emmitsburg, Maryland.
Masters Degree, Business Administration, 1995, GPA: 3.8 of 4.0.

Temple University, Philadelphia, Pennsylvania.
Bachelor of Science in Architecture, 1991, GPA 3.1 of 4.0.

Work Experience

Chief Operating Officer and General Manager, Taylor Consulting and Contracting, LLC.
April 2004 through present. Responsibilities include creation and design of UtilityModule database and customer portals for utility management. Recruit personnel and engage in energy consulting/sales for large accounts. Responsible for day-to-day operations of company, including management of 13 direct and 10 contract employees.

Senior Partner, Northeast Energy Partners, LLC, November 1999 through September 2008.
Vice President of Mid-Atlantic region; responsible for sales, administration and operations of region that accounted for 75% of company revenues and profits for purchase of electricity and natural gas. Grew region through strategic alliances, consulting and brokerage agreements, as well as direct hiring. Primary day-to-day activities included direct sales, sales training and administrative oversight for booking contracts.

Regional Manager, VP Energy, April 1998 through November 1999. Responsibilities included sales and administrative oversight for Eastern Pennsylvania natural gas purchases. Grew region from no accounts or marketing presence to second largest division within the organization.

Regional Manager, FPL Energy Services, March 1997 through April 1998. Responsibilities included direct sales, hiring and coordination of all business functions within corporate office. Initiated the natural gas sales functions in Northeastern United States, including marketing releases, sales and administrative coordination with operations departments.

Memberships and Trade Show participation

- National Apartment Association
- Greater Boston Real Estate Board
- New Jersey Apartment Association
- International Restaurant, Hotel and Motel Association
- Connecticut Apartment Association – Featured Speaker 2008 Show

*William Edward Riordan
12 Appaloosa Circle
Hopkinton, MA 01748
(508) 353-9636*

Work Experience:

Taylor Consulting and Contracting, LLC, Vice President, New England , August 2009 – Present
Responsibilities include management and supervision of the individual operating regions of Taylor for deregulated sales and EnergyAuctions services. Participate in the hiring and managing of sales force and sales support personnel.

Supreme Energy LLC, Managing Member, January 1997 – June 29
Responsibilities included the development and implementation of new business plan to enter deregulated energy markets in Massachusetts and throughout New England. Oversaw day-to-day operations of entire business unit including negotiating contracts with third-party suppliers for natural gas and electricity. Participated in the hiring and managing of sales force and support personnel. Instrumental in the marketing and sales of natural gas and electricity for consumer segments including residential housing, small and large commercial properties, institutional buyers, and private and public consumer groups.

Supreme Fuel Company, Sales Manager

June 1993 – June 2009

Responsibilities included the development of a sales strategy that would bring a small south shore family-owned retail home oil delivery company into the commercial/ industrial marketplace. Oversaw the expansion into new geographic markets and expanded into new product lines such as gasoline, diesel fuel and industrial grade #4 and #6 oil. Clients included small and large commercial building owners, residential apartment owners, high-rise condominiums, colleges and universities.

Petroleum Heat and Power, Commercial Fuels Sales Manager, New England, Sept 1985 – June 1993

Handled various functions from direct sales to the commercial marketplace in Boston to overseeing commercial sales throughout New England. Oversaw commercial sales included coordinating efforts between multiple branches in New Hampshire, Massachusetts and Connecticut.

Education:

Northeastern University, Boston, MA June 1993, Master in Business Administration,
Major course of study included finance, marketing and related business courses. Earned a GPA of 3.6 out of 4.0. Elected to Gamma Sigma Phi, fraternity for academic excellence.

Northeastern University, Bachelor of Science in Business with Concentration in Marketing, June 1987.

Membership / Affiliations:

Rental Housing Association – Boston, MA
Condominium Association Inc – MA
Institute of Real Estate Managers – Boston, MA
Building Owners and Managers Association – Boston, MA

Continuing Education:

Energy Markets Futures and Option Trading

KAREN TOMAINE, ESQ.
28 Kipling Drive
Moosic, PA 18507
ktomaine@taylorcc.com
(570) 343-4126 home
(570) 414-0880 EXT. 223 office

EDUCATION

Dickinson School of Law, Carlisle, PA. Juris Doctorate, 1984.

Marywood University, Scranton, PA. Bachelor of Art, English Literature, cum laude, 1980.

Virginia Commonwealth University, Richmond, VA, undergraduate studies. Dean's List, 1978-79.

Scranton Preparatory School, Scranton, PA. Academic Diploma, 1976.

EXPERIENCE

President and Chief Executive Officer. Taylor Consulting and Contracting, LLC, June 2004 to present. Serve as President/CEO from company's inception in 2004. Manage daily operations of company with focus on strategic planning, finances, legal compliance, state licensure, contract negotiations, human resources, and policy and procedure.

Attorney, Legal Office, Tobyhanna Army Depot, Tobyhanna, PA. January 1990 to June 2007, part time (28 hours per week). Served as attorney for government agency employing over 5,000 government employees and over 1,000 contractor employees. Handled contracting, ethics, administrative law, and legal assistance, with emphasis on labor and employment law. Received Commander's Award for Civilian Excellence.

Assistant District Attorney, Lackawanna County District Attorney's Office, Scranton, PA. 1986-1987; 1989-1990. Handled all aspects of criminal prosecution, from initiation, to trial, to appellate review before the Superior and Supreme Court of Pennsylvania, and the United States Supreme Court. From 1989-1990, handled juvenile court prosecutions.

Assistant District Attorney, Luzerne County District Attorney's Office, Wilkes Barre, PA. 1987-1988. Handled criminal prosecution from pre-trial level to trial to appellate review.

Law Clerk, Honorable James J. Walsh, Lackawanna County Court House, Scranton, PA. 1984 -1985. Served as judge's law clerk performing research and drafting legal opinions.

BAR ADMISSIONS

United States Supreme Court, Supreme Court of Pennsylvania, United States District Court for the Middle District of Pennsylvania, United States Court of Appeals for the Third Circuit.

100 N. Beacon St.
15th Floor, Suite 1500
Boston, MA 02116

Profile

Senior sales executive with 15+ years of experience in sales and business development. Proven track record in driving revenue growth and expanding market share. Strong leadership skills and ability to manage complex sales cycles. Excellent communication and negotiation skills. Seeking a challenging role in a dynamic environment.

Mercatus, Boston, Massachusetts 2016 - Present

Sales Director North America

- Enterprise Software platform for renewable energy project development technologies
- Focused on growing national pipeline and enterprise accounts for Series A up

EnerNOC, Boston, Massachusetts 2007 - 2015

Awards: Leadership Excellence Award winner 2008, Megawatt award for top sales person 2014-2015 Presidents Club 2013-2015

Enterprise Sales Manager June 2013 - December 2015

- Responsible for national growth and sales related to the development of national accounts with \$150 million plus in energy spend
- Commercial Real Estate National Team Lead responsible for strategic direction of product, marketing, and execution across Enterprise team
- Over three-year period Enterprise team grew from 4 people to 35 sales people
- Manage account portfolio, strategic for on-boarding key accounts

Regional Sales Manager June 2012 - June 2013

- Responsible for national growth and sales objectives related to procurement and advisory sales - managing subsection of Efficiency Smart sales team
- Recruited and hired national sales team of ten FTE's
- Coordinated sales training, quarterly business reviews and company sales meetings

Sr. Business Development Manager September 2007 - June 2012

- Liaison for integration of two supply chain companies and a post-merger integration
- Provided due diligence and target acquisition recommendations to executive team
- Generated over \$18M dollars of total contracted margin in commercial and retail sales
- Managed and developed portfolio delivery of strategic vehicle purchases including VMA analysis, hedging strategy, structured products, and portfolio risk analysis

- Developed valuation reporting for companies in the negotiating of commodities contracts in termination or transfer of contracts upon purchase or sale of assets or companies
- Managed business development associates and account managers with P&L responsibility providing sales objectives, training, and mentorship

Market Direct Energy, Stamford, Connecticut 2005 - 2007

National accounts director, responsible for opening a Boston office, regional P&L, and achieving overall sustained business growth

- Grew sales 60% contributing sales from \$1.5 million to \$3.7 million
- Expanded supplier and channel partner relationship nationally, actively negotiated contractual terms and conditions
- Structured annual customer hedges, templates and deliverables for over 100 mW portfolio annually
- Direct responsibility and training for two of the company's ten employees

Constellation NewEnergy, Boston, Massachusetts 2000 - 2005

Director of Indirect Sales for national consultants and energy brokers, managing team development associates, sales administrative staff.

- Produced total sales over 300 mW's and \$10M gross margin
- Managed pricing desk for retail sales team of 8 conducting all NEPOOL transactions
- Provided Due Diligence reports and critical interface during acquisition of New Energy acquisition by CEG from AES

United States Congress, Hon. John Joseph Moakley, Washington, DC

Congressional Internship designed to assist the Congressman in researching bills, managing inbound constituent calls. Provided assistance in obtaining Congressional signatures for proposed legislation and internal communications with fellow Congressman

EDUCATION

Massachusetts Institute of Technology	2008
Greater Boston Executive Program	
Harvard University Extension School	
Post-graduate courses in: Corporate finance, Financial statement analysis, Real estate finance, Business analysis & valuation	2000- 2002
Gettysburg College, Gettysburg Pennsylvania	1999
Bachelor of Arts in Management and Finance	
Lorenzo De'Medici Institute, Florence, Italy	1998
University of Adelaide, Adelaide Australia	1997

Board Memberships, Associations, Interests

Strong Women Strong Girls	2008 - 2012
SquashBusters	2009 - Present
National Council for Avon Old Farms	2007 - 2013

Real Estate Finance Association, Boston	2005 - 2008
University Club of Boston Board of Directors	2001 - 2005
Shapiro Negotiation Training	2014
Jeff Hoffman Sales Training	2013
Sales Impact Training	2004
Decker Management Training	2003
USGA Member and Quimet Scholarship	

ATTACHMENT C
PART B. TECHNICAL AND CUSTOMER PROTECTION INFORMATION

- (a) Registration with the Secretary of State is attached hereto and marked as 1(a).
- (b) Registering Party has no tax or other delinquencies in the state of Texas, or otherwise.
- (c) Registering Party has been conducting business as a broker/aggregator of electricity and natural gas for over 10 years. Registering Party is licensed in numerous states as a broker/aggregator. Copies of management resumes are attached and marked as 1(c).
- (d) Registering Party does not have any affiliates and does not have any agreements with utilities but deals with various suppliers with which it has independent broker agreements. Registering Party does not have any exclusive arrangement with any particular supplier and generally competes suppliers in an online auction. Customers are advised of our business model when they enroll their accounts.
- (e) Registering Party conducts business in Pennsylvania, New Jersey, New York, New Hampshire, Connecticut, Ohio, Maryland, Virginia, District of Columbia, Massachusetts, Illinois, Delaware, and Rhode Island.
- (f) Registering Party has executed contracts with various electric and natural gas suppliers who pay Registering Party commissions. The amount of our fees is fully disclosed on our customer contracts.
- (g) Registering Party has no history of bankruptcy or liquidation proceedings. Registering Party has no predecessors or affiliates.
- (h) Registering Party has no convictions or findings of fraud, theft, larceny, deceit, deceptive practices, or customer protection violations, nor does its principals or affiliates. Registering Party has no predecessors.
- (i) Registering Party is not under criminal or civil investigation in any state.
- (j) Registering Party has not had any complaints in the past 3 calendar years.
- (k) Registering Party does not aggregate for public entities.



Office of the Secretary of State

**CERTIFICATE OF FILING
OF**

Taylor Consulting and Contracting, LLC
File Number: 802955369

The undersigned, as Secretary of State of Texas, hereby certifies that an Application for Registration for the above named Foreign Limited Liability Company (LLC) to transact business in this State has been received in this office and has been found to conform to the applicable provisions of law.

ACCORDINGLY, the undersigned, as Secretary of State, and by virtue of the authority vested in the secretary by law, hereby issues this certificate evidencing the authority of the entity to transact business in this State from and after the effective date shown below for the purpose or purposes set forth in the application under the name of

TaylorCC, LLC

The issuance of this certificate does not authorize the use of a name in this state in violation of the rights of another under the federal Trademark Act of 1946, the Texas trademark law, the Assumed Business or Professional Name Act, or the common law.

Dated: 03/01/2018

Effective: 03/01/2018



A handwritten signature in black ink, appearing to read "R. Pablos".

Rolando B. Pablos
Secretary of State

PART C. FINANCIAL RESOURCE INFORMATION

Not applicable. The registering party will not collect deposits or other advance payments from customers. Registering Party will be paid directly by suppliers upon receipt of customer payment.