



The Public Utilities Commission of Ohio

Original AGG Case Number	Version
13-2035-EL-AGG	August 2004

13-2035-EL-AGG

## RENEWAL APPLICATION FOR AGGREGATORS/POWER BROKERS

Please print or type all required information. Identify all attachments with an exhibit label and title (Example: Exhibit A-10 Corporate Structure). All attachments should bear the legal name of the Applicant. Applicants should file completed applications and all related correspondence with the Public Utilities Commission of Ohio, Docketing Division; 180 East Broad Street, Columbus, Ohio 43215-3793.

This PDF form is designed so that you may input information directly onto the form. You may also download the form, by saving it to your local disk, for later use.

### A. RENEWAL INFORMATION

#### A-1 Applicant's legal name, address, telephone number, PUCO certificate number, and web site address

Legal Name OMA Service Corporation  
 Address 33 North High Street, 6th Floor, Columbus, Ohio 43215  
 PUCO Certificate # and Date Certified 11 391(E)(1)  
 Telephone # (614) 224-5111 Web site address (if any) www.ohiomfg.com

#### A-2 List name, address, telephone number and web site address under which Applicant will do business in Ohio

Legal Name OMA Service Corporation  
 Address 33 North High Street, 6th Floor, Columbus, Ohio 43215  
 Telephone # (614) 224-5111 Web site address (if any) www.ohiomfg.com

#### A-3 List all names under which the applicant does business in North America

<u>Ohio Manufacturers' Association</u>	<u>OMA Educational &amp; Industrial</u>
<u>OMA Service Corporation</u>	<u>Development Institute</u>
<u>OMA Energy Group</u>	

#### A-4 Contact person for regulatory or emergency matters

Name Ryan Augsburger  
 Title Managing Director, Public Policy Services  
 Business address 33 North High Street, 6th Floor, Columbus, Ohio 43215  
 Telephone # (614) 629-6817 Fax # (614) 224-1012  
 E-mail address (if any) raugsburger@ohiomfg.com

PUCO

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This is to certify that the images appearing are an accurate and complete reproduction of a case file document delivered in the regular course of business.  
 Technician AN Date Processed OCT 02 2013

**A-5 Contact person for Commission Staff use in investigating customer complaints**

Name Ryan Augsburger  
Title Managing Director, Public Policy Services  
Business address 33 North High Street, 6th Floor, Columbus, Ohio 43215  
Telephone # (614) 629-6817 Fax # (614) 224-1012  
E-mail address (if any) raugsburger@ohiomfg.com

**A-6 Applicant's address and toll-free number for customer service and complaints**

Customer Service address 33 North High Street, 6th Floor, Columbus, Ohio 43215  
Toll-free Telephone # (800) 662-4463 Fax # (614) 224-1012  
E-mail address (if any) oma@ohiomfg.com

**A-7 Applicant's federal employer identification number # 31-0986716**

**A-8 Applicant's form of ownership (check one)**

- |  |  |
|--|--|
| <input type="checkbox"/> Sole Proprietorship                 | <input type="checkbox"/> Partnership                     |
| <input type="checkbox"/> Limited Liability Partnership (LLP) | <input type="checkbox"/> Limited Liability Company (LLC) |
| <input checked="" type="checkbox"/> Corporation              | <input type="checkbox"/> Other _____                     |

**PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:**

- A-9 Exhibit A-9 "Principal Officers, Directors & Partners"** provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.
- A-10 Exhibit A-10 "Corporate Structure,"** provide a description of the applicant's corporate structure, including a graphical depiction of such structure, and a list of all affiliate and subsidiary companies that supply retail or wholesale electricity or natural gas to customers and companies that aggregate customers in North America.

**B. APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE**

**PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:**

- B-1 Exhibit B-1 "Jurisdictions of Operation,"** provide a list of all jurisdictions in which the applicant or any affiliated interest of the applicant is, at the date of filing the application, certified, licensed, registered, or otherwise authorized to provide retail or wholesale electric services including aggregation services.
- B-2 Exhibit B-2 "Experience & Plans,"** provide a description of the applicant's experience and plan for contracting with customers, providing contracted services, providing billing statements, and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4928.10 of the Revised Code.

**B-3** **Exhibit B-3 "Disclosure of Liabilities and Investigations,"** provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational status or ability to provide the services it is seeking to be certified to provide.

**B-4** Disclose whether the applicant, a predecessor of the applicant, or any principal officer of the applicant have ever been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years.

☒ No ☐ Yes

If yes, provide a separate attachment labeled as **Exhibit B-4 "Disclosure of Consumer Protection Violations"** detailing such violation(s) and providing all relevant documents.

**B-5** Disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail or wholesale electric service including aggregation service denied, curtailed, suspended, revoked, or cancelled within the past two years.

☒ No ☐ Yes

If yes, provide a separate attachment labeled as **Exhibit B-5 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation"** detailing such action(s) and providing all relevant documents.

## **C. FINANCIAL CAPABILITY AND EXPERIENCE**

**PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:**

**C-1** **Exhibit C-1 "Annual Reports,"** provide the two most recent Annual Reports to Shareholders. If applicant does not have annual reports, the applicant should provide similar information in Exhibit C-1 or indicate that Exhibit C-1 is not applicable and why.

**C-2** **Exhibit C-2 "SEC Filings,"** provide the most recent 10-K/8-K Filings with the SEC. If applicant does not have such filings, it may submit those of its parent company. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 that the applicant is not required to file with the SEC and why.

**C-3** **Exhibit C-3 "Financial Statements,"** provide copies of the applicant's two most recent years of audited financial statements (balance sheet, income statement, and cash flow statement). If audited financial statements are not available, provide officer certified financial statements. If the applicant has not been in business long enough to satisfy this requirement, it shall file audited or officer certified financial statements covering the life of the business.

- C-4 **Exhibit C-4 "Financial Arrangements,"** provide copies of the applicant's financial arrangements to conduct CRES as a business activity (e.g., guarantees, bank commitments, contractual arrangements, credit agreements, etc.).
- C-5 **Exhibit C-5 "Forecasted Financial Statements,"** provide two years of forecasted financial statements (balance sheet, income statement, and cash flow statement) for the applicant's CRES operation, along with a list of assumptions, and the name, address, e-mail address, and telephone number of the preparer.
- C-6 **Exhibit C-6 "Credit Rating,"** provide a statement disclosing the applicant's credit rating as reported by two of the following organizations: Duff & Phelps, Dun and Bradstreet Information Services, Fitch IBCA, Moody's Investors Service, Standard & Poors, or a similar organization. In instances where an applicant does not have its own credit ratings, it may substitute the credit ratings of a parent or affiliate organization, provided the applicant submits a statement signed by a principal officer of the applicant's parent or affiliate organization that guarantees the obligations of the applicant.
- C-7 **Exhibit C-7 "Credit Report,"** provide a copy of the applicant's credit report from Experion, Dun and Bradstreet or a similar organization.
- C-8 **Exhibit C-8 "Bankruptcy Information,"** provide a list and description of any reorganizations, protection from creditors or any other form of bankruptcy filings made by the applicant, a parent or affiliate organization that guarantees the obligations of the applicant or any officer of the applicant in the current year or within the two most recent years preceding the application.
- C-9 **Exhibit C-9 "Merger Information,"** provide a statement describing any dissolution or merger or acquisition of the applicant within the five most recent years preceding the application.

 Vice President  
Signature of Applicant & Title

Sworn and subscribed before me this 1<sup>st</sup> day of October, 2013  
Month Year

  
Signature of official administering oath

MARIA J. ARMSTRONG  
Print Name and Title

My commission expires on



MARIA JUSKIW ARMSTRONG  
ATTORNEY AT LAW  
Notary Public, State of Ohio  
My Commission Has No Expiration  
Section 147.03 R.C.

# **AFFIDAVIT**

State of Ohio:

Columbus ss.  
(Town)

County of Franklin:

RYAN AUGSBURGER, Affiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the VICE PRESIDENT (Office of Affiant) of OMA Service Corporation (Name of Applicant);

That he/she is authorized to and does make this affidavit for said Applicant,

1. The Applicant herein, attests under penalty of false statement that all statements made in the application for certification renewal are true and complete and that it will amend its application while the application is pending if any substantial changes occur regarding the information provided in the application.
2. The Applicant herein, attests it will timely file an annual report with the Public Utilities Commission of Ohio of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Division (A) of Section 4905.10, Division (A) of Section 4911.18, and Division (F) of Section 4928.06 of the Revised Code.
3. The Applicant herein, attests that it will timely pay any assessments made pursuant to Sections 4905.10, 4911.18, or Division F of Section 4928.06 of the Revised Code.
4. The Applicant herein, attests that it will comply with all Public Utilities Commission of Ohio rules or orders as adopted pursuant to Chapter 4928 of the Revised Code.
5. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, and its Staff on any utility matter including the investigation of any consumer complaint regarding any service offered or provided by the Applicant.
6. The Applicant herein, attests that it will fully comply with Section 4928.09 of the Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
7. The Applicant herein, attests that it will use its best efforts to verify that any entity with whom it has a contractual relationship to purchase power is in compliance with all applicable licensing requirements of the Federal Energy Regulatory Commission and the Public Utilities Commission of Ohio.
8. The Applicant herein, attests that it will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
9. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, the electric distribution companies, the regional transmission entities, and other electric suppliers in the event of an emergency condition that may jeopardize the safety and reliability of the electric service in accordance with the emergency plans and other procedures as may be determined appropriate by the Commission.
10. If applicable to the service(s) the Applicant will provide, the Applicant herein, attests that it will adhere to the reliability standards of (1) the North American Electric Reliability Council (NERC), (2) the appropriate regional reliability council(s), and (3) the Public Utilities Commission of Ohio. (Only applicable if pertains to the services the Applicant is offering)

11. The Applicant herein, attests that it will inform the Commission of any material change to the information supplied in the renewal application within 30 days of such material change, including any change in contact person for regulatory purposes or contact person for Staff use in investigating customer complaints.

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 any hearing hereof.

*Ryan L. Phillips*, Vice President  
Signature of Affiant & Title

Sworn and subscribed before me this 1<sup>st</sup> day of October, 2013  
Month Year

*Maria J. Armstrong*  
Signature of official administering oath

MARIA J. ARMSTRONG  
Print Name and Title

My commission expires



MARIA JUSKIW ARMSTRONG  
ATTORNEY AT LAW  
Notary Public, State of Ohio  
My Commission Has No Expiration  
Section 147.03 R.C.

**EXHIBIT A-9**  
**OMA Service Corporation**

***Principal Officers, Directors & Partners***

The current OMA Service Corporation Officers serving a two-year term from June 2012 through June 2014 are as follows:

**CHAIRMAN**

Rick Schostek  
Senior Vice President  
Honda of America Manufacturing

**PRESIDENT**

Eric Burkland  
The Ohio Manufacturers' Association  
Columbus

**VICE PRESIDENT**

Ryan Augsburger  
The Ohio Manufacturers' Association  
Columbus

**TREASURER**

Rick Jones  
Vice President Finance  
Worthington Steel

**SECRETARY**

Lisa Schaaf  
The Ohio Manufacturers' Association  
Columbus

All officers can be reached through the OMA:

33 North High Street  
Columbus, OH 43215  
(614) 224-5111

**EXHIBIT A-10**  
**OMA Service Corporation**

***Corporate Structure***

The OMA Service Corporation (OMASC) is an Ohio corporation, and a wholly owned subsidiary of The Ohio Manufacturers' Association (OMA). It houses the OMA's for-profit activities, including OMA Workers' Compensation Services (a third party administrator of workers' compensation services for OMA members).

The parent company, OMA, is a not-for-profit 501(c)(6) trade association that was formed in 1910 for the purpose of serving the interests of Ohio manufacturers by presenting manufacturers' positions and the effect upon manufacturers of proposed laws, rules, and regulations before the Ohio legislature and state agencies.

The OMA Education and Industrial Development Institute is a separate legal entity related to the OMA and OMASC by virtue of common management. It was created to house the educational activities of the organization. It is essentially dormant at this time.

The OMA Energy Group is a separate legal entity, supported by administrative fees paid by participating OMA members. It intervenes in selected cases before the Public Utilities Commission of Ohio, and advises the OMA regarding energy policy matters. It is wholly owned by its parent company, The Ohio Manufacturers' Association.



## **B. APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE**

### **OMA Service Corporation**

#### **Exhibit B-1 "Jurisdictions of Operation"**

OMASC is not currently certified, licensed, registered or otherwise authorized to provide retail or wholesale electric services in any other jurisdictions.

#### **Exhibit B-2 "Experience & Plans"**

The mission of the OMA is to protect and grow Ohio manufacturing—a mission accomplished through the representation of manufacturers' interests before the Ohio General Assembly and state agencies, the judiciary community and statewide media, with the sole focus of improving business conditions for manufacturers in Ohio.

The OMA has extensive experience in the area of managing and marketing group purchasing programs and services on behalf of its members. The OMA operates a workers' compensation TPA on a fee basis for approximately 700 member manufacturers. It offers a group buying health care insurance program, and operates a group buying and shipping program for members. Throughout its history, the OMA has operated numerous cost-saving programs on behalf of members as a means to help manufacturers be more competitive.

Responding to inquiries and complaints is dependent on the nature of the inquiry. All types of calls will be accepted by the OMA on behalf of the OMASC. The general contact information for member communications is: phone: (800) 662-4463; e-mail [oma@ohiomfg.com](mailto:oma@ohiomfg.com). In addition, Ryan Augsburg, Managing Director, Public Policy Services will be the primary contact for responding to customer inquiries and complaints relating to the OMASC's energy aggregation activities. Calls concerning billing, technical issues, or electric service will be directed to the relevant competitive retail electric service provider or electric distribution utility.

On a more general note, the OMA and OMASC take any member complaint very seriously. The complaints we receive, while very seldom, are communicated to all the relevant staff and managers, including the president, in order to reach a consensus about the best way to respond and/or action to take. Under the OMA's decision making model, what is best for members always comes first.

#### **Exhibit B-3 "Disclosure of Liabilities and Investigations"**

The OMASC has no existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational status or ability to provide service it is seeking to be certified to provide.

## **C. APPLICANT FINANCIAL CAPABILITY AND EXPERIENCE**

### **OMA Service Corporation**

#### **Exhibit C-1 "Annual Reports"**

The OMASC is a privately-held company and is not required to prepare annual reports.

#### **Exhibit C-2 "SEC Filings"**

The OMASC is a wholly owned subsidiary of the OMA. Neither the OMA nor the OMASC are publicly owned, and therefore are not required to make filings with the Securities and Exchange Commission.

#### **Exhibit C-3 "Financial Statements"**

Copies of The Ohio Manufacturers' Association and Subsidiaries' Consolidated Financial Statements are attached hereto as Exhibit 1. The financial statements have been audited and reviewed for 2012 and 2011, respectively, by our accounting firm, GBQ Partners LLC.

#### **Exhibit C-4 "Financial Arrangements"**

The OMASC has no guarantees, bank commitments, financial contract arrangements, or credit agreements to conduct CRES as a business activity. The funding necessary for the OMASC to conduct energy aggregation activities will be provided by the parent company (OMA), or via agreement with a competitive retail electric service provider. The statement verifying that the OMA will guarantee the obligations of the OMASC in its role as an energy aggregator is contained in Exhibit 2.

#### **Exhibit C-5 "Forecasted Financial Statements"**

A copy of two years of budgeted and forecasted financial statements are attached hereto as Exhibit 3. These were prepared by Angie Leach, Managing Director, Financial and Administrative Services, The Ohio Manufacturers' Association, 33 North High Street, Columbus, Ohio 43215; and, reviewed by management staff.

#### **Exhibit C-6 "Credit Rating"**

The credit rating information of the OMA (the parent company of OMASC) can be found in the Dun & Bradstreet Information Report attached as Exhibit 4. The statement verifying that the OMA will guarantee the obligations of the OMASC in its role as an energy aggregator is contained in Exhibit 2.

**Exhibit C-7 “Credit Report”**

A Dun & Bradstreet Information Report for the OMA (the parent company of OMASC) is attached as Exhibit 4.

**Exhibit C-8 “Bankruptcy Information”**

No reorganization, protection from creditors or any other form of bankruptcy has ever been filed by the OMA or the OMASC.

**Exhibit C-9 “Merger Information”**

Neither the OMA nor the OMASC have been involved in any mergers, dissolutions or acquisitions in the past five years.

## THE OHIO MANUFACTURERS' ASSOCIATION AND SUBSIDIARIES

## Consolidated Statements of Financial Position

December 31, 2012 and 2011

<b>ASSETS</b>		
	<b>2012</b>	<b>2011 (unaudited)</b>
<b>Current Assets</b>		
Cash and cash equivalents	\$ 2,395,846	\$ 2,299,097
Membership dues receivable, net of allowance of \$71,715 and \$54,642 for 2012 and 2011, respectively	157,843	184,118
Workers' compensation service fees receivable	395,828	492,179
Other accounts receivable	73,027	3,536
Prepaid expenses	113,971	117,744
Total current assets	<u>3,136,515</u>	<u>3,096,674</u>
<b>Property and Equipment, net</b>	<u>104,991</u>	<u>142,898</u>
<b>TOTAL ASSETS</b>	<u><u>\$ 3,241,506</u></u>	<u><u>\$ 3,239,572</u></u>
<b>LIABILITIES AND NET ASSETS</b>		
<b>Current Liabilities</b>		
Accounts payable and accrued liabilities	\$ 214,806	\$ 206,905
Accrued compensation	82,588	95,838
Deferred revenue	645,957	656,582
Total current liabilities	<u>943,351</u>	<u>959,325</u>
<b>Long-Term Liabilities</b>		
Post-retirement benefits	63,576	64,950
Deferred revenue	273,673	295,294
Total long-term liabilities	<u>337,249</u>	<u>360,244</u>
<b>Net Assets</b>		
Unrestricted - general operating	1,935,528	1,891,918
Temporarily restricted:		
Issue Advocacy	11,066	10,066
Amicus Advocacy	2,349	6,056
Pathways to Excellence	7,423	7,423
Energy Leadership	4,540	4,540
Total net assets	<u>1,960,906</u>	<u>1,920,003</u>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<u><u>\$ 3,241,506</u></u>	<u><u>\$ 3,239,572</u></u>

The accompanying notes are an integral part of the consolidated financial statements.

THE OHIO MANUFACTURERS' ASSOCIATION AND SUBSIDIARIES

**Consolidated Statements of Activities and Changes in Net Assets**

For the Years Ended December 31, 2012 and 2011

	<u>2012</u>	<u>2011</u> (unaudited)
<b>Changes in Unrestricted Net Assets:</b>		
Revenues:		
Membership dues - OMA	\$ 2,073,036	\$ 2,099,051
Membership dues - OMA Energy Group	273,500	275,000
Workers' compensation service fees	858,632	973,795
Ohio Department of Development grant revenue	117,551	-
Other	151,872	94,638
Interest income	4,864	6,685
Satisfaction of donor restrictions	8,707	-
Total revenues	<u>3,488,162</u>	<u>3,449,169</u>
Expenses:		
Salaries and wages	1,226,002	1,233,831
Workers' compensation service costs	459,517	493,001
Professional fees and contract services	300,283	341,428
Energy group professional fees	460,624	402,312
Employee fringe benefits	168,689	175,496
Office rent	135,414	135,414
Bad debts	104,647	116,769
Data processing	90,927	94,795
Ohio Department of Development grant project expenses	83,426	-
Payroll taxes	81,632	88,172
Meetings and events	47,144	63,348
Depreciation and amortization	51,738	57,264
Printing	25,614	12,646
Travel and auto	53,804	61,278
General and administrative	36,577	33,540
Office supplies	34,246	33,362
Design	15,006	2,970
Telephone	21,534	22,360
Postage	12,510	14,762
Insurance	21,352	20,212
Seminars	5,159	4,286
Amicus Advocacy	8,707	-
Total expenses	<u>3,444,552</u>	<u>3,407,246</u>
Increase in unrestricted net assets	<u>43,610</u>	<u>41,923</u>
<b>Changes in Temporarily Restricted Net Assets:</b>		
Contributions:		
Issue Advocacy	1,000	-
Amicus Advocacy	5,000	-
Satisfaction of donor restrictions:		
Amicus Advocacy	( 8,707)	-
<b>Decrease in Temporarily Restricted Net Assets</b>	<u>( 2,707)</u>	<u>-</u>
<b>Increase in Net Assets</b>	<u>40,903</u>	<u>41,923</u>
<b>Net Assets at Beginning of Year</b>	<u>1,920,003</u>	<u>1,878,080</u>
<b>Net Assets at End of Year</b>	<u>\$ 1,960,906</u>	<u>\$ 1,920,003</u>

The accompanying notes are an integral part of the consolidated financial statements.

THE OHIO MANUFACTURERS' ASSOCIATION AND SUBSIDIARIES

**Consolidated Statements of Cash Flows**

For the Years Ended December 31, 2012 and 2011

	<u>2012</u>	<u>2011</u> <u>(unaudited)</u>
<b>Cash Flows from Operating Activities:</b>		
Increase in net assets	<u>\$ 40,903</u>	<u>\$ 41,923</u>
Adjustments to reconcile increase in net assets to net cash and cash equivalents provided by operating activities:		
Depreciation and amortization	51,738	57,264
Bad debt expense	104,647	116,769
(Increase) decrease in operating assets:		
Receivables	( 51,512)	1,790
Prepaid expenses	3,773	31,610
(Decrease) increase in operating liabilities:		
Accounts payable and accrued liabilities	7,901	47,025
Accrued compensation	( 13,250)	95,838
Deferred revenue	( 32,246)	( 152,610)
Post-retirement benefits	( 1,374)	( 9,693)
Total adjustments	<u>69,677</u>	<u>187,993</u>
Net cash and cash equivalents provided by operating activities	<u>110,580</u>	<u>229,916</u>
<b>Cash Flows from Investing Activities:</b>		
Acquisition of property and equipment	<u>( 13,831)</u>	<u>( 128,289)</u>
Net increase in cash and cash equivalents	<u>96,749</u>	<u>101,627</u>
<b>Cash and Cash Equivalents at Beginning of Year</b>	<u>2,299,097</u>	<u>2,197,470</u>
<b>Cash and Cash Equivalents at End of Year</b>	<u><u>\$ 2,395,846</u></u>	<u><u>\$ 2,299,097</u></u>

*The accompanying notes are an integral part of the consolidated financial statements.*

Chairman of the Board  
RICK SCHOSTEK  
*Senior Vice President, Honda of America Manufacturing*



President  
ERIC L. BURKLAND

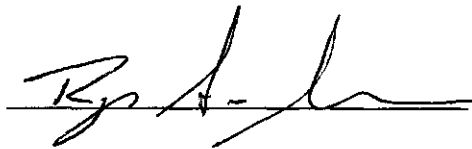
October 1, 2013

To Whom It May Concern:

**RE: Exhibit 2 – Financial Arrangements**

The Ohio Manufacturers' Association guarantees the financial and performance obligations of its wholly owned subsidiary, The OMA Service Corporation, in its role as an approved Electric Supply Aggregator as defined by actions taken by the Public Utilities Commission of Ohio (PUCO).

Sincerely,

 (Name)

VICE PRESIDENT & MANAGING DIRECTOR (Title)

**THE OHIO MANUFACTURERS' ASSOCIATION AND SUBSIDIARY  
STATEMENT OF ACTIVITIES**

	<b>2013</b>	<b>2014</b>
	<b>Budget</b>	<b>Forecast</b>
<b>Revenues:</b>		
Membership Dues - OMA	\$ 1,858,900	\$ 1,720,000
Membership Dues - OMA Energy Group	312,000	300,000
Workers' Compensation Services	886,718	885,000
Investment Income	5,600	5,000
Other Net Service Product Fees	94,975	91,500
Miscellaneous Income	-	-
<b>Total Revenues</b>	<b>\$ 3,158,193</b>	<b>\$ 3,001,500</b>
<b>Expenses:</b>		
Salaries and Wages	\$ 1,164,810	\$ 1,189,000
Employee Group Benefits	185,540	190,000
Payroll Taxes	81,950	83,000
Workers' Compensation Services	401,700	382,000
Office Rent	139,300	139,300
Office Supplies	40,470	38,000
Telephone	22,440	20,000
Postage	18,400	17,000
Printing	23,500	20,000
Design	22,000	18,000
Professional & Consulting	499,648	550,000
Traveling & Automobile Expense	36,562	37,000
OMA Educational Meeting Expense	25,678	26,000
Association Expense	65,340	66,000
Insurance & Taxes	22,800	23,000
Depreciation	61,236	55,000
Data Processing	108,695	105,000
General and Administrative	20,510	21,000
Miscellaneous Expense	-	-
<b>Total Expenses</b>	<b>\$ 2,940,579</b>	<b>\$ 2,979,300</b>
<b>Net Income Before Taxes</b>	<b>\$ 217,614</b>	<b>\$ 22,200</b>
<b>Refund (Provision) Income Taxes</b>	<b>\$ -</b>	<b>\$ -</b>
<b>Excess (Deficit) of Revenues/Expenses</b>	<b>\$ 217,614</b>	<b>\$ 22,200</b>





Decide with Confidence

## Business Information Report

[Print this Report](#)

Report Printed: OCT 01 2013  
In Date

### BUSINESS SUMMARY

#### OHIO MANUFACTURERS' ASSOCIATION, THE

OMA SERVICE, THE  
OMA EDUCATIONAL AND INDUSTRIAL DEVELOPMENT INSTITUTE , THE  
**33 North High Street**  
**Columbus, OH 43215**

This is a **single** location.**D-U-N-S Number:** 07-165-5575**Telephone:** 614 224-5111**D&B Rating:** **ER6****Chief executive:** ERIC BURKLAND,  
PRESIDENT**Number of employees:** ER6 is **10 to 19** employees.  
**D&B Viability Rating:** **12AA****Year started:** 1928**D&B PAYDEX®:****Employs:** 13**D&B PAYDEX: 80**

When weighted by dollar amount, payments to suppliers average generally within terms.

**Financial statement date:** DEC 31 2011**Sales F:** \$2,357,539**Net worth:** \$1,945,801**History:** INCOMPLETE**Financial condition:** STRONG**SIC:** 8611

Based on up to 24 months of trade.

**Line of business:** Business associations

### SUMMARY ANALYSIS

**D&B Rating:** **ER6****Number of employees:** ER6 indicates **10 to 19** employees.

Certain lines of business, primarily banks, insurance companies and government entities, do not lend themselves to classification under the D&B Rating system. Instead, we assign these types of businesses an Employee Range symbol based on the number of people employed. No other significance should be attached to this symbol. The ERN should not be interpreted negatively. It simply means we do not have information indicating how many people are employed at this firm. For more information, see the D&B Rating Key.

Below is an overview of the company's rating history since 01/01/91:

D&B Rating	Date Applied
ER6	08/12/06

3A2	07/02/03
3A1	09/05/02
3A2	04/23/02
ER6	10/11/01
ER5	11/29/00
ER6	07/31/00
ER5	03/17/93
ER6	03/14/92
ER5	01/01/91

The Summary Analysis section reflects information in D&B's file as of September 30, 2013.

## VIABILITY RATING ANALYSIS

The D&B Viability Rating uses D&B's proprietary analytics to compare the most predictive business risk indicators and deliver a highly reliable assessment of the probability that a company will no longer be in business within the next 12 months.

### D&B VIABILITY RATING:12AA

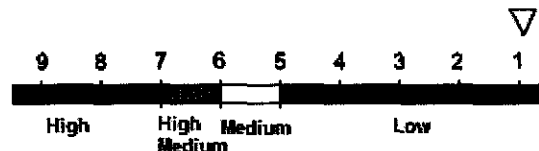
#### D&B VIABILITY RATING COMPONENTS:

##### VIABILITY SCORE:

Viability Score is the first of four components within the D&B Viability Rating. It is a high-level risk indicator that assesses the probability that a company will no longer be in business within the next 12 months, compared to all US businesses within the D&B database. A business is no longer viable when it goes out of business, becomes dormant/inactive or files for bankruptcy. The ranking ranges from 1 to 9 where 9 reflects the highest probability of becoming no longer viable and 1 reflects the lowest probability.

**NOTE:** The Viability Score is best used when ranking all businesses within your portfolio based on the probability of becoming no longer viable.

Viability Score: 1



#### Compared to ALL US Business within D&B Database:

- **Level of risk:** Low Risk
- **Business ranked 1 have a probability of becoming no longer viable:** 0.2%
- **Percentage of business ranked 1:** 0.3%
- **Across all US business, the average probability of becoming no longer viable:** 14%

#### PORTFOLIO COMPARISON:

Portfolio Comparison is the second of four components within the D&B Viability Rating. Portfolio Comparison is a more detailed risk indicator that assesses the viability of a company compared to similar businesses within the same model segment which are determined by the amount and type of data available. A business is no longer viable when it goes out of business, becomes dormant/inactive or files for bankruptcy. Every business within the D&B database falls into 1 of the following 4 profile segments:

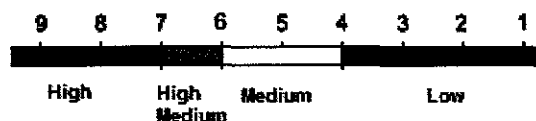
1. Available Financial Data.
2. Established Trade Payments.
3. Limited trade Payments.
4. Firmographics and Business Activity.

The Portfolio Comparison ranking ranges from 1 to 9 where 9 reflects the highest probability of becoming no longer viable and 1 reflects the lowest probability.

**NOTE:** The Portfolio Comparison is best used when analyzing the individual risk level of a company compared to businesses within the same profile segment.



## Portfolio Comparison: 2



### Compared to all Business within the same MODEL SEGMENT:

- **Model Segment:** Available Financial Data
- **Level of risk:** Low Risk
- **Business ranked 2 within this model segment have a probability of becoming no longer viable:** 0.2%
- **Percentage of business ranked 2 within this model segment:** 14%
- **Within this model segment, the average probability of becoming no longer viable:** 0.6%

### DATA DEPTH INDICATOR:

Data Depth Indicator is the third of four components within the D&B Viability Rating. The Depth of Data Indicator presents the level of data available for a company. Data depth assists in the assessment of whether a company will no longer be viable and includes the following:

1. Financial Attributes.
2. Commercial Trading Activity.
3. Firmographics.

The level of data is represented by a letter on a scale of A - G where A reflects the greatest level of predictive data to make a highly reliable assessment of company viability, and G reflects a minimal level of data which can be considered descriptive. The more comprehensive the data, the more precise the overall D&B Viability Rating becomes. If a company has been placed in the Special Category, a letter ranging from H-M will be assigned to identify the specific reason.

#### Data Depth: A

#### Data Depth Indicator Details:

- Rich Firmographics
- Extensive Commercial Trading Activity
- Comprehensive Financial Attributes

### COMPANY PROFILE:

Company Profile is the fourth of four components within the D&B Viability Rating. The Company Profile describes a company based on a combination of 4 categories:

1. Financial Data.
2. Trade Payments.
3. Company Size.
4. Years in Business.

A company is characterized by a letter which ranges from A - X; with each letter representing a combination of the 4 categories that make up the company's profile. For example, A describes a company with a comprehensive level data, which has been in business 5+ years, with 50+ employees or \$500K+ in Sales, while X reflects a company with a minimal data, in business < 5 years, with < 10 employees or < \$10K in Sales. Y and Z reflect a Branch and Subsidiary, respectively.

#### Company Profile: A

#### Company Profile Details:

- **Financial Data:** Available
- **Trade Payments :** Available: 3+ Trade
- **Business Size:** Large: Employees: 50+ or Sales: \$500K+
- **Years in Business:** Established (Established: 5+ )

### CUSTOMER SERVICE



Need help? Call Customer Service at (800) 932-0025, Monday through Friday, 8:00 AM to 6:00 PM Local Time.

## HISTORY

The following information was reported **09/12/2013**:

**Officer(s):** ERIC L BURKLAND, PRES

**DIRECTOR(S):** THE OFFICER(S)

The Ohio Secretary of State's business registrations file showed that The Ohio Manufacturers' Association was registered as a non-profit corporation on January 27, 1928.

Business started 1928.

ERIC L BURKLAND born 1950. 1990-present active here.

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## OPERATIONS

09/12/2013

**Description:** Operates as a business association, specialized as trade association (100%).

Has 2 account(s). Terms are cash, check or credit card and net 30 days. Sells to manufacturers, general public, non profit organizations and government. Territory : Local.

Nonseasonal.

**Employees:** 13 which includes officer(s).

**Facilities:** Rents 7,694 sq. ft. on 6th floor of a multi story steel building.

**Location:** Central business section on main street.

## SIC & NAICS

### SIC:

Based on information in our file, D&B has assigned this company an extended 8-digit SIC. D&B's use of 8-digit SICs enables us to be more specific to a company's operations than if we use the standard 4-digit code.

The 4-digit SIC numbers link to the description on the Occupational Safety & Health Administration (OSHA) Web site. Links open in a new browser window.

86110100 Trade associations

### NAICS:

813910 Business Associations

## D&B PAYDEX

The D&B PAYDEX is a unique, dollar weighted indicator of payment performance based on up to 18 payment experiences as reported to D&B by trade references.

### 3-Month D&B PAYDEX: **80**

When weighted by dollar amount, payments to suppliers average within terms.

### D&B PAYDEX: **80**

When weighted by dollar amount, payments to suppliers average generally within terms.



Based on trade collected over last 3 months.



Based on up to 24 months of trade.

When dollar amounts are not considered, then approximately 100% of the company's payments are within terms.

## PAYMENT SUMMARY

The Payment Summary section reflects payment information in D&B's file as of the date of this report.

Below is an overview of the company's dollar-weighted payments, segmented by its suppliers' primary industries:

	Total Rcv'd (#)	Total Dollar Amts (\$)	Largest High Credit (\$)	Within Terms (%)	Days Slow <31 31-60 61-90 90> (%)			
<b>Top industries:</b>								
Telephone communictns	4	5,500	5,000	100	-	-	-	-
Whol office equipment	2	7,500	5,000	100	-	-	-	-
Radiotelephone commun	2	750	500	100	-	-	-	-
Misc equipment rental	1	10,000	10,000	100	-	-	-	-
Public finance	1	7,500	7,500	100	-	-	-	-
Nonclassified	1	5,000	5,000	100	-	-	-	-
Business association	1	2,500	2,500	100	-	-	-	-
Photocopying service	1	2,500	2,500	100	-	-	-	-
Whol office supplies	1	750	750	100	-	-	-	-
<b>Other payment categories:</b>								
Cash experiences	4	350	250					
Payment record unknown	0	0	0					
Unfavorable comments	0	0	0					
<b>Placed for collections:</b>								
With D&B	0	0						
Other	0	N/A						
Total in D&B's file	18	42,350	10,000					

The highest **Now Owes** on file is \$2,500

The highest **Past Due** on file is \$0

The aggregate dollar amount of the 18 payment experiences in D&B's file equals 21.6% of this company's average monthly sales. In Dun & Bradstreet's opinion, payment experiences exceeding 10% of a company's average monthly sales can be considered representative of payment performance.

## PAYMENT DETAILS

### Detailed Payment History

Date Reported (mm/yy)	Paying Record	High Credit (\$)	Now Owes (\$)	Past Due (\$)	Selling Terms	Last Sale Within
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						(months)
09/13	(001)	250			Cash account	2-3 mos
08/13	Ppt	5,000	0	0		1 mo
	Ppt	5,000	2,500	0	Lease Agreeemnt	1 mo
	Ppt	2,500	50	0		1 mo
	Ppt	2,500	750	0		1 mo
	Ppt	750	250	0		1 mo
	Ppt	250	0	0		1 mo
	Ppt	250	0	0		1 mo
	Ppt	0	0	0		1 mo
	(010)				Sales COD	1 mo
03/13	Ppt	10,000	1,000		Lease Agreeemnt	
02/13	Ppt	500	0	0		6-12 mos
	Ppt	250	0	0		6-12 mos
10/12	Ppt	5,000	0	0		6-12 mos
09/12	Ppt	2,500				1 mo
07/12	Ppt	7,500				1 mo
02/12	(017)	50			Cash account	1 mo
	(018)	50			Cash account	1 mo

Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

## FINANCE

08/12/2013

### Three-year statement comparative:

	Fiscal Consolidated Dec 31 2008	Fiscal Consolidated Dec 31 2009	Fiscal Consolidated Dec 31 2011
Current Assets	1,969,292	2,256,805	1,916,175
Current Liabs	1,290,351	968,191	64,950
Current Ratio	1.53	2.33	29.5
Working Capital	678,941	1,288,614	1,851,225
Other Assets	180,200	126,831	94,576
Net Worth	762,041	963,884	1,945,801
Sales	2,796,523	3,224,233	2,357,539
Long Term Liab	97,100	451,561	0
Net Profit (Loss)	(9,009)	183,763	48,025

### Fiscal Consolidated statement dated DEC 31 2011:

#### Assets

Cash 1,916,175

**Curr Assets \$1,916,175**

Investments-Other 94,576

**Total Assets \$2,010,751**

#### Liabilities

Other Liabilities 64,950

**Curr Liabs \$64,950**

**TOTAL NET ASSETS OR FUND BALANCES 1,945,801**

**Total \$2,010,751**

From JAN 01 2011 to DEC 31 2011 annual sales \$2,357,539. Gross profit \$2,357,539; operating expenses \$2,309,514. Operating income \$48,025. Net income \$48,025.

Accountant: GBQ Partners LLC, Columbus, OH. Extent of audit, if any, not indicated.

**Explanations**

Fixed Assets were fully depreciated; The business was preparing its statement on a Cash Basis.

Repeated attempts to contact business were unsuccessful.

**KEY BUSINESS RATIOS**

**Statement date:** DEC 31 2011  
**Based on this number of establishments:** 17

<b>Firm</b>		<b>Industry Median</b>	
Return of Sales:	2.0	Return of Sales:	4.8
Current Ratio:	29.5	Current Ratio:	3.2
Assets / Sales:	85.3	Assets / Sales:	44.3
Total Liability / Net Worth:	3.3	Total Liability / Net Worth:	16.3

**PUBLIC FILINGS**

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The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

**UCC FILINGS**

<b>Collateral:</b>	Business machinery/equipment
<b>Type:</b>	Original
<b>Sec. party:</b>	IKON FINANCIAL SVCS, MACON, GA
<b>Debtor:</b>	OHIO MANUFACTURERS ASSOCIATION
<b>Filing number:</b>	OH00133183985
<b>Filed with:</b>	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH
<b>Date filed:</b>	03/07/2009
<b>Latest Info Received:</b>	03/17/2009

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<b>Collateral:</b>	Leased Business machinery/equipment including proceeds and products
<b>Type:</b>	Original
<b>Sec. party:</b>	IOS CAPITAL, MACON, GA
<b>Debtor:</b>	OHIO MANUFACTURERS ASSOCIATION
<b>Filing number:</b>	OH00094266074
<b>Filed with:</b>	SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH
<b>Date filed:</b>	10/12/2005
<b>Latest Info Received:</b>	10/27/2005

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed.

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