

FILE

March 6, 2014

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TO: Public Utilities Commission of Ohio
Docketing Division
180 East Broad St.
Columbus, Ohio 43215-3793

From: TMGES, Inc d/b/a Ananta Energy Source
6580 Berrywood Ln.
Downers Grove, IL, 60516

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PUCO

RE: Attached in this document are amendments to my application for Case Number 12-0256-EL-AGG and the respective Exhibits:

- Exhibit C – 5 “Forecasted Financial Statements”

I have attached 4 copies of the amendment for the above exhibits with their respective page numbers following the first amendments submitted yesterday. Thank you once again for your patience and assistance in fulfilling PUCO’s requirements.

Sincerely,



Merrill Mangalasseril
Chief Executive Officer
TMGES, Inc. d/b/a Ananta Energy Source.

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 AmJ Date Processed 3/6/14

Exhibit C-5 "Forecasted Financial Statements"

This exhibit is an amendment to Case 12-0256-EL-AGG for Exhibit C-5 "Forecasted Financial Statements," specifically .TMGES, Inc.'s forecasted profit & loss statements for the following two years (2014 and 2015) are included on the following pages labeled:

- Forecasted Income Statement Year Ending 2014 (**EXHIBIT C-5**)
- Forecasted Income Statement Year Ending 2015 (**EXHIBIT C-5**)

A list of assumptions for the provided financial statements are below, and the contact information for the preparer is founder, and Chief Executive Officer of TMGES, Inc. (please see below). As CEO, I consulted a new local accountant for the list of the following assumptions and financial statements provided.

Assumptions

1. **Sales** – For 2014, and 2015, TMGES, Inc., is conservatively anticipating similar growth percentages (ie: Sales increase of 44% from 2012 to 2013). This is believed to be a highly conservative number because we have been able to yield over a 95% retention rate in renewing clients, and the business model allows us for secure cash-flows for long-term energy contracts we are currently.
2. **Advertising** – Identifying several areas of advertising, we'd like to utilize a similar budget in 2013 to yield higher results with the experiences and results we've gathered in 2013. For 2015, we'd like to increase this budget by 30% as we plan to expand into other markets.
3. **Maintenance (Auto)** – TMGES, Inc., plans to reduce this cost significantly by simply extending my work rotations between each market place by a couple weeks vs. traveling back and forth between IL and OH every other week. To further explain this scenario, we put 34,000 miles on the company car in 2013 traveling back and forth every other week. Committing to each market-place for longer periods of time will help reduce miles and future maintenance costs.
4. **Ananta Office Rent** – TMGES, Inc., has made a geographical change from Chicago to Ohio for our satellite office, where rent is significantly lower. Understanding our growth and importance of physically being in the Ohio market-place, we plan to keep the Columbus, satellite office through the end of 2015 to ensure we maintain a low rent overhead while expanding into Dayton and Cincinnati territories throughout the next 2 years.
5. **Charitable Contributions** – TMGES, Inc., has made a conscious effort to increase our donations as we grow. In 2013, we donated a little over \$600, and would like to increase that amount each year by 50%, or more, pending how cash-flows are hitting, and future-cash-flows scheduled for long-term contracts.
6. **Commissions & Fees** – Similar to Sales, TMGES, Inc., has accounted for a similar growth percentage (88%) over the next 2 years). We believe this to be a conservative number as it is an expense and would rather account for a higher budget, but when looking at TMGES, Inc.'s, book of business, the growth of personal sales are increasing versus the growth of referral partner sales, which implies the percentage might be lower in the future. However, we'd like to account

for this expense conservatively as we understand the value of our referral partners and the variety of energy opportunities they can bring.

7. **Legal & Professional Fees** – TMGES, Inc., plans to reduce this cost significantly since we spent the first couple years learning from the different experiences and ironing out our main broker agreements (referral partner agreements).
8. **Meals and Entertainment** – TMGES, Inc., plans to reduce this cost significantly in 2014 because the year will require much less travel than the previous years, where meal and entertainment expenditures will not be as necessary since those costs were already incurred in our first 2 years of building my business entertaining new prospects and acquiring new clients. With growth plans in 2015, we plan to increase this budget back to the \$9,400 as we plan to expand into another market.
9. **Promotional Sponsorships** – A majority of this budget has been spent on volleyball related sponsorships (indoor and beach). We've increased this budget and plan to increase it significantly because of the increase in awareness we've had with my specific niche in the market-place (hospitality industry). Based on some market research, our data demonstrates a high correlation between hotel owners/managers and a high-level interest in volleyball, so sponsoring specific athletes and teams has been a priority as it has brought us more exposure in the last year alone.
10. **Travel & Travel Meals** – A bulk of research, networking, and building was conducted in 2013 yielding a higher travel budget since I attended several hospitality trade shows, but now this cost is anticipated to reduce significantly because I will not be attending as many.

Preparer Contact Information:

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TMGES, INC., d/b/a Ananta Energy Source

Profit & Loss

January - December 2014

	<u>Total</u>
Income	
Sales	132,981.98
Total Income	<u>\$ 132,981.98</u>
Gross Profit	<u>\$ 132,981.98</u>
Expenses	
Total Expenses	<u>\$ 119,567.46</u>
Net Income	<u>\$ 13,414.52</u>

TMGES, INC., d/b/a Ananta Energy Source
Profit & Loss
January - December 2015

	Total	
Income		
Sales		191,494.06
Total Income	\$	191,494.06
Gross Profit	\$	191,494.06
Expenses		
Total Expenses	\$	140,600.00
Net Income	\$	50,894.06