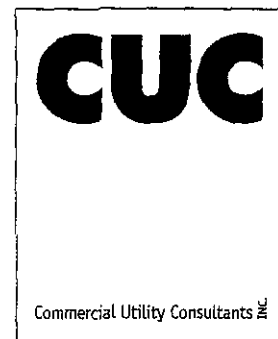


FILE

44



July 16, 2014

Public Utilities Commission of Ohio  
Docketing Division  
180 East Broad Street  
Columbus, Ohio 43215-3793

RE: Commercial Utility Consultants, Inc.  
Power Broker/Aggregator Renewal Application  
12-2131-EL-AGG

RECEIVED-DOCKETING DIV  
2014 JUL 17 PM 12:02  
PUCO

Hello:

Enclosed please find the renewal application of Commercial Utility Consultants, Inc. (CUC) Power Broker/Aggregator License for the sale and/or arrangement for the supply of retail electric generation service to a retail customer without taking title to the power supplied.

Enclosed please find the renewal application and 3 copies as per PUCO filing instructions. We intend to comply with all requirements of PUCO for our Power Broker Aggregator renewal application. We will remedy any shortcomings in that regard as soon as we possibly can.

Please contact me at 1-800-296-2821 extension 115 with any questions or concerns with this application.

Sincerely,

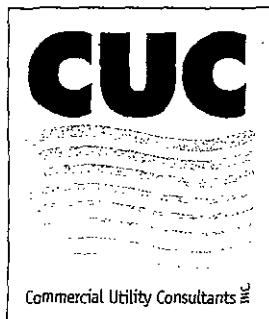
Martin F. Brown  
Vice President

Specializing in Utility Cost Savings

MARTIN F. BROWN  
Vice President

1556 McDaniel Drive  
Westtown Business Center  
West Chester, PA 19380  
610-431-4400 X 115  
610-431-1023 FAX  
800-296-2821 X 115  
E-mail: [marty@commercialutility.com](mailto:marty@commercialutility.com)  
Web: [www.commercialutility.com](http://www.commercialutility.com)

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 dm Date Processed 7/17/14



FILE



The Public Utilities Commission of Ohio

Original AGG Case Number	Version
12 - 2131 -EL-AGG	August 2004

## 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 Commercial Utility Consultants, Inc.  
Address 1556 McDaniel Drive  
PUCO Certificate # and Date Certified #12-556E (1), August 20, 2012  
Telephone # (610) 431-4400 Web site address (if any) www.commercialutility.com

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

Legal Name Commercial Utility Consultants, Inc.  
Address 1556 McDaniel Drive, West Chester, PA 19380  
Telephone # (610) 431-4400 Web site address (if any) www.commercialutility.com

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

Commercial Utility Consultants, Inc. Commercial Utility Consultants  
\_\_\_\_\_  
\_\_\_\_\_

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

Name Martin F. Brown  
Title Vice President  
Business address 1556 McDaniel Drive, West Chester, PA 19380  
Telephone # (610) 431-4400 Fax # (610) 431-1023  
E-mail address (if any) marty@commercialutility.com

PUCO

RECEIVED-DOCKETING DIV  
2014 JUL 17 PM 12:02

1

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

Name Martin F. Brown  
Title Vice President  
Business address 1556 McDaniel Drive, West Chester, PA 19380  
Telephone # (610) 431-4400 Fax # (610) 431-1023  
E-mail address (if any) marty@commercialutility.com

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

Customer Service address 1556 McDaniel Drive, West Chester, PA 19380  
Toll-free Telephone # (800) 296-2821 Fax # (610) 431-1023  
E-mail address (if any) marty@commercialutility.com

**A-7 Applicant's federal employer identification number # 23-2016838**

**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:**

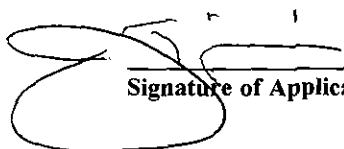
**C-1** **Exhibit C-1 "Annual Reports,"** provide the two most recent Annual Reports to Shareholders. If applicant does not have annual reports, the applicant should provide similar information in Exhibit C-1 or indicate that Exhibit C-1 is not applicable and why.

**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.

3

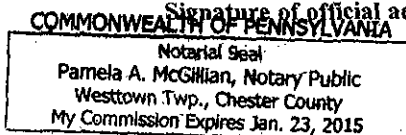
- C-4 **Exhibit C-4 "Financial Arrangements,"** provide copies of the applicant's financial arrangements to conduct CRES as a business activity (e.g., guarantees, bank commitments, contractual arrangements, credit agreements, etc.).
- C-5 **Exhibit C-5 "Forecasted Financial Statements,"** provide two 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 Experian, 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.

  
\_\_\_\_\_  
President/Owner  
Signature of Applicant & Title

Sworn and subscribed before me this 16<sup>th</sup> day of July, 2014  
Month Year

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

Pamela A. McGillian, Notary  
\_\_\_\_\_  
Print Name and Title



My commission expires on 1/23/15

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# **AFFIDAVIT**

State of Pennsylvania :

West Chester ss.  
(Town)

County of Chester :

Joseph P. McGillian, Affiant, being duly sworn/affirmed according to law, deposes and says that:

(He/She is the President/Owner (Office of Affiant) of Commercial Utility Consultants, Inc. (CUC) (Name of Applicant);

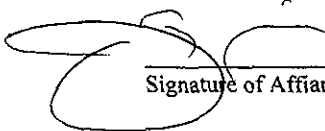
That he/she is authorized to and does make this affidavit for said Applicant,

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)

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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.

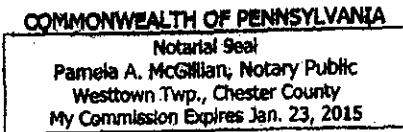
That the facts above set forth are true and correct to the best of his/her knowledge, information, and belief and that he/she expects said Applicant to be able to prove the same at any hearing hereof.

  
\_\_\_\_\_  
President/Owner  
Signature of Affiant & Title

Sworn and subscribed before me this 7 day of 10, 2014  
Month Year

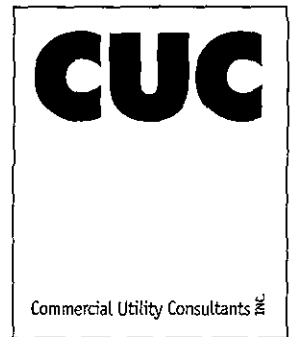
  
\_\_\_\_\_  
Signature of official administering oath

Pamela A McGillian, Notary  
\_\_\_\_\_  
Print Name and Title



My commission expires on 1/23/15

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## **Exhibit A-9 Principal Officers, Directors & Partners**

Joseph P. McGillian, President/Owner, Sole Officer  
1432 Heather Hills Lane  
Glen Mills, PA 19342  
610-558-4636

Nicholas Reynolds, COO  
302 Ardmore Avenue  
Broomall, PA 19018  
610-745-4004

Stacia Scaduto, Vice President Operations  
137 Roslyn Avenue  
Glenside, PA 19038  
267-971-8027

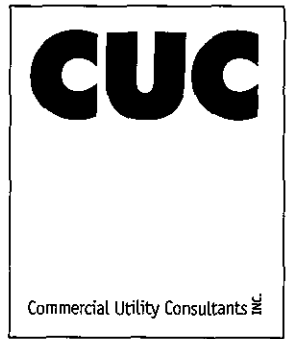
John McGillian, Vice President Sales  
1007 Windy Knoll Road  
West Chester, PA 19382  
610-399-9208

Martin F. Brown, Vice President  
767 Shavertown Road  
Garnet Valley, PA 19060  
610-358-2999

**COMMERCIAL UTILITY CONSULTANTS, INC.**  
**1556 McDANIEL DRIVE**  
**WEST CHESTER, PA 19380**

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## **A-10 “Corporate Structure” – Description**

**Commercial Utility Consultants, Inc. (CUC) is a small, privately held family business started in 1975. Joseph P. McGillian is the President, Owner and sole corporate officer of CUC. Joe works in corporate headquarters in West Chester, PA.**

**Nick Reynolds is our Chief Operating Officer. Nick runs our New Jersey Operation where CUC is very active and successful with New Jersey’s Municipal Aggregation Program. This program allows the aggregation of a township’s residents or a cooperative of townships’ residents and even entire counties’ residents. Nick also runs the procurement program for Commercial, Industrial and Residential Accounts.**

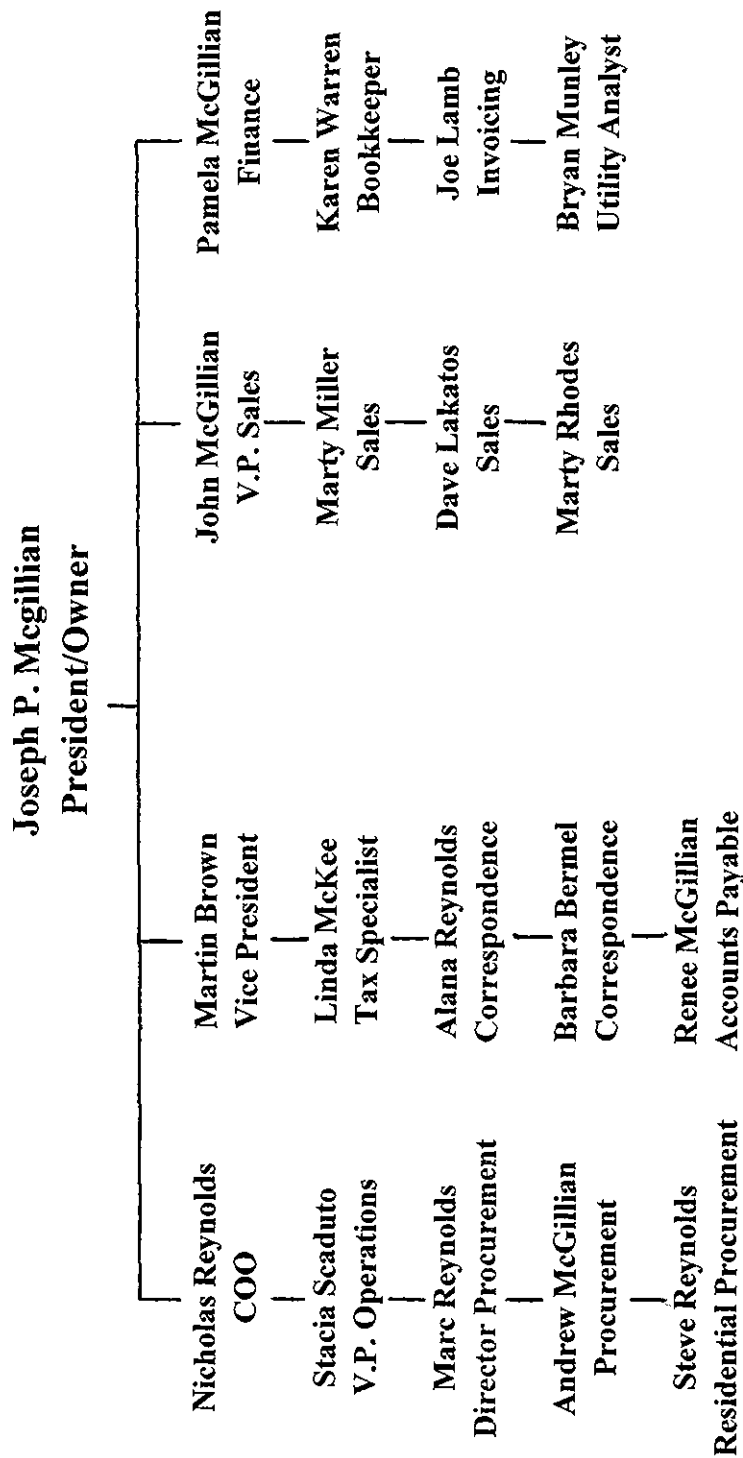
**Martin Brown is a Vice President and Office Manager. Marty runs the day to day operations for CUC. Marty also supervises the correspondence department which handles customer service duties as well preparing correspondence and reports.**

**John McGillian is a Vice President and he runs the Sales Department. John manages and directs the efforts of the sales force.**

**Pam McGillian runs the Finance Department for CUC. Pam also manages the invoicing process for CUC which can be very technical with complicated support documentation for our clients.**

**COMMERCIAL UTILITY CONSULTANTS, INC.  
1556 McDANIEL DRIVE  
WEST CHESTER, PA 19380**

## A-10 "Corporate Structure"

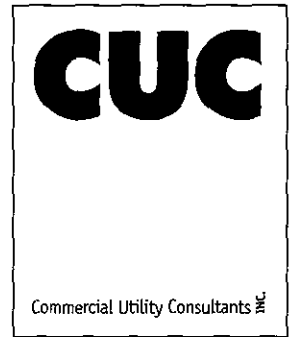


**COMMERCIAL UTILITY CONSULTANTS, INC.**  
1556 McDANIEL DRIVE  
WEST CHESTER, PA 19380

**CUC**

Commercial Utility Consultants Inc

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

### **Commercial Utility Consultants, Inc.**

**Commercial Utility Consultants has an EGS/Broker license in each of the following States:**

Delaware – Licensed

District of Columbia (DC) – Licensed

Illinois - Licensed

Maine - Licensed

Massachusetts – Licensed

Maryland – Licensed

New Jersey – Licensed

Ohio – Licensed

Pennsylvania – Licensed

**COMMERCIAL UTILITY CONSULTANTS, INC.  
1556 McDANIEL DRIVE  
WEST CHESTER, PA 19380**



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

Commercial Utility Consultants, Inc (CUC) has been in business since 1975 as a Utility Rate Analysis Company. Traditionally, that means we would compare our clients' present rates to the available rates from our clients' local providers. CUC still offers this service in Pennsylvania, Delaware, Maryland and New Jersey, although this is a reduced part of our business.

CUC became involved with Electric Choice or Electric Deregulation in 1996 when Pennsylvania (PA) started their pilot program. PA allowed the electric utilities to recover their stranded costs by charging an excise on customers' bills while capping their rates until their substantial stranded costs were recovered. In the last couple of years, every PA electric utility has recovered their stranded costs and removed their excise charges. Since that time, Electric Deregulation has exploded in PA. CUC was positioned very well for that explosion of activity. CUC's main business is now providing electric broker services to our clients. We have been very successful building internal systems and strong relationships with our electric suppliers. CUC gets paid by our suppliers and there is never a charge to our clients for our services on electric deregulation deals.

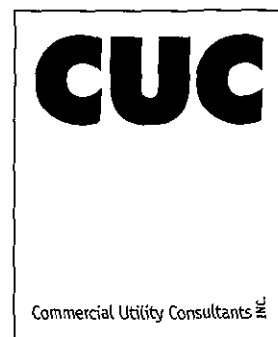
CUC has a large customer base in Pennsylvania, Delaware and New Jersey. This allowed CUC to hit the ground running as the electric deregulation markets opened in our state and some surrounding states. CUC has obtained licenses in most states that have deregulated electricity procurement.

CUC is a broker for 20 Electric Generation Suppliers (EGSs). We have had great success by presenting our clients with multiple pricing options from several suppliers. Our clients then choose the best offer for their needs from a combination of price and length of term. We have become experts in the Electric Deregulation business.

CUC plans on continuing to offer our electric broker services to potential Ohio clients. First Energy Solutions (FES) has been one of our best suppliers since we began offering electric brokerage services in the mid-1990's.

**COMMERCIAL UTILITY CONSULTANTS, INC.**  
**1556 McDANIEL DRIVE**  
**WEST CHESTER, PA 19380**

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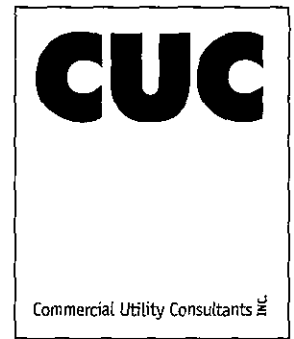


### **Exhibit B-3 "Disclosure of Liabilities and Investigations"**

Commercial Utility Consultants has never had any ruling, judgments, contingent liabilities, revocation of authority, regulatory investigations or any other matter that could adversely impact our financial or operational status or our ability to provide electric brokerage services in the State of Ohio.

COMMERCIAL UTILITY CONSULTANTS, INC.  
1556 McDANIEL DRIVE  
WEST CHESTER, PA 19380

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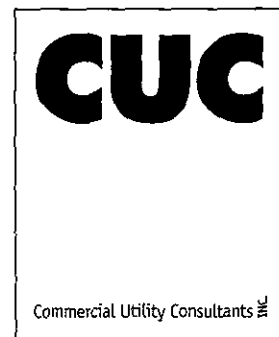
## **Exhibit C-1 "Annual Reports"**

Commercial Utility Consultants, Inc. (CUC) is a privately held corporation with a single Owner/Officer/Shareholder, Joseph P. McGillian. CUC is a licensed Competitive Retail Electric Service Provider in Ohio (12-556E) certified to provide aggregation and power broker services.

CUC does not produce an annual report. However, we have provided a full set of financial reports as requested in item C-3 "Financial Statements".

COMMERCIAL UTILITY CONSULTANTS, INC.  
1556 McDANIEL DRIVE  
WEST CHESTER, PA 19380

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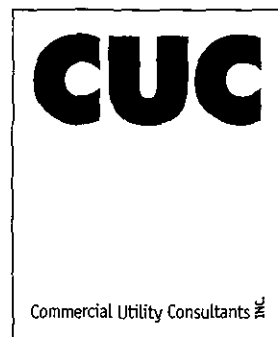
## **Exhibit C-2 "SEC Filings"**

Commercial Utility Consultants, Inc. (CUC) is a privately held corporation with a single Owner/Officer/Shareholder, Joseph P. McGillian.

CUC is not required to file with the SEC because we are not a publicly traded company. CUC has one shareholder in our private corporation.

COMMERCIAL UTILITY CONSULTANTS, INC.  
1556 McDANIEL DRIVE  
WEST CHESTER, PA 19380

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

Commercial Utility Consultants, Inc. (CUC) is a privately held corporation with a single Owner/Officer/Shareholder, Joseph P. McGillian.

Enclosed please find our balance sheet, income statement and cash flow statement for the two most recent years. CUC does not have audited financial statements.

COMMERCIAL UTILITY CONSULTANTS, INC.  
1556 McDANIEL DRIVE  
WEST CHESTER, PA 19380



2:24 PM  
07/10/14  
Cash Basis

Commercial Utility Consultants, Inc.  
Income by Customer Summary  
January through December 2012

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COMMERCIAL UTILITY CONSULTANTS, INC.  
1556 McDANIEL DRIVE  
WEST CHESTER, PA 19380

	Jan - Dec 12
1509P-SC Metal Inds/Proplastix/RiteScreen	4,722.40
1543M Kennedy House	19,601.06
1562M Berk-Tek, Inc.	6,785.95
2241P Specialty Ring Products	10,724.85
3071P Willow Valley Retirement Communitie	100,661.55
3257M Purolite Co	5,144.49
3321JM William Penn House	23,392.43
3377P Champion Home Builders	5,391.18
3472 Comp Payments	1,160,673.25
3628JM Verizon	11,086.07
3634P Insulation Corporation of America	5,030.58
3710NR Nolt's Ice Company	50.15
3810P Federal Mogul Corporation	6,528.08
3876MM MC 2	801.82
3918JM The Union League of Phila.	1,962.32
3957P J.A. Reinhardt & Co., Inc.	6,924.88
4051MM A&H Industries, Inc.	243.75
4072KP Consumers Produce	12,439.30
4111JM River Park House	6,266.34
4112MW 2101 Cooperative, Inc.	8,155.96
4121P Trenwyth Industries, Inc.	0.00
4149MR American Foodservice Corporation	10,057.38
4212P Herley Industries, Inc.	2,674.62
4242L Holy Family University	253.47
4245P Lannett Company, Inc.	-29,878.15
4253H Medical Products Lab	6,698.60
4279P Baldwin Hardware Corporation	47,944.34
4284P C & D Technologies	3,986.63
4290P Eddyleon Chocolate Company	556.06
4305M Oberthur Card Systems	3,355.72
4318M The University of the Arts	21,256.25
4321JMMWPhila. Management & Company	37,890.52
4333JM Kimmel Center, Inc.	3,321.05
4345JM Basciani Foods, Inc.	8,588.04
4349JM American Tower Corporation	-850.00
4357JM Chiral Technologies, Inc.	1,144.78
4369P Arrow International, Inc.	4,199.00
4388M Berwick Offray	21,697.73
4404JM Bilcare, Inc.	133.15
4411P R & R Provision Company	3,251.51
4434JMMM Liberty Coating Company	3,451.02
4436P Candlewic Company	1,291.86
4440P Tavo Packaging, Inc.	9,158.00
4443JM Altman Realty Company	48,018.66
4444JM PMC Property Group	3,827.06
4453M City of Chester	7,496.63
4454NR Keehn Service Corporation	622.17
4460CUC Allegheny Iron & Metal Co., Inc.	8,634.57
4465MJM Pennock Company	4,200.93
4477JM Lindy Property Management Co.	7,760.86
4479JM Keystone Helicopter	2,517.32
4480P Dorma Group North America	342.03
4487M Vitra, Inc.	311.29
4489JS Atlantex Manufacturing Corporation	340.30
4495P GE Ceramic Composite Prdts., LLC	1,102.30
4496MJM Curtis Partners, LP/Public Ledger	5,742.70
4498P Ehmke Mfg. Co., Inc.	1,073.53
4500JM Penn Warehousing & Distribution, I	709.29
4504P Neapco, LLC	7,674.73
4506 MidAtlantic Power Partners	14,348.19
4514P Arc Manufacturing Co., Inc.	1,644.88
4515JM Campenella Construction	1,670.24
4518PP Young Galvanizing, Inc.	1,606.23
4521JM KEMA-Powertest	26,866.80
4522P EST Group, Inc.	1,314.43
4524 North America Power Partners	87.00

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07/10/14  
Cash Basis

# Commercial Utility Consultants, Inc. Income by Customer Summary January through December 2012

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COMMERCIAL UTILITY CONSULTANTS, INC.  
1556 McDANIEL DRIVE  
WEST CHESTER, PA 19380

	Jan - Dec 12
4525JM SSH Management, LLP	2,732.05
4526P Recycle Metals Corporation	0.00
4529JM True Precision	3,424.47
4533JM DePaul Group of Companies	20,392.31
4534P Cooney Brothers, Inc.	267.50
4535P USSC Group, Inc.	5,237.22
4536P Selas Heat Technology Co, LLC	1,508.33
4538P Rath Performance Fibers	1,676.75
4544P Dan Schantz Farm & Greenhouses, LLC	592.80
4545P RAF Industries, Inc.	1,712.29
4546P Universal Supply Company, Inc.	4,238.81
4551MJM URL Mutual Pharm. Co., Inc.	34,591.10
4553NR Delaware Tool & Machine, Inc.	633.24
4555M Charles H. Goebel & Sons	78.38
4573NR Wildman Arms	460.25
4584NR Ertwine & DeVito, Inc.	502.94
4591 Aelux, LLC	12,825.96
4598P Scheid Produce, Inc.	-188.00
4604JM E.B. Realty Mgmt. Corp.	2,644.81
4606NR Country Fresh Inc.	-3,403.70
4610NR Sunday Breakfast Rescue Mission	113.94
4611JM Procacci Bros Sales Corp.	-1,750.00
4612JM GPX Realty Partners, L.P.	6,569.09
4615P Weldship Corporation	1,373.35
4617P FiberMark	3,583.57
4622P Flexicon Corporation	2,707.94
4624P Versalift East	1,314.16
4630JM Tengion, Inc.	7,487.48
4640NR Ramos & Associates, Inc.	420.29
4643JMKT Mack Trucks, Inc.	10,468.41
4649P Vertech Int'l, Inc.	0.00
4651NR SSC Distributors	213.32
4667P Eagle Stainless Container	840.76
4668NR Caln Township	50.85
4672P OEM Group, Inc.	2,955.28
4674NR Component Enterprises Co., Inc.	275.03
4676JM Liss Property Grp, LLC	9,638.00
4679MM Solar Technology, Inc.	1,359.91
4680P Camping World, Inc.	8,056.66
4683NR The Sheridan Group	317.90
4685NR Vitae Pharmaceuticals	2,743.36
4688NR Future Foam	528.31
4690JM Dunwoody Village	26,800.47
4696P Milford Enterprises, Inc.	1,419.39
4699NR Bevel Edge and More, LLC	413.32
4702JM Woodward Properties	2,122.96
4704M Phoenix Condo Owners Assoc.	8,534.49
4706NR Radnor Racquet Club	4,926.28
4707CUC Lansdale Ice	2,295.11
4709P Anchor Machine, Inc.	1,234.84
4712P Godshall's Quality Meats, Inc.	13,857.55
4714NR Lancaster Truck Bodies	83.56
4731JM The Strata Companies	1,283.54
4736P Plain & Fancy Custom Cabinetry	10,217.61
4737JM A.C. Miller Concrete Prods	4,150.70
4738H Torresdale Frankford C.C.	89.43
4740ORU Pearl Pressman Liberty	7,350.30
4744JM Anro Print & Digital Solutions, In	2,525.28
4757P Keystone Machinery Corporation	254.18
4760JM Two-Twenty W. Rittenhse. Sq. Condo	2,886.97
4763O Center Stage Comedy, LP	163.47
4764JM Marriott-Residence Inn	2,013.63
4765NR Eagles Stadium Operator, LLC	5,416.10
4766P Dentech, Inc.	693.06
4768BB Main Line Auto Wash & Detail Cente	104.65
4769P Versatek Enerprises, LLC	2,109.31

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Cash Basis

# Commercial Utility Consultants, Inc. Income by Customer Summary January through December 2012

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COMMERCIAL UTILITY CONSULTANTS, INC.  
1556 McDANIEL DRIVE  
WEST CHESTER, PA 19380

	Jan - Dec 12
4776ORU Case Paper/Good Lad	814.59
4777JM Marriott International, Inc.	28,613.10
4781NR Asher's Chocolates	16,312.87
4783NR National Constitution Center	4,420.84
4787JM Belco Community Credit Union	13,784.30
4788JM Scully Company	1,369.22
4792O General Machine Products	2,343.71
4798JM University of Pennsylvania	2,033.09
4801JMD RRE/SLH/Iroquois Mgt.	3,907.45
4802JM Hyatt Regency Philadelphia	6,147.04
4803NR Millersville University	185.91
4811JM Doubletree Hotel	5,719.50
4812K Bernal Mushroom Farm, Inc.	-1,999.74
4814ORU Westinghouse Lighting Corp.	170.10
4816JM Beaver Hill Condominium	1,201.44
4821NR Pintzuk Brown Realty Group Inc.	611.10
4842NR Giant Eagle #697	7,092.29
4852NR New Media Group, Inc.	227.47
4857JM Turchi, Inc.	4,215.89
4864NR H&G Diners Corp./Wicks	2,301.34
4870JM Pennypack Woods Home Ownshp Assoc.	32,943.90
4872G DelMonte Fresh Produce	2,882.10
4873NR Penn's Landing Square Condominium	842.07
4874JM Victory Condo Assoc.	-6,862.08
4875NR Giant Eagle #652	8,431.28
4877JM Abbotts Square Condo Assoc	1,526.12
4883JM Independence Place Association	20,904.67
4885M Verizon Wireless	13,229.46
4887F 1219 W. Wynnewood Condo	645.52
4894NR Holly Brook Condominium	1,552.27
4895NR Johnson Matthey Noble Metals	12,838.33
4918RG Bridgeview Place	1,007.33
4925MM Camden Iron & Metal, Inc.	26,576.09
4927M St. James Associates Joint Venture	17,500.00
4929JM Valley Forge Investment Corp.	7,464.31
4936KK Integrity Automotive	0.00
4937JM 191 Presidential Condo Unit Owners	23,148.37
4940M Brandywine Const & Mgmt, Inc.	7,589.03
4941JM First Montgomery Group	5,607.30
4942JM Int'l House of Phila.	2,369.08
4943G12 Reed Mill & Lumber	1,818.54
4947F St. Jane Frances de Chantal Church	1,579.86
4948NMB Brunswick	24,570.90
4949M J.A. Reinhold Asset Mgmt	11,634.34
4952MM Dunmore Corporation	7,397.91
4955JMKT Bear Creek Mountain Resort	14,866.20
4963MB Warrington Township	1,373.60
4964P Graham 1, LLC	2,549.82
4971C14 Penn Treaty Park Place	4,968.60
4989JM Federation Housing, Inc.	41,606.26
4993C14 Jewish Federation of Gr Phila.	6,297.81
7005MJM Stonebridge Condo Assoc.	821.53
710M National Mail Marketing	1,125.00
7161M Stonehenge Advisors, Inc.	1,125.00
7206MM Jacob Schmidt and Son, Inc.	170.09
7211C14 DONT USE	110.19
7211C14 DONT USE THIS	1,866.93
7211C14 Stonehenge	0.00
7229JM Booths Corner Realty Co	3,860.73
7234NR/TE Macy's, Inc.	217.01
7237JM Newtown Towers	1,325.41
7298AM Branch Medical Group, Inc.	1,750.00
Fairmount BHS	-759.25
<b>TOTAL</b>	<b>2,364,764.59</b>

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**Commercial Utility Consultants, Inc.**  
**Statement of Cash Flows**  
January through December 2012

	<u>Jan - Dec 12</u>
<b>OPERATING ACTIVITIES</b>	
Net Income	302,075.71
Adjustments to reconcile Net Income	
to net cash provided by operations:	
1200 · Accounts Receivable	-120,821.38
1200 · Accounts Receivable:1210 · Accounts Receivable - Trade	-500.00
1250 · A/R-Loan-CUCGlobal	7,500.00
1260 · A/R Joanne McWaters	75.00
2100 · Accrued Payroll Expense:2120 · Federal Withholding	-289.87
2100 · Accrued Payroll Expense:2130 · Westtown Withholding	747.53
2100 · Accrued Payroll Expense:2135 · Westtown - LST	108.00
2100 · Accrued Payroll Expense:2165 · Pension Fund	50,000.00
2100 · Accrued Payroll Expense:2170 · Dental Premiums	-747.53
Net cash provided by Operating Activities	238,147.46
<b>INVESTING ACTIVITIES</b>	
1500 · Property & Equipment:1520 · Computer Equipment:1520A · Com...	-6,929.26
1500 · Property & Equipment:1520 · Computer Equipment:1520B · Com...	2,494.55
1500 · Property & Equipment:1525 · Office Equipment:1525A · Office Eq...	-10,514.14
1600 · Accumulated Depreciation:1601 · Accum Deprec - Computer Equip	1,663.01
Net cash provided by Investing Activities	-13,285.84
<b>FINANCING ACTIVITIES</b>	
3000 · Owner's Equity:3100 · J.P. McGillian - Capital Draw	127,698.72
3300 · Retained Earnings	-462,771.16
Net cash provided by Financing Activities	-335,072.44
Net cash increase for period	-110,210.82
Cash at beginning of period	604,073.74
Cash at end of period	<u><u>493,862.92</u></u>

COMMERCIAL UTILITY CONSULTANTS, INC.  
1556 McDANIEL DRIVE  
WEST CHESTER, PA 19380

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Commercial Utility Consultants, Inc.  
**Balance Sheet**  
As of December 31, 2012

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	Dec 31, 12
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
1030 · Citizen's Checking - Inc (7413)	84,475.62
1031 · Citizens Checking - Payroll	-30.00
1040 · Citizens MM - Inc (7421)	318,900.33
1046 · Citizens Investment -L7E-406236	65,871.38
1047 · Investments in Stocks	14,645.59
1048 · National Penn Bank	10,000.00
Total Checking/Savings	493,862.92
Accounts Receivable	
1200 · Accounts Receivable	
1210 · Accounts Receivable - Trade	500.00
1200 · Accounts Receivable - Other	-500.00
Total 1200 · Accounts Receivable	0.00
Total Accounts Receivable	0.00
Other Current Assets	
1240 · KWLoan	1,350.00
1260 · A/R Joanne McWaters	1,650.00
Total Other Current Assets	3,000.00
Total Current Assets	496,862.92
Fixed Assets	
1500 · Property & Equipment	
1520 · Computer Equipment	
1520A · Computer Equipment Cost	28,945.46
1520B · Computer Equip - Accum Deprec	-3,793.55
1520 · Computer Equipment - Other	50,292.93
Total 1520 · Computer Equipment	75,444.84
1525 · Office Equipment	
1525A · Office Equipment Cost	30,941.40
1525 · Office Equipment - Other	6,232.80
Total 1525 · Office Equipment	37,174.20
1550 · Office Furniture	
1550A · Office Furniture - Cost	495.00
1550 · Office Furniture - Other	3,483.45
Total 1550 · Office Furniture	3,978.45
Total 1500 · Property & Equipment	116,597.49
1600 · Accumulated Depreciation	
1601 · Accum Deprec - Computer Equip	-1,663.01
1600 · Accumulated Depreciation - Other	-101,650.83
Total 1600 · Accumulated Depreciation	-103,313.84
Total Fixed Assets	13,283.65
<b>TOTAL ASSETS</b>	<b>510,146.57</b>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Other Current Liabilities	
2061 · Due JPM	122,811.50

COMMERCIAL UTILITY CONSULTANTS, INC.  
1556 McDANIEL DRIVE  
WEST CHESTER, PA 19380

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Commercial Utility Consultants, Inc.  
**Balance Sheet**  
As of December 31, 2012

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	Dec 31, 12
2100 · Accrued Payroll Expense	
2130 · Westtown Withholding	747.53
2135 · Westtown - LST	398.00
2165 · Pension Fund	50,000.00
2170 · Dental Premiums	-747.53
Total 2100 · Accrued Payroll Expense	50,398.00
Total Other Current Liabilities	173,209.50
Total Current Liabilities	173,209.50
Total Liabilities	173,209.50
Equity	
3000 · Owner's Equity	
3100 · J.P. McGillian - Capital Draw	-335,549.28
Total 3000 · Owner's Equity	-335,549.28
3300 · Retained Earnings	491,232.02
Net Income	181,254.33
Total Equity	336,937.07
TOTAL LIABILITIES & EQUITY	510,146.57

COMMERCIAL UTILITY CONSULTANTS, INC.  
1556 McDANIEL DRIVE  
WEST CHESTER, PA 19380

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Cash Basis

# Commercial Utility Consultants, Inc. Income by Customer Summary January through December 2013

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COMMERCIAL UTILITY CONSULTANTS, INC.  
1556 McDANIEL DRIVE  
WEST CHESTER, PA 19380

	Jan - Dec 13
1509P-SC Metal Inds/Proplastix/RiteScreen	3,902.19
1543M Kennedy House	15,526.97
1562M Berk-Tek, Inc.	1,488.24
2241P Specialty Ring Products	7,905.37
3071P Willow Valley	85,914.53
3321JM William Penn House	12,975.48
3377P Champion Home Builders	197.29
3469JM White Horse Village	33,104.44
3472 Comp Payments	1,480,889.93
3810P Federal Mogul Corporation	4,677.99
3834KP Kinton Carbide, Inc.	0.00
3876MM MC 2	1,074.94
3918JM The Union League of Phila.	3,112.57
4051MM A&H Industries, Inc.	199.93
4067K Independence Seaport Museum	401.07
4093P Lebanon Building Systems, Inc.	0.00
4112MW 2101 Cooperative, Inc.	11,529.99
4127P Wallquest, Inc.	0.00
4128KP Mediterra Bakehouse	0.00
4136P Wolfgang Candy	0.00
4148MW The Salvation Army	0.00
4245P Lannett Company, Inc.	28,905.90
4253H Medical Products Lab	3,192.24
4259P Martins Run	0.00
4279P Baldwin Hardware Corporation	13,355.60
4284P C & D Technologies	1,515.63
4318M The University of the Arts	4,947.03
4321JMMWPhila. Management & Company	14,024.28
4333JM Kimmel Center, Inc.	3,775.08
4349JM American Tower Corporation	44,465.36
4369P Arrow International, Inc.	3,750.67
4388M Berwick Offray	19,466.97
4411P R & R Provision Company	2,096.98
4443JM Altman Realty Company	25,869.21
4444JM PMC Property Group	4,211.96
4453M City of Chester	14,018.47
4454NR Keehn Service Corporation	125.06
4458NR Blue Swan/Vogue Cleaners	0.00
4460CUC Allegheny Iron & Metal Co., Inc.	8,716.08
4465MJM Pennock Company	7,889.22
4477JM Lindy Property Management Co.	17,013.17
4481JM Anthony Semeraro/Global Limo	0.00
4496MJM Curtis Partners, LP/Public Ledger	5,747.54
4499JM Liberties Lofts Tenant, LP	0.00
4510P Rees Companies	0.00
4515JM Campenella Construction	5,601.98
4517JM D'Ambrosio Bakery, LLC	0.00
4521JM KEMA-Powertest	22,103.16
4522P EST Group, Inc.	461.64
4526P Recycle Metals Corporation	0.00
4533JM DePaul Group of Companies	31,370.81
4534P Cooney Brothers, Inc.	490.64
4535P USSC Group, Inc.	233.37
4536P Selas Heat Technology Co, LLC	189.38
4538P Rath Performance Fibers	727.74
4543P Water World Fiberglass Pools NE, Inc.	0.00
4545P RAF Industries, Inc.	342.18
4553NR Delaware Tool & Machine, Inc.	103.80
4573NR Wildman Arms	425.26
4582NR Commerce Equities Corp.	475.00
4584NR Ertwine & DeVito, Inc.	214.40
4598P Scheid Produce, Inc.	107.65
4599JM Tower Investments	3,703.94
4604JM E.B. Realty Mgmt. Corp.	1,409.64
4606NR Country Fresh Inc.	68,968.79
4609NR Bartash Printing, Inc.	7,513.52

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# Commercial Utility Consultants, Inc. Income by Customer Summary January through December 2013

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COMMERCIAL UTILITY CONSULTANTS, INC.  
1556 McDANIEL DRIVE  
WEST CHESTER, PA 19380

	Jan - Dec 13
4611JM Procacci Bros Sales Corp.	3,946.94
4615P Weldship Corporation	1,052.30
4617P FiberMark	2,926.01
4622P Flexicon Corporation	1,502.18
4643JMKT Mack Trucks, Inc.	8,871.77
4654P Myers Power Products, Inc.	6,429.78
4667P Eagle Stainless Container	295.77
4672P OEM Group, Inc.	3,304.84
4674NR Component Enterprises Co., Inc.	153.74
4676JM Liss Property Grp, LLC	1,568.50
4679MM Solar Technology, Inc.	0.00
4680P Camping World, Inc.	1,410.17
4685NR Vitae Pharmaceuticals	2,142.12
4690JM Dunwoody Village	19,154.15
4696P Milford Enterprises, Inc.	1,790.91
4699NR Bevel Edge and More, LLC	209.55
4704M Phoenix Condo Owners Assoc.	11,362.02
4707CUC Lansdale Ice	1,887.60
4712P Godshall's Quality Meats, Inc.	12,099.76
4731JM The Strata Companies	867.36
4736P Plain & Fancy Custom Cabinetry	7,713.74
4740ORU Pearl Pressman Liberty	1,700.41
4744JM Anro Print & Digital Solutions, In	2,343.85
4757P Keystone Machinery Corporation	339.20
4760JM Two-Twenty W. Rittenhse. Sq. Condo	321.30
4765NR Eagles Stadium Operator, LLC	6,847.33
4766P Dentech, Inc.	1,040.89
4768BB Main Line Auto Wash & Detail Cente	327.36
4776ORU Case Paper/Good Lad	909.99
4777JM Marriott International, Inc.	6,332.02
4781NR Asher's Chocolates	11,926.79
4783NR National Constitution Center	321.45
4787JM Belco Community Credit Union	15,248.41
4788JM Scully Company	430.36
4790H Century Cabinetry	5,150.04
4791JM Sarcone's Bakery	324.03
4792O General Machine Products	1,652.55
4801JMD RRE/SLH/Iroquois Mgt.	10,325.83
4802JM Hyatt Regency Philadelphia	2,729.67
4811JM Doubletree Hotel	2,425.94
4812K Bernal Mushroom Farm, Inc.	23,858.75
4828M Philadelphian Owners Assoc	2,977.81
4842NR Giant Eagle #697	1,699.28
4852NR New Media Group, Inc.	121.05
4857JM Turchi, Inc.	1,244.50
4864NR H&G Diners Corp./Wicks	3,805.82
4870JM Pennypack Woods Home Ownshp Assoc.	16,700.54
4873NR Penn's Landing Square Condominium	4,457.24
4874JM Victory Condo Assoc.	38,345.28
4875NR Giant Eagle #652	2,453.56
4877JM Abbotts Square Condo Assoc	1,369.47
4885M Verizon Wireless	6,714.52
4887F 1219 W. Wynnewood Condo	601.83
4894NR Holly Brook Condominium	1,553.57
4895NR Johnson Matthey Noble Metals	9,779.04
4918RG Bridgeview Place	440.35
4925MM Camden Iron & Metal, Inc.	28,574.10
4929JM Valley Forge Investment Corp.	5,946.79
4936KK Integrity Automotive	0.00
4937JM 191 Presidential Condo Unit Owners	9,957.06
4940M Brandywine Const & Mgmt, Inc.	21,132.50
4941JM First Montgomery Group	4,771.75
4942JM Int'l House of Phila.	1,889.96
4948NMB Brunswick	11,156.04
4949M J.A. Reinhold Asset Mgmt	135.08
4955JMKT Bear Creek Mountain Resort	3,223.03



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Commercial Utility Consultants, Inc.  
Income by Customer Summary  
January through December 2013

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	<u>Jan - Dec 13</u>
4964P Graham 1, LLC	2,092.63
4971C14 Penn Treaty Park Place	2,777.52
4989JM Federation Housing, Inc.	29,760.31
4993C14 Jewish Federation of Gr Phila.	4,077.88
4999C10 Westcode, Inc.	0.00
7005MJM Stonebridge Condo Assoc.	4,107.83
710M National Mail Marketing	625.00
7161M Stonehenge Advisors, Inc.	3,750.00
7203NMB Unilife Medical Solution	18,000.14
7206MM Jacob Schmidt and Son, Inc.	264.09
7211C14 DONT USE	2,141.39
7211C14 DONT USE THIS	5,043.11
7211C14 Stonehenge	18,198.25
7229JM Booths Corner Realty Co	5,104.59
7234NR/TE Macy's, Inc.	8,889.42
7237JM Newtown Towers	9,078.68
7249C13 Colteryahn Dairy, Inc.	4,923.68
7271 Aldon Food Corporation	2,705.72
7279C10 Alfred Envelope	86.18
7288MM Preferred Freezer	2,683.47
7290NMB Cedars Charitable Foundation	2,287.31
7294JM Bozzuto Management	843.36
7297MM Isabelle's Kitchen, Inc.	22,164.77
7301JM Paradise Management, LLC	24,006.36
7305C14 Superpac, Inc.	12,797.49
7308C21 Pulverman Precision Metal Comp.	23,000.00
7324JM Residences Condo Assoc.	39,753.96
7370C10 PA Leadership Charter School	7,383.26
7410MRS Keystone Foods, LLC	741.60
7431MM MRI Flexible Pkg Co	712.05
7448JM Philadelphia Media Network LLC	3,750.00
7464JM New Covenant Church of Phila.	2,400.15
7489LCM Serv-I-Quip, Inc.	950.00
7493JM Saint-Gobain Abrasives, Inc.	1,750.00
Egg Harbor City	-823.50
Middle Township	-1,069.42
<b>TOTAL</b>	<u><u>2,657,683.11</u></u>

COMMERCIAL UTILITY CONSULTANTS, INC.  
1556 McDANIEL DRIVE  
WEST CHESTER, PA 19380

**Commercial Utility Consultants, Inc.**  
**Statement of Cash Flows**  
 January through December 2013

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	<u>Jan - Dec 13</u>
<b>OPERATING ACTIVITIES</b>	
Net Income	-264,362.45
Adjustments to reconcile Net Income	
to net cash provided by operations:	
1200 · Accounts Receivable	226,604.35
1251 · CUC South Jersey	-126,036.53
1252 · PJM Loan	-13,335.41
1260 · A/R Joanne McWaters	51.00
2061 · Due JPM	-48,341.98
2100 · Accrued Payroll Expense:2130 · Westtown Withholding	406.59
2100 · Accrued Payroll Expense:2135 · Westtown - LST	-398.00
2100 · Accrued Payroll Expense:2165 · Pension Fund	322.80
2100 · Accrued Payroll Expense:2170 · Dental Premiums	1,011.37
Net cash provided by Operating Activities	-224,078.26
<b>INVESTING ACTIVITIES</b>	
1500 · Property & Equipment:1520 · Computer Equipment:1520A · Com...	-1,208.09
1500 · Property & Equipment:1525 · Office Equipment	-1,648.04
1500 · Property & Equipment:1525 · Office Equipment:1525A · Office Eq...	9,039.68
1500 · Property & Equipment:1550 · Office Furniture	-10,820.00
1600 · Accumulated Depreciation	11,097.17
1600 · Accumulated Depreciation:1601 · Accum Deprec - Computer Equip	3,203.57
Net cash provided by Investing Activities	9,664.29
<b>FINANCING ACTIVITIES</b>	
3000 · Owner's Equity	-750.00
3000 · Owner's Equity:3100 · J.P. McGillian - Capital Draw	341,100.07
3000 · Owner's Equity:3100 · J.P. McGillian - Capital Draw:3101 · J.P. Mc...	-4,800.79
3300 · Retained Earnings	-346,475.42
Net cash provided by Financing Activities	-10,926.14
Net cash increase for period	-225,340.11
Cash at beginning of period	493,862.92
Cash at end of period	<u>268,522.81</u>

COMMERCIAL UTILITY CONSULTANTS, INC.  
 1556 McDANIEL DRIVE  
 WEST CHESTER, PA 19380

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Commercial Utility Consultants, Inc.  
**Balance Sheet**  
As of December 31, 2013

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COMMERCIAL UTILITY CONSULTANTS, INC.  
1556 McDANIEL DRIVE  
WEST CHESTER, PA 19380

	Dec 31, 13
<b>ASSETS</b>	
<b>Current Assets</b>	
Checking/Savings	
1030 · Citizen's Checking - Inc (7413)	110,131.87
1031 · Citizens Checking - Payroll	-30.00
1040 · Citizens MM - Inc (7421)	50,115.44
1046 · Citizens Investment -L7E-406236	83,659.91
1047 · Investments in Stocks	14,645.59
1048 · National Penn Bank	10,000.00
Total Checking/Savings	268,522.81
Accounts Receivable	
1200 · Accounts Receivable	
1210 · Accounts Receivable - Trade	500.00
1200 · Accounts Receivable - Other	-500.00
Total 1200 · Accounts Receivable	0.00
Total Accounts Receivable	0.00
Other Current Assets	
1240 · KWLoan	1,350.00
1251 · CUC South Jersey	126,036.53
1252 · PJM Loan	13,335.41
1260 · A/R Joanne McWaters	1,599.00
Total Other Current Assets	142,320.94
Total Current Assets	410,843.75
<b>Fixed Assets</b>	
1500 · Property & Equipment	
1520 · Computer Equipment	
1520A · Computer Equipment Cost	30,153.55
1520B · Computer Equip - Accum Deprec	-3,793.55
1520 · Computer Equipment - Other	50,292.93
Total 1520 · Computer Equipment	76,652.93
1525 · Office Equipment	
1525A · Office Equipment Cost	21,901.72
1525 · Office Equipment - Other	7,880.84
Total 1525 · Office Equipment	29,782.56
1550 · Office Furniture	
1550A · Office Furniture - Cost	495.00
1550 · Office Furniture - Other	14,303.45
Total 1550 · Office Furniture	14,798.45
Total 1500 · Property & Equipment	121,233.94
1600 · Accumulated Depreciation	
1601 · Accum Deprec - Computer Equip	-4,866.58
1600 · Accumulated Depreciation - Other	-112,748.00
Total 1600 · Accumulated Depreciation	-117,614.58
Total Fixed Assets	3,619.36
<b>TOTAL ASSETS</b>	<b>414,463.11</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
Other Current Liabilities	
2061 · Due JPM	74,469.52

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Cash Basis

**Commercial Utility Consultants, Inc.**  
**Balance Sheet**  
**As of December 31, 2013**

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	Dec 31, 13
2100 - Accrued Payroll Expense	
2130 - Westtown Withholding	1,154.12
2165 - Pension Fund	50,322.80
2170 - Dental Premiums	263.84
Total 2100 - Accrued Payroll Expense	51,740.76
Total Other Current Liabilities	126,210.28
Total Current Liabilities	126,210.28
Total Liabilities	126,210.28
Equity	
3000 - Owner's Equity	
3100 - J.P. McGillian - Capital Draw	
3101 - J.P. McGillian - Commission	-4,800.79
3100 - J.P. McGillian - Capital Draw - Other	5,550.79
Total 3100 - J.P. McGillian - Capital Draw	750.00
3000 - Owner's Equity - Other	-750.00
Total 3000 - Owner's Equity	0.00
3300 - Retained Earnings	326,010.93
Net Income	-37,758.10
Total Equity	288,252.83
TOTAL LIABILITIES & EQUITY	414,463.11

COMMERCIAL UTILITY CONSULTANTS, INC.  
1556 McDANIEL DRIVE  
WEST CHESTER, PA 19380

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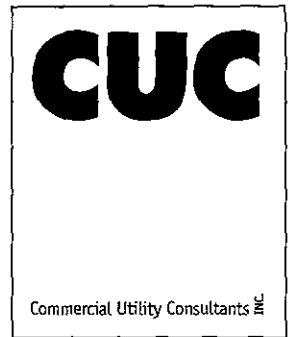


#### **Exhibit C-4 "Financial Arrangements"**

Commercial Utility Consultants, Inc. is licensed as a Power Broker/Aggregator (12-556E) in the State of Ohio. Commercial Utility Consultants, Inc. will not be taking title to any power supplied to the end user.

COMMERCIAL UTILITY CONSULTANTS, INC.  
1556 McDANIEL DRIVE  
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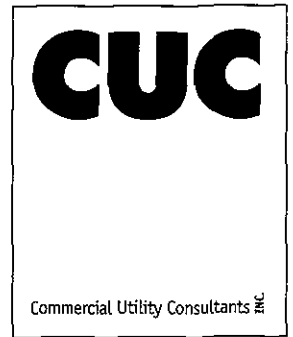
**Exhibit C-5 "Forecasted Financial Statements"**

Enclosed please find 2+ years of forecasted financial statements for our business in Ohio. These statements include balance sheets, income statements and cash flow for 2+ projected years of business.

These projections address our Ohio Business projections only. Commercial Utility Consultants is seeking to renew our Power Broker/Aggregator license in Ohio (12-556E).

COMMERCIAL UTILITY CONSULTANTS, INC.  
1556 McDANIEL DRIVE  
WEST CHESTER, PA 19380

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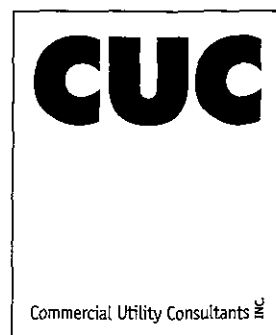


## **Commercial Utility Consultants, Inc.**

### **Financial Projections**

**Three Years Ending  
December 31, 2016**

**COMMERCIAL UTILITY CONSULTANTS, INC.  
1556 McDANIEL DRIVE  
WEST CHESTER, PA 19380**



Commercial Utility Consultants, Inc.  
**PROJECTED BALANCE SHEET**  
For the Three Years Ending 2016

	Opening \$	12/31/14 \$	12/31/15 \$	12/31/16 \$
<b>ASSETS</b>				
<b>CURRENT</b>				
Cash	4,000	4,470	6,376	8,532
Accounts receivable	-	83	263	325
Inventory	-	-	-	-
Other assets	-	-	-	-
	<u>4,000</u>	<u>4,553</u>	<u>6,639</u>	<u>8,857</u>
<b>CAPITAL ASSETS</b>				
Land	-	-	-	-
Building	-	-	-	-
Equipment	-	-	-	-
Furniture and fixtures	-	-	-	-
Leasehold improvements	-	-	-	-
Computer equipment	-	-	-	-
Automotive equipment	-	-	-	-
Other	-	-	-	-
	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
Accumulated depreciation	-	-	-	-
	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
	<u>4,000</u>	<u>4,553</u>	<u>6,639</u>	<u>8,857</u>
<b>LIABILITIES</b>				
<b>CURRENT</b>				
Accounts payable	-	63	176	215
Income taxes payable	-	108	458	580
Current portion of long-term debt	-	-	-	-
	<u>-</u>	<u>171</u>	<u>634</u>	<u>795</u>
<b>LONG-TERM DEBT</b>				
Long-term loan	-	-	-	-
Less current portion	-	-	-	-
	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
	<u>-</u>	<u>171</u>	<u>634</u>	<u>795</u>
<b>OWNER'S EQUITY</b>				
Cash	4,000	4,000	4,000	4,000
Contributed asset value	-	-	-	-
Accumulated earnings	-	382	2,005	4,061
	<u>4,000</u>	<u>4,382</u>	<u>6,005</u>	<u>8,061</u>
	<u>4,000</u>	<u>4,553</u>	<u>6,639</u>	<u>8,857</u>



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**CUC**

**Commercial Utility Consultants, Inc.  
Projected Income Statement  
For the Three Years Ending 2016**

Commercial Utility Consultants Inc

	12/31/14	12/31/15	12/31/16
	\$	\$	\$
<b>SALES</b>	2,000	6,300	7,800
<b>COST OF SALES</b>	200	630	780
<b>GROSS MARGIN</b>	1,800	5,670	7,020
<b>OPERATING COSTS</b>			
Advertising	-	-	-
Automotive	-	-	-
Bank charges	-	-	-
Business taxes	400	1,260	1,560
Casual wages	-	-	-
Depreciation	-	-	-
Dues, licenses and fees	100	100	100
Insurance	150	150	150
Interest on long-term debt	-	-	-
Management salaries	-	-	-
Misellaneous expenses	-	-	-
Office costs	-	-	-
Postage	-	-	-
Professional fees	-	-	-
Property taxes	-	-	-
Repairs and maintenance	-	-	-
Rent	-	-	-
Salaries and benefits	660	2,079	2,574
Telephone	-	-	-
Utilities	-	-	-
Other	-	-	-
Other	-	-	-
Other	-	-	-
Other	-	-	-
	1,310	3,589	4,384
<b>INCOME BEFORE TAXES</b>	490	2,081	2,636
<b>INCOME TAXES</b>	(108)	(458)	(580)
<b>NET INCOME</b>	382	1,623	2,056

COMMERCIAL UTILITY CONSULTANTS, INC.  
1556 McDANIEL DRIVE  
WEST CHESTER, PA 19380

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**CUC**

Commercial Utility Consultants, Inc.  
**PROJECTED STATEMENT OF CASH FLOWS**  
 For the Three Years Ending 2016

Commercial Utility Consultants Inc.

	12/31/14 \$	12/31/15 \$	12/31/16 \$
<b>CASH PROVIDED BY THE FOLLOWING ACTIVITIES</b>			
<b>OPERATING</b>			
Net earnings	382	1,623	2,056
Depreciation	-	-	-
	<u>382</u>	<u>1,623</u>	<u>2,056</u>
Changes in working capital accounts			
Accounts receivable	(83)	(179)	(83)
Inventory	-	-	-
Other assets	-	-	-
Accounts payable	63	113	39
Income taxes payable	108	350	122
	<u>470</u>	<u>1,907</u>	<u>2,155</u>
<b>FINANCING</b>			
Repayment of long-term loan	-	-	-
	<u>-</u>	<u>-</u>	<u>-</u>
<b>CHANGE IN CASH</b>	<u>470</u>	<u>1,907</u>	<u>2,155</u>
<b>CASH, BEGINNING OF YEAR</b>	4,000	4,470	6,376
<b>CASH, END OF YEAR</b>	<u>4,470</u>	<u>6,376</u>	<u>8,532</u>

COMMERCIAL UTILITY CONSULTANTS, INC.  
 1556 McDANIEL DRIVE  
 WEST CHESTER, PA 19380

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

Enclosed please find a recent credit rating from Hoovers, a D & B Company (Low Risk).

Also enclosed, please find a recent credit rating from Experian (Low Risk, 82).

COMMERCIAL UTILITY CONSULTANTS, INC.  
1556 McDANIEL DRIVE  
WEST CHESTER, PA 19380



## Commercial Utility Consultants, Inc.

West Chester, PA United States

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Also trades as:

### Company Description

1556 Mcdaniel Dr  
West Chester, PA 19380-7036,  
United States

Phone: +1-610-431-4400

Fax: +1-610-431-1023

<http://www.commercialutility.com>

#### Line of Business

Management consulting services

[Download This Company](#)

COMMERCIAL UTILITY CONSULTANTS, INC.  
1556 McDANIEL DRIVE  
WEST CHESTER, PA 19380

### Key Information

D-U-N-S Number	070597091
Location Type	Single Location
Subsidiary Status	No
Plant/Facility Size (sq. ft.) (actual)	3,000
Owns/Rents	Owns
Employees (All Sites)	20
Employees (This Site)	20
1-Year Employee Growth	0.0%
Year of Founding	1976
State of Incorporation	PA
Primary Industry	<u>Consulting Services</u>
Primary SIC Code	87420405: Public utilities consultant
Primary NAICS Code	541611: Administrative Management and General Management Consulting Services
Latitude/Longitude	39.967354/-75.522216
Minority Owned/Women Owned	No

### Key Financials

Annual Sales (Estimated)	\$1.80M
Prescreen Score	Low Risk



COMMERCIAL UTILITY CONSULTANTS, INC.  
1556 McDANIEL DRIVE  
WEST CHESTER, PA 19380

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## Business Credit Advantage<sup>SM</sup> Report

as of: 07/15/14 15:08 ET

### Commercial Utility Consultants, Inc

**Address:** 1556 McDaniel Dr  
West Chester, PA 19380-7036  
United States  
**Phone:** 610-431-4400  
**Website:** <http://www.commercialutility.com>  
**Experian BIN:** 713293154  
**Agent:** National Registered Agents, Inc.  
**Agent Address:** 450 Veterans Memorial Parkway Suite 7a  
East Providence, RI

**Also is (or has been) operating as:**  
Commercial Utility Consultants

**Key Personnel:** Joseph Mc Gillian  
**SIC Code:** 8742-Management Consulting Services  
**NAICS Code:** 541610-Management Consulting Services  
541614-Process, Physical Distribution, And Logistics Consulting Services  
**Business Type:** Corporation  
**Experian File Established:** September 1990  
**Experian Years on File:** 24 Years  
**Years in Business:** 24 Years  
**Total Employees:** 25  
**Sales:** \$3,488,000  
**Filing Data Provided by:** Pennsylvania  
**Date of Incorporation:** 08/03/2012

**Payment Tradelines** (see charts, detail): 5  
**UCC Filings** (see detail) (see summary): 1

This location does not yet have an estimated Days Beyond Terms (DBT), or a Payment Trend Indicator. This is often the result of too few Payment Tradelines.

✓ **Businesses Scoring Worse:** 82%  
✓ **Bankruptcies:** 0  
✓ **Liens:** 0  
✓ **Judgments Filed:** 0  
✓ **Collections:** 0

### Credit Summary

#### Credit Ranking Score: 82

High  
Risk



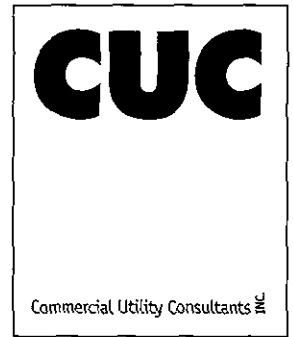
Low  
Risk

The objective of the Credit Ranking Score is to predict payment behavior. High Risk means that there is a significant probability of delinquent payment. Low Risk means that there is a good probability of on-time payment.

#### Key Score Factors:

- Number of active commercial accounts.
- Risk associated with the company's industry sector.
- Risk associated with the business type.
- Balance to high credit ratio for other commercial accounts.

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**Exhibit C-7 "Credit Report"**

Enclosed please find a recent credit report for Commercial Utility Consultants, Inc. from Experian credit agency.

Commercial Utility Consultants has been in business since 1975 as a utility consulting company and since 1996 as a corporation. Commercial Utility Consultants has never borrowed money from any outside institution since our inception in 1975. Commercial Utility Consultants has never been arrears in all that time to any vendor either. Our cash flow and reserves have allowed us to operate debt free for 39 years.

COMMERCIAL UTILITY CONSULTANTS, INC.  
1556 McDANIEL DRIVE  
WEST CHESTER, PA 19380



COMMERCIAL UTILITY CONSULTANTS, INC.  
1556 McDANIEL DRIVE  
WEST CHESTER, PA 19380

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## Business Credit Advantage<sup>SM</sup> Report

as of: 07/15/14 15:08 ET

### Commercial Utility Consultants, Inc

**Address:** 1556 McDaniel Dr  
West Chester, PA 19380-7036  
United States  
**Phone:** 610-431-4400  
**Website:** <http://www.commercialutility.com>  
**Experian BIN:** 713293154  
**Agent:** National Registered Agents, Inc.  
**Agent Address:** 450 Veterans Memorial Parkway Suite 7a  
East Providence, RI

**Also is (or has been) operating as:**  
Commercial Utility Consultants

**Key Personnel:** Joseph Mc Gillian  
**SiC Code:** 8742-Management Consulting Services  
**NAICS Code:** 541610-Management Consulting Services  
541614-Process, Physical Distribution, And Logistics Consulting Services  
**Business Type:** Corporation  
**Experian File Established:** September 1990  
**Experian Years on File:** 24 Years  
**Years in Business:** 24 Years  
**Total Employees:** 25  
**Sales:** \$3,488,000  
**Filing Data Provided by:** Pennsylvania  
**Date of Incorporation:** 08/03/2012

**Payment Tradelines (see charts, detail):** 5  
**UCC Filings (see detail) (see summary):** 1

This location does not yet have an estimated Days Beyond Terms (DBT), or a Payment Trend Indicator. This is often the result of too few Payment Tradelines.

✓ **Businesses Scoring Worse:** 82%  
✓ **Bankruptcies:** 0  
✓ **Liens:** 0  
✓ **Judgments Filed:** 0  
✓ **Collections:** 0

### Credit Summary

#### Credit Ranking Score: 82

High  
Risk



Low  
Risk

The objective of the Credit Ranking Score is to predict payment behavior. High Risk means that there is a significant probability of delinquent payment. Low Risk means that there is a good probability of on-time payment.

#### Key Score Factors:

- Number of active commercial accounts.
- Risk associated with the company's industry sector.
- Risk associated with the business type.
- Balance to high credit ratio for other commercial accounts.

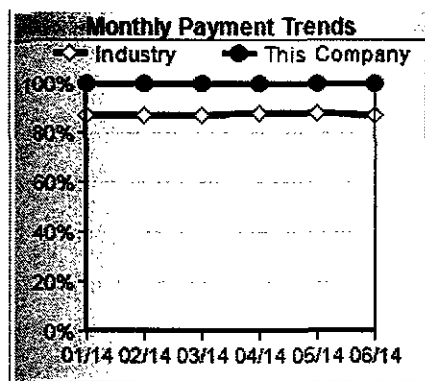
- Number of good commercial accounts.
- Nbr of leasing accts as pct of total nbr of accts.
- Number of commercial accounts with high utilization.
- Ratio of balance to high credit for commercial accounts.

COMMERCIAL UTILITY CONSULTANTS, INC.  
1556 McDANIEL DRIVE  
WEST CHESTER, PA 19380

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Recommended Action: Low Risk

## Payment Summary



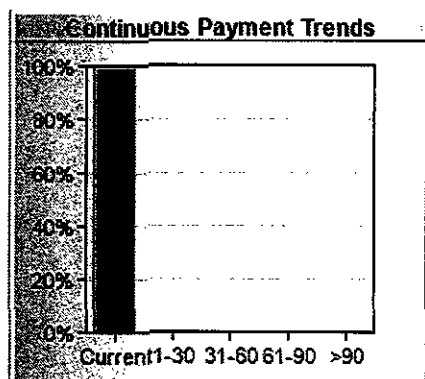
\*Percentage of on-time payments by month.

Insufficient information to produce  
Quarterly Payment Trends  
chart.

### Monthly Payment Trends - Recent Activity

Date	Balance	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT
01/14	\$100	100%	0%	0%	0%	0%
02/14	\$100	100%	0%	0%	0%	0%
03/14	\$100	100%	0%	0%	0%	0%
04/14	\$0	0%	0%	0%	0%	0%
05/14	\$0	0%	0%	0%	0%	0%
06/14	\$0	0%	0%	0%	0%	0%

Insufficient information to produce  
Quarterly Payment Trends  
table.



\*Continuous distribution with DBT.

Number of Accounts: 2  
Present Balance: \$100  
Highest Balance: \$100

Insufficient information to produce  
Newly Reported Payment Trends  
chart.

Number of Accounts: 0  
Present Balance: \$0  
Highest Balance: \$0

Insufficient information to produce  
Combined Payment Trends  
chart.

Number of Accounts: 2  
Present Balance: \$100  
Highest Balance: \$100

## Trade Payment Information



Supplier Category	Reported Date	Activity Date	Payment Terms	Recent High Credit	Balance	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT	Comments
Bus Servcs	06/14		Varied	\$100	\$100	100%					
Offc Equip	07/14		Revolve								

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#### Additional Payment Experiences

Supplier Category	Reported Date	Activity Date	Payment Terms	Recent High Credit	Balance	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT	Comments
Air Trans	02/12		Other	<\$100	<\$100	100%					
Bank Card	09/13		Revolve	\$11,400							
Cred Card	07/14		Revolve	\$12,000	\$4,900	100%					

#### Payment Trends

Date	Industry* DBT	DBT	Industry* Current	Balance	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT
06/14	7	0	87%	\$0	0%	0%	0%	0%	0%
05/14	7	0	88%	\$0	0%	0%	0%	0%	0%
04/14	7	0	88%	\$0	0%	0%	0%	0%	0%
03/14	7	0	87%	\$100	100%	0%	0%	0%	0%
02/14	7	0	87%	\$100	100%	0%	0%	0%	0%
01/14	7	0	87%	\$100	100%	0%	0%	0%	0%

\*Industry: Management Consulting Services

#### UCC Filings

Date: 05/20/2014  
Filing Number: 2014052008237  
Jurisdiction: Sec Of State PA  
Secured Party: Citizens Bank Of Pennsylvania Pa Philadelphia 19103 1735 Mar  
Activity: Filed

#### UCC Filings Summary

Filing Period	Derogatory Filings	Total Filed	Total Released	Total Continued	Amended / Assigned
07/01/2014	0	0	0	0	0
01/01/2014	0	1	0	0	0
07/01/2013	0	0	0	0	0
01/01/2013	0	0	0	0	0
07/01/2012	0	0	0	0	0
07/01/2012	0	0	0	0	0

Derogatory UCC Filings include one or more of the following collateral: Accounts, Accounts Receivable, Contracts, Hereafter acquired property, Leases, Notes Receivable, or Proceeds.

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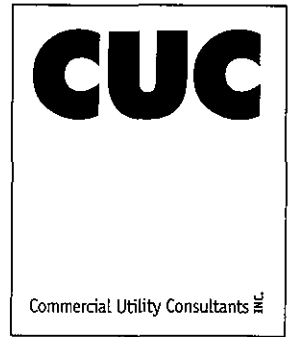
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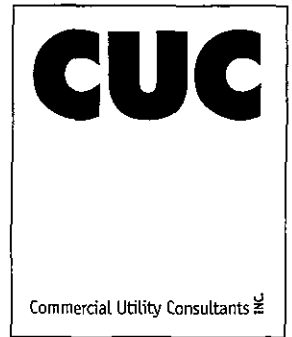
## **Exhibit C-8 "Bankruptcy Information"**

Commercial Utility Consultants, Inc. has never filed for any form of bankruptcy nor have we ever had to file for protection from any creditors.

Commercial Utility Consultants, Inc. has always been a financially strong, privately held corporation.

COMMERCIAL UTILITY CONSULTANTS, INC.  
1556 McDANIEL DRIVE  
WEST CHESTER, PA 19380

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**Exhibit C-9 "Merger Information"**

Commercial Utility Consultants, Inc. has never been involved with any dissolution, merger or acquisition within the last 5 years or at any time since our inception in 1975.

COMMERCIAL UTILITY CONSULTANTS, INC.  
1556 McDANIEL DRIVE  
WEST CHESTER, PA 19380