

**CERTIFICATION APPLICATION
COMPETITIVE RETAIL NATURAL GAS BROKERS /AGGREGATORS**

Please type or print all required information. Identify all attachments with an exhibit label and title (*Example: Exhibit A-16 - Company History*). 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 directly input information onto the form. You may also download the form by saving it to your local disk.

SECTION A - APPLICANT INFORMATION AND SERVICES**A-1 Applicant intends to be certified as: (check all that apply)**

☒ Retail Natural Gas Aggregator ☒ Retail Natural Gas Broker

A-2 Applicant information:

Legal Name Energy Deals LLC
Address 33648 Saint Francis Drive, Avon, Ohio 44011
Telephone No. 866-892-0910 Web site Address www.utility-savings.net

A-3 Applicant information under which applicant will do business in Ohio:

Name Energy Deals LLC
Address 33648 Saint Francis Drive, Avon, Ohio 44011
Web site Address www.utility-savings.net Telephone No. 866-892-0910

A-4 List all names under which the applicant does business in North America:

Energy Deals LLC H. P. Technologies, Inc.

A-5 Contact person for regulatory or emergency matters:

Name David Ramos Title Project Manager
Business Address 33648 Saint Francis Drive, Avon, Ohio 44011
Telephone No. 866-892-0910 ext 4 Fax No. 440-536-9553 Email Address david@utility-savings.net

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 JMM Date Processed MAR 24 2015

(CRNGS Broker/Aggregator - Version 1.07)

A-6 Contact person for Commission Staff use in investigating customer complaints:

Name Dennis J. Giancola Title Managing Member
Business address 33648 Saint Francis Drive, Avon, Ohio 44011
Telephone No. 866-892-0910 Fax No. 440-536-9553 Email Address dennis@utility-savings.net

A-7 Applicant's address and toll-free number for customer service and complaints

Customer service address 33648 Saint Francis Drive, Avon, Ohio 44011
Toll-Free Telephone No. 866-892-0910 ext 4 Fax No. 440-536-9553 Email Address david@utility-savings.net

A-8 Provide "Proof of an Ohio Office and Employee," in accordance with Section 4929.22 of the Ohio Revised Code, by listing name, Ohio office address, telephone number, and Web site address of the designated Ohio Employee

Name Dennis J. Giancola Title Managing Member
Business address 33648 Saint Francis Drive, Avon, Ohio 44011
Telephone No. 866-892-0910 Fax No. 440-536-9553 Email Address dennis@utility-savings.net

A-9 Applicant's federal employer identification number 46-4909696

A-10 Applicant's form of ownership: (Check one)

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

A-11 (Check all that apply) Identify each natural gas company service area in which the applicant is currently providing service or intends to provide service, including identification of each customer class that the applicant is currently serving or intends to serve, for example: *residential, small commercial, and/or large commercial/industrial (mercantile) customers*. (A mercantile customer, as defined in Section 4929.01(L)(1) of the Ohio Revised Code, means a customer that consumes, other than for residential use, more than 500,000 cubic feet of natural gas per year at a single location within the state or consumes natural gas, other than for residential use, as part of an undertaking having more than three locations within or outside of this state. In accordance with Section 4929.01(L)(2) of the Ohio Revised Code, "Mercantile customer" excludes a not-for-profit customer that consumes, other than for residential use, more than 500,000 cubic feet of natural gas per year at a single location within this state or consumes natural gas, other than for residential use, as part of an undertaking having more than three locations within or outside this state that has filed the necessary declaration with the Public Utilities Commission.)

<input checked="" type="checkbox"/>	Columbia Gas of Ohio	<input checked="" type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/>	Dominion East Ohio	<input checked="" type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/>	Duke Energy Ohio	<input checked="" type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial
<input checked="" type="checkbox"/>	Vectren Energy Delivery of Ohio	<input checked="" type="checkbox"/> Residential	<input checked="" type="checkbox"/> Small Commercial	<input checked="" type="checkbox"/> Large Commercial / Industrial

A-12 If applicant or an affiliated interest previously participated in any of Ohio's Natural Gas Choice Programs, for each service area and customer class, provide approximate start date(s) and/or end date(s) that the applicant began delivering and/or ended services.

☐ Columbia Gas of Ohio

<input type="checkbox"/> Residential	Beginning Date of Service	End Date
<input type="checkbox"/> Small Commercial	Beginning Date of Service	End Date
<input type="checkbox"/> Large Commercial	Beginning Date of Service	End Date
<input type="checkbox"/> Industrial	Beginning Date of Service	End Date

☐ Dominion East Ohio

<input type="checkbox"/> Residential	Beginning Date of Service	End Date
<input type="checkbox"/> Small Commercial	Beginning Date of Service	End Date
<input type="checkbox"/> Large Commercial	Beginning Date of Service	End Date
<input type="checkbox"/> Industrial	Beginning Date of Service	End Date

☐ Duke Energy Ohio

<input type="checkbox"/> Residential	Beginning Date of Service	End Date
<input type="checkbox"/> Small Commercial	Beginning Date of Service	End Date
<input type="checkbox"/> Large Commercial	Beginning Date of Service	End Date
<input type="checkbox"/> Industrial	Beginning Date of Service	End Date

☐ Vectren Energy Delivery of Ohio

<input type="checkbox"/> Residential	Beginning Date of Service	End Date
<input type="checkbox"/> Small Commercial	Beginning Date of Service	End Date
<input type="checkbox"/> Large Commercial	Beginning Date of Service	End Date
<input type="checkbox"/> Industrial	Beginning Date of Service	End Date

A-13 If not currently participating in any of Ohio's four Natural Gas Choice Programs, provide the approximate start date that the applicant proposes to begin delivering services:

<input checked="" type="checkbox"/>	Columbia Gas of Ohio	Intended Start Date	Upon Approval
<input checked="" type="checkbox"/>	Dominion East Ohio	Intended Start Date	Upon Approval
<input checked="" type="checkbox"/>	Duke Energy Ohio	Intended Start Date	Upon Approval
<input checked="" type="checkbox"/>	Vectren Energy Delivery of Ohio	Intended Start Date	Upon Approval

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

- A-14 Exhibit A-14 "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-15 Exhibit A-15 "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 natural gas or electricity to customers in North America.
- A-16 Exhibit A-16 "Company History,"** provide a concise description of the applicant's company history and principal business interests.
- A-17 Exhibit A-17 "Articles of Incorporation and Bylaws,"** if applicable, provide the articles of incorporation filed with the state or jurisdiction in which the applicant is incorporated and any amendments thereto.
- A-18 Exhibit A-18 "Secretary of State,"** provide evidence that the applicant is currently registered with the Ohio Secretary of the State.

SECTION 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 current 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 natural gas service, or retail/wholesale electric services.
- B-2 Exhibit B-2 "Experience & Plans,"** provide a current 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 4929.22 of the Revised Code and contained in Chapter 4901:1-29 of the Ohio Administrative Code.
- B-3 Exhibit B-3 "Summary of Experience,"** provide a concise and current summary of the applicant's experience in providing the service(s) for which it is seeking to be certified to provide (e.g., number and types of customers served, utility service areas, volume of gas supplied, etc.).
- B-4 Exhibit B-4 "Disclosure of Liabilities and Investigations,"** provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocations 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-5 Exhibit B-5 "Disclosure of Consumer Protection Violations,"** disclose whether the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant has 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-5 "Disclosure of Consumer Protection Violations," detailing such violation(s) and providing all relevant documents.

- B-6 Exhibit B-6 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation,"** disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail natural gas or retail/wholesale electric service denied, curtailed, suspended, or revoked, or whether the applicant or predecessor has been terminated from any of Ohio's Natural Gas Choice programs, or been in default for failure to deliver natural gas.

☒ No ☐ Yes

If Yes, provide a separate attachment, labeled as Exhibit B-6 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation," detailing such action(s) and providing all relevant documents.

SECTION C - APPLICANT 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, labeled as 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 whether 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 current financial arrangements to conduct competitive retail natural gas service (CRNGS) 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 CRNGS operation, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer.

- C-6 Exhibit C-6 "Credit Rating,"** provide a statement disclosing the applicant's current 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 current 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 since applicant last filed for certification.
- C-9 Exhibit C-9 "Merger Information,"** provide a statement describing any dissolution or merger or acquisition of the applicant since applicant last filed for certification.

SECTION D - APPLICANT TECHNICAL CAPABILITY

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED.

- D-1 Exhibit D-1 "Operations,"** provide a current written description of the operational nature of the applicant's business functions. *N/A - Not taking title to gas*
- D-2 Exhibit D-2 "Operations Expertise,"** given the operational nature of the applicant's business, provide evidence of the applicant's current experience and technical expertise in performing such operations. *N/A - Not taking title to gas*
- D-3 Exhibit D-3 "Key Technical Personnel,"** provide the names, titles, email addresses, telephone numbers, and background of key personnel involved in the operational aspects of the applicant's current business. *N/A - Not taking title to gas*

Applicant Signature and Title

Dennis J. Peanola

MEMBER

Sworn and subscribed before me this

10th day of *March*

Month

2015

Year

Susan M. Phillips

Signature of official administering oath

Print Name and Title



SUSAN M. PHILLIPS
Notary Public, State of Ohio
My Comm. Expires Aug. 8, 2015

My commission expires on



The Public Utilities Commission of Ohio

Competitive Retail Natural Gas Service
Affidavit Form
(Version 1.07)

In the Matter of the Application of)

Energy Deals LLC)

for a Certificate or Renewal Certificate to Provide)

Competitive Retail Natural Gas Service in Ohio.)

Case No. - -GA-AGG

County of Lorain
State of Ohio

Dennis J. Giancola

[Affiant], being duly sworn/affirmed, hereby states that:

- (1) The information provided within the certification or certification renewal application and supporting information is complete, true, and accurate to the best knowledge of affiant.
- (2) The applicant will timely file an annual report of its intrastate gross receipts and sales of hundred cubic feet of natural gas pursuant to Sections 4905.10(A), 4911.18(A), and 4929.23(B), Ohio Revised Code.
- (3) The applicant will timely pay any assessment made pursuant to Section 4905.10 or Section 4911.18(A), Ohio Revised Code.
- (4) Applicant will comply with all applicable rules and orders adopted by the Public Utilities Commission of Ohio pursuant to Title 49, Ohio Revised Code.
- (5) Applicant will cooperate with the Public Utilities Commission of Ohio and its staff in the investigation of any consumer complaint regarding any service offered or provided by the applicant.
- (6) Applicant will comply with Section 4929.21, Ohio Revised Code, regarding consent to the jurisdiction of the Ohio courts and the service of process.
- (7) Applicant will inform the Public Utilities Commission of Ohio of any material change to the information supplied in the certification or certification renewal application within 30 days of such material change, including any change in contact person for regulatory or emergency purposes or contact person for Staff use in investigating customer complaints.
- (8) Affiant further sayeth naught.

Affiant Signature & Title

Dennis J. Giancola

MEMBER

Sworn and subscribed before me this

10th day of March

Month

2015

Year

Susan M. Phillips

Signature of Official Administering Oath

Print Name and Title



SUSAN M. PHILLIPS
Notary Public, State of Ohio
My Comm. Expires Aug. 8, 2015

My commission expires on

(CRNGS Broker/Aggregator -Version 1.07) Page 7

Exhibit A-14 "Principal Officers, Directors & Partners

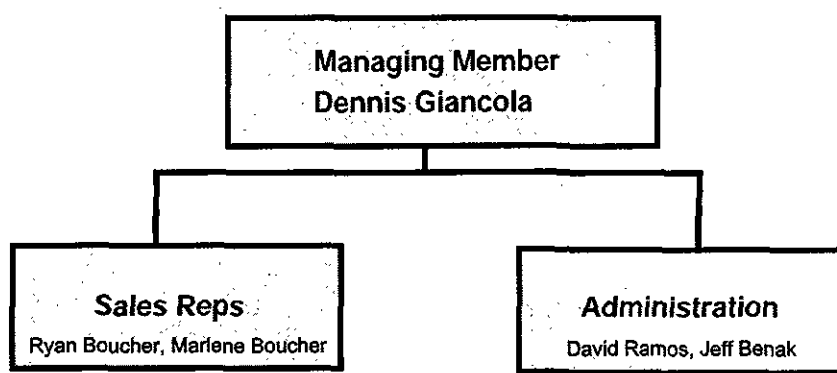
**Dennis J. Giancola, Managing Member
Energy Deals LLC
33648 St. Francis Drive
Avon, OH 44011
Phone: 440-937-7937**

**David Ramos, Member
Energy Deals LLC
33648 Saint Francis Drive
Avon, OH 44011
866-892-0910**

Exhibit A-15 "Corporate Structure"

Energy Deals LLC has a combination of employee(s) and independent sales representatives in its organization. There are no subsidiaries or affiliate companies that supply energy to customers in North America.

Energy Deals Organization Chart



Energy Deals LLC is a legal Ohio LLC established in February 25, 2014. It is solely owned by Dennis J. Giancola, its managing member. Mr. Giancola also owns H.P. Technologies, Inc. H. P. Technologies, Inc. was established in 1984 and has grown into a comprehensive, diversified utility service company. Energy Deals LLC will primarily engage in the marketing and sales of energy supplies as an independent agency, i.e. we sell energy supply agreements to residential, commercial and industrial clients by representing the following utility suppliers: Constellation NewEnergy, Dominion Retail, Inc., Delta Energy, MidAmerican Energy, Direct Energy Services Co., LLC, Capital Energy, Guttman Energy, DTE Energy, Infinite Energy, UGI Energy Services, Inc., and Volunteer Energy Services. We do not take title to the commodities. We are in the customer acquisition business. Approximately 95% of our business revenues will be directly attributed to the solicitation/acquisition of energy supply agreements.

We are client relationship type organization dedicated to customer service. Energy Deals LLC has a marketing/sales staff consisting of independent agents and direct employees, that are poised to generate sales. Energy Deals LLC's sales representatives spent the majority of their careers in either the gas or power industry. Complementing our energy expertise, our team of sales consultants has a diverse set of credentials in telecommunications, process technology, facility management and HVAC applications. Energy Deals LLC has in-house expertise in metal melting, metal forming, heat treating, and metal finishing.

Client Base - We call Northeast Ohio our home base. A majority of our business will be in Northeast Ohio. We will market to clients in Pennsylvania, New York, New Jersey, West Virginia, Texas, Illinois, Michigan and Florida. We will have a diverse customer base which include all customer classifications; residential, small commercial, large commercial and industrial.

Exhibit A-17 "Articles of Incorporation and Bylaws"



DATE	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
02/27/2014	201405600529	ARTICLES OF ORGNZTN/DOM. PROFIT LIM.LIAB. CO.	125.00	0.00	0.00	0.00	0.00

Receipt

This is not a bill. Please do not remit payment.

DENNIS J GIANCOLA
33648 SAINT FRANCIS DR.
AVON, OH 44011-3723

STATE OF OHIO CERTIFICATE

Ohio Secretary of State, Jon Husted
2272262

It is hereby certified that the Secretary of State of Ohio has custody of the business records for

ENERGY DEALS LLC

and, that said business records show the filing and recording of:

Document(s)

ARTICLES OF ORGNZTN/DOM. PROFIT LIM.LIAB. CO.

Effective Date: 02/25/2014

Document No(s):

201405600529



United States of America
State of Ohio
Office of the Secretary of State

Witness my hand and the seal of the
Secretary of State at Columbus, Ohio
this 27th day of February, A.D. 2014.

Jon Husted
Ohio Secretary of State

UNITED STATES OF AMERICA
STATE OF OHIO
OFFICE OF THE SECRETARY OF STATE

I, Jon Husted, do hereby certify that I am the duly elected, qualified and present acting Secretary of State for the State of Ohio, and as such have custody of the records of Ohio and Foreign business entities; that said records show ENERGY DEALS LLC, an Ohio For Profit Limited Liability Company, Registration Number 2272262, was organized within the State of Ohio on February 25, 2014, is currently in FULL FORCE AND EFFECT upon the records of this office.



*Witness my hand and the seal of the
Secretary of State at Columbus, Ohio
this 10th day of February, A.D. 2015.*

A handwritten signature in black ink that reads "Jon Husted". The signature is written in a cursive, flowing style.

Ohio Secretary of State

Validation Number: 201504101930

Exhibit B-1 "Jurisdictions Of Operations

Energy Deals LLC is registered to do business in Ohio and New Jersey. Ohio is the first state that Energy Deals LLC is applying for a license to broker energy. We will be pursuing more states in the next couple weeks. Our New Jersey identification number is 0400723950 and our Ohio registration number is 2272262. We plan to service the entire state of Ohio. We will not take the title of the natural gas.

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 4929.22 of the Revised Code and contained in Chapter 4901:1-29 of the Ohio Administrative Code.

Energy Deals LLC is owned by Dennis J. Giancola. Dennis also owns another energy brokerage named H. P. Technologies for the last 31 years. Since 1993, H.P. Technologies, Inc. has successfully operated an independent energy sales organization that has entered into sales representative agreements with various local and national suppliers of energy. H.P. Technologies, Inc. has represented these energy suppliers and successfully acquired customers for these energy suppliers. H.P. Technologies, Inc. has been instrumental in client contact, contract administration and client management. Furthermore, H. P. Technologies, Inc. has been instrumental in addressing client concerns, complaints, etc. Dennis will bring all of these aspects to Energy Deals LLC.

Our plan for the future includes maintaining and expanding our current business. Energy Deals LLC will be customer focused in the commercial and industrial marketplaces. Occasionally, Energy Deals LLC will work through competitive electric and natural gas suppliers to enroll residential customers.

In 2015, Energy Deals LLC, in partnership with one of its energy suppliers and a not-for-profit charitable organization, plans to launch an "affinity" program primarily targeted to attract residential customers. This program will save money for our clients on electricity and natural gas purchases at preferred rates while donating significant portion of the proceeds to the charity.

Although, we have not been established as the primary location or source for customer inquiries based upon the written agreements that we foster between supplier and end user, we often are the primary interface with the customer because we have an established personal relationship with the buyers. Therefore, we have made ourselves readily available and accessible to the client for the purpose of supply, service and billing inquiries and complaints. We will handle these inquiries and complaints in a prudent and professional manner. We record the pertinent facts and judiciously seek suitable resolution to each and every situation.

Exhibit B-3 "Summary of Experience"

Energy Deals LLC's managing member, Dennis J. Giancola, was employed by The East Ohio Gas Company during the period of 1977-1988, where his duties involved the sale of natural gas to industrial clients. His responsibilities included the sale of natural gas to firms engaged in the manufacturing of metals and metals products. The nearly 200 accounts had an annual usage of natural gas of 45,000,000 dth/yr. Dennis was an internal consultant to other corporate clients of the former Consolidated Natural Gas' subsidiaries, company is now know as Dominion. This activity included client contact and facility studies at businesses in western PA, northwestern West Virginia and clients of the West Ohio Gas Company, Lima, OH.

For the past 20 years, Mr. Giancola's participation in the deregulated sale of energy has largely been located in the Ohio area served by Dominion East Ohio and Columbia Gas. Mr. Giancola's average client count is about 2000 clients which includes residential, commercial (non-manufacturing) and industrial (manufacturing) accounts. His annual sales volume has averaged nearly 1,000,000 dth/yr. For 2015 and beyond, Energy Deals LLC is strategically poised to grow our customer count and volume through collaboration with trade organizations, city governments, charities, affinity programs and the addition of employees and independent sales agents.

From this point forward, our plans are to expand upon our 36 years of expertise in the energy business to expand our service offerings to new and existing residential, commercial and industrial accounts. The majority of our business will continue to be orchestrated through the diverse number of supplier/agent agreements that we nurture.

Exhibit B-4 " Disclosure of Liabilities and Investigations"

Energy Deals LLC has never had 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.

Exhibit C-1 "Annual Reports"

Not applicable: Dennis is sole owner of the company and therefore, it is not necessary to generate an Annual Report.

Exhibit C-2 "SEC Filings"

No 10-K/8-K Filings.

No parent company.

**Not required to file with the SEC
-company is owned by one person and no changes have occurred.**

8:57 AM

03/05/15

Accrual Basis

Energy Deals LLC
Profit & Loss
 January through December 2014

	<u>Jan - Dec 14</u>
Ordinary Income/Expense	
Expense	
Bank Service Charges	18.00
Payroll Expenses	3,972.56
Professional Fees	16,677.50
Total Expense	<u>20,668.06</u>
Net Ordinary Income	<u>-20,668.06</u>
Net Income	<u>-20,668.06</u>

8:58 AM

03/05/15

Accrual Basis

Energy Deals LLC
Balance Sheet
 As of December 31, 2014

	Dec 31, 14
ASSETS	
Current Assets	
Checking/Savings	
Checking	7,534.40
Total Checking/Savings	7,534.40
Accounts Receivable	
Accounts Receivable	-1,790.25
Total Accounts Receivable	-1,790.25
Total Current Assets	5,744.15
TOTAL ASSETS	5,744.15
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Payroll Liabilities	387.21
Total Other Current Liabilities	387.21
Total Current Liabilities	387.21
Total Liabilities	387.21
Equity	
Loans from member	26,000.00
Opening Balance Equity	25.00
Net Income	-20,668.06
Total Equity	5,356.94
TOTAL LIABILITIES & EQUITY	5,744.15

8:59 AM

03/05/15

Energy Deals LLC
Statement of Cash Flows
January through December 2014

	Jan - Dec 14
OPERATING ACTIVITIES	
Net Income	-20,668.06
Adjustments to reconcile Net Income to net cash provided by operations:	
Accounts Receivable	1,790.25
Payroll Liabilities	387.21
Net cash provided by Operating Activities	-18,490.60
FINANCING ACTIVITIES	
Loans from member	26,000.00
Opening Balance Equity	25.00
Net cash provided by Financing Activities	26,025.00
Net cash increase for period	7,534.40
Cash at end of period	<u>7,534.40</u>

Exhibit C-4 "Financial Arrangements"

The majority of income is derived from commodity energy supply sales to all classes of end users. The energy suppliers, through agent agreements, issue periodic commission payments based upon the sales of the commodity negotiated by Dennis Giancola. This income funds Energy Deals LLC's operation.

The credit lines are not being utilized.

Energy Deals LLC does not take the title to the energy supply.

Energy Deals LLC maintains an account with Dollar Bank.

Dollar Bank®

Since 1855

dollarbank.com™

To: Whom it may concern

From: Dollar Bank FSB

Date: February 27th, 2015

Re: Energy Deals LLC
Dennis Giancola

Please be advised that Energy Deals LLC maintains a bank account with Dollar Bank FSB.

Their checking account ending in 3977 has a current balance of \$10,391.35

Should you need any further information, please contact Matt Thomson at Dollar Bank.

Thank you for your attention to this matter.



Matt Thomson
Branch Manager
Dollar Bank FSB
1297 Center Road
Avon, OH 44011
MThomson350@dollarbank.com
(440)937-3100

Avon Office & Loan Center
1297 Center Road · Avon, OH 44011
Phone 440.937.3100 · Fax 440.937.3112

 Equal Housing Lender. Member FDIC.

I. Business Expansion through the addition of product and salespeople

A. Diversify Portfolio of Suppliers (Product Offerings)

- 1. Increase number of supplier agreements**
- 2. Increase classes of customers served**
 - a. Industrial
 - b. Commercial
 - c. Residential primarily through affinity programs
- 3. Increase territories served**
 - a. Ohio
 - b. Pennsylvania
 - c. Illinois
 - d. Michigan
 - e. New York
 - f. New Jersey
 - g. Florida

B. Grow the sales organization (customer acquisition)

- 1. Sales Representatives - commissioned**
 - a. Add five sales rep per year
- 2. Marketing**
 - a. Add marketing intern to assist with the introduction of new products.

Two-Year Revenue Forecast

Energy Deals LLC

Revenue Forecast in U.S. dollars

Revenue

Gross Sales

[2015]

[2016]

5,000

10,000

Expenses

Taxes

Total Expenses

250

500

250

500

Net Revenue

4,750

9,500

Exhibit C-6 "Credit Rating,"

Two credit rating reports for are included, one from Dun and Bradstreet and another from Experian.

Rating summary from Experian: Low-Medium Risk 100% of payments made on time.

Exhibit C-6 "Credit Rating,"



Printed By: Joseph Woodall
Date Printed: September 16, 2014

Live Report : H.P. TECHNOLOGIES, INC.

D-U-N-S® Number: 62-153-1029

Endorsement/Billing Reference: Joe.Woodall@huntington.com

D&B Address		Endorsement : Joe.Woodall@huntington.com	
Address	33648 Saint Francis Dr Avon, OH, US - 44011	Location Type	Single Location
Phone	440 937-7937	Web	
Fax	440-716-2241		

Company Summary

Currency: Shown in USD unless otherwise indicated

Score Bar

PAYDEX®	80	Paying on time.
Commercial Credit Score Percentile	84	Low to Moderate Risk of severe payment delinquency.
Financial Stress Score National Percentile	94	Low to Moderate Risk of severe financial stress.
D&B Viability Rating		View More Details
Bankruptcy Found	No	
D&B Rating	1R2	1R indicates 10 or more Employees, Credit appraisal of 2 is good

Detailed Trade Risk Insight™

Days Beyond Terms Past 3 Months
There is not sufficient reporting trading activity to generate 3 months Days Beyond Terms (a minimum of 3 trade experiences from at least 2 suppliers)

Recent Derogatory Events

Jun-14 Jul-14 Aug-14

Placed for Collection	-	-	-
Bad Debt Written Off	-	-	-

D&B Viability Rating

Viability Score : 3			
Portfolio Comparison : 2			
Data Depth Indicator : B			
Company Profile : G			
Financial Data	Trade Payments	Company Size	Years in Business

Exhibit C-6 "Credit Rating,"

	Not Available	Available (3+Trade)	Large	Established

D&B Company Overview

This is a single location

Chief Executive	DENNIS J GIANCOLA, PRESIDENT
-----------------	------------------------------------

Year Started	1984
--------------	------

Employees	14
-----------	----

SIC	8748 , 5172
-----	-------------

Line of business	Utilities broker
------------------	------------------

NAICS	541618
-------	--------

History Status	CLEAR
----------------	-------

FirstRain Company News

This Company is not currently tracked for Company News

Powered by FirstRain

Public Filings

The following data includes both open and closed filings found in D&B's database on this company.

Record Type	Number of Records	Most Recent Filing Date
Bankruptcies	0	-
Judgments	0	-
Liens	0	-
Suits	0	-
UCCs	1	11/29/12

The public record items contained herein may have been paid, terminated, vacated or released prior to today's date.


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Search inquiry: 748239837 / (My company)

CreditScoreSM Report

as of: 09/16/14 13:46 ET

H. P. Technologies, Inc

Address:	33648 Saint Francis Dr Avon, OH 44011-3723 United States	Key Personnel:	Dennis J Giancola
Phone:	440-937-7937	SIC Code:	4925-Petroleum Production
Website:	utility-savings.net	NAICS Code:	221210-Natural Gas Distribution
Experian BIN:	748239837	Business Type:	Corporation
Agent:	Incorp Services, Inc.	Experian File Established:	April 2003
Agent Address:	17888 67TH Court North Loxahatchee, FL	Experian Years on File:	11 Years
Family Linkage:		Years in Business:	100 Years
Ultimate	H. P. Technologies, Inc	Total Employees:	4
Parent	33648 Saint Francis Dr Avon, OH	Sales:	\$3,608,000
Branches / Alternative Locations	H. P. Technologies, Inc 6482 Ridge Rd Parma, OH United States	Filing Data Provided by:	Ohio
		Date of Incorporation:	08/18/2014

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.

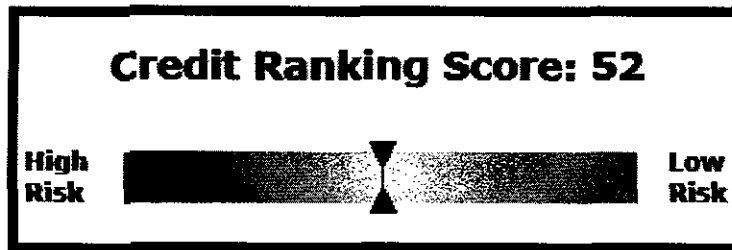
Payment Tradelines (see charts):	5
Banking/Insurance/Leasing (see detail):	1
UCC Filings:	1

Businesses Scoring Worse:	52%
✓ Bankruptcies:	0
✓ Liens:	0
✓ Judgments Filed:	0
✓ Collections:	0

Exhibit C-6 "Credit Rating,"

Credit Summary

[Back to top](#)



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.

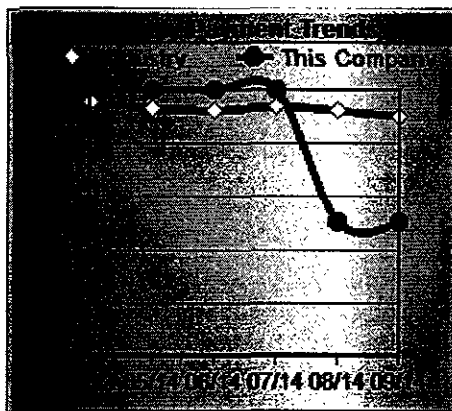
Key Score Factors:

- Number of active commercial accounts.
- Risk associated with the business type.
- Percent of commercial accounts delinquent.
- Past commercial derogatory balance.
- Number of commercial accounts with net 1-30 days term.
- Nbr of active commercial accts within the last 12 mos.
- Number of recently active commercial accounts.
- Percent of delinquent commercial accounts.

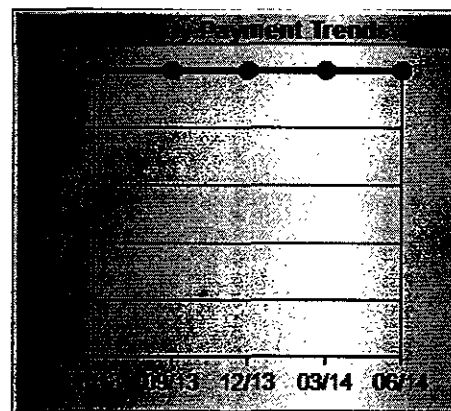
Recommended Action: Low-Medium Risk

Payment Summary

[Back to top](#)



*Percentage of on-time payments by month.



*Percentage of on-time payments by quarter.

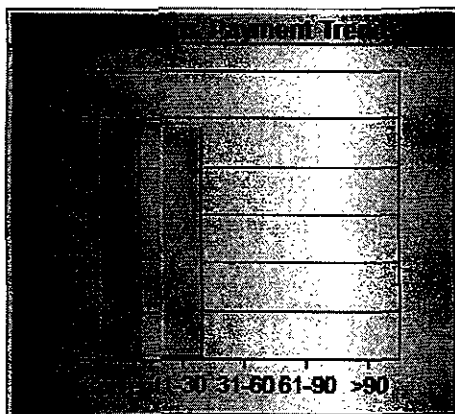
Monthly Payment Trends - Recent Activity

Date	Balance	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT
04/14	\$400	100%	0%	0%	0%	0%
05/14	\$200	100%	0%	0%	0%	0%
06/14	\$200	100%	0%	0%	0%	0%
07/14	\$200	100%	0%	0%	0%	0%
08/14	\$600	51%	49%	0%	0%	0%
09/14	\$600	51%	49%	0%	0%	0%

Quarterly Payment Trends - Recent Activity

Date	Balance	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT
06/13	\$400	100%	0%	0%	0%	0%
09/13	\$400	100%	0%	0%	0%	0%
12/13	\$600	100%	0%	0%	0%	0%
03/14	\$0	0%	0%	0%	0%	0%
06/14	\$200	100%	0%	0%	0%	0%

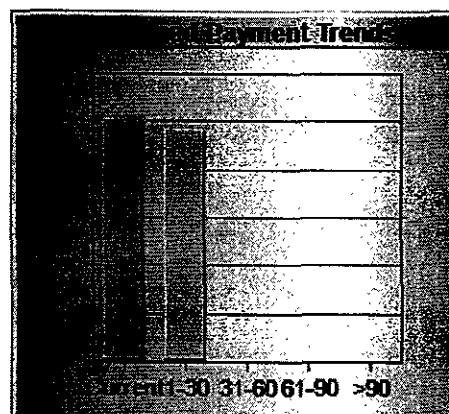
Exhibit C-6 "Credit Rating,"



*Continuous distribution with DBT.

Number of Accounts: 2
Present Balance: \$600
Highest Balance: \$1,000

Insufficient information to produce
Newly Reported Payment
Trends
chart.



*Combined distribution with DBT.

Number of Accounts: 2
Present Balance: \$600
Highest Balance: \$1,000

Commercial Banking, Insurance, Leasing

[Back to top](#)

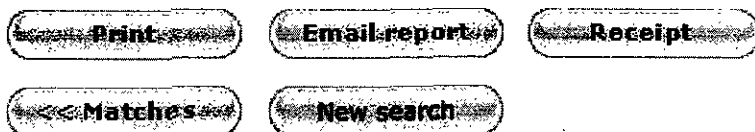
Commercial Banking and Insurance

Type: Commercial Banking
Institution Name: Huntington National Bank
Address: 41 S. High Street Columbus Oh43215
Phone: 317-237-2518
Open Date: 11/12

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Exhibit C -7 "Credit Report,"

Dun and Bradstreet report enclosed
Experian report enclosed


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Report Originally Retrieved 09/06/2013

Note: This report was previously requested and billed to your account within the past 7 days. You will not be charged to see it again now.

 For help reading this report, please review our [sample report](#).

Search inquiry: 748239837 / (My company)

CreditScoreSM Report

as of: 09/06/13 10:50 ET

H. P. Technologies, Inc
Address: 33648 Saint Francis Dr
 Avon, OH 44011-3723
 United States

Phone: 440-937-7937

**Experian
BIN:** 748239837

Key Personnel: Owner: Dennis J Giancola
SIC Code: 4925-Gas Companies
NAICS Code(s): 22121002-Natural Gas
 Distribution

Business Type: Corporation

**Experian File
Established:** April 2003

Experian Years on File: 10 Years

Years in Business: More than 10 Years

Total Employees: 2

Sales: \$3,608,000

Filing Data Provided by: Pennsylvania

Date of Incorporation: 05/31/2011

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.

Payment Tradelines (see [charts](#)): 5

Banking/Insurance/Leasing (see [detail](#)): 1

UCC Filings: 1

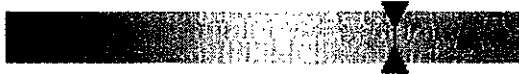
✓ Businesses Scoring Worse: 77%

✓ Bankruptcies: 0

✓ Liens: 0

✓ Judgments Filed: 0

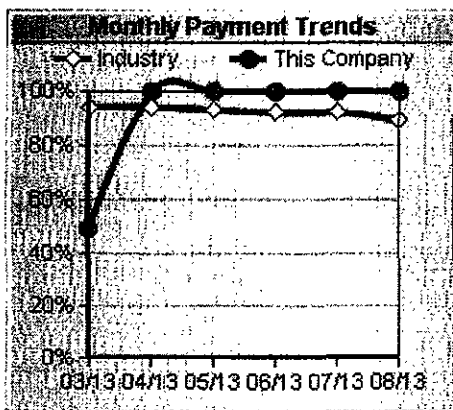
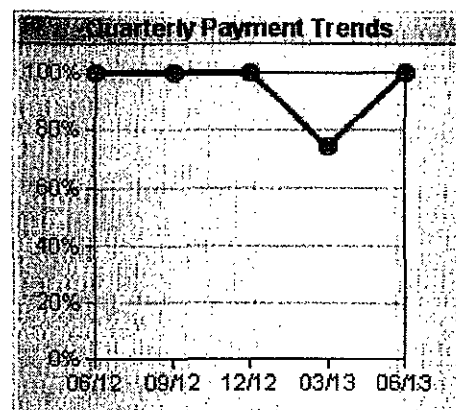
✓ Collections: 0

Credit Ranking Score: 77High
RiskLow
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 good commercial accounts.
- Length of time on experian's file.
- Nbr of leasing accts as pct of total nbr of accts.
- Commercial account delinquency in last 12 months.

Recommended Action: Low Risk**Payment Summary**[Back to top](#)***Percentage of on-time payments by month.*****Percentage of on-time payments by quarter.****Monthly Payment Trends - Recent Activity**

Date	Balance	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT
03/13	\$800	49%	51%	0%	0%	0%
04/13	\$400	100%	0%	0%	0%	0%
05/13	\$400	100%	0%	0%	0%	0%
06/13	\$400	100%	0%	0%	0%	0%
07/13	\$400	100%	0%	0%	0%	0%
08/13	\$400	100%	0%	0%	0%	0%

Quarterly Payment Trends - Recent Activity

Date	Balance	Current	Up to 30 DBT	31-60 DBT	61-90 DBT	>90 DBT
06/12	\$400	100%	0%	0%	0%	0%
09/12	\$0	0%	0%	0%	0%	0%
12/12	\$400	100%	0%	0%	0%	0%
03/13	\$500	74%	26%	0%	0%	0%
06/13	\$400	100%	0%	0%	0%	0%

Insufficient information to produce
Newly Reported Payment Trends

Insufficient information to produce
Combined Payment Trends

Exhibit C-7 "Credit Report"

This D&B report is provided for your company's internal review. It may not be used for any other purpose or provided to anyone else.

Business Information Report

User Id: giancoladenny@gmail.com

Report Printed: Friday September 06, 2013 10:21 AM

Business Summary

Company Name: H.P. TECHNOLOGIES, INC.
 Physical Address: 33648 Saint Francis Dr
 Physical City: Avon
 Physical State: OH
 Physical Zip: 44011
 Telephone: 440 937-7937
 Fax: 440 7162241
 Chief executive: DENNIS J GIANCOLA, PRESIDENT
 Year started: 1984
 Employs: 7
 Sales: \$300,000
 History: INCOMPLETE
 SIC: 8748
 5172
 Line of business: Utilities broker

D-U-N-S Number: 621531029

If you need to see your company scores and ratings or have been requested to provide a copy of your D&B credit report, please call 1-888-814-1435 8am - 8pm, EST Mon-Fri.

History

The following information was reported 06/15/13:

Officer(s): DENNIS J GIANCOLA, PRESIDENT
 DIRECTOR(S): DIRECTOR(S): THE OFFICER(S) Corporate details under investigation.

Corporate details under investigation.

Business started 1984 by Dennis J and Mary Rose Giancola. 100% of capital stock is owned by Dennis J Giancola.

ANTECEDENTS:

DENNIS J GIANCOLA born 1952. 1975 graduated with BE Degree in Metallurgical Engineering from Youngstown State University, Youngstown, OH. 1980 received MBA Degree from Baldwin Wallace College, Berea, OH. 1974-77 employed by Youngstown Sheet & Tube, Youngstown, OH. 1977-89 employed by East Ohio Gas, a division of Consolidated Natural Gas, Cleveland, OH. 1984-present President of H P Technologies Inc, Cleveland, OH. 1987-present active here. 1989-90 employed by CNG Energy, a division of Consolidated Natural Gas, Pittsburgh, PA.

Operations

2013-06-15

Description: Business consulting services and natural gas brokerage.

ADDITIONAL TELEPHONE NUMBER(S): Facsimile (Fax) 440 937-6885.

Terms are on a retainer plus additional billings, contractual basis, net 15 days, on a fee basis and on a commission basis. Has 14 account(s). 5% of sales on the internet. Sells to manufacturers, general public, wholesale, non profit organizations, retail, commercial concerns and government. Territory: United States.

Employees: 7 which includes officer(s).
 Facilities: Owns 1,500 sq. ft. in building.
 Location: Central business section on main street.

SIC & NAICS

SIC:

87480000 Business consulting, nec
 51720100 Gases

NAICS:

541618 Other Management Consulting Services
 424720 Petroleum and Petroleum Products Merchant Wholesalers (except Bulk Stations and Terminals)

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 (%)	<31 (%)	31-60 (%)	61-90 (%)	Days Slow 90 > (%)
Top Industries:								
Telephone communictns	2	800	750	100	-	-	-	-
Natural gas distrib	2	100	50	100	-	-	-	-
Lithographic printing	1	100	100	100	-	-	-	-
Other payment categories:								

Exhibit C-7 "Credit Report"

Cash experiences	0	0	0				
Payment record unknown	0	0	0				
Unfavorable comments	0	0	0				
Placed for collections:							
With D&B	0	0					
Other	0	N/A					
Total in D&B's file	5	1,000	750				

The highest Now Owes on file is \$50

The highest Past Due on file is \$0

D&B receives over 600 million payment experiences each year. We enter these new and updated experiences into D&B Reports as this information is received.

PAYMENT DETAILS**Detailed Payment History**

Date Reported (mm/yy)	Paying Record	High Credit (\$)	Now Owes (\$)	Past Due (\$)	Selling Terms	Last Sale Within (months)
08/13	Ppt	50	0	0		6-12 mos
07/13	Ppt	750	0	0		1 mo
06/13	Ppt	50	50	0	N30	1 mo
	Ppt	50	50	0	N30	1 mo
05/13	Ppt	100				1 mo

Payments Detail Key: ■ 30 or more days beyond terms

FINANCE

2013-06-15

The name and address of this business have been confirmed by D&B using available sources.

PUBLIC FILINGS

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

Collateral:

All Negotiable Instruments including proceeds and products - All Inventory including proceeds and products - All Account(s) including proceeds and products - All Timber including proceeds and products - and OTHERS

Type:

Original

Sec. party:

THE HUNTINGTON NATIONAL BANK, COLUMBUS, OH

Debtor:

H. P. TECHNOLOGIES, INC.

Filing number:

OH00163022375

Filed with:

SECRETARY OF STATE/UCC DIVISION, COLUMBUS, OH

Date filed:

11/29/2012

Latest Info Received:

12/06/2012

Original UCC filed date:

Original filing no.:

There are additional UCC's in D&B's file on this company available by contacting 1-800-234-3867.

There are additional suits, liens, or judgments in D&B's file on this company available by contacting.

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

Government Activity**Activity summary**

Borrower (Dir/Guar):

NO

Administrative debt:

NO

Contractor:

NO

Grantee:

NO

Party excluded from federal program(s):

NO

Possible candidate for socio-economic program consideration

Labor surplus area:

YES (2013)

Small Business:

YES (2013)

8(A) firm:

N/A

The details provided in the Government Activity section are as reported to Dun & Bradstreet by the federal government and other sources.

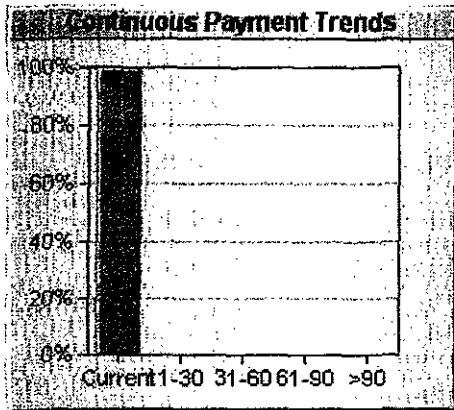


chart.

chart.

***Continuous distribution with DBT.**

Number of Accounts: 2
 Present Balance: \$400
 Highest Balance: \$800

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

Number of Accounts: 2
 Present Balance: \$400
 Highest Balance: \$800

Commercial Banking, Insurance, Leasing

[Back to top](#)

Commercial Banking and Insurance

Type: Commercial Banking
 Institution Name: Huntington National Bank
 Address: 41 S. High Street Columbus Oh43215
 Phone: 317-237-2518
 Account Rating: No comment
 Open Date: 11/12

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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 since the last filed application.

NONE

Exhibit C-9 "Merger Information"

Provide a statement describing any dissolution or merger or acquisition of the applicant since applicant last filed for certification.

NONE