

FILE

Ohio

Public Utilities  
Commission

Original AGG Case Number	Version
11-5343-EL-AGG	December 2014

34

## RENEWAL APPLICATION FOR ELECTRIC 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 H. P. Technologies, Inc.Address 33648 Saint Francis DrivePUCO Certificate # and Date Certified 11-404E (1) November 3, 2011Telephone # (866) 892-0910 Web site address (if any) www.utility-savings.net**A-2 List name, address, telephone number and web site address under which Applicant will do business in Ohio**Legal Name H. P. Technologies, Inc.Address 33648 Saint Francis DriveTelephone # (866) 892-0910 Web site address (if any) www.utility-savings.net**A-3 List all names under which the applicant does business in North America**H. P. Technologies, Inc.**A-4 Contact person for regulatory or emergency matters**Name David RamosTitle Project ManagerBusiness address 33648 Saint Francis Drive, Avon, OH 44011Telephone # (866) 892-0910Fax # (440) 536-9553E-mail 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 [Signature]Date Processed OCT 16 2015

RECEIVED-DOCKETING DIV  
2015 OCT 16 AM 11:57  
PUCO

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

Name David Ramos  
Title Project Manager  
Business address 33648 Saint Francis Drive, Avon, Ohio 44011  
Telephone # (866) 892-0910 Fax # (440) 536-9553  
E-mail address david@utility-saving.net

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

Customer Service address 33648 St. Francis Dr., Avon, OH 44011  
Toll-free Telephone # (866) 892-0910 Fax # (440) 536-9553  
E-mail address david@utility-saving.net

**A-7 Applicant's federal employer identification number # 34-1424228**

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

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

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

**A-9 Exhibit A-9 "Principal Officers, Directors & Partners" provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.**

**A-10 Exhibit A-10 "Corporate Structure," provide a description of the applicant's corporate structure, including a graphical depiction of such structure, and a list of all affiliate and subsidiary companies that supply retail or wholesale electricity or natural gas to customers and companies that aggregate customers in North America.**

**B. APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE**

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

**B-1 Exhibit B-1 "Jurisdictions of Operation," provide a list of all jurisdictions in which the applicant or any affiliated interest of the applicant is, at the date of filing the application, certified, licensed, registered, or otherwise authorized to provide retail or wholesale electric services including aggregation services.**

**B-2 Exhibit B-2 "Experience & Plans," provide a description of the applicant's experience and plan for contracting with customers, providing contracted services, providing billing statements, and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4928.10 of the Revised Code.**

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

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

☒ No ☐ Yes

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

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

☒ No ☐ Yes

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

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

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

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

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

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

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

*Dennis Sharada*, PRESIDENT  
Signature of Applicant & Title

Sworn and subscribed before me this 31<sup>st</sup> day of August, 2015  
Month Year

*R. A. Moat*  
Signature of official administering oath

*JEFFREY A. MOATS, Notary*  
Print Name and Title

My commission expires on 2/1/2020



JEFFREY A. MOATS  
Notary Public  
In and for the State of Ohio  
My Commission Expires  
February 01, 2020

# **AFFIDAVIT**

State of Ohio :

Avon ss.

(Town)

County of Lorain :

**Dennis J. Gianola**, Affiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the President (Office of Affiant) of H. P. Technologies, Inc. (Name of Applicant);

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

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

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

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

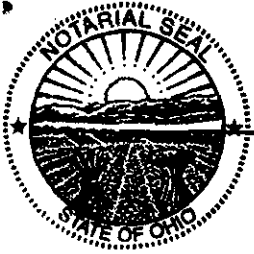
Dennis Anderson, PRESIDENT  
Signature of Affiant & Title

Sworn and subscribed before me this 31<sup>st</sup> day of August, 2018 Year  
Month

J. A. Moats  
Signature of official administering oath

JEFFREY A. MOATS, Notary  
Print Name and Title

My commission expires on 2/1/2020

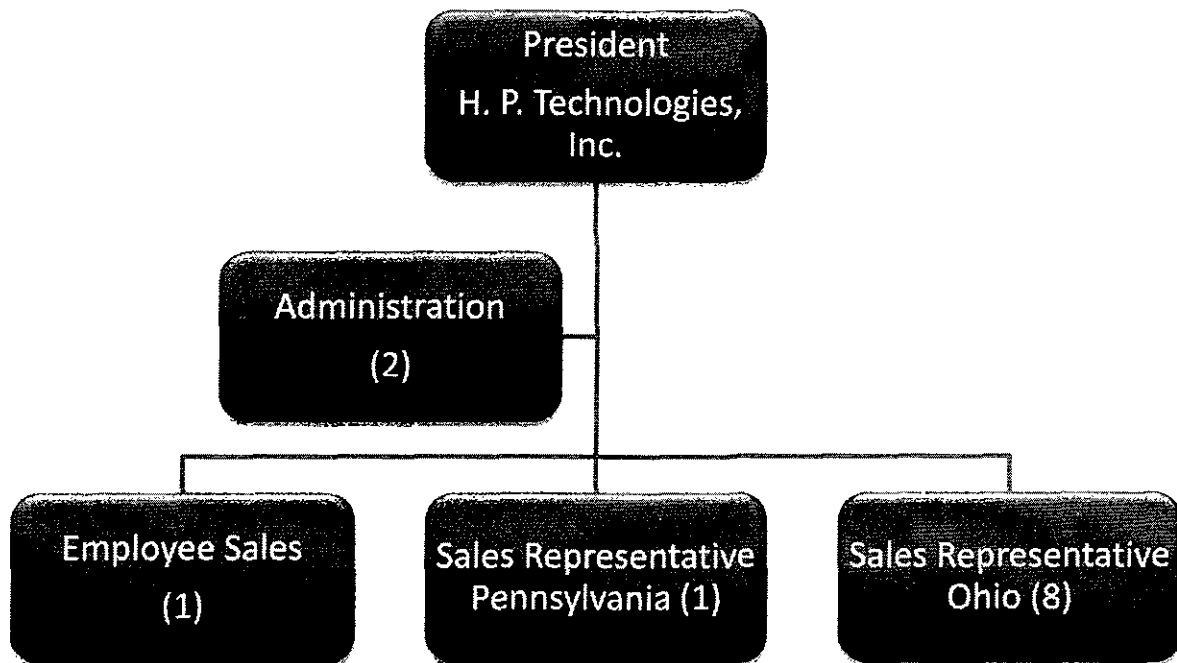


JEFFREY A MOATS  
Notary Public  
In and for the State of Ohio  
My Commission Expires  
February 01, 2020

**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.

Dennis J. Giancola, President  
H.P. Technologies, Inc.  
33648 St. Francis Drive  
Avon, OH 44011  
Phone: 440-937-7937

# H. P. Technologies, Inc. Organizational Chart



The corporate structure includes a president that leads the day-to-day operation, one employee in sales and two employee in sales administration. The organization has independent sales agreements with agents located inside and outside of The State of Ohio.



- 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

By order of the Illinois Commerce Commission on 21st day of September, 2011,  
H. P. Technologies, Inc.’s Application for Licensure of Agents, Brokers and  
Consultants under Section 16-115C of the Public Utilities Act was approved. Case  
No. 11-0456

Pennsylvania Public Utility Commission  
A-2012-2304910

The Application of H. P. Technologies, Inc. for approval to begin to offer, render,  
furnish or supply electric generation supplier service as a broker/marketer to small  
commercial (25 kw and under demand), larger commercial (over 25 kw demand),  
and industrial customers in all of the electric distribution company service  
territories throughout the Commonwealth of Pennsylvania. Effective Date: July  
19, 2012

H. P. Technologies, Inc. has business agreements with the following Competitive  
Retail Electric Suppliers with licenses in the State of Ohio

Licensed Broker/Aggregator

Constellation NewEnergy, Inc.  
Direct Energy Business, LLC  
Dominion Retail Inc.  
World Energy Solutions, Inc.

Generation Company

DTE Energy Supply, Inc.  
MidAmerican Energy Company  
FirstEnergy Solutions Corp.

In all of the above circumstances, H.P. Technologies, Inc. is involved in customer  
acquisition for the aggregator or broker or generation company. H. P.  
Technologies, Inc. does NOT take title to the supply. It is the catalyst for the sales  
process by and between the supplier and the end use customer. Classification of  
customers are: residential, commercial and industrial end users.

**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.

Since 1993, H.P. Technologies, Inc. has successfully operated an independent energy sales organization that has entered into sales agent 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, brokers and aggregators. H.P. Technologies, Inc. has been instrumental in client contact, contract administration and client management. Furthermore, HPT has been instrumental in addressing client concerns, complaints, etc.

Our plan for the future includes maintaining and expanding our current business model of natural gas broker/aggregator and electricity broker/aggregator.

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. This situation was magnified when we had prior associations with suppliers that suffered default of one type or another. In one week in January 2002, we handled over 100 customer inquiries and complaints on behalf of the supplier. This occurred because the client valued and trusted our relationship over and above that of the supplier. More importantly, we handled these inquiries and complaints in a prudent and professional manner. We recorded the pertinent facts and judiciously sought suitable resolution to each and every situation.

In the future, we will use our past experience to plan and implement: “compliance with 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.

**None.**

**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.

**Not applicable:** President is sole owner of stock in company and therefore, it is not necessary to generate an Annual Report.

**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.

**No 10-K/8-K Filings.**

**No parent company.**

**Not required to file with the SEC** – all stock held by one person and no changes in stock have occurred.

**H.P. Technologies, Inc.**  
**Statement of Cash Flows**  
January through December 2013

	Jan - Dec 13
<b>OPERATING ACTIVITIES</b>	
Net Income	57,271.00
Adjustments to reconcile Net Income to net cash provided by operations:	
Net cash provided by Operating Activities	35,935.00
<b>FINANCING ACTIVITIES</b>	
Net cash increase for period	-21,336.00
Cash at beginning of period	39,905.00
Cash at end of period	<u><u>18,569.00</u></u>

**H.P. Technologies, Inc.**  
**Statement of Cash Flows**  
January through December 2014

	Jan - Dec 14
<b>OPERATING ACTIVITIES</b>	
Net income	23,421.53
Adjustments to reconcile Net Income to net cash provided by operations:	
Net cash provided by Operating Activities	-8,417.36
Net cash provided by Investing Activities	-73,662.52
<b>FINANCING ACTIVITIES</b>	39,861.24
Net cash increase for period	-42,218.64
Cash at beginning of period	70,779.61
Cash at end of period	<u>28,560.97</u>

**H.P. Technologies, Inc.****Profit & Loss**

January through December 2013

	Jan - Dec 13
Ordinary Income/Expense	
Income	905,412.00
Gross Profit	905,412.00
Expense	907,547.00
Net Ordinary Income	-2,134.00
Other Income/Expense	-24,820.00
Net Income	<u><u>-26,954.00</u></u>



**H.P. Technologies, Inc.**

**Profit & Loss**

January through December 2014

	Jan - Dec 14
Ordinary Income/Expense	
Income	901,729.28
Gross Profit	901,729.28
Expense	862,221.69
Net Ordinary Income	39,607.69
Other Income/Expense	-23,368.07
Net Income	<u>16,139.52</u>

**H.P. Technologies, Inc.**  
**Balance Sheet**  
**As of December 31, 2013**

	<u>Dec 31, 13</u>
<b>ASSETS</b>	
Current Assets	244,208.00
Fixed Assets	64,835.00
<b>TOTAL ASSETS</b>	<u><b>309,043.00</b></u>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	80,670.00
Equity	228,373.00
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><b>309,043.00</b></u>

**H.P. Technologies, Inc.**  
**Balance Sheet**  
**As of December 31, 2014**

	<u>Dec 31, 14</u>
<b>ASSETS</b>	
Current Assets	256,320.48
Fixed Assets	34,072.99
<b>TOTAL ASSETS</b>	<u><u>290,393.46</u></u>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	-70,567.92
Equity	219,826.64
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>290,393.46</u></u>

**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.,).

The majority of H. P. Technologies Inc.’s (HPT) income is derived from commodity utility sales to all classes of end users. The utility suppliers, through agent agreements with HPT, issue monthly or quarterly commission payments based upon the sales of the commodity negotiated by HPT. This income funds HPT’s operations.

Chase Bank Credit Line was our first financial arrangement to supplement cash flow and/or growth on an as needed cash basis. The credit line is \$75,000 and currently is not being utilized.

Huntington Bank Credit Line is our second financial arrangement to supplement cash flow and/or growth on an as needed cash basis. The credit line is \$75,000 and currently is not being utilized.



Banking. Investments. Insurance.

**Business Banking Group**

**Joseph T. Woodall III, Vice President**

3199 Berea Rd.

Cleveland, Ohio 44111

Phone: (216) 898-7646 Fax: (877) 274-8615

15 September 2014

**TO WHOM IT MAY CONCERN:**

This letter confirms that H.P. Technologies of 33648 St. Francis Avon OH 44011 is a customer in good standing of this Bank.

Number of years with Customer	3
Cash in corporate checking and savings accounts	low 6 figures
High credit limit	high 5 figures
Current credit limit	high 5 figures
Current bank loans outstanding (excluding LOC)	None
Amount of Line of Credit (LOC)	high 5 figures
Amount currently available	high 5 figures
Expiration date	11/28/14
Unsecured or secured by:	Secured
Personal guarantees:	Yes

Other Comments: All credit facilities have been handled as agreed. There are no issues expected with renewing the current line of credit to November 2014 under the same terms and conditions. Additional credit would be available, if needed or requested.

Please feel free to contact me directly with any questions or if there is a need for additional information.

Sincerely,

A handwritten signature in black ink, appearing to be 'J. Woodall III', written over a circular stamp.

Joseph T. Woodall III  
Vice President  
Business Banking



## Deposit Account Balance Summary

**Requestor information:**

H P TECHNOLOGIES INC  
33648 SAINT FRANCIS DR  
AVON, OH 44011-3723

Summary of Deposit Account				
Account Number	Account Type	Open Date	Current Balance	Avg Balance (12 mos)
-	BusinessClassic	03/16/1992	\$6,599.71	\$10,381.00
Customer Information				
H P TECHNOLOGIES INC		Sole Owner		
DENNIS J GIANCOLA		Signer		

Deposit Account Balance Summary request completed by *Nicholas G Melzer*  
JPMorgan Chase Bank, N.A.

NICHOLAS G MELZER  
(440) 892-1500  
Westlake Detroit

Westlake Detroit  
29656 Detroit Rd  
OH2-5368  
Westlake, OH 44145

**PLEASE NOTE THAT THE INFORMATION PROVIDED IN THIS LETTER WILL BE THE ONLY INFORMATION RELEASED BY JPMorgan Chase, N.A.**

This letter is written as a matter of business courtesy, without prejudice, and is intended for the confidential use of the addressee only. No consideration has been paid or received for the issuance of this letter. The sources and contents of this letter are not to be divulged and no responsibility is to attach to this bank or any of its officers, employees or agents by the issuance or contents of the letter which is provided in good faith and in reliance upon the assurances of confidentiality provided to this bank. Information and expressions of opinion of any type contained herein are obtained from the records of this bank or other sources deemed reliable, without independent investigation, but such information and expressions are subject to change without notice and no representation or warranty as to the accuracy of such information or the reliability of the sources is made or implied or vouched in any way. This letter is not to be reproduced, used in any advertisement or in any way whatsoever except as represented to this bank. This bank does not undertake to notify of any changes in the information contained in this letter. Any reliance is at the sole risk of the addressee.



**Huntington**

Banking. Investments. Insurance.

Meaghan McMillin  
Branch Manager  
Retail Banking Group

2055 Crocker Road  
Westlake, Ohio 44145  
Phone: (216) 515-0043  
Fax: (440) 835-1917

To: Whom it may concern  
Date: August 26, 2015  
Re: H.P. Technologies, INC

---

Please be advised that H.P. Technologies, INC currently has a bank account in good standing with Huntington National Bank.

Should you have any questions, please contact me directly.

Sincerely,

Meaghan McMillin  
Branch Manager  
2055 Crocker Rd. Ste. 102  
Westlake Ohio 44145  
meaghan.mcmillin@huntington.com

**H.P. Technologies, Inc**  
CRNGS Balance Sheet Forecast for 2016- 2017

	2016	2017
<b>Assets</b>		
Current assets:		
Cash	34,560.00	41,472.00
Accounts receivable	72,000.00	86,400.00
Total current assets	\$ 106,560.00	127,872.00
Fixed assets:		
Property and equipment	64,800.00	77,760.00
Less accumulated depreciation	(12,960.00)	(15,552.00)
Net fixed assets	\$ 51,840.00	62,208.00
<b>Total assets</b>	<b>\$ 158,400.00</b>	<b>190,080.00</b>
<b>Liabilities and owner's equity</b>		
Current liabilities:		
Accounts payable	10,080.00	75,000.00
Income taxes payable	12,672.00	15,208.00
Other	2,880.00	3,456.00
Total current liabilities	\$ 25,632.00	93,664.00
Long-term liabilities		
Loans payable	100,000.00	40,000.00
Total long-term liabilities	100,000.00	40,000.00
Owner's equity		
Investment capital	32,768.00	56,416.00
Total owner's equity	\$ 32,768.00	56,416.00
<b>Total liabilities and stockholders' equity</b>	<b>\$ 158,400.00</b>	<b>190,080.00</b>



## Ohio Forecasted Income Statements for 2016 & 2017

### 2016

Revenue	\$ 598,950
Expenses	<u>- \$ 539,055</u>
Income	\$ 59,895

### 2017

Revenue	\$ 658,845
Expenses	<u>- \$ 592,960</u>
Income	\$ 65,885

Prepared By: Dennis Giancola  
33648 Saint Francis Drive  
Avon, Ohio 44011  
dennis@utility-savings.net  
866-892-0910

**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 principal officer of the applicant’s parent or affiliate organization that guarantees the obligations of the applicant.

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

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

CreditScore<sup>SM</sup> Report

as of: 08/26/15 15:17 ET

## H. P. Technologies, Inc

**Address:** 33648 Saint Francis Dr  
Avon, OH 44011-3723  
United States

**Phone:** 440-937-7937

**Website:** hptechnologies.com

**Experian BIN:** 748239837

**Key Personnel:** Dennis J Giancola

**SIC Code:** 4911-Electric Services  
4925-Petroleum Production

**NAICS Code:** 221122-Electric Power Distribution  
221210-Natural Gas Distribution

**Business Type:** Corporation

**Experian File Established:** April 2003

**Experian Years on File:** 12 Years

**Years in Business:** 101 Years

**Total Employees:** 5

**Sales:** \$1,000,000

**Filing Data Provided by:** Ohio

**Date of Incorporation:** 02/10/1984

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:** 65%

✓ **Bankruptcies:** 0

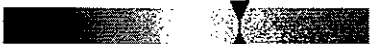
✓ **Liens:** 0

✓ **Judgments Filed:** 0

✓ **Collections:** 0

## Credit Summary

## Credit Ranking Score: 66

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 commercial accounts with net 1-30 days term.
- Nbr of active commercial accts within the last 12 mos.
- Number of recently active commercial accounts.
- Commercial account delinquency in last 12 months.

**Recommended Action:** Low To Medium Risk

CreditScore<sup>SM</sup> Report

as of: 08/26/15 15:17 ET

## H. P. Technologies, Inc

**Address:** 33648 Saint Francis Dr  
Avon, OH 44011-3723  
United States  
**Phone:** 440-937-7937  
**Website:** hptechnologies.com  
**Experian BIN:** 748239837

**Key Personnel:** Dennis J Giancola  
**SIC Code:** 4911-Electric Services  
4925-Petroleum Production  
**NAICS Code:** 221122-Electric Power Distribution  
221210-Natural Gas Distribution  
**Business Type:** Corporation  
**Experian File Established:** April 2003  
**Experian Years on File:** 12 Years  
**Years in Business:** 101 Years  
**Total Employees:** 5  
**Sales:** \$1,000,000  
**Filing Data Provided by:** Ohio  
**Date of Incorporation:** 02/10/1984

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:** 65%  
✓ **Bankruptcies:** 0  
✓ **Liens:** 0  
✓ **Judgments Filed:** 0  
✓ **Collections:** 0

## Credit Summary

## Credit Ranking Score: 66

High  
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 commercial accounts with net 1-30 days term.
- Nbr of active commercial accts within the last 12 mos.
- Number of recently active commercial accounts.
- Commercial account delinquency in last 12 months.

**Recommended Action:** Low To Medium Risk



## Live Report : H.P. TECHNOLOGIES, INC.

D-U-N-S® Number: 62-153-1029

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

## D&amp;B Address

Address 33648 Saint Francis Dr  
Avon, OH, US - 44011

Phone 440 937-7937

Fax 440-716-2241

Location Type Single Location

Web

Endorsement : Joe.Woodall@huntington.com

## 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		<a href="#">View More Details</a>
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

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

## D&amp;B Viability Rating

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

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.

**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.

Dun and Bradstreet report enclosed

Experian report enclosed

**Dun & Bradstreet**  
CREDIBILITY CORP



## H.p. Technologies, Inc. DUNS: 62-153-1029

### Dashboard

#### Company Info

33648 Saint Francis Dr  
Avon, OH 44011  
Phone: (440) 937-7937

#### Scores

DB	Predictor	Class	Stress	Class	Risk Rating	Req	Rating
Score	Score	Class	Score	Class	Rating	Recommendation	Rating
80 ▼	612 ▼	1	1566 ▲	2	2 ▲	\$15K	1R2

#### Recent Alerts



**D&B Rating Change**



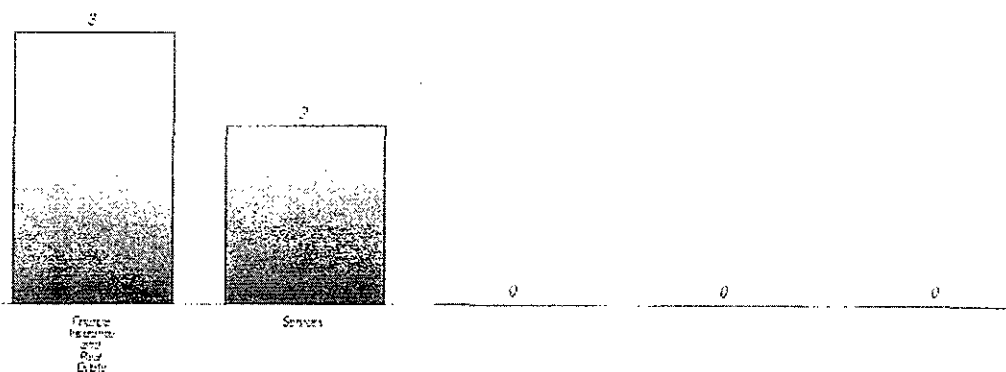
**Financial Stress Score Improved**

#### Inquiries

##### Most Recent

Date	Source	Report Type
05/21/13	Services	Comprehensive Report
05/21/13	Services	Comprehensive Report
11/15/12	Finance, Insurance and Real Estate	Payment Analysis Report
11/15/12	Finance, Insurance and Real Estate	Payment Analysis Report
11/15/12	Finance, Insurance and Real Estate	Comprehensive Report

##### Top 5 Inquiries by SIC / Sector (12 Months)





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 or any officer of the applicant in the current year or within the two most recent years preceding the application.

NONE

**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.

H. P. Technologies, Inc. has had NO dissolutions, mergers, or acquisitions within the five most recent years preceding the application.