

**Ohio** 

18-256-EL-ASS to-Et-ALto Original AGG Version Case Number EL-AGG December 2014

## **RENEWAL APPLICATION FOR ELECTRIC AGGREGATORS/POWER BROKERS**

Public Utilities Commission

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. <u>RENEWAL INFORMATION</u>

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

 Legal Name TMGES, INC.

 Address 6580 BERRYWOOD LN., DOWNERS GROVE, IL, 60516

 PUCO Certificate # and Date Certified 12-453E (1) FEBRUARY 12, 2012

 Telephone # (630) 677-7499

 Web site address (if any) www.goananta.com

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

Legal Name TMGES, INC. Address 6580 BERRYWOOD LN., DOWNERS GROVE, IL, 60516 Telephone # (630) 677-7499 Web site address (if any) www.goananta.com

A-3 List all names under which the applicant does business in North America <u>TMGES, INC., D/B/A</u>

ANANTA ENEI	RGY SOURCE		<b>-</b>	201	
Contact person f	or regulatory or	emergency matters	ور میں	6 MAR -	
Name MERRILL N	IANGALASSERII		Ő	9	
Title CHIEF EXEC	UTIVE OFFICER			2	1
Business address 6	580 BERRYWOOI	DLN., DOWNERS GROVE, IL 60516		G	=
Telephone # (630) 6	77-7499	Fax # (888) 281-3749		T N	C
E-mail address	merrillm@goa	nanta.com		ů.	<u> </u>

This is to cartify that the images appearing are an accurate and complete reproduction of a case file document delivered in the regular course of Business. Technician <u>Due</u> Date Processed MAR 1 9 2016

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

 Name MERRILL MANGALASSERIL

 Title CHIEF EXECUTIVE OFFICER

 Business address 6580 BERRYWOOD LN., DOWNERS GROVE, IL 60516

 Telephone # (630) 677-7499
 Fax # (888) 281-3749

 E-mail address
 merrillm@goananta.com

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

Customer Service address 6580 BERRYWOOD LN., DOWNERS GROVE, IL 6051Toll-free Telephone # (630) 677-7499Fax # (888) 281-3749E-mail addressmerrillm@goananta.com

### A-7 Applicant's federal employer identification number # 45-3671310

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

Sole ProprietorshipLimited Liability Partnership (LLP)Corporation

Partnership
 Limited Liability Company (LLC)
 Other

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

- A-9 <u>Exhibit A-9 "Principal Officers, Directors & Partners"</u> provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.
- A-10 <u>Exhibit A-10 "Corporate Structure,"</u> 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. <u>APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE</u>

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- **B-1** <u>Exhibit B-1 "Jurisdictions of Operation,"</u> 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** <u>Exhibit B-2 "Experience & Plans,"</u> 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.

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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.

 $\square$  No  $\square$  Yes

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

# C. <u>FINANCIAL CAPABILITY AND EXPERIENCE</u>

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- C-1 <u>Exhibit C-1 "Annual Reports,"</u> 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 <u>Exhibit C-3 "Financial Statements,"</u> 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 <u>Exhibit C-4 "Financial Arrangements,"</u> 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 <u>Exhibit C-5 "Forecasted Financial Statements,"</u> 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 <u>Exhibit C-6 "Credit Rating,"</u> 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 <u>Exhibit C-7 "Credit Report,"</u> provide a copy of the applicant's credit report from Experion, Dun and Bradstreet or a similar organization.
- C-8 <u>Exhibit C-8 "Bankruptcy Information,"</u> 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 <u>Exhibit C-9 "Merger Information,"</u> provide a statement describing any dissolution or merger or acquisition of the applicant within the five most recent years preceding the application.

Avonte D. Campinha-Bacote Attomey At Law Notary Public, State of Ohio My commission has no expiration date Signature of Applicant & Title Sec. 147.03 R.C. day of M Sworn and subscribed before me this Month vonte Campinha-Bacote, Attorney rint Name and Title official administering oath My commission expires on \_\_\_\_\_\_ A ever

<u>AFFIDAVIT</u> <u>Dublin</u>ss.

State of <u>Ohio</u>: County of <u>Delaware</u>:

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MERRI MANNAMESCAL. Affiant, being duly sworn/affirmed according to law, deposes and says that:

He/She is the  $C \in \mathcal{E}$ . (Office of Affiant) of  $\mathcal{TMGES}$  / $\mathcal{ML}$ . (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.

Signature of Affiant & Title

Sworn and subscribed before me this  $\frac{3^{h}}{M}$  day of  $\frac{March}{2016}$ 

oath administer

Ma. , ....

Avonte D. Campinha-Bacc Attorney At Law Notary Public, State of Ohio My commission has no expiration Sec. 147.03 R.C.

Caminha-Bacote Attorney ne and Title Name and

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My commission expires on <u><u>AVE</u></u>

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

Merrill Mangalasseril Chief Executive Officer 6580 Berrywood Ln. Downers Grove, IL, 60516 D: 630.677.7499 F: 888.281.3749 merrill.mangalasseril@gmail.com merrillm@goananta.com

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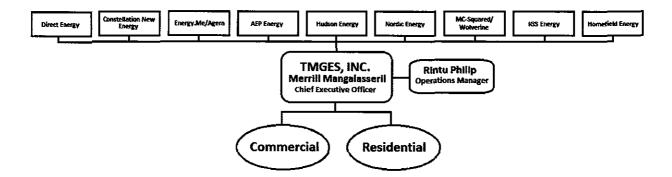
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There are no new Partners, or other Officers appointed at this time.

#### Exhibit A-10 "Corporate Structure"

TMGES, Inc., currently brokers electricity and natural gas for both Commercial and Residential clients. At the moment, we have contractual relationships with the 9 Certified Retail Energy Suppliers noted below.



As CEO, I will be managing the marketing and business development responsibilities for the organization. In August, 2015, we've successfully hired Rintu Philip, a former accountant to assist with the operational responsibilities for TMGES, INC. As our Operations Manager, Mr. Philip will be overseeing a variety of our administrative responsibilities. Given his background, he will be assisting with the bookkeeping and accounting as well.

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# Exhibit B-1 "Jurisdictions of Operations"

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TMGES, Inc., has an active certificate in Ohio and Illinois.

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

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As active CEO of TMGES, Inc., d/b/a Ananta Energy Source, I have now been in business for four years. From an energy procurement sense, our Hospitality book of business grew from 66 to 92 hotels. Our expectations were set slightly higher, but the last two years were unique. We've diversified our business model slightly by introducing LED lighting and LED servicing to our current clients as well.

When our existing clients began to save money on their energy bills, they encouraged us to take the initiative on identifying more areas to save them more money. LED projects were the solution. Initially, the margin was low. Vendors were challenging. However, the consumptions savings made sense, so the idea was to tackle some low-hanging fruit in LED lighting. With a rapid payback, the decision became a no-brainer. Tracking variances in consumption was part of our process as we like to develop video case studies on the results (<u>http://www.goananta.com/video/</u>). Eventually, our clients began to ask us to sit in the driver's seat and manage the whole project from A - Z (*Purchase Orders, tracking orders, negotiating the warranties, utility rebate applications, and hiring contractors*). The experience was priceless. Strong relationships were built and several references were thrown our direction.

May, 2013, Ananta hired Mr. Rohit Boyina, our very first intern from Wright State University. He worked part-time with us as he was completing his Master's Program in Renewable Energy. Mr. Boyina came on board addressing some of our LED projects from the auditing and reporting perspective. After three months, he shifted to our energy procurement side of the business and provided a tremendous amount of help with operations. Operationally, he was able to help us retain existing clients while assisting in business development. The internship was for a year and was a wonderful experience. Taking steps in hiring a full-time individual for that role was the next priority.

On August 17, 2015, we hired Mr. Rintu Philip as our full-time Operations Manager. The search was challenging, but we're really excited about the hire. Mr. Philip is a DePaul University graduate with a combined 7+ years of experience in both private and public accounting. Operationally, his responsibilities revolve between conducting RFPs for our energy procurement clients, and tracking purchase orders and their respective rebates for LED clients. Mr. Philip's additional roles will be managing the accounting and bookkeeping. Reducing our expenses and setting budgets for 2016 and 2017 are vital for our growth. From a budgeting perspective, the value Mr. Philp is providing our organization is phenomenal and positions us well for the future. To date, it's been 6 months, and I'm extremely pleased with the productivity he's provided for Ananta.

Looking back at the business we've done in the last two years, we're pleased with the breakthroughs we've made on the LED side of the business; however, we feel that our energy procurement side of the business has room for growth. Now that we've acquired an asset to manage both operations and accounting, I will be able to allocate more hours towards business development. In addition to renewing and growing our current book of business, we'd like to build our referral partner network since we have the backend operations to support it. Currently, they represent approximately 15% of our procurement sales. Now that we have the backend operations to streamline commissions, manage an influx of leads, and deal flow, we anticipate a 30% growth in our referral partner network.

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Towards the latter part of 2016, we'd like to eventually build a small sales organization in Ohio, but we want to make sure we're 100% ready with the financial responsibilities and overhead. Over the course of the next couple of months, we'll begin the stages of developing an equitable compensation packages for 3-4 candidates that would meet the qualifications Ananta is looking for. The goal would be to begin the recruiting and hiring process in Fall, 2016. Otherwise, our next target start would be Spring, 2017.

Assuming we hit either of our starts in building a sales organization, a bulk of time and resources will be reinvested between client retention and sustaining the growth of a sales organization in 2017. Additionally, reducing our overhead by with budget plans over the next two years will be a top priority. Ultimately, I feel that the company finally has the appropriate assets in place to grow our organization in a cost effective approach.

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

Not applicable.

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# Exhibit C-1 "Annual Reports."

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At the moment, TMGES, Inc., does not file annual reports to shareholders at the moment because we are still a very small company owned by one principal investor at the moment.

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Certification Renewal Application For Aggregator/Power Brokers

# Exhibit C-2 "SEC Filings'

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This does not apply to TMGES, Inc., as we are not required to file with the SEC.

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## Exhibit C-3 "Financial Statements"

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Please see the following attachments:

- Balance Sheet Year Ending 2012 (EXHIBIT C-3)
- Income Statement Year Ending 2012 (EXHIBIT C-3)
- Balance Sheet Year Ending 2013 (EXHIBIT C-3)
- Income Statement Year Ending 2013 (EXHIBIT C-3)

· EXHIBIT C-3

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# **TMGES INC DBA ANANTA ENERGY SOURCE**

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# **PROFIT AND LOSS**

January - December 2014

INCOME	
Bank Promotions	51.00
Consulting	1,417.64
Refunds-Allowances	795.35
Sales	108,759.88
Total Income	\$111,023.87
GROSS PROFIT	\$111,023.87
EXPENSES	
Agent Expense Report	2,359.56
Ananta Office Rent	8,329.50
Ananta Vehicle	1,566.12
Bank Charges	344.59
Charitable Contributions	1,597.25
Consulting Expense	195.00
Dues & Subscriptions	1,219.91
Insurance	1,336.73
Interest Expense	1,067.57
Interest Expense 2013 Honda Accord LX	915.91
Internship Expense	2,062.88
Job Materials	144.98
Legal & Professional Fees	1,806.04
Marketing	4,915.76
Meals and Entertainment	14,872.91
Office Expenses	1,396.89
Other General and Admin Expenses	1,511.98
Payroll Expense	17,350.23
Promotion Mint	250.00
Referral Partner	23,951.26
Shipping and delivery expense	13.77
Taxes & Licenses	1,116.95
Travel	10,422.07
Utilities	2,260.46
Y2K Electronics	235.00
Total Expenses	\$101,243.32
NET OPERATING INCOME	\$9,780.55
NET INCOME	\$9,780.55

Total

EXHIBIT C-3

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# **TMGES INC DBA ANANTA ENERGY SOURCE**

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# **BALANCE SHEET**

As of December 31, 2014

	Total
ASSETS	
Current Assets	
Bank Accounts	
BUSINESSSELECT CHKG (5949)	11.00
BUSINESSSELECT CHKG (6475)	4,568.55
CHASE PLUS SAVINGS (9368)	0.00
Total Bank Accounts	\$4,579.55
Total Current Assets	\$4,579.55
TOTAL ASSETS	\$4,579.55
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Credit Cards	
Business Ink (2769)	989.30
Southwest Miles (9333)	85.36
Total Credit Cards	\$1,074.66
Total Current Liabilities	\$1,074.66
Long-Term Liabilities	
Honda Accord - 2013	19,703.28
Total Long-Term Liabilities	\$19,703.28
Total Liabilities	\$20,777.94
Equity	
Opening Balance Equity	-28,755.43
Retained Earnings	2,776.49
Net Income	9,780.55
Total Equity	\$ -16,198.39
TOTAL LIABILITIES AND EQUITY	\$4,579.55

**TMGES INC DBA ANANTA ENERGY SOURCE** 

EXHIBIT C-3

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# **BALANCE SHEET**

As of December 31, 2015

ASSETS	
Current Assets	
Bank Accounts	
BUSINESSSELECT CHKG (5949)	9.00
BUSINESSSELECT CHKG (6475)	8,640.70
CHASE PLUS SAVINGS (9368)	1.62
Total Bank Accounts	\$8,651.32
Accounts Receivable	
Accounts Receivable	17,946.88
Total Accounts Receivable	\$17,946.88
Total Current Assets	\$26,598.20
TOTAL ASSETS	\$26,598.20
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	12,382.50
Total Accounts Payable	\$12,382.50
Credit Cards	
Business Ink (2769)	0.00
Southwest Miles (9333)	6,376.56
Total Credit Cards	\$6,376.56
Other Current Liabilities	
Capitol Motel Payable	1,841.75
Total Other Current Liabilities	\$1,841.75
Total Current Liabilities	\$20,600.81
Long-Term Liabilities	
Honda Accord - 2013	15,162.33
Total Long-Term Liabilities	\$15,162.33
Total Liabilities	\$35,763.14
Equity	
Opening Balance Equity	-28,755.43
Retained Earnings	12,557.04
Net income	7,033.45
Total Equity	\$ -9,164.94
TOTAL LIABILITIES AND EQUITY	\$26,598.20

Total

, EXHIBI⊺ C-3

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# **TMGES INC DBA ANANTA ENERGY SOURCE**

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# **PROFIT AND LOSS**

January - December 2015

INCOME	
Miscellaneous Income	254.12
Refunds-Allowances	435.66
Sales	136,200.22
Total Income	\$136,890.00
GROSS PROFIT	\$136,890.00
EXPENSES	
Agent Expense Report	818.58
Amled Technology	3,780.38
Ananta Office Rent	16,016.58
Ananta Vehicle	2,515.73
Bank Charges	710.91
Charitable Contributions	1,622.00
Consulting Expense	162.00
Dues & Subscriptions	1,611.79
Energy Tech Solutions	135.02
Insurance	1,078.19
Interest Expense	585.96
Interest Expense 2013 Honda Accord LX	740.51
Internship Expense	2,631.62
Job Materials	920.11
Legal & Professional Fees	2,107.17
Marketing	14,686.56
Meals and Entertainment	24,000.38
Office Expenses	1,032.08
Other General and Admin Expenses	1,725.00
Payroll Expense	21,053.11
Promotion Mint	2,319.43
Referral Partner	11,188.05
Shipping and delivery expense	265.58
Taxes & Licenses	3,387.13
Travel	11,926.72
Utilities	6,980.34
Total Expenses	\$134,000.93
NET OPERATING INCOME	\$2,889.07
NET INCOME	\$2,889.07

Total

### Exhibit C-4 "Financial Arrangements"

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The following attachment (**EXHIBIT C-4**) is TMGES, Inc.'s, business banking information to validate proof of TMGES, Inc., having established relationship with the financial institution, JP Morgan Chase Bank, N.A.

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CHASE O

Facsimile Signatures

BUSINESS DEPOSITORY CERTIFICATE (Corporation)

NEW X CHANGE

ACCOUNT NO. 907076475		BANK NAME/NUMBER JPMorgan Chase Bank, N.A. ( 001 )	
ACCOUNT TITLE TMGES, INC. DBA ANANTA ENERGY SC		BRANCH NAME AND NO. Short North - 2	
DBA ANAN' A ENERGY SC		DATE 01/05/2016	
BUSINESS ADDRESS		PREPARED BY	
6580 BERRYWOOD DR	·	STEVEN M ROUSH	
DOWNERS GROVE, IL 605 United States/US Territories		PHONE NO. (614) 248-2444	
TAXPAYER ID NO. 45-3671310	PRODUCT TYPE Chase BusinessSelect Checking		
Legal Name of Organization:	TMGES, INC. DBA ANANTA ENERGY SOURCE		(the "Organization")
State of Organization:IL			
The individual(s) signing this C	ertificate hereby certifies to JPMorgan Chase Bank, N.A. (the	Bank*) as follows:	

- the Organization is a corporation of the type identified above, duly organized under the laws of the state of organization listed above;
- the individual signing this Certificate is the Secretary, Assistant Secretary, Acting Secretary, or President, as listed below, of the Organization; and
- the Organization has authorized all actions and agreements described in this Certificate in accordance with all requirements of law and of Organization's
  organizational documents and bylaws, if any, and the authorizations are now in full force and effect.

#### Account Opening and Contractual Authorization

Any of the people listed below ("Authorized Persons"), acting alone, may:

- Open or close one or more accounts with the Bank at any time, subject to the Bank's deposit account agreement;
- Act on behalf of the Organization in any matter involving any of the Organization's depository accounts at the Bank;
- Sign all agreements or other documents relating to any depository accounts or other business of the Organization. These agreements and other documents include but are not limited to funds transfer agreements, agreements for automated clearinghouse services, agreements for online services, and safe deposit agreements.

#### Deposit and Withdrawal Authorization

Boposit and variation and the Bank, and may give instructions for account transactions without a signature, such as those initiated via electronic debit, payment, wire transfer, or other withdrawal of funds by computer, electronic or other means. The Bank is authorized to pay any checks or other transactions authorized by the Organization, even if doing so causes or increases an overdraft. Each Authorized Person may endorse for cash, collection, deposit, or negotiation any checks, drafts, notes, bills of exchange, or certificates of deposit, and order the payment or transfer of money between accounts at the Bank and other banks. Endorsements "for deposit" nor as be written or stamped. The Bank may accept any instrument for deposit to any deposit to any deposit or authorized by any cutorized by any checks, drafts, and orders, bills of exchange, or certificates of by any instrument for deposit to any deposit to any deposit or authorized by any checks and other banks. Endorsements "for deposit" to any be written or stamped. The Bank may accept any instrument for deposit to any deposit to any depository account of the Organization without endorsement or may supply the endorsement of the Organization. The Bank is authorized by any Authorized Person without inquiry as to the circumstances of issue or disposition of the proceeds and regardless of to whom such instruments are payable or endorsed, including those payable to or endorsed to the Authorized Person.

Print Name MERRILL J MANGALASSERIL	Title ACTING_SECRETARY
	- <u></u>
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	— <u>————————————————————————————————————</u>
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#### SIGNER(S) TO BE ADDED LATER

**Facsimile Signature Authorization** 

The Bank is authorized and directed to pay checks bearing any form of facsimile or computer-generated signature. If the Organization either uses or provides a signature card authorizing any facsimile or computer-generated signature, the Organization will be solely responsible for any check bearing a similar signature.

#### Further Authorizations

The Secretary, Assistant Secretary, Acting Secretary or President of the Organization, acting alone, is authorized to certify to the Bank the name, title, specimen signature and facsimile signature of any additional Authorized Person, or to instruct the Bank to remove any Authorized Person. The Bank may rely on this Certificate until it receives express written notice of a change or revocation.

FOR THE PRECEDING PURPOSES, the undersigned has signed his/her name(s) on the date indicated above.

Exemption from FATCA reporting code (if any) \_\_\_\_\_ [According to the IRS Form W-9 instructions, if you are only submitting this form for an account you hold in the United. States, you may leave this field blank.]

#### CERTIFICATION

The undersigned certifies under penalties of perjury that (1) the Organization's Taxpayer identification Number shown above is correct, and (2) the Organization is not subject to backup withholding because: (a) the Organization is exempt from backup withholding, or (b) the Organization has not been notified by the Internal Revenue Service (IRS) that it is subject to backup withholding as a result of failure to report all interest or dividends, or (c) the IRS has notified the Organization that It is no longer subject to backup withholding, and (3) the Organization is e U.S. citizen or other U.S. person (as defined in the Form W-9 Instructions), and (4) the FATCA code(s) entered on this form (if any) indicating that the Organization is exempt from FATCA reporting is correct.

If the IRS has notified the Organization that it is subject to backup withholding due to underreporting interest or dividends on its tax return, cross out item 2 above.

The Internal Revenue Service does not require your consent to any provision of this docum	ment other than the certifications required to avoid backup withholding
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Signature: (In Title: Acting Secretary

Printed Name: \_\_MERRILL J MANGALASSERIL



DISTRIBUTION: 1) National Account Services 2) Customer

JPMorgen Chase Bank, N.A. Member FDIC M1 207-03-CS (05/14)

2016.



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

Attached in Exhibit C-5 TMGES, Inc.'s, you will find forecasted profit & loss statements for the following two years (2016 and 2017) are included on the following pages labeled: **Exhibit C-5 "Forecasted Financial Statements"** 

A list of assumptions for the provided forecasts are below, and the contact information for the preparer is founder, and Chief Executive Officer of TMGES, Inc. (please see below). As CEO, I worked diligently with our new Operations Manager who has a strong accounting background in developing budgets to reduce overhead the next two years, and streamline a commission tracking program that allows us to track future commissions on contracts that we've booked.

#### Assumptions

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1. Sales – Given where our sales finished at the end of 2015, we anticipate a conservative 30% increase each year for the next couple of years. We anticipate this increase in each area with the exception of our LED sales (please see below):

2015 Sales Breakdow	'n	30% Increase in 2016	30% increase in 2017
Procurement (House Accts)	\$87,116.14	\$113,250.98	\$147,226.27
Procurement (Refferal Partners)	\$21,779.03	\$28,312.74	\$36,806.57
Consulting/Misc.	\$2,383.78	\$3,098.91	\$4,028.59
*LED Sales	\$25,611.05	\$72,000.00	\$93,600.00
	\$136,890.00	\$216,662.64	\$281,661.43

We feel confident about existing contracts and their anticipated revenue already coming in as residuals. Additionally, our existing book of business is expected to grow as our clients are currently acquiring more properties this year; hence, more opportunities for us to grow. Additionally, with operational support in place, we feel that investing resources into growing our referral partner network will enable that area to grow. Consulting isn't a large portion of our business, but steadily has grown the last couple of years at a moderate rate, so feel that the increase is appropriate. Lastly, \*in the tail end of 2015, we've acquired our reseller/retail certificate, so our relationship with LED Manufacturers has evolved from an agent to a retailer, hence, higher revenue streams in LED will occur as a result of this change.

- 2. Amled Technology (Ananta LED Light Manufacturer) In 2016, we're anticipating a significant increase in Amled's expense for a couple reasons:
  - a. In December, 2015, we acquired a reseller license and our relationship with Amled Technology has evolved from being an agent of their LED products, to a reseller. Revenue streams will increase on the LED side of the business since our clients are paying us directly instead of the LED Manufacturer. Sequentially,
- 3. Ananta Office Rent TMGES, Inc., has increased this budget slightly with the purpose of expansion. With more space, it allows us to settle in more with a, "home-base," feel. With more

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time in this market-place, we feel strongly that we can grow. Centralized in Columbus, we're happy with the growth we've seen in this city thus far. Expanding throughout the state is next on our agenda.

- 4. Referral Partner For 2016, and 2017, we're anticipating a conservative increase in referral business each year by approximately 30%. With the addition of a Full-Time Operations Manager, Mr. Rintu Phillip, TMGES, Inc., will be able to increase our workflow capacity and operate more effectively. Operating at a higher efficiency, we'd like to allocate more time and resources on building our current referral partner network. Having the backend capability in Mr. Phillip to sustain this growth is finally a reality.
- 5. Meals and Entertainment TMGES, Inc., plans to reduce this budget significantly from \$24,000 (in 2015) down to \$14,000 (for 2016). The plan is to increase this budget back to \$17,000 for 2017. One of Mr. Rintu Phillip's responsibilities for our organization will be budgeting specific line items such as this since it's in direct line with our marketing and recruiting efforts. Ultimately, the plan is to outline a more cost effective budget, and cautiously adjust spending habits where we can achieve a similar result. Additionally, our travel schedule for industry tradeshows and conventions has slowed down, so not incurring these expenditures throughout the year will help drive this budget down.
- 6. Marketing TMGES, Inc., plans to reduce this budget significantly from 2015's \$14,686 down to \$7,200 for 2016, and then possibly increase it back up to \$10,000 for 2017. At the moment, we plan to reduce expenses in areas such as website, marketing collateral, videography, and volleyball sponsorships. We feel that our company name is established within our target market and is in a promising position to grow. We still want to invest in the same areas, but invest less.
- 7. Travel-- TMGES, Inc., plan to reduce this significantly from 2015's \$11,900 to a budget of \$4300 in 2016, and plan to increase it slowly back in 2017 back up to \$5500. Not only is fuel at a remarkable price right now, but we plan to save a lot in this area by taking advantage of our miles programs. Off-setting expenses with rewards earned from other expenses will help us achieve this goal. Lastly, understanding that we're only attending one hospitality trade show this year vs. the 4-5 we do every year will help us save in this area as well.
- 8. Payroll & Taxes TMGES, Inc., plans to increase our payroll expense by retaining Mr. Rintu Philip, and then increasing his salary by 25% in 2016 Q4. Additionally, I plan to start receiving a small salary in Q2 of 2016, with a small increase in 2017. With raises in place for Rintu, higher payroll and taxes will be paid by TMGES, Inc. in the upcoming years. In 2017, we plan to reserve funds to build a small sales organization.

#### Preparer Contact Information:

Merrill Mangalasseril 6580 Berrywood Ln. Downers Grove, IL, 60516 merrill.mangalasseril@gmaii.com merrillm@goananta.com D: 630.677.7499 F: 888.281.3749

# Exhibit C-5 "Forecasted Financial Statements"

TMGES INC DBA ANANTA ENERGY SOURCE Profit and Loss				
	January - December 2016 FUTURE F	ORECAST		
Total Income				
	Consulting/Misc.		3,098.91	
	Procurement Sales		113,250.98	
	Procurment (Referral Partners)		28,312.74	
	LED Sales		72,000.00	
	Total Revenue	\$	216,662.64	
Total Expenses		\$	206,645.03	
	Net Operating Income	\$	10,017.61	
	Net Income	\$	10,017.61	

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# TMGES INC DBA ANANTA ENERGY SOURCE Profit and Loss

J	lanuary	/ - December (	2017 FUTURE FORECAST

Total Income		
	Consulting/Misc.	4,028.59
	Procurement Sales	147,226.28
	Procurment (Referral Partners)	36,806.56
	LED Sales	93,600.00
	Total Revenue	\$ 281,661.43
Total Expenses		\$ 258,200.03
	Net Operating Income	\$ 23,461.40
	Net Income	\$ <u>2</u> 3,461.40

# Exhibit C-6 "Credit Rating."

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Operating as a small business, TMGES, Inc., does not have a credit rating filed with the established agencies listed such as Fitch IBCA and Moody's.

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# Exhibit C-7 "Credit Report"

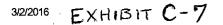
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Please find the attached Exhibit C-7, a recent copy of our Experian credit score and report.

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**Business services** 

Report Originally Retrieved 03/01/2016

#### Note: This report was requested and billed to your account within the past 7 days.

For help reading this report, please review our <u>sample report</u>.

Search inquiry: Tmges, Inc / Downers / IL / (My company)

**CreditScore<sup>SM</sup> Report** 

as of: 03/01/16 10:09 ET

# **Tmges**, Inc

Address:	1601 S Indiana Ave Apt 304 Chicago, IL 60616-1384 United States	Business Type: Experian File Established:	Corporation November 2011
Experian BIN:	986060484	Experian Years on File: Years in Business:	5 Years More than 5 Years
Agent: Agent Address:	Aman Patel 4521 Seminole Ave Grove City, OH	Filing Data Provided by: Date of Incorporation:	Illinois 10/31/2011

## **Family Linkage:**

Ultimate	Tmges, Inc
Parent	1601 S Indiana Ave Apt 304
	Chicago, IL

Branches /	Tmges, Inc
Alternative	6580 Berrywood Dr
Locations	Downers Grove, IL United States

	Payment Tradelines:	1
This legation does not ust have an	UCC Filings:	0
This location does not yet have an estimated Days Beyond Terms (DBT), or a Payment Trend Indicator. This is often	Businesses Scoring Worse:	70%
the result of too few Payment Tradelines.	✓ Bankruptcies:	0
	✓ Liens:	0
	🖌 Judgments Filed:	0
	✓ Collections:	0

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3/2/2016 EXHIBITC-7

Credit Summary

The objective of the Credit Ranking

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.

Score is to predict payment behavior.



Key Score Factors:

- Low number of recently reported commercial accounts.
- High maximum commercial account bal in the last 12 mos.
- Length of time on experian's file.
- Ratio of total bal to total high bal across all comm accts.

Recommended Action: Low To Medium Risk

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# Exhibit C-8 "Bankruptcy Information"

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TMGES, Inc., its officers, and its affiliates have had no form of bankruptcy filings within the two most recent years preceding this renewal application, and the current year.

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# Exhibit C-9 "Merger Information"

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TMGES, Inc., its officers, and its affiliates have had no form of dissolutions, mergers, or acquisitions within the five most recent years preceding this application.

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